

CF APMP

APMP FOUNDATION CERTIFICATION QUESTIONS & ANSWERS

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CF APMP

[APMP Foundation-Level Certification \(CF APMP\)](#)

75 Questions Exam – Duration of 60 minutes

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Discover More about the CF APMP Certification

Are you interested in passing the CF APMP exam? First discover, who benefits from the CF APMP certification. The CF APMP is suitable for a candidate if he wants to learn about Signature. Passing the CF APMP exam earns you the APMP Foundation-Level Certification (CF APMP) title.

While preparing for the CF APMP exam, many candidates struggle to get the necessary materials. But do not worry; your struggling days are over. The CF APMP PDF contains some of the most valuable preparation tips and the details and instant access to useful CF APMP study materials [just at one click](#).

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	- Compliance & Responsiveness - Customer Analysis and Competitive Intelligence

Topic	Details
	<ul style="list-style-type: none"> - 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

Broaden Your Knowledge with CF APMP Sample Questions:

Question: 1

Best and Final Offer is an output of which phase?

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

Answer: d

Question: 2

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

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

Answer: a

Question: 3

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: 4

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: 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

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: 7

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: 8

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: 9

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

Question: 10

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

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

Answer: c

Avail the Study Guide to Pass CF APMP Foundation Exam:

- Find out about the CF APMP syllabus topics. Visiting the official site offers an idea about the exam structure and other important study resources. Going through the syllabus topics help to plan the exam in an organized manner.
- Once you are done exploring the [CF APMP syllabus](#), it is time to plan for studying and covering the syllabus topics from the core. Chalk out the best plan for yourself to cover each part of the syllabus in a hassle-free manner.
- A study schedule helps you to stay calm throughout your exam preparation. It should contain your materials and thoughts like study hours, number of topics for daily studying mentioned on it. The best bet to clear the exam is to follow your schedule rigorously.
- The candidate should not miss out on the scope to learn from the CF APMP training. Joining the APMP provided training for CF APMP exam helps a candidate to strengthen his practical knowledge base from the certification.
- Learning about the probable questions and gaining knowledge regarding the exam structure helps a lot. Go through the [CF APMP sample questions](#) and boost your knowledge

- Make yourself a pro through online practicing the syllabus topics. CF APMP practice tests would guide you on your strengths and weaknesses regarding the syllabus topics. Through rigorous practicing, you can improve the weaker sections too. Learn well about time management during exam and become confident gradually with practice tests.

Career Benefits:

Passing the CF APMP exam, helps a candidate to prosper highly in his career. Having the certification on the resume adds to the candidate's benefit and helps to get the best opportunities.

Here Is the Trusted Practice Test for the CF APMP Certification

ProcessExam.Com is here with all the necessary details regarding the CF APMP exam. We provide authentic practice tests for the CF APMP exam. What do you gain from these practice tests? You get to experience the real exam-like questions made by industry experts and get a scope to improve your performance in the actual exam. Rely on ProcessExam.Com for rigorous, unlimited two-month attempts on the [CF APMP practice tests](#), and gradually build your confidence. Rigorous practice made many aspirants successful and made their journey easy towards grabbing the APMP Foundation-Level Certification (CF APMP).

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