

APMP Foundation Exam 2023 WITH Questions and Answers

Q.1 A kick-off meeting is ...

needed only if the team is distributed over several locations

only for those who provide content

only for top management members

a meeting where all stakeholders are invited. - ANSWER a meeting where all stakeholders are invited.

Q.2 Which of the following guidelines is generally seen as best practice?

Allow 30-40% of total time for final review, amendment and production

Allow 15% of total time for start-up and planning

Schedule 20% contingency time

Allow 10-20% of total time for kick-off preparation and proposal strategy review (earlier called the pink

review) - ANSWER Allow 15% of total time for start-up and planning

Q.3 Which is correct?

The Win Rate is the value (\$) of the bids submitted, divided by the value (\$) of the bids won

The Capture Ratio is the number of bids won, divided by the \$ value of the bids submitted

The Capture Ratio is the value (\$) of the bids submitted, divided by the number of bids won

The Win Rate is the number of bids won, divided by the number of bids submitted - ANSWER The Win Rate is the number of bids won, divided by the number of bids submitted

Q.4 To produce a complex graphic, it typically needs

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**National Association of Purchasing
Management**



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