CMKG CPCM study guide exam Graded-A 2024

A. Market shares. Through a compilation of banners in the data. - CORRECT ANSWER-Which of the following analytics is NOT available in retailer POS data?

A. Market shares. Through a compilation of banners in the data.

B. All of these analytics are available in retailer POS data.

C. Trends. Through time variations available in the data.

 Sales and profit analysis. Through total store, aisle, department, brand, and segment.

E. Shopper insights. Through transactional and shopping basket data.

A. Ensuring the loyalty card data updates correctly. - CORRECT ANSWER-What's the least important consideration when creating a monthly updated store-level report from syndicated scanner data?

A. Ensuring the loyalty card data updates correctly.

B. Planning for new store openings or closures.

C. Identifying key performance indicators.

D. Planning for new products that may be introduced after the report is created.

D. \$106,250.00 (Work =Sales / AC Distribution... = 8,500,000/80) - CORRECT ANSWER-If a SKU has achieved \$8,500,000 in sales and has 80% ACV distribution, what is its Sales per Point of Distribution (SPPD)?

A. \$531.25

B. \$1,062.50

C. \$106.25

D. \$106,250.00

True (share) - CORRECT ANSWER-True or false? If a retailer sells \$135 million in 13 weeks and grew 20% vs year ago and the Market sells \$500 million in 13 weeks and grew 18% versus a year ago then the retailer is gaining \$ share.

A. Share of features by brand divided by the brand's dollar share within the category -CORRECT ANSWER-How do you determine fair share of features for a brand?

A. Share of features by brand divided by the brand's dollar share within the category

B. Dollar sales sold on feature divided by total dollar sales for a brand

C. Share of features by brand for the market minus share of features by brand for the retailer

D. Promoted sales share by brand minus base sales share by brand

Cpcm Study Guide

Lauren Gardner

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CCCM, CFCM and CPCM Exams Study Guide and Practice Questions 2012 ExamREVIEW, 2012-02-09 This is an ALL IN ONE guide covering 3 exams CCCM CFCM and CPCM This is the latest 2012 Edition In the new CCCM exam syllabus General Business Knowledge is no longer tested HOWERVER taking into account the fact that knowledge on the general business environment would help a lot in your exam study effort even though the GB module is no longer required GB related materials are retained in this study guide Note that the CCCM exam does not cover FAR Therefore you may ignore the FAR section altogether The focus is more on the UCC Articles 1 2 and 2a and some general commercial contracting elements If you are new to contract management use this study guide TOGETHER WITH other sources of information to prepare for the exam The exam is easy only if you are experienced in contract management If you are not then lots of readings would have to be done For CFCM FAR is definitely the focus Still knowledge on commercial acquisition and contract is essential as it forms the foundation of modern contract management You should therefore go through the sections on business procurement and commercial contracting in addition to studying FAR Again GB is not tested in the exam As of the time of this writing CCCM and CFCM exams have 150 questions per exam The 110 question format is no longer in use CPCM Candidates need to know both sides of contract management Knowledge on commercial contract and FAR would be required Also some GB stuff will appear in this exam As of the time of this writing the CPCM exam has 179 questions There are several scenario based MC sections In this study product we have both contracting specific and business knowledge sections We label those business knowledge sections as Foundation Knowledge sections These sections have information that is not on the technical aspect of contracting but is still relevant for day to day contract admin works The Sept 2012 FAR revisions have been included in this edition CCCM, CFCM and CPCM Exams Study Guide and Practice Questions ExamREVIEW.NET,2010-03-05 This is an ALL IN ONE guide covering 3 exams CCCM CFCM and CPCM CCCM, CFCM and CPCM Exams Study Guide and Practice Questions 2011 ExamREVIEW, 2010-09-28 This is an ALL IN ONE guide covering 3 exams CCCM CFCM and CPCM This is the latest 2011 Edition Cccm, Cfcm and Cpcm Exams Study Guide & Practice Questions 2014 Examreview, 2013-10-20 This is an ALL IN ONE guide covering 3 exams CCCM CFCM and CPCM This is the latest 2012 Edition In the new CCCM exam syllabus General Business Knowledge is no longer tested HOWERVER taking into account the fact that knowledge on the general business environment would help a lot in your exam study effort even though the GB module is no longer required GB related materials are retained in this study guide Note that the CCCM exam does not cover FAR Therefore you may ignore the FAR section altogether The focus is more on the UCC Articles 1 2 and 2a and some general commercial contracting elements If you are new to contract management use this study guide TOGETHER WITH other sources of information to prepare for the exam The exam is easy only if you are experienced in contract management If you are not then lots of readings would have to be done For CFCM FAR is definitely the focus Still knowledge on commercial

acquisition and contract is essential as it forms the foundation of modern contract management You should therefore go through the sections on business procurement and commercial contracting in addition to studying FAR Again GB is not tested in the exam As of the time of this writing CCCM and CFCM exams have 150 questions per exam The 110 question format is no longer in use CPCM Candidates need to know both sides of contract management Knowledge on commercial contract and FAR would be required Also some GB stuff will appear in this exam As of the time of this writing the CPCM exam has 179 questions There are several scenario based MC sections In this study product we have both contracting specific and business knowledge sections We label those business knowledge sections as Foundation Knowledge sections These sections have information that is not on the technical aspect of contracting but is still relevant for day to day contract admin works The Sept 2012 FAR revisions have been included in this edition Latest case laws are also covered Federal Contract Manager Study Guide National Contract Management Association, The CFCM Study Guide is designed to assist candidates in reading the FAR by summarizing each part and highlighting critical definitions and information It is intended as a detailed study outline of the main topics within each FAR part and includes specific references The 4th Edition is divided by FAR subchapters A H Each subchapter section contains a brief at a glance summary of the FAR parts contained in that subchapter followed by a more in depth summary of each part The CFCM Study Guide provides references to specific thresholds limitations and requirements Use the citations provided in the guide to find the most up to date thresholds in the FAR This study guide has been updated to incorporate changes up to and including Federal Acquisition Circular 2021 06 As stated above CFCM candidates are responsible for updates Check National Contract Management's website for additional information about what is covered on the CFCM examination The CFCM Study Guide comes with a full CFCM practice exam at the end of the book as well as an answer key to self grade your responses As noted the questions on the practice exam may resemble those on the examination but were developed independently of the actual exam Therefore they are not the actual exam questions Memorization of the practice exam questions and answers is not sufficient preparation for the examination

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