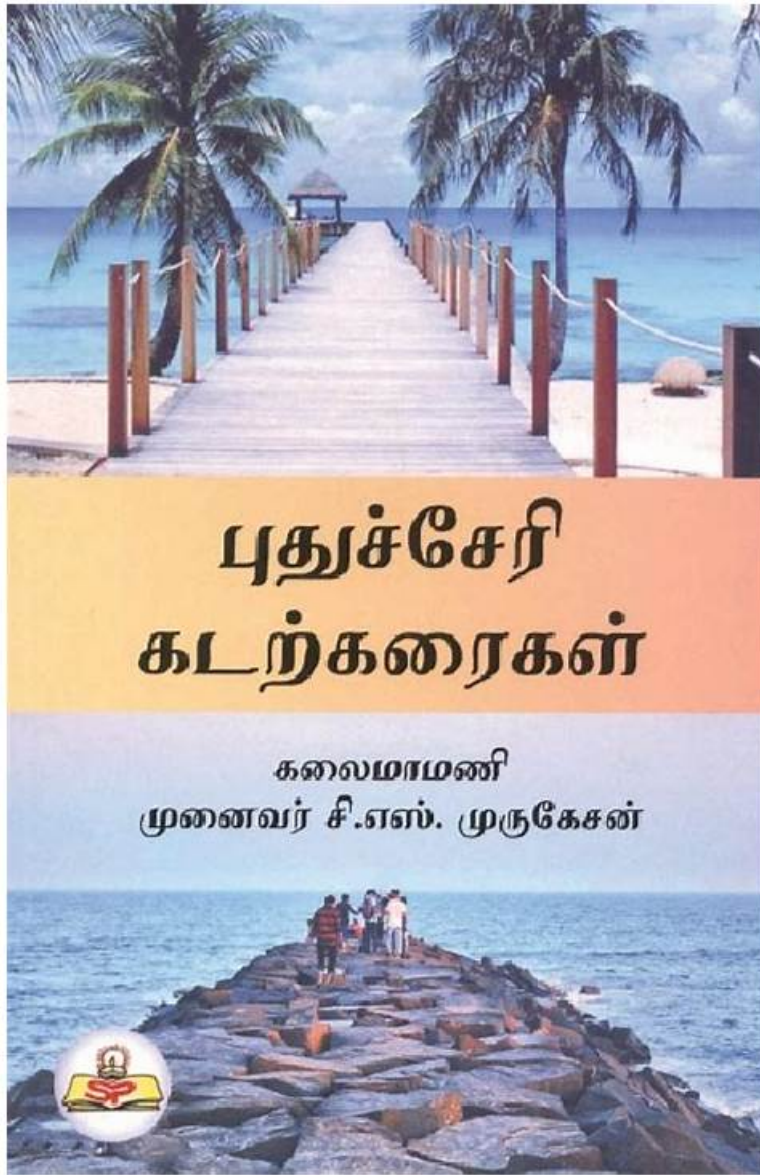


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### The Institutes Becoming a Leader in Risk Management and Insurance Sample Questions (Q59-Q64):

#### NEW QUESTION # 59

A proper meeting includes effectively spurring action, triggering accountability, and driving results. These include listing what was decided, upcoming deadlines, action steps, and copies of reports/slides. Which one of the key phases of running an effective meeting would these be found in?

- A. Participant management
- B. Ground rules
- C. Follow up
- D. Preparation

**Answer: C**

Explanation:

In CPCU 500, effective collaboration requires that meetings produce clear outcomes, not just discussion. The phase that turns a meeting into measurable progress is the follow-up phase. Follow up captures what happened, translates decisions into commitments, and ensures that participants leave with a shared understanding of next steps and accountability.

The elements listed—what was decided, upcoming deadlines, action steps, and copies of reports/slides—are typical components of meeting documentation and communication after the meeting, often in the form of meeting minutes, a recap email, or an action log. This material serves several leadership and collaboration purposes: it prevents misunderstandings, aligns everyone on priorities, and reduces the risk that important tasks are forgotten or interpreted differently by different stakeholders. It also reinforces accountability by recording who is responsible for what and by when, which supports execution and results.

The other phases are important but do not best match the description. Preparation includes setting objectives, creating an agenda, inviting the right people, and arranging resources. Participant management focuses on facilitating discussion, encouraging balanced participation, and keeping the group on track during the meeting.

Ground rules establish expectations for behavior and process (for example, time limits, decision methods, and respectful dialogue). The deliverables described are the hallmark of strong follow up, which drives action and results.

#### NEW QUESTION # 60

Which one of the following is the foundation of the "predict and prevent" mindset that is permeating the insurance value chain?

- A. Emerging technology
- B. Insurance premium increases
- C. Natural disaster trends
- D. Competition

**Answer: A**

Explanation:

CPCU 500 highlights a major shift in insurance from a model that primarily pays for losses after they occur to one that increasingly aims to predict losses and prevent or reduce them before they happen. This "predict and prevent" mindset depends on insurers' ability to observe risk conditions in near real time, identify patterns, and intervene with risk-reducing actions. The foundation enabling that capability is emerging technology.

Emerging technologies such as connected sensors, telematics, smart building devices, wearable technology, drones, satellite imagery, and advanced data analytics (including machine learning) allow insurers and insureds to detect early warning signals and changing risk conditions. For example, water-leak sensors can alert a building owner before a major loss occurs; fleet telematics can identify unsafe driving behaviors and support coaching; and advanced analytics can detect fraud indicators or emerging claim patterns earlier. These tools shift risk management upstream toward pre-loss control and support better underwriting, pricing, loss control, and claims outcomes across the insurance value chain.

The other options may influence insurer behavior, but they are not the underlying "foundation." Natural disaster trends may increase urgency, competition may accelerate adoption, and premium increases may change customer expectations. However, without technology that generates actionable data and supports timely intervention, insurers cannot consistently "predict and prevent" at scale. Therefore, the correct answer is Emerging technology.

#### NEW QUESTION # 61

James must sell his house quickly to take advantage of a career opportunity and purchase a new house in another state. Which one of the following types of financial risk is James exposed to in this situation?

- A. Credit risk
- B. Exchange rate risk
- C. Interest rate risk
- D. Liquidity risk

**Answer: D**

Explanation:

In CPCU 500, financial risks include exposures that affect an individual's or organization's ability to obtain cash, meet obligations, or preserve asset value. The scenario describes a timing problem: James must convert a relatively illiquid asset (his house) into cash quickly so he can complete another transaction (buy a new home) and pursue a job opportunity. That exposure is best classified as liquidity risk.

Liquidity risk is the risk that an asset cannot be sold fast enough—at a reasonable price—to meet immediate cash needs. Real estate is a common example of an illiquid asset because it often takes time to market, negotiate, and close a sale. When James is under pressure to sell quickly, he may face the possibility of having to accept a lower price, offer concessions, or incur additional costs (such as bridge financing, temporary housing, or carrying two mortgages) to complete the move on time. The uncertainty is not whether a buyer will eventually exist, but whether the house can be sold promptly without significant financial disadvantage.

The other options do not fit as well. Credit risk involves the chance that a borrower will fail to repay a debt—this is not the core issue described. Exchange rate risk applies when transactions involve foreign currencies.

Interest rate risk concerns changes in borrowing costs or investment values due to rate movements; while James could face interest rate considerations when financing a new mortgage, the question's main driver is the need for quick conversion of the existing home into cash, which is liquidity risk.

#### NEW QUESTION # 62

Which one of the following best describes a water damage loss covered under the Commercial Property Causes of Loss Broad Form?

- A. Underground water seeping through a foundation
- B. Mudslide following a rainstorm
- C. Overflow due to back up of sump pump
- D. Sprinkler leakage resulting from a fire

**Answer: D**

Explanation:

In CPCU 500 coverage analysis, the correct approach is to match the loss scenario to the peril grant and then eliminate choices that fall under common water-related exclusions or limitations. Under the Commercial Property Causes of Loss Broad Form, "water damage" is a named cause of loss and is generally intended to cover certain accidental discharges or leakages of water, including losses involving building systems and fire protective equipment. A classic covered example is accidental discharge from a sprinkler system, including leakage triggered by heat from a fire, because sprinkler systems are part of the building's fire protection and their water release is contemplated as an insured peril under the form's water-damage concept.

By contrast, several water-related events are specifically outside the scope of Broad Form coverage. Overflow or backup associated with a sump pump is typically treated as sump/sewer backup or similar surface/groundwater issues, which are commonly excluded unless added back by endorsement. Mudslide is generally treated as earth movement or flood-related phenomena, which is outside standard commercial property causes of loss unless special coverage is purchased. Underground water seeping through a foundation is also the type of seepage or hydrostatic pressure-related intrusion that is commonly excluded. Therefore, the sprinkler leakage scenario is the best match to the Broad Form's covered "water damage" concept.

### NEW QUESTION # 63

Bobbie works for Triple Hills Associates and is gathering current information to consider the application of a new account. She asks Reggie, a junior underwriter, to gather as much information as he can from public sources about the account to help in her analysis, but to be careful of bias and credibility issues. Which one of the following situations might Reggie avoid reporting to Bobbie due to the informational hazards she mentioned?

- A. A former employee posted negative comments about management on a public website.
- B. Reggie discovered offices from the account's website that are located in an area known for flooding.
- C. An online map search of the headquarters revealed they are located in a large corporate building with a number of other companies.
- D. Reggie discovered a police report involving one of the account's truck drivers indicating he did not have a proper CDL license.

**Answer: A**

Explanation:

CPCU 500 stresses that strong critical thinkers evaluate information quality before using it in decisions. When gathering public-source information, "informational hazards" commonly include bias, lack of verification, missing context, and questionable credibility. The goal is not to ignore all negative information, but to recognize which inputs are most likely to be unreliable or misleading and therefore require careful validation before they influence underwriting judgment.

Option D is the best example of a source that presents clear credibility and bias concerns. A former employee's negative online comments may reflect a personal grievance, selective experiences, or incomplete context. The identity of the poster may be unknown, details may be exaggerated, and claims may not be supported by verifiable facts. CPCU 500 encourages avoiding unsubstantiated or emotionally charged inputs that can distort analysis, or at minimum treating them as preliminary "leads" rather than decision-grade evidence.

In contrast, options A and B are generally observable and verifiable (company locations and mapping information), and option C references an official record, which typically carries higher credibility and can be confirmed through appropriate channels. Therefore, the item most likely to be avoided or heavily discounted due to bias and credibility issues is the unverified, potentially biased commentary from a former employee.

### NEW QUESTION # 64

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