

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



Start your
career in
insurance

APA Certificate in Insurance
Product Advice



The
Insurance
Institute

Who is this programme for?



New entrants



School leavers or graduates looking to start a career in insurance



Career changers hoping to move into the insurance sector



Grandfathered Persons who already have an established career in insurance but which to reinforce their experience with an insurance qualification

Entry-level and technical requirements

Be at least 18 years of age and hold a Leaving Cert or UK equivalent including a pass in Maths/Irish

Or, have 6+ months of experience working in the industry

Or, have Mature Student Status (23+ years of age)

€360

Per module +
membership fee



Key details

Designation

Dependant on the elective module:

APA (Personal General Insurance)

APA (Commercial General Insurance)

APA (Private Medical Insurance)

Awarded by The Insurance Institute

Qualification

Certificate in Insurance Product Advice

Awarded by Atlantic Technological University, Sligo

NFQ - Level 7 Special Purpose Award

ETCS - 15 credits

Modules

2 core and 1 elective

Delivery

Online

Assessment

100 - question multiple choice exam

40% Passmark

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

For semester key dates and further programme information visit www.iii.ie

You can then choose **your elective** product module:

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