

Learn more. **Do more.** Be more.



Advance  
your career  
in insurance

**CIP** Certificate in Insurance  
Practice



*The*  
Insurance  
Institute



## Who is this programme for?



APA designation holders looking to do more by expanding their product knowledge



Industry professionals looking for a recognised insurance qualification

## Entry-level and technical requirements

To apply for the Certificate in Insurance Practice, you must hold at least one APA designation.

We deliver all of our programmes in English which requires students to have a high level of English language proficiency.

# €360

Per module +  
membership fee



## Key details

### Designation

CIP (Certified Insurance Practitioner)

*Awarded by The Insurance Institute*

### Qualifications

Certificate in Insurance Practice

*Awarded by Atlantic Technological University, Sligo*

NFQ - Level 7 Special Purpose Award

ETCS - 15 credits

### Modules

2 core, 2 product and 2 process

*If you hold an APA designation, you may have completed two core and one product module already.*

### Delivery

Online

### Assessment

**Product module:** 100 - question multiple choice exam

**Process modules:** 2-hour written exam with mid-semester assessment

You will need to complete these **two** core modules:

*Module code: CIP-01*

## The Nature of Insurance

- The Irish insurance market
- Risk & risk management
- Insurable risks & their insurance solutions
- Underwriting: the people & processes
- The insurance contract & policy
- The legal environment
- Duties and responsibilities in the claims process
- Calculating the claim payment: who should pay & how much?

*Module code: CIP-02*

## Compliance and Advice

- Why & how we regulate
- Impact of regulation
- Agency & relationship management
- Impact of The Central Bank Consumer Protection Code
- Insurance documentation
- Other legal requirements
- Ethics & competency
- Dispute resolution

If you hold an APA designation, you may have already completed these two core modules.

## You will need to complete **two** product modules:

*Module code: CIP-03*

### Personal General Insurance

- Knowing the consumer & suitability
- Motor insurances
- Household insurances: definitions, insurable values & information gathering
- Household insurances
- Travel & protection insurances
- Private health insurance
- The claims process

*Module code: CIP-04*

### Commercial General Insurance

- Knowing the client & suitability
- Commercial motor insurances
- Commercial property insurances: insurable values & presentation of information
- Commercial property insurances: policy cover
- Other property-related insurances
- Commercial liability insurances
- The claims process

*Module code: CIP-05*

### Health Insurance & Associated Insurances

- Healthcare provision
- Challenges into the future of health insurance
- Private health insurance (community rated)
- Risk-rated health insurance
- Knowing the consumer & suitability
- Health insurance claims & administration

If you hold an APA designation, you may have already completed one of these product modules.

## You can then choose **two** process modules:

*Module code: CIP-06*

### Practice of Risk Control & Underwriting

- Underwriting in Ireland
- From corporate strategy to underwriting strategy
- Pricing the risk
- Underwriting: policy and practice
- Underwriting and risk control: property and business interruption insurances
- Underwriting and risk control: motor and liability insurances
- Risk exposure and control

*Module code: CIP-07*

### Practice of Claims & Loss Adjusting

- The claims environment
- Claims notification
- Claims verification
- Claims investigation
- Indemnity: how much will the policy pay
- Third-party claims: legal considerations
- Claims settlement

*Module code: CIP-08*

### Practice of General Insurance Broking

- Broking relationships
- Regulatory environment
- Negotiating and placing a risk
- Selecting an insurance provider
- Ongoing customer service and management
- Programme design and operation: large risks
- Other services