Slide 1

CPPO Jeopardy
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Orange County, FL

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Slide 2

CPPO JEOPARDY!

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<th>Legal Aspects</th>
<th>Contract Admin.</th>
<th>Potpourri</th>
<th>Sourcing</th>
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Slide 3

FINAL JEOPARDY!

18th Century Russian Poetry

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Slide 4

FINAL JEOPARDY!

Strategic Planning

Slide 5

Contracts for: the sale of real estate; periods greater than one year; and those over $500 in value must be:

Written

Legal Aspects 100

Slide 6

Interpreting an existing contract without benefit of extrinsic evidence of past agreements is governed by this rule:

The Parol Evidence Rule

Legal Aspects 200
Slide 7

Policies and procedures as promulgated by an agency’s executive are part of this type of law:

**Administrative Law**

Slide 8

Allowing the remaining parts of a contract to continue in force should one part become voided is the purpose of:

**A Severability Clause**

Slide 9

Laws governing public records, open meetings and freedom of information are known by this illuminating phrase:

**Sunshine Laws**
Requesting a contractor provide information as to why a contract should not be terminated for default is the purpose of a:

**Show-Cause Notice**

When we want to establish a contract for goods or services, the best way to begin putting that contract together is with this in mind:

**The End**

When considering contract termination, the contract manager should first:

**Start a File That Details the Conflict**
Slide 13

The need to establish a source of supply for an extended period of time suggests the use of:

Term Contracts

Contract Admin. 400

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Slide 14

This contract element describes how evaluators will observe, test, evaluate and document supplier performance.

Performance Assessment Plan

Contract Admin. 500

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Slide 15

Oral warning, written notice, suspension, demotion, termination are all steps in:

Progressive Discipline

Potpourri 100

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The review and evaluation of a supplier’s real or anticipated costs is known as:

Cost Analysis

According to Maslow’s Hierarchy of Needs, this is considered to be the ultimate human need.

Self-actualization

A group of people with different skill sets assembled from across an agency to deal with an issue is known as a:

Cross-functional Team
Slide 19
Loss of revenue, suspected mistakes in the bidding process and restrictive specifications are some of the reasons vendors give for:

Filing Bid Protests

Slide 20
Any test methods necessary to verify compliance with the requirements of a solicitation should be identified in:

The Specification

Slide 21
The structured process of analyzing an agency’s spending patterns and making more effective procurement decisions is known as:

Strategic Sourcing
A type of contract in which a contractor is offered an additional sum to complete a project early is known as:

**Incentive Contract**

Regular bidding, spot bids, internet auctions, donations, or transfers to other agencies help us dispose of:

**Surplus Property**

Providing an agency with a guaranteed maximum price after about 80% design completion is a component of:

**Construction Manager at Risk**
In the personnel arena, the expression "FTE" refers to:

Full Time Equivalent Position

The analysis of an agency's strengths, weaknesses, opportunities and threats is performed during:

Strategic Planning

Identifying the purpose of an organization and where it wants to be in the future are the reasons for these two items.

Mission & Vision Statements
Slide 28

The four distinct phases in the budget cycle are preparation, adoption, implementation and:

Evaluation

Planning 400

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Slide 29

Telling a contractor what is an expected outcome and leaving the how-to up to them is the basis of:

Performance Contracting

Planning 500

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Slide 30

Selecting the most advantageous offer by the evaluation of factors other than just cost is part of the process in finding the:

Best Value

RFP's 100

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The process of reducing the number of proposals received down to a more manageable level is known as: Short-Listing

Unsuccessful proposers may benefit from one of these informal sessions. Debriefing

A famous Civil War general may remind us of the negotiation technique of refusing to communicate or cooperate: Stonewalling
The RFP process is often perceived as problematic by an agency’s leadership because the award is based on:

Qualitative or Subjective Variables

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The consideration of essential functions, delegations of authority, vital records management and human capital is part of:

Continuity of Operations Planning

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RFP's 500____________________

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Final Jeopardy____________________

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