

## APM study guides: clarification

April 2024

Project Management Qualification Study Guide, ISBN: 978193305062		
Page	Section	Correction
184	Short quiz; 2.2.5. Q10.	<p>What are the missing steps? A supplier selection process could be: research, ..., tender, ..., manage, close.</p> <p>Answer given as 'A' Review, contract.</p> <p>Answer should read, 'C'. Pre-qualification, award.</p>
185	Short quiz; 2.3.4. Q5.	<p>The foundation of a win-win outcome for a negotiation is:</p> <p>Answer given as 'A' ...the amount of power that one party has gained over another regardless of the final outcome that has been agreed.</p> <p>Answer should read, 'D'. ...how each party feels about how the relationship has developed and the resulting levels of trust that have been created.</p>

Project Fundamentals Qualification Study Guide, ISBN: 978193305024		
Page	Section	Correction
126	Short quiz; 2.1.4. Q9.	<p>How does a business case help an organisation?</p> <p>Answer given as 'S'.</p> <p>Answer should read, 'D'. It provides a recognised framework by which project spending proposals can be recorded, reviewed and audited to learn lessons about how effectively the organisation is deploying funds to achieve its targeted returns.</p>