

## **Exam Name - Certified Procurement Professional (CPP)™**

### **Sample Exam**

1. Which of the following best defines strategic sourcing?
- A. Reactive purchasing based on supplier quotes
  - B. Harmonizing internal needs with supplier capabilities to optimize costs and innovation
  - C. Bulk ordering to benefit from volume discounts
  - D. Using a single vendor to reduce complexity

Answer **B**

2. What is a key objective of a supplier performance management process?
- A. Increase the number of vendors
  - B. Track, monitor, and improve supplier delivery, quality, and compliance
  - C. Standardize all suppliers into a single contract
  - D. Focus primarily on cost cutting

Answer **B**

3. A request for proposal (RFP) typically includes all EXCEPT:
- A. Detailed scope of requirements
  - B. Submission deadline and process
  - C. Desired pricing format
  - D. Supplier corporate branding guidelines

Answer **D**

**4.** Which contract type places maximum risk on the supplier?

- A. Cost-reimbursable
- B. Time-and-materials
- C. Firm-fixed-price
- D. Open-ended

Answer **C**

**5.** During a contract negotiation, a procurement professional should always begin with:

- A. The supplier's draft contract
- B. Company's objectives, priorities, and authorized delegation of authority
- C. Lowest possible price
- D. Customary terms used by competitors

Answer **B**

**6.** Under which ethical principle should procurement avoid conflicts of interest?

- A. Transparency
- B. Monetary gain
- C. Expediency
- D. Supplier loyalty

Answer **A**