



Risk Management and Insurance

Career Cluster	Finance
Course Code	
Prerequisite(s)	None
Credit	0.5
Graduation Requirement	No
Program of Study and Sequence	Cluster Courses – Introduction to Financial Services – Risk Management and Insurance or Investment Planning – Advanced Cluster Courses – Capstone Experience
Student Organization	FBLA, DECA
Coordinating Work-Based Learning	
Industry Certifications	
Dual Credit or Dual Enrollment	
Teacher Certification	
Resources	

Course Description:

Risk Management and Insurance focuses on learning about the various types of insurance. The course will explore the opportunities of careers in insurance. Students will gain an understanding of risk management and the benefits of insurance.

Program of Study Application

Risk Management and Insurance is a second pathway course in the Finance cluster, Financial Services and Planning pathway. The course would be preceded by Introduction to Financial Services or Banking Services. Completion of Risk Management and Insurance would prepare a student to participate in an advanced cluster course or capstone experience.

Course Standards

RMI 1: Utilize career-planning concepts, tools and strategies to explore, obtain and/or develop a career in insurance.

<i>Webb Level</i>	<i>Sub-indicator</i>	<i>Integrated Content</i>
Level 1: Recall	<p>RMI 1.1. Describe essential knowledge and skills needed to be employed in the insurance industry.</p> <p>Examples:</p> <ul style="list-style-type: none"> • Describe the nature of the insurance industry. • Discuss the manner in which insurance companies generate income. • Explain the use of state risk pool programs. • Discuss trends in the insurance industry (e.g., hacker insurance, identity theft insurance, etc.). • Discuss licensing and certification in the insurance industry. 	<p>http://talentegg.ca/incubator/2014/04/21/6-skills-found-in-successful-insurance-applicants/</p>
Level 2: Skill/Concept	<p>RMI 1.2. Describe roles and responsibilities associated with careers in the insurance industry.</p> <p>Examples:</p> <ul style="list-style-type: none"> • Discuss the role and responsibilities of an underwriter. • Discuss the role and responsibilities of an insurance sales representative. • Discuss the role and responsibilities of an actuary. • Discuss the role and responsibilities of claims personnel. • Explain the role and responsibilities of a loss control specialist. 	<p>https://www.ciab.com/uploadedfiles/resources/roleofinsint.pdf</p>
Level 2: Skill/Concept	<p>RMI 1.3. Describe insurance licensing and certification programs.</p> <p>Examples:</p> <ul style="list-style-type: none"> • Identify insurance licensing and certification laws, rules and/or regulations. • Describe steps in insurance licensing and certification. 	<p>https://www.prometric.com/en-us/clients/insurance/Documents/southdakota/SDINSLIB_20150319.pdf</p>

Notes

RMI 2: Acquire product knowledge to communicate product benefits and to ensure appropriateness of product for the customer.

<i>Webb Level</i>	<i>Sub-indicator</i>	<i>Integrated Content</i>
Level 2: Skill/Concept	<p>RMI.2.1 Discuss the components of automobile insurance coverage.</p> <p>Examples:</p> <ul style="list-style-type: none"> • Identify components of automobile insurance • Describe the benefits of each component 	<p>https://www.allstate.com/tools-and-resources/car-insurance/components-auto-insurance.aspx</p>
Level 2: Skill/Concept	<p>RMI.2.2 Discuss the components of health insurance coverage.</p> <p>Examples:</p> <ul style="list-style-type: none"> • Discuss components of disability insurance • Explain long-term care insurance • Describe how the Affordable Care Act impacts health insurance decisions • Identify the difference between Medicare and Medicaid 	<p>http://www.healthinsuranceindepth.com/health-policy-essentials.html</p>
Level 2: Skill/Concept	<p>RMI.2.3 Discuss the components of life insurance coverage.</p> <p>Examples:</p> <ul style="list-style-type: none"> • Classify the different types of life insurance • Identify the role of life insurance in investment and estate planning 	<p>http://www.insurancescored.com/the-key-components-of-life-insurance/</p>
Level 2: Skill/Concept	<p>RMI.2.4 Discuss the components of homeowner’s and renter’s insurance. Examples:</p> <ul style="list-style-type: none"> • Identify the different characteristics of homeowner’s and renter’s insurance • Explain the components and need for flood and earthquake insurance 	<p>http://realtormag.realtor.org/tool-kit/closing/article/5-basic-components-homeowners-insurance</p> <p>https://www.allstate.com/tools-and-resources/renters-insurance/what-does-renters-insurance-cover.aspx</p>

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RMI 3: Determine client needs and wants to guide purchase decisions and enhance future insurance business opportunities.

<i>Webb Level</i>	<i>Sub-indicator</i>	<i>Integrated Content</i>
Level 2: Skill/Concept	<p>RMI 3.1. Describe insurance products and their benefits.</p> <p>Examples:</p> <ul style="list-style-type: none"> • Explain the nature of liability insurance. • Describe components of automobile insurance coverage. • Discuss components of homeowners insurance. • Discuss components of flood and earthquake insurance. • Describe components of commercial property insurance. • Explain the nature of commercial liability insurance. • Discuss the nature of title insurance. • Discuss the nature of health insurance coverage. • Discuss the nature of long-term care insurance. • Explain the nature of Medicare. • Discuss the nature of Medicaid. • Discuss the nature of unemployment insurance. • Explain the nature of workers compensation insurance. • Describe the nature of disability insurance. • Discuss the nature of life insurance. • Discuss the role of life insurance in investment and estate planning. 	<p>http://www.investopedia.com/financial-edge/0212/4-types-of-insurance-everyone-needs.aspx</p>
Level 3: Strategic Thinking	<p>RMI.3.2 Evaluate existing client insurance and risk management needs. Examples:</p> <ul style="list-style-type: none"> • Evaluate a client's insurance needs • Identify coverage upgrades to clients where appropriate 	<p>http://www.journalofaccountancy.com/issues/2001/may/howtoevaluateaninsurancepolicy.html</p>

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RMI 4: Describe laws and regulations to manage transactions in the insurance industry.

<i>Webb Level</i>	<i>Sub-indicator</i>	<i>Integrated Content</i>
Level 1: Recall	<p>RMI 4.1. Define regulations that ensure compliance and demonstrate adherence to insurance industry regulations.</p> <p>Examples:</p> <ul style="list-style-type: none"> • Discuss federal and state regulations governing the insurance industry. • Explain the significance of the Consolidated Omnibus Budget Reconciliation Act (COBRA). • Discuss Title I of the Health Insurance Portability and Accountability Act (HIPAA). 	<p>http://www.naic.org/documents/topics_white_paper_hist_ins_reg.pdf</p>
Level 2: Skill/Concept	<p>RMI 4.2. Explain legal concepts and ethics pertinent to the insurance industry.</p> <p>Examples:</p> <ul style="list-style-type: none"> • Discuss fundamental legal principles that pertain to insurance (e.g., indemnity, insurable interest, subrogation, utmost good faith). • Describe the nature of insurance contracts. 	<p>http://www.slideshare.net/alardler/legal-concepts-of-liability-insurance-2010</p>

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RMI 5: Demonstrate underwriting techniques and strategies to evaluate the risk posed by potential insurance clients.

<i>Webb Level</i>	<i>Sub-indicator</i>	<i>Integrated Content</i>
Level 3: Strategic Thinking	<p>RMI 5.1. Analyze the risk posed by potential clients in order to make insurance approval/denial decisions.</p> <p>Examples:</p> <ul style="list-style-type: none"> • Explain the importance of actuarial science in the insurance industry. • Discuss the nature of credit-based insurance scores. • Underwrite an insurance policy. 	<p>http://www3.ambest.com/ambv/ratingmethodology/OpenPDF.aspx?rc=197707</p>

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