

Proposal Writing Training Practice Test Questions and Answers

1. What is a proposal?

- A) A random set of ideas without structure or objective
- B) An outline of personal opinions
- C) A brief summary of research findings
- D) A formal and structured document outlining research and addressing potential risks and benefits

2. What is a 'red team' review?

- A) A review conducted by competitors
- B) A rigorous mock evaluation of a near-final proposal by reviewers who score it as evaluators would, identifying weaknesses before submission
- C) A government review of submitted proposals
- D) A review focused only on cost

3. What is a 'gold team' review?

- A) A review focused on identifying gold-standard best practices
- B) A final executive review of the completed proposal before submission, focusing on approval, strategy confirmation, and risk acceptance
- C) A review of past contract performance
- D) A pricing review by the finance team

4. What is an indirect cost rate?

- A) The discount rate applied to future cash flows
- B) A rate applied to direct costs to recover overhead, G&A, or other indirect expenses
- C) The interest rate on contract financing
- D) A penalty rate for late delivery

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

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