

SOUTHEAST COMMUNITY COLLEGE
BUSINESS DIVISION
Business Program
Revision Date: 08-22-22

I. CATALOG DESCRIPTION

Course Number: BSAD1250
Course Title: Fundamentals of Insurance II
Prerequisite(s): BSAD1200 (Fundamentals of Insurance I)

Catalog Description: Focuses on the advance concepts in risk management and insurance to include: employee group life, health and retirement plans and commercial property and liability insurance, financial services and insurance company operations and regulations.

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

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

- A. Examine the different concepts in employee benefits and how they are applied to the insurance industry.
- B. Examine commercial lines of insurance blending risk management and insurance principles with business considerations.
- C. Explain financial services and insurance company operations and regulations.

III. STUDENT LEARNING OUTCOMES AND GENERAL EDUCATION LEARNING OUTCOMES

- A. Student Learning Outcomes: *Students will be able to*
 - 1. Explain the characteristics of employee benefits and their impact on organizations as well as the insurance industry.
 - 2. Explain the different commercial lines of insurance and their benefit to the business environment.
 - 3. Understand how the government regulates insurance and financial insurance companies.
 - 4. Understand how insurance and financial insurance companies operate.
- B. General Education Learning Outcomes (GELOs)
 - 1. GELO 6: Career and Life Skills
 - Outcome 3: Demonstrate financial literacy.

IV. CONTENT/TOPICAL OUTLINE

- A. Employee Benefits: Group Life Insurance
- B. Employee Benefits: Group Health Insurance
- C. Commercial Property Insurance
- D. Commercial Liability Insurance
- E. Crime Insurance and Surety Bonds
- F. Introduction and Advanced Topics in Risk Management
- G. Types of Insurance and Marketing Systems
- H. Insurance Company Operations
- I. Financial Operations of Insurers
- J. Government Regulations of Financial Services

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 BSAD1200 (Insurance I) - 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.** Field trip
- J.** Internet activities

VII. METHODS OF EVALUATION

A. Methods of evaluation typically include a combination of the following:

- 1.** 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.
- 2.** Instructors will distribute and discuss the evaluation process and his/her grading policies with the students at the beginning of the term.

B. 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: BSAD1200 (Fundamentals of Insurance I)
- B.** Other Requirements: This will be determined by the instructor and college.