



Certified Licensing Professional Candidate Handbook and Study Guidelines

Updated May 2010

Added information:
Modified experience requirement
Recertification information
Sample questions

DATES TO KNOW*

October 2010 testing window - October 1-31, 2010
October 2010 scheduling window opens - first week of May 2010
October 2010 scheduling window closes - October 21, 2010

April 2011 testing window - April 1-30, 2011
April 2011 scheduling window opens - first week of November 2010
April 2011 scheduling window closes - April 23, 2011

**Please note: It is recommended that candidates submit their scheduling requests 30 days prior to the examination date on which they want to schedule. As additional available testing appointments are added between 21 and 45 days prior to the examination date scheduling requests placed 30 days prior to the exam allows candidates more testing options from which to choose.*

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A. INTRODUCTION

The Certified Licensing Professional (CLP) credential is a professional designation intended to distinguish those who have demonstrated experience, proficiency, knowledge, and understanding of licensing and commercialization of intellectual property through involvement in patenting, marketing, negotiation, legal, and intellectual asset management. The CLP program was created as an initiative of the Licensing Executives Society (USA and Canada), Inc. A separately incorporated entity, Certified Licensing Professionals, Inc. (CLP, Inc.), oversees the development and operation of the CLP program. CLP's mission is to assist and serve the public by establishing certification standards for licensing professionals. "Certified Licensing Professional" and "CLP" are trademark/service marks of CLP, Inc.

To achieve certification, candidates must pass a 150-item multiple-choice examination. The CLP examination has been designed to measure skill and knowledge for an individual who has at least three years of licensing experience and is currently employed in the licensing field. Candidates are required to meet educational and experience standards (see section F). By awarding the title of Certified Licensing Professional (CLP), the organization is formally recognizing the licensing professional who has provided evidence that he or she meets accepted professional standards.

Licensing Definition

Licensing includes identification, evaluation, development, use, transfer, marketing, and/or management of intellectual property for commercial purposes. Certified Licensing Professionals are people of good ethical reputation who subscribe to the *CLP Rules of Conduct* and who in business or professional activities have significant Licensing responsibility. Licensing professionals work in a variety of settings, including health care; high tech; chemicals, energy, and materials; financial markets; consumer products; and university, research organizations, and government; and as service providers to the above.

B. APPLICATION DEADLINES AND EXAMINATION SCHEDULE

Applications are accepted on a continual basis. The examination is computer-based and is offered during one-month windows, following application submission. In 2010, candidates can sit for the examination in April and October.

Please note, applications must be completed and the testing appointment must be made at least seven business days prior to the test date during the scheduled testing window. For example, a candidate must complete his/her application and schedule his/her testing appointment by October 1, 2010 (*at the latest*), to sit for the exam on October 10, 2010. However, a candidate's preferred test location may be full if the candidate waits until the last minute to complete the application.

Therefore, candidates are strongly encouraged to complete their applications at least 60 days prior to the opening of the testing window for which they want to sit. For example, candidates who want to test in October 2010 should complete their applications in August 2010. Candidates can only schedule for the next available testing window.

C. APPLICATION FEES

The application fee is \$995. Payments can be made via Visa or MasterCard as part of the online application. As the application is online, checks and money orders are not accepted as payment. The fee must be paid in U.S. funds. The application fee is not refundable.

The application fee includes the processing of the application and two testing opportunities within a 13-month period that begins with the application submission. If the candidate does not take the examination or does not pass complete the examination within the 13-month period, then the application is closed and the candidate must reapply and pay the application fee again.

All fees are subject to change. If such a change occurs before the reprinting of this candidate handbook, a notice of the change will be attached to the application. Be aware of the importance of any such notices.

D. APPLICATION SUBMISSION

All candidates will apply online at www.castleworldwide.com/clp. If you are a new candidate who has not started an application, select "New Candidate" under the "New CLP Candidate" header. Candidates can also access the application and additional CLP information by visiting the CLP website at www.licensingcertification.org.

If you are a new candidate who has started, but not finished an application, select "Returning Candidate." When you select "Returning Candidate," you will be prompted to enter your username and password, which you previously entered in section D, Contact Information, of the online application. ***Please note: The username and password that you create during the application process will be used by passing candidates to update their information on the CLP Registry listing.***

The online application is presented in sections. Following the Introduction and Instructions screen, the candidate will complete the following sections:

- A. Verification of Information
- B. Inclusion on the CLP Registry
- C. Code of Conduct Acknowledgement
- D. Contact Information
- E. Education (includes college/university name, location, years attended and degree received)
- F. Employment (includes employer name, location, contact information, start and end dates of employment, and a summary of job duties for current and previous employers)
- G. Professional References (includes name, location, and contact information for three professional references)

Candidates are encouraged to gather all of the information outlined above prior to beginning the application. The completion of the application should take no more than 20 minutes.

As a candidate progresses to a new section, the previous section of the online application is saved. Candidates can exit the application without losing their information at the conclusion of the submission of section D, Contact Information, by closing the browser window. Candidates must complete sections A through D in order for their username and password to be recorded in the system, which allows for re-entry into the application.

As noted, candidates who begin the application, but must stop before completion, can return to the application by returning to www.castleworldwide.com/clp and selecting "Returning Candidate." When you select "Returning Candidate," you will be prompted to enter your username and password, which you entered in section D, Contact Information, of the application.

Please note that all applications and payments are processed by Castle Worldwide, Inc. on behalf of CLP, Inc. Credit card statements will reflect the Castle Worldwide name as the payee. Castle Worldwide receives and processes all applications. An application will not be processed until it is complete and payment is accepted.

Questions regarding the application or payment can be directed to Castle Worldwide, Inc., Attention: CLP Certification Examination, P.O. Box 570, Morrisville, NC 27560, 919.572.6880 (telephone), 919.361.2426 (facsimile), clp@Castleworldwide.com (email).

E. APPLICATION & TESTING PROCESS

It is recommended that a CLP candidate follow the following steps:

1. Review this candidate handbook (available online at www.licensingcertification.org) prior to completing the application. Follow the instructions given, and address any questions to Castle Worldwide, Inc. Failure to follow the instructions can lead to the rejection of an application.
2. Review the eligibility requirements. To sit for the CLP examination, an applicant must meet the necessary education and experience standards. See section F for further details. **DO NOT submit an application before you have satisfied all eligibility requirements. Keep in mind, the application fee is not refundable.**
3. Complete the application and pay the application fee. A completed application must be submitted through www.castleworldwide.com/clp before a candidate can schedule his/her testing appointment.
4. Complete the application at least seven days prior to the desired testing date. **Please note: Candidates are encouraged to apply 60 days before the opening of the testing window for which they want to sit to allow for application and payment processing as well as offer a greater selection of available testing appointments.** For example, if you want to test on October 10, 2010, your application must be completed (including payment) and you must schedule your testing appointment on October 1, 2010. However, you are encouraged to complete your application in August 2010. **You can only schedule for the next available testing window.**
5. Schedule a testing session. Upon the approval of your application, Castle will notify you of your eligibility to sit for the examination and will provide you with a username, password, and directions on how to schedule a testing session. Castle will do its best to accommodate your test site and date request. These are filled on a first-come, first-served basis, based on test center availability. Occasionally, the center and date you request may not be available, in which case Castle will work with you to find an alternative time and location to best meet your needs. These notices to schedule emails are sent weekly beginning eight weeks before the opening of the testing window.

In addition to testing centers in the United States and Canada, you can test at Castle testing centers throughout the world for an addition fee paid during the scheduling process. Starting in March 2009, for an additional fee of \$200 (U.S. dollars), you can test at Castle testing centers in the United Kingdom, Europe, Asia, the Far East, and Australia. Information on international testing centers and methods for scheduling will be included in your notice to schedule email.

The application fee includes the processing of the application and two testing opportunities within a 13-month period that begins with the application submission. If the candidate does not take the examination or does not pass the examination within the 13-month period, then the application is closed and the candidate must reapply and pay the application fee again.

6. Sit for the examination. Morning and afternoon testing sessions will be available. The examination consists of 150 multiple-choice questions. You will be given three (3) hours to complete the examination.
7. Wait for the examination results. Currently, examination results are mailed (United States Postal Service) within six to eight weeks of your testing session. For reasons of privacy and confidentiality, examination results are released only in writing by mail. Examination results will not be given via telephone or fax.

F. ELIGIBILITY REQUIREMENTS

To sit for the certification examination, you must meet certain requirements. Please provide all requested information with your application. Applications will not be considered complete without the requested information.

Education

To sit for the certification examination, the candidate must have received a Bachelor's degree or higher from an accredited university. On the application, candidates must list education completed in order, starting with the Bachelor's degree. Additional degrees may be added as appropriate. Applications will be randomly selected for auditing. If audited, the candidate is responsible for submitting proof of education. Proof of education may be an original or copy of an official transcript or diploma from the academic institution where the Bachelor's degree (or higher) was achieved.

Experience

To sit for the certification examination, the candidate must meet the following three experience standards:

1. The candidate must have worked in the licensing field within the last 12 months of the submission of the Certified Licensing Professional examination application.
2. The candidate must have at least three years of professional-level experience in the licensing field.
3. The candidate must have accumulated the three years of experience within the prior eight years.

On the application, candidates must list work experience completed in order, starting with the current or most recent employer. If audited, the candidate authorizes the employers listed in the employment section to provide Castle Worldwide, on behalf of CLP, Inc., with information substantiating the candidate's current or previous employment.

Professional References

To sit for the certification examination, the candidate must provide three professional references who can attest to the candidate's licensing education and experience. If audited, the candidate authorizes the references listed in the professional reference section to provide Castle Worldwide, on behalf of CLP, Inc., with information substantiating the candidate's current or previous education, employment, and experience.

G. ADDITIONAL APPLICATION INFORMATION

Personal Information

Please complete all sections of the application that pertain to personal information. This information is needed in order to facilitate communication with you. You should include your maiden name, if it is needed to confirm experience or training requirements. Provide complete information including all zip codes, telephone numbers, and email addresses in order to expedite processing. During the application and certification process, it is your responsibility to keep Castle Worldwide, Inc. informed of current addresses so that you will continue to receive all certification updates and renewal notices. All information collected hereunder shall be held in confidence and shall not be used for any purpose other than in connection with CLP, Inc., including the creation of the Registry.

H. TESTING APPOINTMENT SCHEDULING

Candidates will receive information via email regarding testing appointment scheduling beginning 60 days before the opening of testing window. Candidates will be directed to the online test scheduling system to select a testing session. Candidates will select from a listing of available testing centers by geographical location and test date. **Candidates can only schedule for the next available testing window.**

Following scheduling, Castle Worldwide will email a confirmation notice to each candidate. Candidates must print the confirmation notice and bring it to the testing center on the scheduled test date. The confirmation notice will include the date, time, and location of the testing appointment; a list of items that the candidate should bring to the testing center; and information regarding the online tutorial and demonstration.

You must take the Certified Licensing Professional examination during the testing appointment that was scheduled following the approval of your application. Exceptions will be made only for substantiated emergencies. In the event of an emergency, you must reschedule your testing appointment by contacting Castle at 919.572.6880.

If you do not have an emergency, you may reschedule the examination by paying a fee (see Rescheduling a Testing Appointment in this section). Candidates who do not reschedule in advance of their testing appointments and/or candidates who miss their testing appointments forfeit the opportunity to sit for the examination during that testing window.

Testing Centers

Castle Worldwide maintains testing centers in the United States and Canada for the administration of the Certified Licensing Professional examination. Below is a sampling of testing centers as of March 2010. The number noted next to the city indicates multiple locations within that city. For a complete list of Castle testing centers, go to www.castleworldwide.com/mainsite/ibtsites/default.aspx.

Please note: The lists presented on Castle's website are complete lists of Castle testing sites; however, not every site will be available during every testing window. Once a candidate's application is approved, his/her notice to schedule email will include a link to Castle's online scheduling system. Approximately 30 to 45 days before the testing window, the candidate will be able to view the specific sites, dates, and times available during that testing window using the scheduling system.

In addition to testing centers in the United States and Canada, candidates can test at Castle testing centers throughout the world for an additional fee paid by the candidate during the scheduling process. Starting in March 2009, candidates pay an additional fee of \$200 (U.S. dollars) to test at Castle testing centers in the United Kingdom, Europe, Asia, the Far East, and Australia.

Please note: Testing centers are subject to change without notice, and testing centers maintain individual dates and times of operations. Testing appointments are made on a first-come, first-served basis. Accordingly, candidates are encouraged to submit their applications as soon as possible. When the candidate schedules his/her testing appointment through the online scheduling system, he/she will be presented with an updated listing of testing centers as well as the available testing appointments, including dates and times.

If a candidate elects to schedule a testing appointment outside of the United States and Canada, he/she will email Castle's testing coordinator with three preferred testing center/appointment date and time combinations. Castle's testing coordinator will schedule an appointment or send additional availability information to the candidate. Again, any testing appointment scheduled outside of the United States and Canada is subject to an additional fee of \$200 (U.S. dollars) paid at the time of scheduling.

United States testing centers include:

City	State	City	State	City	State	City	State
Anchorage	AK	Van Nuys	CA	Milledgeville	GA	South Bend	IN
Juneau	AK	Whittier	CA	Statesboro	GA	Tell City	IN
Ketchikan	AK	Centennial	CO	Tifton	GA	Terre Haute	IN
Soldotna	AK	Colorado Springs	CO	Valdosta	GA	Valparaiso	IN
Birmingham	AL	Denver (3)	CO	Tamuning	GU	Hays	KS
Huntsville	AL	Durango	CO	Honolulu	HI	Manhattan	KS
Mobile	AL	Fort Collins	CO	Kahului	HI	Pittsburg	KS
Arkadelphia	AR	Greeley	CO	Kapaa	HI	Wichita	KS
Conway	AR	Lakewood	CO	Cedar Falls	IA	Covington	KY
Fayetteville	AR	Littleton	CO	Davenport	IA	Lexington (2)	KY
Little Rock (2)	AR	Pueblo	CO	Des Moines	IA	Louisville (2)	KY
Searcy	AR	Sterling	CO	Iowa City	IA	Alexandria	LA
Flagstaff	AZ	East Hartford	CT	Ottumwa	IA	Bossier City	LA
Glendale	AZ	Hartford	CT	West Des Moines	IA	Hammond	LA
Mesa	AZ	Milford	CT	West Burlington	IA	Lafayette	LA
Phoenix (3)	AZ	New Haven/	CT	Boise (2)	ID	Laplace	LA
Scottsdale	AZ	Woodbridge	CT	Lewiston	ID	New Orleans	LA
Sierra Vista	AZ	Plantsville	CT	Moscow	ID	West Monroe	LA
Tucson	AZ	Washington	DC	Rexburg	ID	Boston (2)	MA
Bakersfield	CA	Dover	DE	Chicago (3)	IL	Burlington	MA
Canoga Park	CA	Georgetown	DE	Downers Grove	IL	Holyoke	MA
El Segundo	CA	Boca Raton (2)	FL	Glen Ellyn	IL	Springfield	MA
Fairfield	CA	Cooper City	FL	Joliet	IL	Arnold	MD
Fresno (2)	CA	Davie	FL	Morris	IL	Baltimore	MD
Fullerton	CA	Fort Myers (2)	FL	Normal	IL	Columbia	MD
Irvine	CA	Gainesville	FL	Springfield	IL	Frederick	MD
Kearny Mesa	CA	Jacksonville (2)	FL	Anderson	IN	Hagerstown	MD
Lancaster	CA	Miami (2)	FL	Batesville	IN	LaPlata	MD
Lathrop	CA	Miami Gardens	FL	Bloomington	IN	Largo	MD
Long Beach	CA	Orlando (2)	FL	Columbus	IN	Wheaton	MD
Los Angeles	CA	Pinellas Park	FL	Evansville	IN	Wye Mills	MD
Modesto	CA	Port Saint Lucie	FL	Fort Wayne (2)	IN	Orono	ME
Montebello	CA	Sanford	FL	Gary	IN	Windham	ME
Palm Desert	CA	Tampa	FL	Indianapolis (3)	IN	Dearborn	MI
Redding	CA	West Palm Beach	FL	Kokomo	IN	Dowagiac	MI
Sacramento	CA	(2)	FL	Lafayette	IN	East Lansing	MI
San Bruno	CA	Athens	GA	Lawrenceburg	IN	Grand Rapids	MI
San Diego (3)	CA	Atlanta(3)	GA	Madison	IN	Lansing	MI
San Francisco	CA	Augusta	GA	Marion	IN	Marquette	MI
San Jose (2)	CA	Columbus	GA	Muncie	IN	Sault Ste. Marie	MI
Santa Maria	CA	Dahlonega	GA	Sellersburg	IN	University Center	MI
		Marietta	GA				

City	State	City	State	City	State	City	State
Alexandria	MN	Union City	NJ	Carolina	PR	Wichita Falls	TX
Apple Valley	MN	Albuquerque	NM	Providence	RI	Monticello	UT
Grand Marais	MN	Farmington	NM	Smithfield	RI	Provo	UT
Mankato	MN	Santa Fe	NM	Columbia	SC	Salt Lake City (2)	UT
Minneapolis	MN	Elko	NV	Columbia/Irmo	SC	Sandy	UT
St. Cloud	MN	North Las Vegas	NV	Conway	SC	St. George	UT
St. Louis Park	MN	Albany	NY	Georgetown	SC	Alexandria	VA
Cape Girardeau	MO	Brooklyn	NY	Graniteville	SC	Arlington	VA
Columbia	MO	Buffalo	NY	Greenville	SC	Blacksburg	VA
Hillsboro	MO	East Syracuse	NY	Rock Hill	SC	Chantilly	VA
Kansas City	MO	Flushing	NY	Sioux Falls	SD	Falls Church	VA
Kirkville	MO	Melville	NY	Spearfish	SD	Herndon	VA
Park Hills	MO	New York (4)	NY	Chattanooga	TN	Manassas	VA
Poplar Bluff	MO	Poughkeepsie	NY	Jackson	TN	Norfolk	VA
Rolla	MO	Rochester	NY	Knoxville	TN	Richmond	VA
Springfield	MO	Akron	OH	Martin	TN	Roanoke	VA
St. Louis	MO	Bowling Green	OH	Memphis	TN	Randolph	VT
Jackson	MS	Chillicothe	OH	Murfreesboro	TN	Rutland	VT
Meridian	MS	Cincinnati	OH	Nashville (2)	TN	St. Johnsbury	VT
Mississippi State	MS	Cleveland	OH	Amarillo	TX	Bellingham	WA
Billings	MT	Columbus (3)	OH	Arlington	TX	Ellensburg	WA
Bozeman	MT	Dublin	OH	Austin (2)	TX	Kirkland	WA
Great Falls	MT	Kettering	OH	Beaumont	TX	Lakewood	WA
Helena	MT	Marietta	OH	Bedford	TX	Redmond	WA
Missoula (2)	MT	New Philadelphia	OH	Brownsville	TX	Seattle	WA
Boone	NC	Newark	OH	Brownwood	TX	Spokane	WA
Cary	NC	Ravenna	OH	Corpus Christi	TX	Tacoma	WA
Charlotte	NC	Toledo	OH	Dallas (3)	TX	Fond du Lac	WI
Durham	NC	Normal	OK	El Paso (4)	TX	Green Bay	WI
Fayetteville	NC	Tulsa (2)	OK	Fort Worth	TX	Madison	WI
Greensboro	NC	Eugene	OR	Houston (3)	TX	Milwaukee	WI
Hudson	NC	Grants Pass	OR	Huntsville	TX	Oshkosh	WI
Morrisville	NC	Portland	OR	Irving (2)	TX	Superior	WI
Raleigh	NC	White City	OR	Kingwood	TX	Ashland	WV
Bismarck	ND	Bloomsburg	PA	Laredo	TX	Charleston	WV
Fargo	ND	Blue Bell	PA	Lubbock	TX	Fairmont	WV
Kearney	NE	Coraopolis	PA	Nacogdoches	TX	Morgantown	WV
North Platte	NE	Harrisburg	PA	Pflugerville	TX	Princeton	WV
Omaha (2)	NE	King of Prussia	PA	Pharr	TX	Casper	WY
Hooksett	NH	Mount Braddock	PA	Plano	TX	Laramie	WY
Edison (2)	NJ	Philadelphia	PA	San Antonio	TX	Riverton	WY
Fort Lee	NJ	Pittsburgh (2)	PA	Sugar Land	TX		
Maplewood	NJ	Pleasant Gap	PA	Victoria (2)	TX		
Passaic	NJ	Washington	PA	Waco	TX		

Canadian testing centers include:

City	Province	City	Province	City	Province	City	Province
Airdrie	AB	Vancouver	BC	Ottawa	ON	Moose Jaw	SK
Calgary	AB	Winnipeg	MB	Toronto	ON	Prince Albert	SK
Edmonton	AB	Halifax	NS	Windsor	ON	Regina	SK
Vermilion	AB	London	ON	Charlottetown	PE	Saskatoon	SK
Kamloops	BC	Mississauga	ON	Montreal	QC		

International testing centers include:

City	Country	City	Country	City	Country
Adelaide	Australia	Budapest	Hungary	Rotterdam	Netherlands
Melbourne	Australia	Bangalore	India	Ulvenhout	Netherlands
Sydney	Australia	Chennai	India	Utrecht	Netherlands
Vienna	Austria	Delhi	India	Veenendaal	Netherlands
Nassau	Bahamas	Hyderabad (2)	India	Veghel	Netherlands
Brussels	Belgium	Kolkata	India	Velp	Netherlands
Brasilia	Brazil	Mumbai	India	Venlo	Netherlands
Rio de Janeiro	Brazil	New Delhi (2)	India	Zoetermeer	Netherlands
San Paulo	Brazil	Pune	India	Zwolle	Netherlands
Sofia	Bulgaria	Dublin	Ireland	Auckland	New Zealand
Beijing (3)	China	Tel Aviv	Israel	Lagos	Nigeria
Chengdu	China	Avellino	Italy	Saipan	N. Marianas
Dalian	China	Brescia	Italy	Karachi	Pakistan
Fuzhou	China	Milan (2)	Italy	Lima	Peru
Hangzhou	China	Rimini	Italy	Mandaluyong City	Philippines
Bogota	Columbia	Rome	Italy	Moscow	Russia
Prague	Czech Republic	Sicily	Italy	Jeddah	Saudi Arabia
Azarita	Egypt	Turin	Italy	Edinburgh	Scotland
Cairo	Egypt	Toyko (2)	Japan	Singapore	Singapore
Crawley	England	Del Cuauhtemoc	Mexico	Johannesburg	South Africa
London (2)	England	Monterrey	Mexico	Pretoria	South Africa
Manchester	England	Amsterdam	Netherlands	Seoul	South Korea
Solihull	England	Arnhem	Netherlands	Barcelona	Spain
Wetherby	England	Assen	Netherlands	Madrid	Spain
Helsinki	Finland	Den Bosch	Netherlands	Colombo	Sri Lanka
Paris (2)	France	Den Helder	Netherlands	Malmo	Sweden
Gaza City	Gaza	Deventer	Netherlands	Stockholm	Sweden
Berlin	Germany	Driebergen	Netherlands	Geneva	Switzerland
Dresden	Germany	Eindhoven	Netherlands	Zurich	Switzerland
Düsseldorf	Germany	Goes	Netherlands	Taipei	Taiwan
Karlsruhe	Germany	Hardenwijk	Netherlands	Tunis	Tunisia
Munich	Germany	Leeuwarden	Netherlands		United Arab
Neckarsulm	Germany	Leiden	Netherlands	Dubai	Emirates
Stuttgart	Germany	Masstricht	Netherlands	Aden	Yemen
Athens	Greece	Purmerend	Netherlands	Sanaa	Yemen
Hong Kong	Hong Kong	Rijwijk	Netherlands		

Rescheduling a Testing Appointment

Testing appointments can be rescheduled within specific timelines. Candidates can reschedule a testing appointment **up to five (5) business days in advance** of his/her testing appointment. To reschedule, candidates must return to Castle's scheduling system (using the link provided in the candidate's individual notice to schedule) and pay a \$50 administrative fee. **Testing appointments cannot be rescheduled less than five (5) business days in advance of the testing appointment. Failure to appear for a testing appointment will count as a testing opportunity.**

Please remember, the application fee includes two testing opportunities within a 13-month period that begins with the application submission. If the candidate does not take the examination or does not pass the examination within the 13-month period, then the application is closed and the candidate must reapply and pay the application fees again.

Canceling a Testing Appointment

Testing appointments can be cancelled; however, candidates will not receive a refund for the canceled testing appointment. Candidates who are unable to test during their scheduled testing appointment should follow the rescheduling rules. Otherwise, the candidate will lose the opportunity to sit for the examination during that testing window. Once again, keep in mind that if the candidate does not take the examination or does not pass the examination within the 13-month period, then the application is closed and the candidate must reapply and pay the application fee again.

I. EXAMINATION INFORMATION

Examination Development

CLP, Inc. contracted with Castle Worldwide, Inc. to develop the certification examination. Castle Worldwide is a full-service testing company providing licensure, certification, and specialty examinations, including practical and simulation tests, for associations, state boards, government agencies, and corporations.

The development of a valid examination for the CLP certification process began with a clear and concise definition of the knowledge, skills, and abilities needed for competent job performance. Using interviews, surveys, observation, and group discussions, Castle worked with licensing professionals to delineate critical job components. The knowledge and skill bases for the questions on the multiple-choice examination were derived from the actual practice of the licensing professionals as outlined in the 2008 CLP Role Delineation Study.

Examination Content

The certification examination consists of 150 multiple-choice questions. You will be given three (3) hours to complete the examination. Eight major performance domains account for the examination's content. The chart below notes the number of questions included in each performance domain. And, the full text of the domains, as well as the task statements for each domain, is listed below.

Domain	No. of Questions
Domain I: Strategy	20
Domain II: Intellectual Property Protection	26
Domain III: Opportunity Assessment and Development	22
Domain IV: Valuation	10
Domain V: Marketing	5
Domain VI: Agreement Development and Drafting	27
Domain VII: Negotiation	30
Domain VIII: Agreement Management	10

Domain I: Strategy

Task 1: Participate in the development of an intellectual property strategy in accordance with organizational strategy in order to achieve economic or commercial goals and identify needs, resource requirements, and licensing opportunities.

Task 2: Perform an intellectual property gap analysis relative to the strategy through portfolio assessment and environmental scanning in order to leverage existing assets and/or identify resource requirements and to achieve intellectual property strategies.

Task 3: Participate in developing the organization by identifying essential roles, processes, and structure in order to optimize the organization's investment in intellectual property resources.

Task 4: Articulate the value of a well organized, dynamic intellectual property process by highlighting the impact of intellectual property development and commercialization in order to bring about greater benefit to all stakeholders.

Domain II: Intellectual Property Protection

Task 1: Build an intellectual property portfolio by protecting intellectual property strategically in order to support and advance the organization's objectives.

Task 2: Survey the organization's existing and potential intellectual capital through appropriate means in order to identify intellectual property requiring or worthy of protection.

Task 3: Select inventions to protect by evaluating pertinent legal factors, commercial opportunities, and available resources in order to optimize the portfolio.

Task 4: Select appropriate domestic and international protection mechanisms for the intellectual property by evaluating pertinent legal factors, commercial opportunities, and available resources in order to protect the intellectual property.

Task 5: Implement the protection strategy using the selected mechanisms in order to build and sustain the organization's intellectual property portfolio.

Task 6: Manage the intellectual property portfolio by taking appropriate legal and procedural steps in order to maintain or improve the value of an entity's intellectual property portfolio.

Domain III: Opportunity Assessment and Development

Task 1: Segment the intellectual property portfolio using appropriate analytical tools in order to identify the highest and best use of the organization's intellectual property.

Task 2: Evaluate the segmented intellectual property in conjunction with opportunities using appropriate analytical tools in order to identify all potentially licensable assets.

Task 3: Identify commercial opportunities using appropriate methods in order to establish targeted licensee(s).

Task 4: Assess the need for rights controlled by other parties using commercial and legal analyses in order to optimize business return.

Task 5: Identify intellectual property existing in the market consistent with the organization's needs in order to select and obtain rights to use another party's intellectual property.

Task 6: Develop a business plan that includes intellectual property using appropriate methods in order to achieve established objectives.

Task 7: Develop basic license terms consistent with the licensing strategy and business plan in order to establish an initial agreement structure.

Domain IV: Valuation

Task 1: Define the intellectual property to be valued using input from relevant business functions, consistent with overall business strategy in order to achieve agreed upon goals.

Task 2: Define the context of the valuation using relevant business principles in order to choose the most appropriate methodologies and define the necessary level of diligence.

Task 3: Identify the factors influencing the value based on the proposed licensing strategy in order to enable the determination of an appropriate price

Task 4: Select the most appropriate methodologies using accepted valuation principles in order to perform the valuation and develop a range of values.

Task 5: Prepare a valuation report using clear and concise language in order to articulate the value for the purposes required and/or to justify the offering price of the intellectual property.

Domain V: Marketing

Task 1: Obtain internal organizational consensus about the licensing plan using a calculated value proposition in order to establish the basis for a licensing arrangement.

Task 2: Outline the appropriate marketing strategy that articulates the value proposition of the intellectual property and includes a marketing plan and promotional program based on assessed opportunities, market factors and the overall intellectual property landscape in order to achieve the most favorable licensing returns.

Task 3: Deploy the marketing plan, periodically assessing effectiveness and progress, in order to take into consideration the dynamic marketing landscape.

Domain VI: Agreement Development and Drafting

Task 1: Define the terms and conditions to be negotiated using cross-functional teams in order to meet enterprise objectives.

Task 2: Ensure that all regulatory, policy, and legal concerns are met by examining the range of applicable requirements in order to complete an executable and enforceable contract.

Task 3: Draft the term sheet by addressing critical issues in order to expedite contract negotiations.

Task 4: Draft the license or other type of agreement using the final term sheet in clear language in order to express the intent of the parties to operate as intended in all applicable jurisdictions.

Domain VII: Negotiation

Task 1: Prepare for negotiation by identifying and anticipating the interests, needs, and wants of the parties, and the likely points of contention in order to establish a basis for negotiation.

Task 2: Determine a Best Alternative To Negotiated Agreement (BATNA) by exploring related opportunities in order to find an acceptable substitute for a successful transaction.

Task 3: Establish the negotiation strategy and tactics by assigning appropriate individuals to the negotiating team and defining their respective roles and responsibilities, the timeframe, and other parameters in order to conduct the negotiations effectively.

Task 4: Manage the negotiation process by implementing the negotiation strategy and tactics and by recording the impact of changes to the term sheet and countering within the range of acceptable outcomes in order to conduct and close the negotiations effectively.

Task 5: Review the final agreement by comparing it to the understandings of the parties in order to ensure consistency with the negotiated terms and conditions.

Task 6: Gain approval of the final terms and conditions of the agreement by communicating the value of the deal to the organization in order to confirm acceptability relative to the licensing strategy and objectives.

Domain VIII: Agreement Management

Task 1: Establish ongoing obligations by reviewing the signed agreement in order to ensure compliance by all parties.

Task 2: Meet ongoing responsibilities by defining points of contact, other personnel, documentation requirements, and a process for ensuring accountability in order to maintain compliance and avoid conflicts and breach.

Task 3: Archive the license agreement along with a written summary of its key features and obligations by entering these documents into an appropriate filing and retrieval system in order to allow for easy access for future reference.

Demonstration Test

Castle Worldwide, Inc. offers a free online tutorial and demonstration test to familiarize candidates with the computer-based testing environment. The online demonstration and tutorial are accessible at anytime, anywhere, through any computer with Internet access. Candidates may access the tutorial and demonstration on Castle Worldwide's website, www.castleworldwide.com.

Sample Questions

The following questions were taken from the Certified Licensing Professional examination question repository and serve as samples of the question type and question content found on the Certified Licensing Professional examination. Please see the answer key at the end of this handbook.

1. Which of the following components **BEST** describes an organization's intellectual capital?
 - A. Contracted employees, joint venture partners, and board members
 - B. Marketing strategies, relationships, and structures
 - C. Joint venture partners, products, and trade secrets
 - D. Innovations, know-how, and relationships

2. What is the general purpose of the recital (or whereas) clause in a license agreement?
 - A. Provide the warranties against infringement
 - B. Provide the background of the transaction for ease of reading
 - C. Provide the agreement on the method of paying the license fee
 - D. Provide the agreement on the license fee and royalties

3. Which of the following are the **MOST** important items to review prior to the execution of the final licensing agreement?
 - A. Contract terms and conditions and impact on business operations
 - B. Requirements of the other party and impact on capital costs
 - C. Environmental implications and impact on capital costs
 - D. Requirements of the other party and impact on business operations

4. Which of the following is the foundation of a well-written marketing plan?
 - A. Competitive positioning
 - B. Action lists
 - C. Strategies
 - D. Promotional plans

5. What is defined as the “price at which property would change hands between a willing buyer and a willing seller, neither being under any compulsion to buy or sell and both having reasonable knowledge of relevant facts?”
- A. Fair market value
 - B. True value
 - C. Market price
 - D. Net present value
6. In the United States, which of the following is **LEAST** effective in the protection of a new operational method?
- A. Patent
 - B. Copyright
 - C. Contract
 - D. Trade secret
7. Which invention type is **BEST** managed as a trade secret?
- A. Device or article to be sold
 - B. Information accessible to numerous employees
 - C. Distribution processes
 - D. Inventions where infringement is difficult to detect
8. Which of the following components are the **MINIMUM** requirements of an agreement management system?
- A. Background, exit strategies, and problem resolution procedures
 - B. Background, report generation capabilities, and opportunity tracking
 - C. Background, contractual obligations, and strategic directions
 - D. Background, contractual obligations, and parties
9. Which warranty of non-infringement **MOST** favors the licensee?
- A. The licensed patents do not infringe on the rights of any other entity.
 - B. The licensed activities do not infringe on the rights of any other entity.
 - C. The grant of this license will not result in infringement on the rights of any other entity.
 - D. The licensed patents are provided infringement-free.
10. Under the Bayh-Dole Act, which right is given to the United States government by a university’s granting of a government license?
- A. The right to manufacture for commercial sale
 - B. The right to collect royalties
 - C. The right to make products for government use
 - D. The right to use infringers
11. During negotiations, the parties involved have reached an impasse. In addition to the determination of the nature and degree of conflict, which of the following techniques could be used to reduce the conflict without causing the deal to fail?
- A. Demand the replacement of the other party’s team members who might be the sources of conflict
 - B. Meet with the other party’s team leader to ask him/her to fix the sources of conflict within the other party’s team
 - C. Replace team members, including yourself, that might be the sources of conflict
 - D. Continue negotiations as before and wait for the conflicts to resolve themselves

12. A chemistry professor employed by a United States university invents a new molecule. A patent for the new molecule is filed. Based on this scenario, which of the following statements is **TRUE**?
- A. The professor owns the patent and may assign it to the university.
 - B. The university owns the patent.
 - C. If the professor's research was funded by the United States government, then the government owns the patent.
 - D. If the professor's research was funded by the United States government, then the university can claim title to the patent.
13. When a university grants a license to a licensee, what indemnification is usually granted?
- A. None as each party insure itself.
 - B. The university indemnifies the company for liability for harm caused by products made under the patent.
 - C. The university indemnifies the company against infringement of third-party patents.
 - D. The company indemnifies the university for liability for harm caused by products made under the patent.
14. A university located in the United States declines to patent a federally funded invention. The inventor wants to personally own and patent the invention. What step **MUST** be completed in order for the inventor to proceed?
- A. The university assigns the invention to inventor.
 - B. The inventor sues the government to obtain the invention's rights.
 - C. The university waives the invention to the government, and the government waives the invention to the inventor.
 - D. The inventor cannot personally own and patent the invention.
15. What is the **PRIMARY** objective of patent infringement litigation?
- A. Punish the infringer
 - B. Stop infringing activities
 - C. Recover lost profits
 - D. Assert patent holder rights

Practice Test

Registered candidates will receive complimentary access to an online practice test. This practice test includes 50 multiple-choice questions that are representative of the questions on the CLP™ certification exam. The content areas of the practice test are comparable to those of the actual certification exam, though the questions included in this practice test will never appear on a future certification exam.

Immediately after the practice test, candidates will receive their score and brief diagnostic information detailing their areas of strength and weakness at the domain level. In addition, for any question answered incorrectly by the candidate, the full question, including the answer, will be displayed on the report. For best results, candidates are advised to concentrate your study efforts on the content areas where they demonstrated weakness rather than to focus on the specific questions that gave them trouble. Remember, these questions will never be on the actual certification exam.

Registered candidates will receive an email message that contains instructions on accessing and completing the practice test, including a link as well as unique login information (username and password).

References

The Certified Licensing Professional examination is based on current knowledge of theory and practice in licensing. The resources recommended below, although not comprehensive, may be helpful in preparing for the examination.

Battersby, Gregory and Charles W. Grimes. Licensing Desk Book. New York: Aspen Law and Business, 1999.

Brunsvold, Brian G. and Dennis P. O'Reilley. Drafting Patent License Agreements, 5th edition. Washington, DC: Bureau of National Affairs, 2004.

Davis, Julie L. and Suzanne S. Harrison. Edison in the Boardroom: How Leading Companies Realize Value From Their Intellectual Assets. New York: John Wiley and Sons, Inc., 2001.

Eccles, Robert G., Robert H. Herz, E. Mary Keegan, and David M.H. Phillips. The ValueReporting™ Revolution. New York: John Wiley and Sons, Inc., 2001.

Fisher, Roger and William Ury. Getting to Yes: Negotiating Agreement Without Giving In, 2nd edition. New York: Houghton Mifflin Company, 1991.

- Goldscheider, Robert. Licensing Law Handbook: The New Companion to Licensing Negotiations. St. Paul, MN: West Group, 2003.
- Gosselin, Tom. Practical Negotiating: Tools, Tactics, and Techniques. New York: John Wiley and Sons, Inc., 2007.
- Granger, Russell H. The Seven Triggers to Yes. New York: McGraw Hill, 2008.
- Kotler, Philip and Gary Armstrong. Principles of Marketing, 12th edition. Upper Saddle River, NJ: Prentice Hall, 2007
- Kotler, Philip and Kevin Lane Keller. Marketing Management, 12th edition. Upper Saddle River, NJ: Prentice Hall, 2006
- Lee, Lewis C. and J. Scott Davidson. Managing Intellectual Property Rights, 2nd edition. New York: John Wiley and Sons, Inc., 1993.
- Megantz, Robert C. How to License Technology. New York: John Wiley and Sons, Inc., 1996.
- Metrick, Andrew. Venture Capital and the Finance of Innovation. New York: John Wiley and Sons, Inc., 2007.
- Muir, Albert E. The Technology Transfer System. Latham, NY: Latham Book Publishing, 1997.
- Parr, Russell L. and Patrick H. Sullivan. Technology Licensing: Corporate Strategies For Maximizing Value. New York: John Wiley & Sons, 1996.
- Razgaitis, Richard. Valuation and Pricing of Technology - Based Intellectual Property, 2nd edition. Hoboken, NJ: John Wiley and Sons, Inc., 2003.
- Rivette, Kevin G. and David Kline. Rembrandts in the Attic: Unlocking the Hidden Value of Patents. Harvard Business School Press, 2000.
- Smith, Gordon V. and Russell L. Parr. Valuation of Intellectual Property and Intellectual Assets, 3rd edition. New York: John Wiley and Sons, Inc., 2000.
- Ury, William. Getting Past No: Negotiating Your Way From Confrontation to Cooperation. New York: Bantam Books, 1991.
- United States of America. Title 37, Code of Federal Regulations. Washington, DC: IP Data Corporation, 2007.
- United States of America. United States Code. Washington, DC: IP Data Corporation, 2007.
- United States Patent Office. MPEP. Washington, DC: U.S. Patent Office, August 2007.
- Washington Diplomatic Conference. Patent Cooperation Treaty. Washington, DC. Original June 19, 1970, modified 2001.

Examination Time Limits

You must take the examination on the test date scheduled following approval of your application. If you wish to reschedule your testing session, you must provide a written request to Castle Worldwide at least five (5) business days prior to your test date. The request may be submitted by mail, facsimile, or email. A \$50 rescheduling fee will apply. If you do not appear for your testing session and you have not rescheduled at least five (5) business days prior to your test date, your testing fee will be forfeited. You will be required to complete a Retake Application and pay an additional testing fee. Exceptions to this policy will be made only for substantiated emergencies.

Reasonable Accommodations

Castle Worldwide complies with the provisions of the Americans with Disabilities Act (42 U.S.C. §12101 *et seq.*) and Title VII of the Civil Rights Act, as amended (42 U.S.C. §2000e *et seq.*) in accommodating individuals who need reasonable accommodations to take the examination.

Reasonable accommodations provide candidates with disabilities a fair and equal opportunity to demonstrate their knowledge and skill in the essential functions being measured by the examination. Reasonable accommodations are decided upon based on the individual's specific request, disability, documentation submitted, and appropriateness of the request. Reasonable accommodations do not include steps that fundamentally alter the purpose or nature of the examination.

The candidate must submit documentation provided by an appropriate licensed professional on the professional's letterhead. The documentation must include the candidate's name, address, and Social Security Number as well as a diagnosis of the disability and specific recommendations for accommodations. Castle Worldwide will provide accommodations, except where it may fundamentally alter the examination, influence the examination results, or result in an undue burden.

Requests must be received by CLP, Inc. at least 45 days prior to the testing appointment date. Once CLP reviews the request, the approval for reasonable accommodations will be forwarded to Castle Worldwide.

Examination Schedule

You will have three (3) hours to complete the Certified Licensing Professional examination. Most morning examinations begin at 9:00 a.m. Most afternoon examinations begin at 1:00 pm. You will be notified of any changes to this schedule as far in advance of the examination as possible. Please arrive at the testing site at least 15 minutes prior to the start of the examination.

You will not be admitted to the examination once the examination has begun. If you arrive late or not at all, you forfeit your testing appointment and your examination fee for that particular test opportunity.

You must bring your examination admission ticket and your current/valid (not expired) photo identification with signature to your scheduled testing appointment. Acceptable forms of identification include state-issued driver's licenses and government-issued passports and identification cards. Unacceptable forms of identification include gym memberships, warehouse memberships, school identification cards, credit cards, and identification with signature only (no photo).

Your name on the photo identification must match EXACTLY your name on the examination admission ticket. Failure to bring proper valid identification and/or a mismatch on your name as it appears on the proper valid documentation can result in your inability to sit for the examination.

Disqualification

Any candidate who gives or receives assistance on the examination during the testing appointment will be required to turn in his or her examination materials immediately and leave the testing room. The candidate's examination will not be scored, and the incident will be reported to Castle Worldwide and CLP for further action.

Any individual who removes or attempts to remove testing materials and/or examinations from the testing room will be prosecuted.

Examination Rules

Castle Worldwide follows industry standard testing rules as outlined below.

- No books, papers, or other reference materials may be taken into the testing room. An area will be provided for storage of such materials.
- No electronic devices, including telephones, cameras, signaling devices, pagers, alarms, and recording/ playback devices of any kind may be taken into the testing room. An area will be provided for storage of such materials.
- You may not take examination materials, documents, or memoranda of any type from the testing room.
- The examination will be given only on the date and time noted on the examination admission ticket. If an emergency arises, and you are unable to take the examination as scheduled, please call Castle at 919.572.6880.
- No questions concerning the content of the examination may be asked during the examination period. You should listen carefully to the directions given by the proctor and carefully read the directions shown on the computer monitor.
- Candidates must sign-out of the testing room to use the bathroom facilities.

Examination Scoring

You will receive the score report via mail (United States Postal Service) six to eight weeks following your testing appointment. For reasons of privacy and confidentiality, examination results are released only in writing by mail. Examination results will not be given via telephone or fax.

The individual score report will indicate whether you passed or failed the examination. Passing or failing is based on the scaled score indicated on your score report. A scaled score of 500 is needed to pass the Certified Licensing Professional examination. Your score report also will provide you with information about subscore areas. Subscores represent the domains from the content outline and are helpful because they highlight areas where further study is indicated.

For each section listed on the score report, the number correct is calculated as the number of questions answered correctly. **There is no penalty for guessing; each incorrect or omitted answer is counted as one incorrect response.** The total possible number of answers for each section is listed on the score report.

Passing Standard

The cut score or passing point used in this examination is a criterion-referenced approach called the Angoff Modified Technique. This technique is currently considered by the testing profession to be one of the most commonly used criterion-referenced methods available for setting passing points. It relies on the pooled judgments of content experts. For example, in this approach, a group of experts is asked to judge each item on the test. The criterion used to judge each item is formed into a question: "What is the probability that a 'minimally acceptable' candidate *will* answer this item correctly?" This question prompts the judges to consider a group of minimally acceptable candidates and what proportion of that group will answer each item correctly.

The average of the proportions, or probabilities, is multiplied by the total number of items on the test. The result then represents the "minimally acceptable" score. The final passing score for the examination is based on this pooled judgment and includes a statistical adjustment for testing error.

Scaled Scores

Because of the need for security, multiple forms of the examination, each containing a different combination of questions, are used. The passing standard cannot be set as a specific raw score, or number of questions answered correctly, because some of these forms may be slightly easier or more difficult than others. Therefore, requiring the same raw score to pass the different forms would not be fair to all examinees. A statistical procedure called *equating* is used to adjust for any differences in the level of difficulty among examination forms.

Once the examination forms have been equated, a procedure called *scaling* is used to convert the actual number of correct answers, or raw scores, to a uniform scale. These converted scores are called scaled scores. Scaled scores ensure that all examinees demonstrate the same level of ability in order to pass the examination.

Examination Retakes

The application fee includes the processing of the application and two testing opportunities within a 13-month period that begins with the application submission. If the candidate does not take the examination or does not successfully complete the examination within the 13-month period, then the application is closed and the candidate must reapply and pay the application fees again. If the candidate fails the examination, and the candidate has another testing window available on his/her 13-month eligibility, then the candidate can schedule a second testing appointment. To schedule another testing appointment, the candidate must return to Castle's scheduling system (using the link provided in the initial notice to schedule email). When the candidate returns, he/she will be able to schedule a second testing appointment.

J. EXAMINATION PREPARATION

How to Study

CLP encourages you to prepare for the Certified Licensing Professional examination by using resources such as those listed in this handbook. Plan your review methods well in advance of the examination. Think about the study method that is best for you (e.g., individual review, study group, class) and the types of materials that are most helpful (e.g., textbooks, audio or video programs, outlines, memory aids).

Managing Test Anxiety

A little anxiety regarding test taking can be helpful because it stimulates and motivates you to perform at your best; however, severe anxiety can hinder test performance. If you know that you frequently experience severe test anxiety, consider preparing yourself for the examination by developing coping mechanisms to make your tension work for you. In addition, an online demonstration and tutorial are available at www.castleworldwide.com/tds_v5/asp/home.asp. The demonstration and tutorial will familiarize you with the testing environment. They are not intended as a review of the Certified Licensing Professional examination content.

Before the day of the examination, visualize and rehearse the testing situation. Imagine yourself taking the examination with a positive attitude and focused, but calm, behavior.

Take measures to reduce your stress during the examination. Use deep-breathing techniques, and be sure to stretch your muscles periodically. These exercises can reduce both physical and mental stress. If necessary, take a few minutes to imagine a calm, pleasant scene, and repeat positive phrases.

Do not let the comments or behavior of other examinees make you anxious. As examinees are taking different versions of the examination, examinees will finish at different times – some finishing very early, others taking the full three (3) hours. Examinees that finish more quickly than you may not perform any better than you. Everyone works at his or her own speed. Some of the best test performers routinely use the total allocated time. Remember that (a) there is no limit to the number of examinees who can receive passing scores, (b) there is no bonus for completing the examination early, and (c) you are not competing with anyone else.

Eating well, avoiding too much alcohol, and maintaining a regular sleep pattern for several days before the examination will help you to be physically prepared. Also, collect all the supplies you will need, and choose comfortable clothing for that day in advance. Knowing that you are prepared for the test will help to reduce your anxiety.

Finally, your best method for controlling your anxiety is to feel prepared for the test. Designing a study plan well in advance will help you get ready.

Tips for Taking the Examination

- Budget your time well. Because you will have three (3) hours to complete 150 questions, you will want to complete more than half (75) in less than half the time. This is because you will want extra time after completing the full examination to review questions you either skipped or questions you may have marked for review. Also, allow time so that every hour you can take a minute or so to relax your eyes and stretch your neck and hand muscles.
- Read each question carefully, focusing on what is being asked. If you are uncertain about the answer but nevertheless want to give a tentative answer at the time, mark the test question to indicate that you want to review the test question and your answer if time allows. Go back to questions marked in this manner after completing the entire test.
- Read all options before selecting your answer. Always select the best choice.
- Do not overanalyze or try to “read into” a question. Questions are not written to be tricky. Do not assume additional information beyond what is given in the test question. All information necessary to answer the question will be given in the text of the question or scenario.
- Remember that this is a national test. Questions will focus on licensing practice across the United States, including knowledge of how the international environment impacts on U.S. practices. The questions will be based upon an accepted knowledge base. Don't be limited by thinking only about your organization's policy or your clients. Choose options that you know to be correct in any licensing setting.
- If there are questions including the words “not,” “except,” or “least” answer these with particular care because you will be looking for the exception. These questions involve a reversal of your usual thought patterns.
- Pay close attention to key words such as “best,” “most,” “primary,” or “usually.” These words indicate that other options may at times be correct, but given the wording or situation in the test question, you must judge which option is the best.
- Skip difficult questions and come back to them later. Questions on the test are not ordered by difficulty (i.e., they do not go from easiest to hardest). Also, content areas (the domains) and topics are addressed randomly in questions throughout the test. You may find one question near the end of the test that may lead you to recall information that applies to another question that appeared much earlier.
- When guessing, do so by the process of elimination. Treat each option as a true or false statement, and eliminate those that you would not select. Narrow your choices and then make an educated guess.
- Answer every test question, because there is no penalty for guessing. Go through the entire test, answering the questions you believe you know and skipping the difficult questions. Leave time at the end of the testing period to go back to the questions you skipped or want to review. If you are running out of time, leave a minute or so at the end to complete all of the blank questions randomly. Remember, you have a 25% probability of answering a question correctly by chance alone, so don't miss any!
- If reading English is difficult for you because English is not your primary language, maximize your time by reading and answering all the shorter questions first. After completing all of the short questions, go back and attempt to answer the longer questions.
- Review the suggested resources listed in this handbook.

K. CERTIFICATION

Eligibility Audits

A percentage of candidate applications will be audited to ensure compliance with the eligibility criteria. Applications for audit will be selected randomly. As part of the audit process, colleagues and employers providing verification of licensing education and experience will be contacted to confirm their verifications. Please be sure all sections of the completed application are legible.

Designation and Certificate

Each candidate who passes the Certified Licensing Professional examination may use “CLP™” after his or her name and will receive a certificate from CLP, Inc. Certification is recognized for a period of three (3) years based on the last day of the month the examination was passed and may be renewed by re-examination or by earning a specified number of credit units. For information on recertification, please visit CLP's website: <http://www.licensingcertification.org/recertification.html>.

Approximately six weeks after the close of the testing window, candidates who received a passing score will receive a certificate and important information about renewal.

L. SAMPLE QUESTION ANSWER KEY

Question Number	Correct Answer	Examination Content
1	D	Domain VIII, Task 1
2	B	Domain VI, Task 3
3	A	Domain VII, Task 5
4	C	Domain V, Task 2
5	A	Domain IV, Task 2
6	B	Domain II, Task 1
7	D	Domain I, Task 4
8	D	Domain VIII, Task 3
9	B	Domain VI, Task 2
10	C	Domain VI, Task 2
11	C	Domain VII, Task 1
12	D	Domain VI, Task 2
13	D	Domain VI, Task 3
14	C	Domain VI, Task 2
15	D	Domain II, Task 6



**Certified Licensing Professional
Candidate Handbook and Study Guidelines
Updated May 2010**