



**Insurance**  
INSTITUTE OF EAST AFRICA

e-learning

# EXECUTIVE CERTIFICATE

## RISK MANAGEMENT & INSURANCE



## Course Overview

This course provides an introduction to insurance principles, underwriting, claims, and Risk Management. It is ideal for professionals who are new to the insurance business or who work in nontechnical positions in the industry and would like to learn more about the Insurance Mechanism. Through the course, learners will gain confidence in serving their customers by obtaining an understanding of Basic Insurance and Risk Management Principles. It is a perfect course for those selling or who wish to sell insurance products and services.

## Bottom Line Benefits

- Help employees gain confidence in serving their customers by understanding basic insurance and risk management principles;
- Enhances organizational efficiency by offering consistent fundamental property-casualty, life insurance, risk management, claims and underwriting knowledge across the organization;
- On successful completion of the course you will be awarded an Executive Certificate in Risk Management and Insurance. This qualification is accredited by the Australian and New Zealand Institute of Insurance and Finance (ANZIIF) for ANZIIF Affiliate CIP membership.



## What is Covered

### Section One

## Property, Life and Casualty Insurance

- Module 1: The Meaning of Insurance
- Module 2: Types of Property-Casualty Insurance
- Module 3: How Insurers Use Premium Shillings
- Module 4: Overview of Insurance Functions
- Module 5: Parties in an Insurance Transaction
- Module 6: How Insurance Is Marketed
- Module 7: The Functions of a Producer
- Module 8: The Purpose of Insurance Regulation
- Module 9: Regulating Market Conduct and Insurer Solvency
- Module 10: Structuring Insurance Policies
- Module 11: Categories of Policy Provisions
- Module 12: Analyzing an Insurance Policy
- Module 13: Personal Property and Liability Loss Exposures
- Module 14: Homeowners Coverage
- Module 15: Personal Auto Coverage
- Module 16: Other Personal Coverages
- Module 17: Commercial Property Loss Exposures
- Module 18: Commercial Property Coverages
- Module 19: Commercial Property Causes of Loss
- Module 20: Commercial Liability Loss Exposures
- Module 21: Commercial Liability Coverages
- Module 22: Life Insurance and Life Insurance Products
- Module 23: Life Insurance Applications and Receipts
- Module 24: Life Insurance and Financial Planning



## Section Two

### Risk Management

Module 1: The Meaning of Risk Management

Module 2: Different types of Risks

Module 3: Different Types of Loss Exposures

Module 4: Benefits of Risk Management

Module 5: Steps in the Risk Management Process

Module 6: Tools and Methods Used for Exposure Identification

Module 7: The Primary Techniques for Treating Loss exposures

Module 9: Monitoring and Reporting on Risk

Module 10: The Relationship Between Risk Manager and the Organization

Module 11: Common Objectives and Goals for Risk Management

Module 12: The Role of the Board in Overseeing Risk Management

# RISK MANAGEMENT

identify

analyze

action

monitor

control



## Section Three

### Underwriting

- Module 1: Underwriting and its Purpose
- Module 2: Underwriting Responsibilities
- Module 3: Essential Knowledge and Skills for Underwriters
- Module 4: Overview of the Underwriting Process
- Module 5: How Underwriting Results are Measured
- Module 6: Personal Auto Underwriting
- Module 7: Commercial Auto Underwriting
- Module 8: Primary Sources of Information for Underwriting Property
- Module 9: Underwriting Property Insurance Using the COPE Model
- Module 10: Personal Liability Underwriting
- Module 11: Commercial General Liability Underwriting
- Module 12: Personal Umbrella Underwriting
- Module 13: Commercial Umbrella and Excess Liability Underwriting



Underwriting



## Section Four

### Claims

- Module 1: The Claims Function
- Module 2: The Role of Claims Managers and Claims supervisors
- Module 3: The Role of Technical Specialists and Producers
- Module 4: Claims Professional Knowledge and Skills
- Module 5: Ethics in Claims
- Module 6: The Claims Handling Process
- Module 7: Legal Factors and the Claims Environment
- Module 8: Regulatory Requirements for Claims Handling
- Module 9: Investigating Bodily Injury Claims
- Module 10: Determining Bodily Injury Damages
- Module 11: Overview of the Civil Trial System
- Module 12: Determining Property Damages
- Module 13: Evaluating Claims Results Using Financial Measures
- Module 14: Evaluating Claims Results Using Non-Financial Measures
- Module 15: Importance of Detecting and Preventing Insurance Fraud
- Module 16: Types of Insurance Fraud
- Module 17: Motives of Insurance Fraud
- Module 18: Indicators of Possible Insurance Fraud
- Module 19: Anti-Fraud Efforts



# Enroll today!

and lay a firm foundation  
for a successful career in Insurance

Duration | 12 Weeks



Mode of Study

Distance Learning  
(Online)



## Contact Us

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