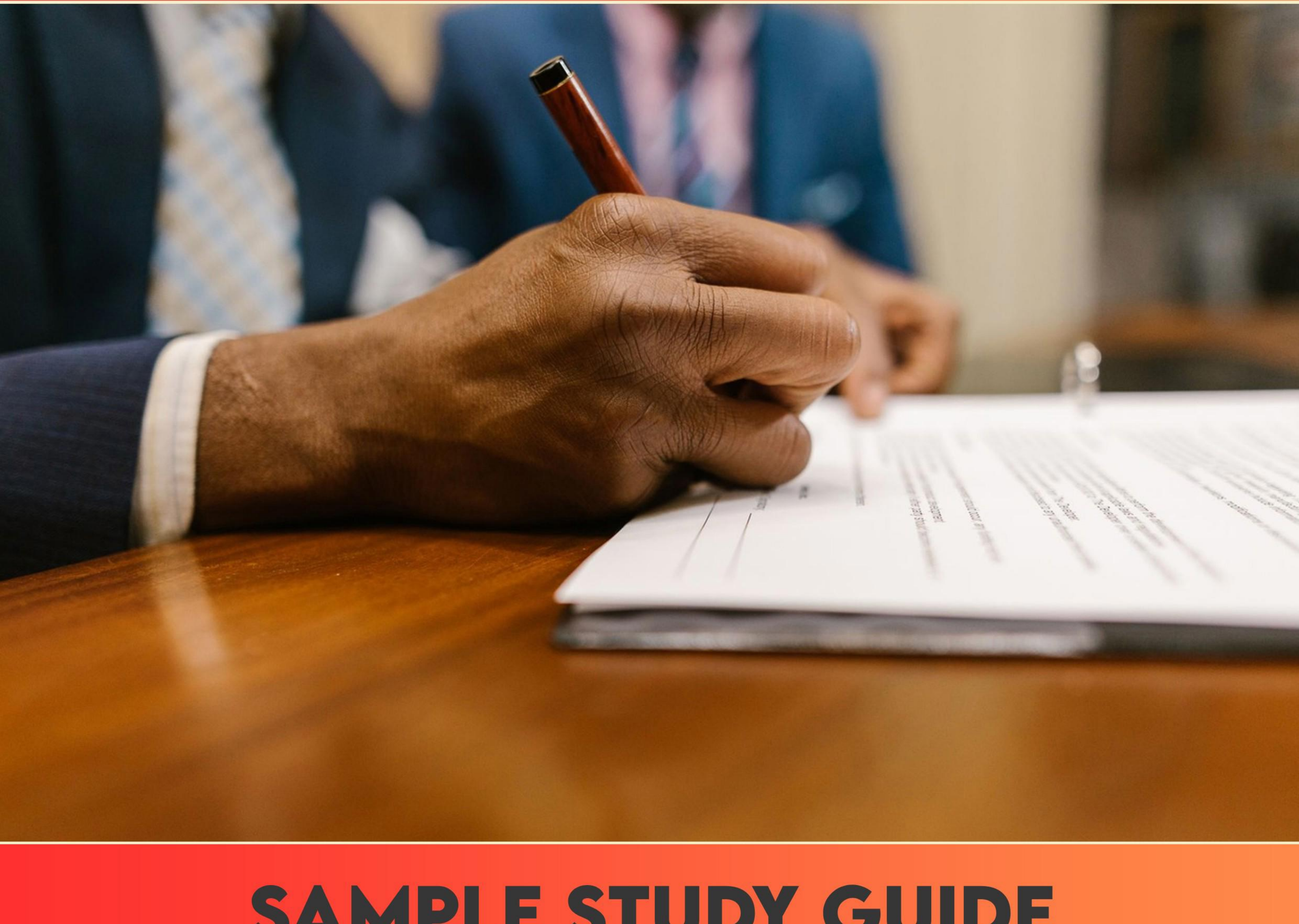
# FAR PART 15: CONTRACTING BY NEGOTIATION PRACTICE TEST (SAMPLE)

## STUDY GUIDE



## SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

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https://farpt15contractingbynegotiation.examzify.com

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# Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

# How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

### 1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

### 2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 – 45 minutes). Review a handful of questions, reflect on the explanations.

### 3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

### 4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

### 5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

### 6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

# Questions

**1. A negotiated contract is awarded after using which type of procedures?**

A. Sealed bidding

B. Informal quotes

C. Negotiated procedures

D. Micro-purchases

**2. For purchases of a commercial item, which statement is true?**

A. Only for non-commercial items

B. Not required

C. True

D. Never

**3. A tradeoff process may be appropriate when it:**

A. It is never appropriate

B. It requires awarding to the lowest priced offeror

C. It may be in the government's best interest to consider award to other than the lowest priced offeror or highest technically rated offeror

D. It requires the government to always select the highest technically rated offeror

**4. RFIs may be used when the Government does not presently intend to:**

A. Award a contract immediately and accept proposals

B. There is a required format for RFIs

C. The Government does not presently intend to award a contract but wants to obtain market information for planning

D. RFIs always result in a binding contract

**5. A contract awarded using other than sealed bidding procedures is a negotiated contract.**

A. Negotiated contract

B. Sealed-bid contract

C. Open market purchase

D. Informal quote

**6. What are the statutory fee limits for cost-plus-fixed-fee contracts?**

A. For experimental, developmental, or research work, 15 percent; for architect-engineer services, 6 percent; for other cost-plus-fixed-fee contracts, 10 percent

B. 15 percent for all cost-plus-fixed-fee contracts

C. 6 percent for all cost-plus-fixed-fee contracts

D. No statutory fee limits apply

**7. What restriction applies to telecommuting offers during evaluation?**

A. Telecommuting is always unfavorably evaluated

B. Telecommuting has no impact on evaluation

C. Offers including telecommuting shall not be unfavorably evaluated unless the contracting officer issues a written determination per FAR 7.108(b)

D. Telecommuting is prohibited

**8. Which statement best describes the purpose of a structured approach to profit pre-negotiation objectives?**

A. It guarantees the lowest possible price

B. It eliminates the need for negotiation

C. It ensures that all relevant factors are considered

D. It replaces the government's oversight

**9. What is a Source Selection Plan (SSP) and what does it specify?**

A. It defines evaluation factors, weights, conduct of the evaluation, and the roles of evaluators and decision-makers.

B. It outlines the project schedule and milestones.

C. It lists approved vendors for procurement.

D. It records the price analysis results.

**10. When is a fixed-price contract preferred in Part 15 procurements?**

A. When performance risk is high

B. When the cost uncertainty is extreme

C. When the contract must be completed in a short timeframe

D. When performance risk is low and price can be fixed

# Answers

1. C
2. C
3. C
4. C
5. A
6. D
7. C
8. C
9. A
10. D

# Explanations

### 1. A negotiated contract is awarded after using which type of procedures?

A. Sealed bidding

B. Informal quotes

C. Negotiated procedures

D. Micro-purchases

*In Federal acquisitions, when a contract is awarded after a process that allows discussion, evaluation of multiple factors, and a best-value decision, that is using negotiated procedures. This approach lets the government engage with offerors, clarify and improve proposals, and compare options not just by price but by overall value—technical merit, past performance, management approach, and other factors—before selecting the proposal that offers the best overall value to the government. Sealed bidding, by contrast, is used when requirements are well-defined and the award goes to the lowest price that meets the specs, with no discussion after bid opening. Informal quotes and micro-purchases are smaller, less formal processes with limited competition, not the negotiated method.*

### 2. For purchases of a commercial item, which statement is true?

A. Only for non-commercial items

B. Not required

C. True

D. Never

*When purchasing a commercial item, the governing rules for how you approach the item are in place and apply—that is, it is appropriate to use the commercial item procedures and follow the related requirements. The statement that describes the situation as true aligns with how commercial item acquisitions are handled in practice, because these purchases are not limited to non-commercial items, they are not exempt from necessary procurement steps, and there isn't a blanket "never" that applies. The other options misstate the reality: commercial items are not restricted to non-commercial items, there are required procedures and considerations, and the idea that it never applies is incorrect. So the option that asserts the situation as true best reflects how commercial item purchases are treated.*



### 3. A tradeoff process may be appropriate when it:

A. It is never appropriate

B. It requires awarding to the lowest priced offeror

C. It may be in the government's best interest to consider award to other than the lowest priced offeror or highest technically rated offeror

D. It requires the government to always select the highest technically rated offeror

*A tradeoff process is used when the government wants to balance cost with non-price factors to determine the offer that provides the greatest overall value. It may be in the government's best interest to award to an offeror who is not the lowest priced or not the highest technically rated if that combination yields superior overall value, considering factors like technical merit, past performance, delivery, and service. This approach lets you trade price for quality and other benefits, rather than rigidly choosing the lowest cost or the top technical rating alone. The other approaches described—always awarding to the lowest price or always selecting the highest technically rated—do not reflect the flexible value-based decision that a tradeoff process allows.*

## 4. RFIs may be used when the Government does not presently intend to:

A. Award a contract immediately and accept proposals

B. There is a required format for RFIs

C. The Government does not presently intend to award a contract but wants to obtain market information for planning

D. RFIs always result in a binding contract

*RFIs are used to gather information from the market when the government isn't ready to buy yet. Their purpose is to understand what capabilities exist, typical costs, and overall market conditions so the acquisition strategy and requirements can be planned more effectively. Because there's no intent to award a contract at this stage, responses to an RFI are informational and not binding or contract-creating. That's why the best description is the one that says the government does not presently intend to award a contract but wants market information for planning. The idea is to learn about the market before issuing any solicitation, not to solicit proposals for immediate award. RFIs are not about ensuring a contract or binding commitments, and while there may be preferred formats for responses, the core purpose is information gathering for planning.*

## 5. A contract awarded using other than sealed bidding procedures is a negotiated contract.

A. Negotiated contract

B. Sealed-bid contract

C. Open market purchase

D. Informal quote

*The main idea is that sealed bidding is the distinct path for competitive, price-focused awards, and anything awarded using procedures other than sealed bidding is handled through negotiation. When the government uses requests for proposals, discussions, and best-and-final offers, it's operating under negotiation procedures (FAR Part 15). Those procedures come with proposal submission, evaluation against multiple factors, and potential negotiations on price, terms, and other conditions. If you're not using sealed bidding, you're in the negotiated realm. That's why the statement identifies a negotiated contract as the correct description. Sealed-bid contracts follow the sealed bidding path, while open market purchases or informal quotes are not the formal negotiated-process path, even though some bargaining may occur in practice.*

## 6. What are the statutory fee limits for cost-plus-fixed-fee contracts?

A. For experimental, developmental, or research work, 15 percent; for architect-engineer services, 6 percent; for other cost-plus-fixed-fee contracts, 10 percent

B. 15 percent for all cost-plus-fixed-fee contracts

C. 6 percent for all cost-plus-fixed-fee contracts

D. No statutory fee limits apply

*The key idea is that there are no federal statutory caps that apply universally to cost-plus-fixed-fee contracts. In these agreements, the contractor is reimbursed allowable costs plus a fixed fee, and that fixed fee is negotiated rather than set by statute. While historical practice referenced ceilings (for example, certain percentages for specific types of work), those ceilings are not current statutory limits binding all CPFF contracts. In modern practice, the fixed fee is determined through negotiation and should be reasonable given the work's complexity, risk, and market conditions, with any agency-specific guidance or contract terms applying rather than a statutory percent. So there isn't a statutory fee limit that applies across the board.*

## 7. What restriction applies to telecommuting offers during evaluation?

A. Telecommuting is always unfavorably evaluated

B. Telecommuting has no impact on evaluation

C. Offers including telecommuting shall not be unfavorably evaluated unless the contracting officer issues a written determination per FAR 7.108(b)

D. Telecommuting is prohibited

*Telecommuting offers must not be treated unfavorably simply because they involve remote work. The rule requires that any unfavorability be supported by a written determination from the contracting officer under FAR 7.108(b). This determination explains why the telework arrangement would adversely affect performance, supervision, security, access to facilities, or other mission-critical requirements, and it becomes part of the evaluation record. Without such a documented basis, telecommuting should be evaluated on its merits like any other factor. Telecommuting is not prohibited; it's allowed and can be considered favorable, neutral, or unfavorably evaluated only with the required written justification.*

## 8. Which statement best describes the purpose of a structured approach to profit pre-negotiation objectives?

A. It guarantees the lowest possible price

B. It eliminates the need for negotiation

C. It ensures that all relevant factors are considered

D. It replaces the government's oversight

*A structured approach to profit pre-negotiation objectives focuses on identifying and weighing all factors that influence a fair and reasonable profit for the contractor and value for the government. By setting profit targets and the elements that affect them before negotiations begin, you create a comprehensive framework rather than making decisions on the fly. This helps ensure that important considerations—contractor risk, cost structure, overhead and indirect costs, market conditions, competition, schedule and performance requirements, and the overall value of the contract—are all examined and balanced. With this foundation, the negotiation plan has a defensible rationale for the proposed profit and a clearer path to a price that aligns with policy and competition. It's not about guaranteeing the lowest price, it doesn't eliminate negotiation, and it doesn't replace government oversight; it simply ensures that all relevant factors are considered.*



## 9. What is a Source Selection Plan (SSP) and what does it specify?

A. It defines evaluation factors, weights, conduct of the evaluation, and the roles of evaluators and decision-makers.

B. It outlines the project schedule and milestones.

C. It lists approved vendors for procurement.

D. It records the price analysis results.

*The Source Selection Plan defines how proposals will be evaluated to choose the best value. It specifies the evaluation factors and their weights, the procedure for conducting the evaluation, and the roles and responsibilities of the evaluators and the decision-makers. This plan provides a structured, transparent framework so the comparison of proposals is consistent and objective, guiding the best value tradeoff decisions. It's not about the project schedule, a list of approved vendors, or recording the results of price analysis—those are separate documents or outputs. The SSP focuses on the criteria, their importance, the evaluation process, and who is responsible for the decisions.*

## 10. When is a fixed-price contract preferred in Part 15 procurements?

A. When performance risk is high

B. When the cost uncertainty is extreme

C. When the contract must be completed in a short timeframe

D. When performance risk is low and price can be fixed

*Fixed-price contracts are preferred when the work can be defined with high clarity and the acquiring activity can establish a price with reasonable certainty. In that situation, the contractor should bear the cost risk, so incentives align toward controlling costs and delivering on time, while the government gets price certainty and budget predictability. When performance risk is low, the likelihood of unforeseen complications that would drive up costs is reduced, making a fixed price stable and fair to both sides. If performance risk is high or cost uncertainty is extreme, locking in a single price becomes risky for the contractor and can lead to disputes or poor performance; in those cases, cost-reimbursement or other flexible contract types better accommodate unknowns. A short timeframe by itself doesn't determine the choice; what matters is whether requirements can be well defined and priced up front. If they can, a fixed-price approach typically provides the most efficient, predictable outcome.*

# Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

https://farpt15contractingbynegotiation.examzify.com

We wish you the very best on your exam journey. You've got this!