

CF APMP

APMP FOUNDATION CERTIFICATION QUESTIONS & ANSWERS

Exam Summary – Syllabus – Questions

CF APMP

APMP Foundation-Level Certification (CF APMP)

75 Questions Exam – Duration of 60 minutes

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Know Your CF APMP Certification Well:

The CF APMP is best suitable for candidates who want to gain knowledge in the APMP Signature. Before you start your CF APMP preparation you may struggle to get all the crucial Foundation materials like CF APMP syllabus, sample questions, study guide.

But don't worry the CF APMP PDF is here to help you prepare in a stress free manner.

The PDF is a combination of all your queries like-

- What is in the CF APMP syllabus?
- How many questions are there in the CF APMP exam?
- Which Practice test would help me to pass the CF APMP exam at the first attempt?

Passing the CF APMP exam makes you APMP Foundation-Level Certification (CF APMP). Having the Foundation certification opens multiple opportunities for you. You can grab a new job, get a higher salary or simply get recognition within your current organization.

CF APMP Foundation Certification Details:

Exam Name	APMP Foundation-Level Certification
Exam Fee	APMP Members: \$400 / Nonmembers: \$600
Exam Duration	60 Minutes
Number of Questions	75
Passing Score	Pass / Fail
Format	Multiple Choice Questions
Books / Trainings	APMP Foundation-level Certification Study Guide APMP APPROVED TRAINING ORGANIZATIONS
Schedule Exam	APM Group website
Sample Questions	CF APMP Exam Sample Questions and Answers
Practice Exam	APMP Foundation-Level Certification (CF APMP) Practice Test

CF APMP Syllabus:

Topic	Details
UNDERSTAND BUSINESS DEVELOPMENT	- Introduction to the Business Development Lifecycle
FOCUS ON CUSTOMER	<ul style="list-style-type: none"> - Compliance & Responsiveness - Customer Analysis and Competitive Intelligence - Executive Summaries - Strategy and Win Themes - Value Propositions - Proposal Theme Statements - Features, Benefits, and Discriminators - Proof Points - Persuasion - Price-to-win - Teaming
CREATE DELIVERABLES	<ul style="list-style-type: none"> - Compliance Matrix - Proposal Organization - Persuasive Writing - Writing Clearly - Headings - Graphics and Action Captions - Page and Document Design - Cost and Pricing Data - Proactive Proposals
MANAGE PROCESSES	<ul style="list-style-type: none"> - End-to-End Process - Gate Decisions - Kickoff Meeting Management - Daily Team Management - Review Management - Production Management - Virtual Team Management - Lessons Learned Analysis and Management
USE TOOLS AND SYSTEMS	<ul style="list-style-type: none"> - Opportunity Plans - Content Plans - Knowledge Management - Scheduling

CF APMP Sample Questions:

Question: 1

In scheduling, what is the recommended contingency or risk reserve?

- a) Not explicitly stated
- b) 5%
- c) 10%
- d) 20%

Answer: c

Question: 2

For Roxaco's proposal to Atlantis Inc, which of the following sentences is usually best for a proposal text?

- a) To meet the requirements, Roxaco can offer a 50-ppm-device
- b) To meet Atlantis' requirements, Roxaco offers a 50-ppm-device
- c) To meet Atlantis' requirements, a 50-ppm-device is offered
- d) To meet the defined requirements, a 50-ppm-device is offered

Answer: b

Question: 3

Which is generally an accepted feature of using graphics in a proposal?

- a) Graphics increase the document size to make the document more impressive
- b) Graphics emphasize the creative capabilities of the bidder
- c) Graphics convey both, facts and emotion.
- d) Graphics make the document more colourful and therefore more convincing,

Answer: c

Question: 4

Why are process schedules represented as percentages in the APMP?

- a) To minimize confusion around days and person days
- b) Because percentages are scalable to any timeframe
- c) To minimize confusion around a number of days
- d) To minimize confusion around dates

Answer: b

Question: 5

What is seen as best practice with regards to building a compliance matrix?

- a) List items according to importance
- b) Begin each item with a noun
- c) Cluster similar requirements
- d) Follow the order of the proposal request

Answer: d

Question: 6

What are you least likely to include when developing the proposal document structure?

- a) An estimate of the number of pages for each section of the proposal document
- b) The hierarchy of section headings
- c) A proposal responsibility matrix
- d) Recommendations on the writing style

Answer: d

Question: 7

The Capture Plan Review is the review for which phase and input for which decision?

- a) Capture Assessment & Bid Pursuit Decision
- b) Account Planning & Capture Qualification Decision
- c) Capture Planning & Bid/ No Bid Decision
- d) Proposal Planning & Bid Validation Decision

Answer: c

Question: 8

A proper (customer) business case should NOT necessarily include:

- a) List of features
- b) Benefits
- c) Cash Flow
- d) Assumptions

Answer: a

Question: 9

Best and Final Offer is an output of which phase?

- a) Proposal Development
- b) Delivery
- c) Proposal Planning
- d) Negotiation

Answer: d

Question: 10

How do you emphasize a word or a sentence in a proposal text?

- a) Bold
- b) Bold and underlining
- c) Italics
- d) Small caps

Answer: a

Study Guide to Crack APMP Foundation CF APMP Exam:

- Getting details of the CF APMP syllabus, is the first step of a study plan. This pdf is going to be of ultimate help. Completion of the syllabus is must to pass the CF APMP exam.
- Making a schedule is vital. A structured method of preparation leads to success. A candidate must plan his schedule and follow it rigorously to attain success.
- Joining the APMP provided training for CF APMP exam could be of much help. If there is specific training for the exam, you can discover it from the link above.
- Read from the CF APMP sample questions to gain your idea about the actual exam questions. In this PDF useful sample questions are provided to make your exam preparation easy.
- Practicing on CF APMP practice tests is must. Continuous practice will make you an expert in all syllabus areas.

Reliable Online Practice Test for CF APMP Certification

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