

## CONTRACTORS APTITUDE TEST

- 1) A General Contractor will interpret which of the following as a sign of weakness:
  - a) You blink.
  - b) You Cower.
  - c) You ask for a fair deal.
- 2) Dealing with a General Contractor from a position of weakness is similar to:
  - a) A good faith negotiation
  - b) Obtaining help from a good friend
  - c) Playing Russian Roulette with all chambers loaded
- 3) General Contractors take the most pride in:
  - a) A job completed on time.
  - b) A job completed under budget.
  - c) Having a profitable year.
  - d) Screwing a sub out of \$10.
- 4) A General Contractor will issue a deductive change order when:
  - a) A job revision has taken place.
  - b) Costs are lower than anticipated.
  - c) They think they can get away with it.
- 5) A General Contractor falls into shark infested waters, you should:
  - a) Throw him a life preserver.
  - b) Throw chum into the water.
  - c) Bet on the contractor to win.
- 6) Retention becomes the property of a General Contractor when:
  - a) The back-charges exceed the retention.
  - b) The sub agrees to it.
  - c) The sub releases their lien.
  - d) The General Contractor no longer needs the sub
- 7) Contracts are usually awarded to:
  - a) The most qualified company
  - b) The Company with the best reputation
  - c) The company that did the worst estimating
- 8) The biggest sin a General Contractor can commit is:
  - a) Failing to complete a job
  - b) Violating State or Federal laws
  - c) Letting a sub "get ahead of them"
- 9) Job cost estimates are based upon:
  - a) Historical experience
  - b) Current projections
  - c) Multi-linear regressions
  - d) What it takes to get the job.

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- 10) A project managers revisions to job costs are based upon:
  - a) Future costs expected to be incurred.
  - b) Engineering analysis.
  - c) What they think management wants to hear.
- 11) A loss job can most readily be identified:
  - a) Prior to commencement of work.
  - b) Midway through production.
  - c) Only after completion.
  - d) Shortly after the project manager quits.
- 12) The first person to identify a loss job is usually:
  - a) The project manager
  - b) The production supervisor
  - c) The company owner
  - d) The receptionist
- 13) Additive change orders are collectible when:
  - a) Extra work was necessary
  - b) The owner approves them
  - c) The Contractor is convinced you will lien the job.
- 14) Performance Bonds are necessary when:
  - a) It is a Public Works project.
  - b) The contract requires it.
  - c) You are not done and they catch you.
- 15) Cost over-runs are usually the result of:
  - a) Bad Estimating.
  - b) Bad management of the job.
  - c) Purchasing errors.
  - d) Bad luck.
- 16) In order to enter contracting you must be:
  - a) An optimist
  - b) A pessimist
  - c) A realist
  - d) Out of your mind and otherwise unemployable.
- 17) The profitable jobs are those that:
  - a) Are well estimated
  - b) Fit the companies skills
  - c) Somebody else got.
- 18) You can tell a contractor is in trouble when:
  - a) Payment patterns change.
  - b) They borrow money.
  - c) They stay in contracting.