



APMP Practitioner Orientation

Lesson 3: What type of content to expect on the exam?

Types Of Question

Question styles used in the examination

There are four different types of question used within the paper. The following shows you the structure of each type of question.

- **Classic** – Similar to a standard multiple-choice exam, you are asked to choose one answer from a list of possible answers. There are usually four options, but sometimes there are only three.
- **Matching** – You are asked to link items on one list to items in a second list.
- **Multiple Response** – You are asked to choose two correct answers from a list of possible answers. The list contains five options, with two of those options being correct.
- **Assertion Reason** – You are asked to evaluate two statements (an assertion and a reason), to determine if either, both or neither is true and, if both are true, whether the reason explains why the assertion is true.

Examples



1. Classic

Using the Scenario, answer the following questions.

Decide whether the approach taken is suitable and select the response that supports your decision.

- 1 The CSS Opportunity Manager has offered to maintain the Opportunity Plan so that the proposal writing team can continue to refer to this when developing the proposal content?
Is this a suitable approach to the proposal development process?
- A No, because schedule review teams should use the Proposal Plan as a reference.
 - B No, because the Proposal Plan is the only reference point required for reviewing.
 - C Yes, because the Opportunity Plan should evolve to become the Proposal Plan and drive the proposal content.
 - D Yes, because the Opportunity Plan removes the need for a Proposal Plan.

2. Matching

Using the Scenario, answer the following question.

Following the bid/no-bid deliberations, CSS has decided that its bid stands a good chance of winning the SOLACE Event Management opportunity.

The CSS Bid Manager is now reviewing the information provided by the Opportunity Manager about the SOLACE opportunity landscape. Several critical pieces of information appear to be missing.

Column 1 contains a list of missing information about the SOLACE opportunity landscape. For each entry in Column 1, select from Column 2 the primary role responsible for gathering it. Each selection from Column 2 can be used once, more than once or not at all.

	Column 1	Column 2
1	CSS win strategy.	A Account Manager.
2	Up-to-date schedule of bidding resources for the SOLACE Event Management opportunity.	B Opportunity Manager.
3	WT content and collateral.	C Proposal Manager.
		D Teaming Partner.

3. Multiple Response

Using the Scenario, answer the following questions about managing the CSS proposal team. Team members will be drawn from the CSS global network of offices, and WT.

Remember to select **2** answers to each question.

- | | |
|---|--|
| 1 | <p>Which 2 special considerations will affect the way the CSS proposal team is managed?</p> <ul style="list-style-type: none">A A majority of team interactions will be through electronic means.B Many team members will have other organizational roles to fulfill.C There is potential for cultural clashes within the team.D Attendance at daily stand-up reviews will be mandatory for all members.E Team members' work will have to be prioritized. |
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4. Assertion Reason

Answer the following question about decision-making and delegation during the Document Readiness Review of the SOLACE Event Management proposal.

Lines 1 to 4 in the table below consist of an assertion statement and a reason statement. For each line identify the appropriate option, from options A to E, that applies. Each option can be used once, more than once or not at all.

Option	Assertion	Reason	
A	True	True	AND the reason explains the assertion
B	True	True	BUT the reason does not explain the assertion
C	True	False	
D	False	True	
E	False	False	

	Assertion		Reason
1	The CSS Proposal Manager should schedule the Final Document Review to take place before development is scheduled for completion.	BECAUSE	The timing of Document Readiness Reviews should be at least two weeks before the submittal date on major proposals.
2	The CSS Proposal Manager should invite the same people who reviewed the Proposal Strategy to review the Final Document.	BECAUSE	Compliance reviews examine visuals and graphic elements, including action captions, for consistency and effectiveness.
3	It is NOT appropriate or justified that the CSS final decision to bid was based on the likelihood that SOLACE will continue to sponsor an annual SOLACE conference.	BECAUSE	The final decision to bid/not bid should be based entirely on the probability of the bidder winning.
4	The CSS Opportunity Manager should NOT delegate his responsibility, assuming the lead through to the final review.	BECAUSE	The opportunity team should ultimately maintain responsibility as the opportunity progresses.