

Course-wide Content

Web Links
MS Project Tutorials
Updates and Errata
Microsoft Project 2010...
Blue Zuma Videos

Chapter 12 ▼

Quizzes

Multiple Choice Quiz

More Resources

Key Terms
PowerPoint Presentations
Study Outlines

Contents ▲

Multiple Choice Quiz

(See related pages)

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:

- ☒ **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
- 9
INCORRECT
- Teambuilding between partners should:
- ☒ **A)** Include engineers, architects, lawyers, specialists and other staff
☐ **B)** Be facilitated by an outside consultant
☐ **C)** Not take more than one day
☐ **D)** A and B 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:

Format:

Me:

▼

My Instructor:

▼

My TA:

▼

Other:

▼

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