

SOUTHEAST COMMUNITY COLLEGE
BUSINESS DIVISION
Business Program
Revision Date: 08-18-25

I. CATALOG DESCRIPTION

Course Number: BSAD1200
Course Title: Fundamentals of Insurance I
Prerequisite(s): None

Catalog Description: Focuses on the basic concepts in risk management and Insurance to include: legal principles in risk and insurance, life, health, property, and liability insurance; annuities, retirement and financial services.

Credit Hours: 3.0
Class Hours: 45
Lab Hours: 0
Total Contact Hours: 45

II. COURSE OBJECTIVES: *Course will teach students to*

- A. Examine various concepts in risk management and insurance and how they are applied to the insurance industry.
- B. Explain the fundamental principles of insurance and risk management as they apply to entry level positions in the insurance industry.
- C. Identify the types of financial services as they apply to risk management.
- D. Examine the products and policies sold in the insurance industry.

III. STUDENT LEARNING OUTCOMES AND GENERAL EDUCATION LEARNING OUTCOMES

- A. Student Learning Outcomes: *Students will be able to*
 - 1. Examine the basic characteristics of insurance and understand the requirements of an insurable risk.
 - 2. Analyze the fundamental principles of insurance and risk management and their benefits to society.
 - 3. Explain the basic types of insurance products/policies and their application to customers.
 - 4. Explain the basic types of financial services and their application to customers.
- B. General Education Learning Outcomes (GELOs)
 - 1. GELO 6: Career and Life Skills
Outcome 3: Demonstrate financial literacy.

IV. CONTENT/TOPICAL OUTLINE

- A. Risk in Our Society
- B. Insurance and Risk
- C. Fundamental Legal Issues
- D. Analysis of Insurance Contracts
- E. Life Insurance /Life Insurance Contractual Provisions
- F. Retirement Plans
- G. Individual Health Insurance Coverage
- H. Social Insurance
- I. Homeowners Insurance
- J. Auto Insurance
- K. Other Property and Liability Insurance
- L. Financial Terms

V. INSTRUCTIONAL MATERIALS

A. Required Text(s):

- 1. Option 1:** *Rejda, Principles of Risk Management and Insurance -hardcover book*, Current Edition, Prentice-Hall.
 - a.** Hardcover Book
- 2. Option 2:** *Rejda, Principles of risk Management and Insurance -Ebook*, Current Edition, Prentice-Hall.
 - a.** National EBook

NOTE: This book is also used for BSAD1250 (Insurance II) - In Insurance I we cover chapters 1, 2, 9, 10, 11, 12, 14, 15, 18, 20-24. In Insurance II we cover chapters 3-8, 13, 14, 16, 17, 19, 25-27. We cover chapter 14 twice but it is an important topic.

VI. METHODS OF PRESENTATION/INSTRUCTION

- A.** Explanation and/or lecture
- B.** Video presentation
- C.** Student reports
- D.** Role play
- E.** Guest speaker
- F.** Small group activities
- G.** Discussion
- H.** PowerPoint presentation
- I.** Internet activities

VII. METHODS OF EVALUATION

- A.** Course grades, at the determination of the instructor, will be based on class and group participation, daily work, exams, presentations, projects, papers, and/or a portfolio.
- B.** Instructors will distribute and discuss the evaluation process and his/her grading policies with the students at the beginning of the term.
- C.** SCC STANDARD GRADING SCALE POLICY

A+	95-100	C+	75-79
A	90-94	C	70-74
B+	85-89	D+	65-69
B	80-84	D	60-64
		F	Below 60

VIII. SPECIFIC COURSE REQUIREMENTS

- A.** Course Prerequisite: None
- B.** Other Requirements: This will be determined by the instructor and college.