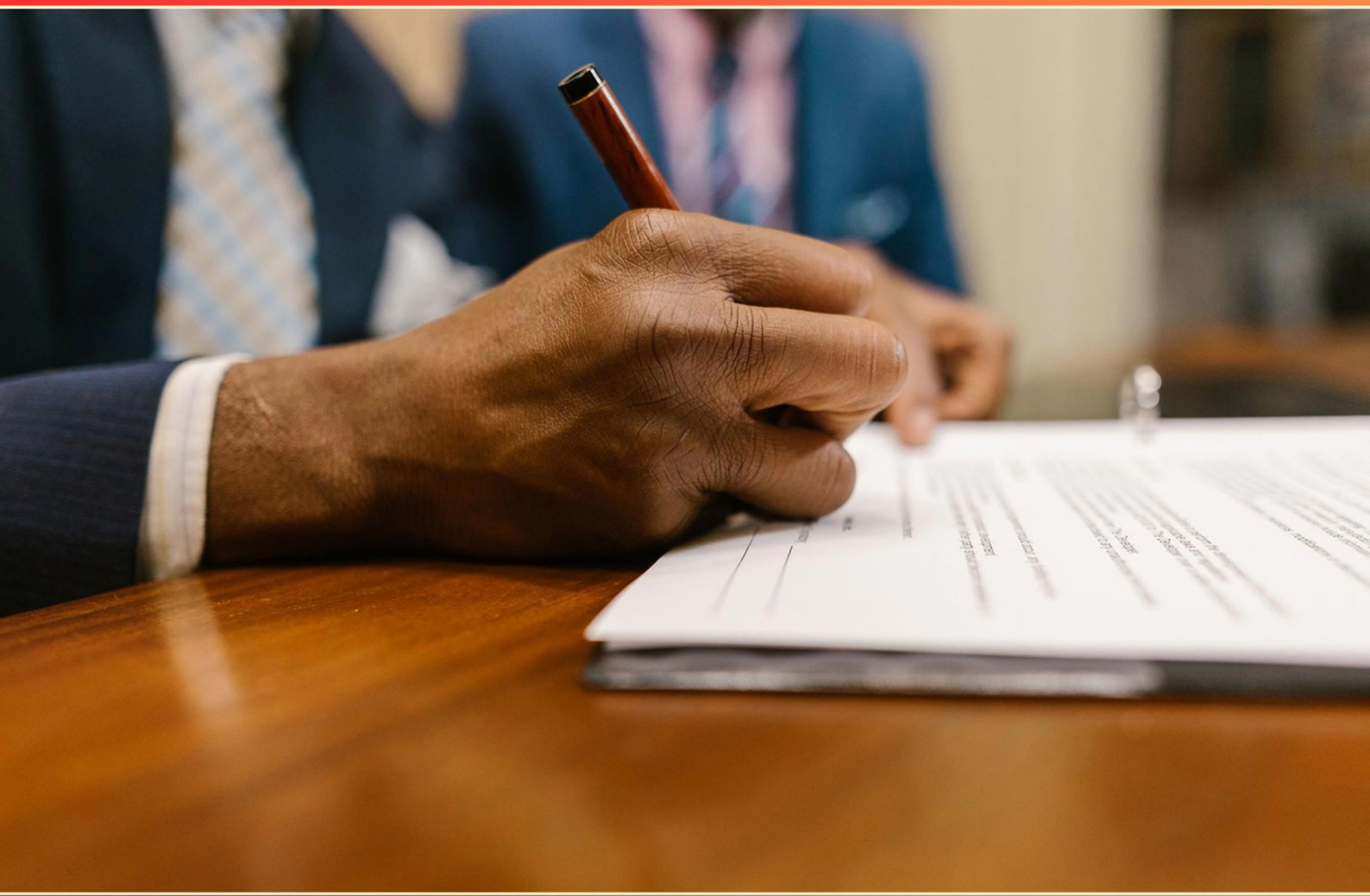
FAR PART 15: CONTRACTING BY NEGOTIATION PRACTICE TEST (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

VISIT US ONLINE FOR THE FULL VERSION STUDY GUIDE

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.

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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!

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Questions

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1. **Government personnel may not use any data from an unsolicited proposal as the basis for a solicitation with another firm unless which condition is met?**

   A. The offeror is notified and agrees to intended use

   B. The government pays a fee

   C. The data is strictly confidential

   D. The proposal is awarded

2. **What is the preferred method for unsolicited proposals?**

   A. Submission of new and innovative ideas in response to some type of government initiated solicitation or program

   B. Only when new or innovative ideas fall outside topic areas publicized under those programs or techniques can they be submitted as unsolicited proposals

   C. Submissions directly to the contracting officer without any solicitation

   D. Proposals submitted after a grant is announced

3. **What is the general purpose of an evaluation factor weight?**

   A. It determines the maximum price allowed.

   B. It conveys the relative importance of each criterion in the overall evaluation.

   C. It defines the procurement timeline.

   D. It estimates the contractor's profit margin.

4. **If an offeror is eliminated from the competitive range, can they request a debriefing?**

   A. No.

   B. Only if they didn't participate in the discussions.

   C. Yes, they may request a debriefing.

   D. Yes, but only after 60 days.

5. **If listing any stated unit prices is impracticable, what should be furnished in the post-award notice?**

   A. Only the total contract price

   B. All itemized unit prices for each award

   C. No price information should be disclosed

   D. The unit price for the first item only

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6. Unsolicited Proposals (FAR 15.6) are defined as:

A. A written proposal for a new or innovative idea that is submitted to an agency on the initiative of the offeror for the purpose of obtaining a contract with the Government, and that is not in response to a request for proposals, Broad Agency Announcement, Small Business Innovation Research topic, Small Business Technology Transfer Research topic, Program Research and Development Announcement, or any other Government-initiated solicitation or program

B. A response to a government-initiated solicitation

C. A standard purchase order proposal

D. An internal memo proposing process improvements

7. The contracting officer should request field pricing assistance when:

A. The information available at the buying activity is inadequate to determine a fair and reasonable price

B. The information is readily available

C. The vendor asks for it

D. Only for commercial items

8. If after award, certified data are found inaccurate, incomplete, or noncurrent as of the date of final agreement on price, the Government is entitled to:

A. The Government is entitled to a price adjustment, including profit or fee, for any amount increased due to defective data

B. Criminal charges may be filed

C. No remedy

D. A formal rebid is required

9. What is the role of condition-based performance metrics in acceptance?

A. They provide the criteria against which the contractor's performance will be measured and accepted.

B. They determine the payment schedule in advance.

C. They define the protest window.

D. They set the maximum legal penalties.

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10. Distinguish between price analysis and cost realism analysis.

A. Price analysis compares prices to benchmarks; cost realism checks whether proposed costs are realistic for the work.

B. Price analysis and cost realism are the same thing.

C. Price analysis only applies to fixed-price contracts; cost realism only to cost-plus contracts.

D. Price analysis assesses performance risk; cost realism determines delivery schedules.

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Answers

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

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Explanations

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1. Government personnel may not use any data from an unsolicited proposal as the basis for a solicitation with another firm unless which condition is met?

A. The offeror is notified and agrees to intended use

B. The government pays a fee

C. The data is strictly confidential

D. The proposal is awarded

When an unsolicited proposal is in play, the government must respect the submitter's rights to the data inside that proposal. If the government wants to use any part of that data as the basis for a solicitation to other firms, it must first obtain the submitter's permission for that specific use. In practice, this means the offeror must be notified and must agree in writing to how the data will be used in the new competition. This protects the submitter's proprietary information and avoids disclosing confidential material without consent. The other options don't provide the necessary authorization. Simply paying a fee isn't the mechanism that grants rights to use the data. Keeping the data strictly confidential by itself doesn't authorize its use in a new solicitation, and having the proposal awarded doesn't automatically grant permission to reuse its data for competing firms.

2. What is the preferred method for unsolicited proposals?

A. Submission of new and innovative ideas in response to some type of government initiated solicitation or program

B. Only when new or innovative ideas fall outside topic areas publicized under those programs or techniques can they be submitted as unsolicited proposals

C. Submissions directly to the contracting officer without any solicitation

D. Proposals submitted after a grant is announced

Unsolicited proposals are best handled when they are submitted in response to a government-initiated solicitation or program. This keeps the idea within a defined framework the agency has publicly announced, making it possible for the proposal to be properly evaluated, tracked, and funded if it fits the agency's mission and priorities. Submitting in this way signals that the idea is new and innovative while aligning it with an approved program or topic area the government has already identified as of interest. The other approaches don't provide that structured pathway. Submitting directly to a contracting officer without any solicitation bypasses the program context and the established review process. Waiting for a grant announcement isn't how unsolicited ideas are typically advanced. And saying the proposal is only acceptable if it falls outside publicized topic areas misstates the usual process, which relies on a government-initiated program or solicitation to channel unsolicited ideas into a proper evaluation track.

3. What is the general purpose of an evaluation factor weight?

A. It determines the maximum price allowed.

B. It conveys the relative importance of each criterion in the overall evaluation.

C. It defines the procurement timeline.

D. It estimates the contractor's profit margin.

Evaluation factor weights express the relative importance of each criterion in the overall evaluation. They show evaluators how much influence a score on one criterion should have compared with others, and they're used to multiply each criterion's score and combine them into a final, comparative result. This ensures the agency emphasizes what matters most for the procurement, rather than treating all criteria as equally important. The other options don't fit because maximum price, timeline, and profit margin are not about how much weight each criterion carries in the evaluation.

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4. If an offeror is eliminated from the competitive range, can they request a debriefing?

A. No.

B. Only if they didn't participate in the discussions.

C. Yes, they may request a debriefing.

D. Yes, but only after 60 days.

In negotiated procurements, offerors who are not selected for award—whether because they were not in the competitive range or were otherwise eliminated—have a right to a debriefing if they request it. The debriefing is available to all unsuccessful offerors, and participation in discussions does not affect that right. There isn't a mandatory waiting period like 60 days; the debriefing is provided once the offeror asks for it. The debriefing helps the eliminated offeror understand how the evaluation was conducted and why their proposal was not competitive, and it can inform future proposals or protests if needed. So, they may request a debriefing.

5. If listing any stated unit prices is impracticable, what should be furnished in the post-award notice?

A. Only the total contract price

B. All itemized unit prices for each award

C. No price information should be disclosed

D. The unit price for the first item only

When a post-award notice must withhold unit prices as impracticable, the essential information to share is the total contract price. Providing only the total price satisfies transparency about what the government will pay while protecting sensitive pricing data that could reveal vendor cost structures or bargaining positions. Listing each unit price would disclose more detail than is required or prudent when impracticable, and withholding all price information or revealing only a partial item would fail to give the necessary context for understanding the award or for any protest or inquiry.

6. Unsolicited Proposals (FAR 15.6) are defined as:

A. A written proposal for a new or innovative idea that is submitted to an agency on the initiative of the offeror for the purpose of obtaining a contract with the Government, and that is not in response to a request for proposals, Broad Agency Announcement, Small Business Innovation Research topic, Small Business Technology Transfer Research topic, Program Research and Development Announcement, or any other Government-initiated solicitation or program

B. A response to a government-initiated solicitation

C. A standard purchase order proposal

D. An internal memo proposing process improvements

Unsolicited proposals are ideas a contractor submits to a government agency on the initiative of the offeror, not in response to any government solicitation or program. This reflects a proposal that aims to obtain a contract without a prior RFP, Broad Agency Announcement, SBIR/STTR topic, or similar government-initiated trigger. That precise setup is what FAR 15.6 defines as an unsolicited proposal: written, innovative or new, and submitted without a government solicitation. The other descriptions don't fit because they describe proposals that come from the government's invitation (a response to a government-initiated solicitation), or are not real procurement proposals at all (a standard purchase order proposal; an internal memo proposing process improvements).

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7. The contracting officer should request field pricing assistance when:

A. The information available at the buying activity is inadequate to determine a fair and reasonable price

B. The information is readily available

C. The vendor asks for it

D. Only for commercial items

When determining price reasonableness, you bring in field pricing assistance when the information available at the buying activity is not enough to judge whether the price is fair and reasonable. This external input provides independent analysis to supplement your price analysis, helping ensure the government isn't paying more than necessary. If the information is already adequate and can support a determination of fairness and reasonableness, there's no need to involve field pricing. Merely because the vendor asks for it or because the item is commercial does not by itself create the requirement; the trigger is the lack of adequate information to make a sound determination.

8. If after award, certified data are found inaccurate, incomplete, or noncurrent as of the date of final agreement on price, the Government is entitled to:

A. The Government is entitled to a price adjustment, including profit or fee, for any amount increased due to defective data

B. Criminal charges may be filed

C. No remedy

D. A formal rebid is required

The main concept here is defective pricing under the Truth in Negotiations Act. When certified data used to establish the final price are later found to be inaccurate, incomplete, or not current, the government has a contractual remedy to bring the price in line with the true costs. The government is entitled to a price adjustment that reduces the contract price to reflect the corrected data, and this adjustment can include recovering profit or fee that was earned based on the inflated amount. This is a contractual remedy, not a criminal matter, and it does not automatically require a formal rebid. A rebid would only occur if the agency chooses to reprocure rather than amend the current contract.

9. What is the role of condition-based performance metrics in acceptance?

A. They provide the criteria against which the contractor's performance will be measured and accepted.

B. They determine the payment schedule in advance.

C. They define the protest window.

D. They set the maximum legal penalties.

The key idea is that acceptance rests on objective, condition-based performance metrics that spell out exactly what the government must see to consider the work acceptable. These metrics establish measurable standards—things like quality, timeliness, reliability, and other performance conditions—that the contractor must meet for acceptance to occur. By defining these criteria upfront, both sides have a clear, verifiable basis to evaluate performance and determine when the deliverables meet the contract requirements and are ready for final acceptance and payment. These metrics aren't primarily about setting a payment schedule, protest windows, or penalties. They're the standards used to judge whether acceptance should be granted. If the work meets the defined conditions, acceptance follows; if not, corrective actions or remedies apply.

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10. Distinguish between price analysis and cost realism analysis.

A. Price analysis compares prices to benchmarks; cost realism checks whether proposed costs are realistic for the work.

B. Price analysis and cost realism are the same thing.

C. Price analysis only applies to fixed-price contracts; cost realism only to cost-plus contracts.

D. Price analysis assesses performance risk; cost realism determines delivery schedules.

The main idea is that price analysis looks at the price itself and how it stacks up against market data or benchmarks to judge reasonableness, without dissecting the cost elements. Cost realism analysis, by contrast, digs into the contractor's proposed costs to see if they are realistic for the work—examining the underlying cost elements (labor, overhead, materials, etc.) and the assumptions behind them, which is especially important for cost-reimbursement or non-fixed-price contracts. So the best choice says: comparing the proposed price to benchmarks to determine reasonableness, and checking whether the proposed costs are realistic for the work. That captures the distinct purposes: price analysis is market-based and element-agnostic, while cost realism is an in-depth check of the viability of the cost proposal itself.

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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!

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