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Multiple Choice Quiz

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Results Reporter

Out of 15 questions, you answered 3 correctly with a final grade of 20%

3 correct (20%) 
12 incorrect (80%) 
0 unanswered (0%)

Your Results:

The correct answer for each question is indicated by a ✓.

1
INCORRECT

Contracting project work has long been the norm in the _____ industry.

- ☒ A) Telecommunications
- ☐ B) Financial
- ☐ C) Insurance
- ☐ D) Construction
- ☐ E) Retail

✓

2
INCORRECT

Advantages of outsourcing project work may likely include all of the following except?

- ☒ A) Shortened project completion
- ☐ B) Reduced costs
- ☐ C) Higher level of expertise
- ☐ D) Reduced conflict
- ☐ E) Increased flexibility

✓

3
INCORRECT

Key practices in partnering relationships include:

- ☒ A) Single project contracting
- ☐ B) Goals and objectives are similar
- ☐ C) Access to each other's organizational resources
- ☐ D) Both B and C are correct
- ☐ E) A, B, and C are all correct

✓

4 CORRECT

Which of the following is part of the traditional project process?

- ☒ A) Structured communications
- ☐ B) Long-term commitment
- ☐ C) Total company involvement
- ☐ D) Both A and B are correct
- ☐ E) A, B, and C are all correct

✓

5
INCORRECT

Which of the following did the state of Ohio do before starting a bond-financed school construction project?

- ☒ A) Create a specific RFP (request for proposal)
- ☐ B) Have a dress rehearsal
- ☐ C) Reviews the performance of contractors on past projects
- ☐ D) Both A and C are correct
- ☐ E) A, B, and C are all correct

✓

6
INCORRECT

In the Snapshot from Practice "Strategies for Communicating with Outsourcers," which of the following was not one of the suggested strategies?

- ☒ A) Recognize cultural differences
- ☐ B) Use a translator to make sure everyone understands
- ☐ C) Choose the right words
- ☐ D) Confirm your requirements
- ☐ E) Set deadlines

✓

7
INCORRECT

The result of teambuilding among the project's participants is a:

- ☒ A) Signed contract
- ☐ B) Legal partnership agreement
- ☐ C) Project plan
- ☐ D) Partnering charter
- ☐ E) Responsibility matrix

✓

8
INCORRECT

Among the many advantages for establishing long-term partnerships are:

- 9 **INCORRECT** ✓
- Teambuilding between partners should:
- ☒ A) Reduced administrative costs
 - ☐ B) Improved performance
 - ☐ C) Improved communication
 - ☐ D) B and C are both correct
 - ☐ E) A, B, and C are all correct
- 10 **CORRECT** ✓
- In the Snapshot from Practice dealing with the Value Engineering Awards program, which branch of the U.S. government was involved?
- ☒ A) Department of Defense
 - ☐ B) Department of Commerce
 - ☐ C) Department of Transportation
 - ☐ D) N.A.S.A
 - ☐ E) Department of Education
- 11 **INCORRECT** ✓
- Customer satisfaction can be quantified by:
- ☐ A) Perceived performance divided by actual performance
 - ☐ B) Actual performance divided by expected performance
 - ☒ C) Perceived performance divided by expected performance
 - ☐ D) Actual performance divided by perceived performance
 - ☐ E) Expected performance divided by actual performance
- 12 **INCORRECT** ✓
- In the research highlight on IT project managers, which of the following was not one of the roles taken by project managers?
- ☒ A) Entrepreneur
 - ☐ B) Politician
 - ☐ C) Friend
 - ☐ D) Marketer
 - ☐ E) Auditor
- 13 **INCORRECT** ✓
- Which of the following is not one of the elements of good negotiation?
- ☒ A) Be hard on the problem, soft on the people
 - ☐ B) Conflict on a project can be good
 - ☐ C) Negotiation is not a contest
 - ☐ D) Seek first to understand, then to be understood
 - ☐ E) All of these are elements of good negotiation
- 14 **CORRECT** ✓
- Which of the following is reflected in the saying "Let anger fly out the window"?
- ☒ A) Separate people from the problem
 - ☐ B) Be honest
 - ☐ C) Focus on interests, not positions
 - ☐ D) Invent options for mutual gain
 - ☐ E) When possible, use objective criteria
- 15 **INCORRECT** ✓
- The dovetailing technique is used in which of the following keys to good negotiation?
- ☐ A) Separate people from the problem
 - ☐ B) Be honest
 - ☐ C) Focus on interests, not positions
 - ☒ D) Invent options for mutual gain
 - ☐ E) When possible, use objective criteria

E-mail Your Results

Date: Tue Nov 15 2016 07:16:27 GMT+1100 (Local Daylight Time)

My name:

Section ID:

E-mail these results to:

E-mail address:

Me:

My Instructor:

My TA:

Other:

Format:

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