

# INSURANCE & RISK MANAGEMENT

BUSINESS, MANAGEMENT, MARKETING AND TECHNOLOGY

## Course Overview:

**Program Location:** Farm Bureau Insurance  
(shuttle available)

**Sessions Offered:** AM

**Average Lecture Days/Week:** 4-5 Days

**Average Lab Days/Week:** 1-2 Days

**Academic Rigor:** 3 out of 5

**Homework:** Weekly

**Required Reading:** College-level textbooks, e-books and/or internet information; more than 25 pages/week

## Course Description

In this program, students will explore careers in the Insurance and Risk Management industry in a nationally recognized risk management program of the University of Olivet.

Students will investigate the process of risk management and the field of insurance, including: social value, economic influence, loss exposures and protection, marketing, claims adjusting, underwriting, personal insurance, financial planning, and commercial insurance.

Students will gain sales and industry networking experience. This program is highly recommended for students planning to pursue a career in business or finance. This program also prepares students to take three national exams administered by the institutes.

## Student Leadership Opportunities

Students have the opportunity for leadership, competition and community service through membership in DECA.

## Success Indicators

This program is highly recommended for students planning to pursue a career in business or finance.

## Available Certification:

- Associate in Insurance (AINS)

## Learning outcomes include, but are not limited to:

- Identifying the process of traditional risk management, enterprise risk management, and alternatives to insurance
- Understand the concepts of risk and insurance
- Describe insurance markets, company operations, and state and federal regulations
- Demonstrate understanding of both state and federal insurance regulations
- Describe the basic structure of insurance contracts, including self-contained policies and modular policies
- Analyze and describe provisions of personal property, general loss liability, the monetary value of human life, commercial property, and business income
- Demonstrate knowledge of: insurance fundamentals and principles, property and casualty contracts, financial planning fundamentals, life and health insurance fundamentals, retirement and estate planning

## College Credits (9)

- IRM 221 - Principles of Insurance & Risk Management (3)
- IRM 252 - Personal Insurance (3)
- IRM 253 - Commercial Insurance (3)

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FOR MORE INFO:  
CONTACT YOUR COUNSELOR,  
CALL 517.483.9966, OR  
VISIT [EATONRESA.ORG/CPC](http://EATONRESA.ORG/CPC)



# INSURANCE & RISK MANAGEMENT



## PROFESSIONAL CAREERS

- Actuary
- Claims Manager
- Corporate Trainer
- Insurance Analyst
- Insurance Broker
- Regional Director
- Risk Manager
- Underwriting Manager

## TECHNICAL CAREERS

- Actuarial Analyst
- Business Intelligence Developer
- Claims Systems Analyst
- Database Administrator
- Data Analyst
- Information Technology Specialist
- Technical Support Specialist
- Underwriting Systems Administrator

## ENTRY-LEVEL CAREERS

- Administrative Assistant
- Billing Coordinator
- Claims Adjuster
- Customer Service Representative
- Insurance Agent
- Risk Management Assistant
- Sales Support Associate
- Underwriting Assistant

ACADEMICS

PROFESSIONAL SKILLS

EXPERIENCES

PASSION

Education with Purpose.

# CAREER TREE®

## Explore Your Future with Career Trees

Career Trees shows how what you learn today can grow into a future career. Each branch represents real jobs and opportunities connected to a specific field, from entry-level roles to advanced professions.

Use the Career Tree to explore your interests, learn what education or training is needed, and plan your next steps after high school. The more you explore, the more you'll see how skills learned now can lead to a strong, rewarding future.

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**SCAN ME!**



## Capital Region Technical Early College (CRTEC)

Students enrolled in this program may choose to participate in the Capital Region Technical Early College (CRTEC) program. This is a high school-to-college program where students start in grade 11 and end their 13th year with a degree or certification. This program gives students relevant career related experiences.



**EXPLORE THE POSSIBILITIES.  
FAST TRACK YOUR FUTURE.**