

# PDM\_2002001060<sup>Q&As</sup>

CPM





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**QUESTION 1**

Which are the 3 key players in the sales phase according to the TRICORN model?

- A. Solution Architect, Project Manager and Care Manager.
- B. Sales Case owner, Customer Solution owner and Project Execution owner.
- C. Sales Case Owner, CT Head and Solution Architect.
- D. Account Manager, Project Manager and Care Manager.

Correct Answer: B

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**QUESTION 2**

One example of a benefit of an effective claim management process is:

- A. no claim related risks in the project risk log.
- B. visibility of financial impact of possible penalties.
- C. elimination of all claims.
- D. clause for liquidated damages in the customer contract.

Correct Answer: B

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**QUESTION 3**

How are project deliverables structured and organized in IPM?

- A. Through sales orders.
- B. Through sales items.
- C. Through work items within work packages.
- D. Through quality checklists.

Correct Answer: C

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**QUESTION 4**

Which of the following data is not available in 4C?

- A. GS Costs.
- B. Change requests.

- C. Risk log.
- D. Equipment costs.

Correct Answer: D

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#### QUESTION 5

What is the purpose of the post project review?

- A. To review of how a contract is performing against the customer and LoA commitments.
- B. To communicate the project closure and to collect and communicate lessons learned and best practices.
- C. To formally conclude all project activities including ramping down of resources, closing the project in the financial tools, and archiving project documentation.
- D. To provide an overview of the project performance and to identify gaps related to planning and preparation work.

Correct Answer: B

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