

# Risk Management

Introduction to Risk Management • INS • ARM • RMPE • CPCU

## In-Depth Risk Management Knowledge. Real-World Application.

What makes an effective risk manager? According to experts in the field, it's not only by understanding risk better but by managing risk well. By increasing your knowledge with the Institutes' professional development programs, you will learn practical skills that you may apply immediately to your daily work. No matter how long you have been in risk management, the Institutes have a professional development program to help you be more productive today and prepare you for future challenges. Our programs are:

**Comprehensive.** You will gain a solid understanding of insurance coverages, industry issues, and risk management techniques.

**Relevant.** You will possess the vital risk management tools necessary to apply your knowledge to a wide variety of situations and challenges.

**Practical.** You will have the practical, real-world skills you need to identify opportunities and develop a rewarding risk management career.

## Programs to Help You Succeed.

By focusing on risk management education you will:

- Understand the science of risk management
- Gain practical risk management skills
- Learn how to adapt those skills to meet changing needs
- Earn the respect of colleagues and supervisors
- Enhance your career opportunities

## What You Will Learn.

**Introduction to Risk Management.** Learn about insurance terminology, concepts, techniques, procedures, and decision making in a practical, real-life setting.

**Program in General Insurance (INS).** The Program in General Insurance, which comprises three required courses, provides a broad foundation on which to build your career. As an added benefit, by earning the Certificate of General Insurance, you will earn credit toward the CPCU® designation and five associate designations. See our Web site for details.

- **INS 21—Property and Liability Insurance Principles.** Learn the basic principles of insurance through an overview of the nature and operation of the insurance business and an introduction to insurance companies.
- **INS 22—Personal Insurance.** Learn about personal loss exposures and personal insurance coverages, including automobile, homeowners and other dwelling coverages, personal liability, inland marine, life, health, and financial planning.
- **INS 23—Commercial Insurance.** Learn about commercial loss exposures and coverages, including commercial property, business income, inland and ocean marine, commercial automobile, general liability, workers' compensation, businessowners, surety, excess and surplus lines, and miscellaneous coverages.

**Associate in Risk Management (ARM).** Based on essential risk management concepts and techniques, ARM provides the risk management professional with the tools necessary to conduct risk analysis and implement and monitor a risk management program.

- **ARM 54—Risk Assessment.** Learn about the nature, purposes, and steps in risk management; identify and analyze the loss exposures of individuals and organizations; and develop and apply decision rules for choosing risk management techniques in specific situations.
- **ARM 55—Risk Control.** Learn about the importance of risk control in risk management; develop specific applications of risk control techniques to particular loss exposures; apply decision rules and implement chosen risk control techniques for specific situations; and monitor the effectiveness of chosen risk control techniques and adapt them to changing circumstances.
- **ARM 56—Risk Financing.** Learn about risk financing, insurance as a risk financing technique, and insurance plan design, including self-insurance, retrospective rating, captive, finite and integrated risk insurance plans. Also learn about reinsurance, noninsurance contractual transfer of risk, and the process of purchasing insurance. And learn how to forecast accidental losses and risk financing needs and how to allocate risk management costs within an organization.

**Risk Management for Public Entities (RMPE).** Broaden your career opportunities by learning about the unique aspects of assessing and addressing risk in the public sector. In this ten-assignment certificate course, you will explore the entire risk management decision process in the public sector and learn how it differs from

private-sector risk management. Earn the Associate in Risk Management for Public Entities (ARM-P) designation by passing the three ARM exams in addition to the RMPE 352 exam.

### **CPCU—Chartered Property Casualty**

**Underwriter.** Internationally recognized for its practical, in-depth curriculum and commitment to ethical standards and professional experience, the CPCU program is the capstone of the Institutes' offerings. The program delivers a comprehensive understanding of risk management and property-casualty insurance within today's changing and complex legal, regulatory, and economic marketplace. Five foundation courses and three concentration courses are required to earn the CPCU designation. See our Web site for complete program information.

For a complete list of course topics, visit our Web site or consult our current catalog.

### **Get Started Today!**

**Start with our free educational advising.** Log on to our Web site, [www.aicpcu.org](http://www.aicpcu.org), and click the "Free educational advising" link under Get Started on the home page. The online advising program helps you evaluate

potential areas of interest and select the appropriate courses. And My Progress Tracker, formerly the Web Student Advisor, shows you how your CPCU and IIA exam credits apply to Institutes' programs.

**Choose a study method.** Most students choose self-study, but instructor-led *Institute Online* classes are available for CPCU, AIC, and INS programs. In addition, course sponsors hold public classes for certain Institute programs at various locations. Use the Public Class List on our Web site, or call the Customer Support Department.

### **Read our booklet *How To Pass Institute Exams!***

It provides tips to help you study and prepare for Institute exams. Click "Get Started" on our home page and download a free copy, or call the Customer Support Department.

**Talk with your employer.** Most employers offer financial support to help you reach your professional and personal goals. Ask your supervisor about your company's education policies and procedures.

**Order study materials.** Order study materials at our Web site or call the Customer Support Department, which is open Monday through Friday from 8 AM to 6 PM eastern time. We accept American Express, Diners

Club, Discover, MasterCard, or Visa. To pay by check, download an order form from our Web site. For additional information, call the Customer Support Department.

**Register for your exam.** You will receive registration information with your study materials. Be sure to register early. If you have questions, contact the Customer Support Department.

**Exam Schedule.** You may take Institute computer-based exams in one of four testing windows: January 15–March 15, April 15–June 15, July 15–September 15, and October 15–December 15. Log on to [www.aicpcu.org](http://www.aicpcu.org) for details.

**Questions?** For more information about a specific program, exam fees and procedures, or other matters, log on to our Web site or call the Customer Support Department. Remember to request your free copy of our catalog, which explains everything you need to know about studying with us.

**You want to succeed. We will help you.** The Institutes' programs provide you with the in-depth, practical knowledge you need to succeed.