

Business – Insurance

A Two-Year Ontario College Diploma with
Co-operative Education Endorsement

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The Program

Business Insurance is designed to prepare students for positions in the property and casualty insurance industry.

The Outcomes

Students will study forms of general insurance, underwriting, claims investigation, risk analysis and contracts. Students have the opportunity to complete nine of ten credits towards their Chartered Insurance Professional (CIP) designation issued by the Insurance Institute of Canada and one credit toward their Canadian Risk Manager (CRM) designation.

Career Opportunities

Graduates are prepared to enter the property and casualty insurance industry in a variety of fields, including underwriting, claims adjustment, sales and customer service, loss control and risk management. They are suited to various entry-level to junior-level positions including customer service representative, underwriter, claims adjuster, loss control specialist, risk manager, appraiser and broker or agent.

Skill Levels

Year One

- Semester One is common to all programs in the Lawrence Kinlin School of Business. Course content includes principles of accounting, marketing, introduction to business processes and business month end.
- Complete Principles & Practices of Insurance course and gain extensive knowledge of insurance industry practices, procedures, ethics and terminology
- Demonstrate competency in information management using Microsoft Office applications
- Effectively complete Internet research

Year Two

- Understand property, automobile and liability insurance principles
- Understand and analyze most policy wording and interpret how coverage would apply
- Understand aspects of Fraud Awareness & Prevention
- Demonstrate essential skills of a broker or agent including the ability to identify risk exposures and recommend insurance solutions
- Demonstrate essential skills of an underwriter including the ability to analyze and quantify risk exposures
- Demonstrate the essential skills of a loss adjuster including the ability to investigate and adjust a loss
- Demonstrate exemplary communication skills in oral, written and electronic formats
- Have the potential to obtain nine credits toward the Chartered Insurance Professional (CIP) designation

Course Outline

For the official Degree Audit, please see Registrar's Office

Year 1 – Take all of the following Mandatory Courses

Gen Ed – Take a 3 credit Gen. Ed. elective course

ACCT-1004	Principles of Accounting I
WRIT-1032	Reason & Writing – Business I
MKTG-1012	Principles of Marketing I
MATH-1052	Business Math
BUSI-1060	Strategies for Success
BUSI-1005	Introduction to Business Processes
INSR-1001	Fundamentals of Insurance
FINA-1004	Finance I
ECON-1019	Contemporary Issues in Economics
INSR-3018	Property Insurance
MGMT-3041	Organizational Behaviour
COOP-1020	Co-op Ed Employment Prep

Year 2 – Take all of the following Mandatory Courses

COMM-3020	Professional Communication
INSR-3001	Auto Insurance
INSR-3005	Insurance Against Liability
LAWS-3018	Ethics and Law
INSR-3016	Building Construction & Basic Hazards
BUSI-1099	Customer Relations
INSR-3020	Risk Principles
INSR-3015	Fraud Awareness & Prevention
INSR-3011	Underwriting Essentials
INSR-3012	Essentials of Loss Adjusting
INSR-3019	Broker/Agent Essential Skills
COMP-3077	Excel for Business – Adv.

Program Requirements:

- Take one 3-credit General Education (Gen.Ed.) elective Course
- Program Residency

Students must complete a minimum of 20 credits in this program at Fanshawe College to meet the Program Residency requirement and graduate from this program.

Sample Co-op Progression Chart:

Fall Intake – Option A			
	Fall	Winter	Summer
Year 1	Acad. 1	Acad. 2	Off
Year 2	Acad. 3	Work 1	Work 2
Year 3	Acad. 4		
Fall Intake – Option B			
	Fall	Winter	Summer
Year 1	Acad. 1	Acad. 2	Work 1
Year 2	Acad. 3	Acad. 4	Work 2
Fall Intake – Option C			
	Fall	Winter	Summer
Year 1	Acad. 1	Acad. 2	Off
Year 2	Acad. 3	Work 1	Work 2
Year 3	Work 3	Acad. 4	

Winter Intake – Option A			
	Winter	Summer	Fall
Year 1	Acad. 1	Acad. 2	Acad. 3
Year 2	Work 1	Work 2	Acad. 4
Winter Intake – Option B			
	Winter	Summer	Fall
Year 1	Acad. 1	Off	Acad. 2
Year 2	Acad. 3	Work 1	Work 2
Year 3	Acad. 4		
Winter Intake – Option C			
	Winter	Summer	Fall
Year 1	Acad. 1	Acad. 2	Work 1
Year 2	Acad. 3	Work 2	Acad. 4

Summer Intake – Option A			
	Summer	Fall	Winter
Year 1	Acad. 1	Acad. 2	Work 1
Year 2	Work 2	Acad. 3	Acad. 4
Summer Intake – Option B			
	Summer	Fall	Winter
Year 1	Acad. 1	Acad. 2	Acad. 3
Year 2	Work 1	Work 2	Acad. 4
Summer Intake – Option C			
	Summer	Fall	Winter
Year 1	Acad. 1	Acad. 2	Acad. 3
Year 2	Work 1	Acad. 4	Work 2