



Principles of Insurance

Career Cluster	Finance
Course Code	12106
Prerequisite(s)	None
Credit	0.5
Program of Study and Sequence	Cluster Courses – Introduction to Financial Industries – Principles of Insurance or Investment Planning – Advanced Cluster Courses – Capstone Experience
Student Organization	FBLA, DECA
Coordinating Work-Based Learning	Guest speakers, project-based learning, community outreach, internships, field trips, and industry partnerships
Industry Certifications	National Career Readiness Certificate (NCRC)
Dual Credit or Dual Enrollment	https://sdmylife.com/images/Approved-CTE-Dual-Credit.pdf
Teacher Certification	Business Management & Administration Cluster Endorsement; Marketing Cluster Endorsement; Finance Cluster Endorsement; Insurance, Securities & Investments Pathway Endorsement; *Business Education
Resources	

Course Description

Principles of 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

Principles of Insurance is a second pathway course in the finance cluster, financial services and planning pathway. The course would be preceded by introduction to financial industries or principles of banking. Completion of principles of 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>
One Recall	RMI 1.1. Describe essential knowledge and skills needed to be employed in the insurance industry.
One Recall	RMI 1.2. Explore roles and responsibilities associated with careers in the insurance industry.
One Recall	RMI 1.3. Describe insurance licensing and certification programs.

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>
One Recall	RMI.2.1 Discuss the components of automobile insurance coverage.
One Recall	RMI.2.2 Discuss the components of health insurance coverage.
One Recall	RMI.2.3 Discuss the components of life insurance coverage.
One Recall	RMI.2.4 Discuss the components of homeowner’s and renter’s insurance.

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>
Four Extended Thinking	RMI 3.1. Construct an insurance plan based on the consumer’s insurance needs.
Three Strategic Thinking	RMI.3.2 Evaluate existing client insurance and risk management needs.

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

<i>Webb Level</i>	<i>Sub-indicator</i>
One Recall	RMI 4.1. Define regulations that ensure compliance and demonstrate adherence to insurance industry regulations.
One Recall	RMI 4.2. Explain legal concepts and ethics pertinent to the insurance industry.

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

<i>Webb Level</i>	<i>Sub-indicator</i>
Three Strategic Thinking	RMI 5.1. Analyze the risk posed by potential clients in order to make insurance approval/denial decisions.