

APMP Practice Test Questions and Answers

1. What does APMP stand for?

- A) Association of Proposal Management Professionals
- B) American Procurement and Management Program
- C) Advanced Proposal Methods Professionals
- D) Association of Professional Marketing Practitioners

2. What is the component of business plan?

- A) Marketing Strategy
- B) Sales Strategy
- C) Executive Summary
- D) All of the above

3. APMP's annual conference is known as what?

- A) Bid & Proposal Con
- B) PropWorld
- C) ProposalFest
- D) Procurement Summit

4. The term "stakeholder" is used to refer to

- A) Anyone affected by the program being evaluated.
- B) Anyone affected by the program being evaluated.
- C) People who are not directly impacted by the program being evaluated.
- D) Neutral third party observers.

Answers: 1-A 2-D 3-A 4-A

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