



The
Insurance
Institute

The Nature of Insurance

LEARNING PLAN

Sample



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● HOW TO USE YOUR LEARNING PLAN

Welcome to your Nature of Insurance learning plan, designed to support you and keep you on track throughout the semester. We understand that distance learning can be tricky as it relies on self-directed study, so we've put together this learning plan to help you to balance your time, cover all of the course material and perform at your best on exam day.

Here are some of the ways the learning plan can help you on your way to success.

● FOCUS YOUR STUDY

The syllabus and learning outcomes highlight what you're expected to learn in each chapter and how you will be examined on it. By referring back to the learning outcomes for each chapter, you can chart your progress and ensure you're covering the textbook material completely and correctly. Learn more about learning outcomes on page 4.

● MASTER EXAM TECHNIQUE

All of your study builds towards the exam, so keep this in mind throughout the semester. Practice mock exams in exam conditions to ensure you can reproduce all you've learned in an exam-type scenario. Suggested exam timings and top tips for exam success can be found on page 14.

● MANAGE YOUR TIME

Studying while you work can be challenging, but leaving it all until the last minute is not the solution as it simply adds to stress and ultimately doesn't work. An outline as to how to approach the textbook and our many study supports over the 15 week semester can be found on page 9.

● USE YOUR STUDY SUPPORTS

Advancing your technical knowledge through any module may prove very demanding, so we've put together study supports to help you. Learn more on page 11.

● CONTACT US

We would like to take this opportunity to wish you well in your studies and encourage you to contact our Member Services team if you have any queries. Call us on 01 645 6670 or email memberservices@iii.ie – we're always happy to help.

We welcome all feedback so if you have any ideas or suggestions on how this learning plan (or any of our products or services) can be made more effective, please forward them to Member Services. Alternatively, you can include them in the end of semester student survey.

● MODULE OUTLINE

CIP-01

Module title	CIP-01 The Nature of Insurance
European Credit Transfer System Credits (ECTS)	5 ECTS Credits
Module Learning Outcomes	<p><i>On completion of this module, students should be able to:</i></p> <ul style="list-style-type: none">▪ Illustrate the key concepts underlying insurance and describe the insurance market.▪ Determine the relevance of the laws of tort and contract in insurance.▪ Discuss and apply the details of insurance principles (including subrogation, contribution, indemnity, utmost good faith, proximate cause and insurable interest) in their relevant contexts, i.e. underwriting, claims etc.
Module Presentation	This module is delivered by distance learning. There is a range of learning supports (e.g. webinars, lectures) supported by a purpose-written core textbook.
Student Time Required	125 hours approximately – please refer to the Revision Plan for a suggested schedule of these hours.
Assessment	End of semester two hour exam consisting of 100 MCQ style questions. The pass mark for this semester is 40%. The marking scheme for this module is plus 3 for correct answers, minus 1 for incorrect and 0 for no answer.
Core Textbook	CIP-01 The Nature of Insurance textbook published by The Insurance Institute of Ireland.

● USING THE SYLLABUS FOR YOUR STUDY AND EXAM PREPARATION

● WHAT IS A SYLLABUS?

The syllabus is an outline and summary of topics covered in your textbook. The correct use of the syllabus is vital to the focus of your study because it:

- outlines the topics to be studied
- contains the learning outcomes from each of these topics
- indicates exactly how this material will be examined.

● HOW TO USE THE SYLLABUS

Table 1 on page 6 outlines the learning outcomes for this module by chapter, section and question type.

This table also indicates approximately how many questions will appear on your exam from each chapter of the textbook. You should use this information to assist you in your preparations for your exam.

Each learning outcome and associated text material is either Knowledge (**K**), Understanding (**U**) or Application (**A**) based (or a combination of these). This is how they will be examined in your multiple-choice exam.

● LEARNING OUTCOMES

An outline of the question types is as follows:

- Knowledge (**K**): Requires you to recall factual information.
- Understanding (**U**): Requires you to link pieces of information in a cause and effect relationship.
- Application (**A**): Requires you to apply or analyse your knowledge and/or understanding in a given set of circumstances.

You can improve the focus of your study and performance by noting the question type associated with each learning outcome, which will assist you in identifying:

- the important topics
- the level of detail required
- how each specific learning outcome will be tested in the exam.

● HOW DOES THE QUESTION TYPE RELATE TO MY EXAM?

If a learning outcome in the syllabus has an associated knowledge rating of Knowledge (**K**), then you know you will be asked to recall factual information about that material in the exam.

Refer to page 5 for examples of each type of multiple-choice question. These examples demonstrate how referring to the module syllabus and learning outcomes throughout your studies will give you a head start before you even see the exam paper.

SAMPLE MCQs FOR EACH QUESTION TYPE

● TYPICAL KNOWLEDGE (K) MCQ

When considering insurance industry organisations, The Insurance Institute is classed as:

- A. an arbitration authority
- B. a professional body
- C. a regulatory body
- D. a trade association

Here you must know that The Insurance Institute is a professional body (Option B). You simply have to recall a piece of factual information.

● TYPICAL UNDERSTANDING (U) MCQ

An insurer can manage high severity, low frequency risk in its property account by implementing a programme of:

- A. loss prevention
- B. loss reduction
- C. risk retention
- D. risk transfer

Here you must know a high severity, low frequency risk is best managed by a risk transfer program (Option D). This requires you to know the various frequency/severity combinations that exist, but also to understand the resulting action necessary.

● TYPICAL APPLICATION (A) MCQ

Karen's factory contains €20,000 of stock and a fire destroys €8,000 of it. Under her standard fire policy, with a sum of €10,000 insured on stock, what maximum amount, if any, will Karen receive subject to the pro rata condition of average?

- A. Nil
- B. €4,000
- C. €8,000
- D. €16,000

Here you must not only know how average operates, but you must also apply the information provided in the question to arrive at the correct answer of €4,000 (Option B).

● SYLLABUS

As you can see in table 1 below, each textbook chapter addresses a specific topic on the syllabus. The learning outcomes indicate what you will learn in each chapter and what you will be examined on.

Important notes

- The exam will only test the contents of the module syllabus and associated textbook.
- The syllabus is based on Irish law and practice.

Learning outcomes: Upon completion of this module, students should have mastered the following to the required level.

1

THE NATURE OF INSURANCE

CHAPTER 1: THE IRISH INSURANCE MARKET – WHERE YOU WORK

Ref	Topic	Level	Indicative exam question distribution
A–F	Explain the structure and operation of the general and private health insurance markets.	K & U	10%
G	Identify the functions of the main industry and professional bodies in the Irish insurance market.	K	

CHAPTER 2: RISK AND RISK MANAGEMENT

Ref	Topic	Level	Indicative exam question distribution
A & B	Explain and apply these key insurance terms – risk, uncertainty, frequency, severity, peril and hazard.	K, U & A	13%
C	Recognise the interaction between risk management and insurance and identify the risk management techniques that can protect customers and their businesses (physically and financially).	K	
D & E	Classify risks to determine whether they are capable of being insured.	K & U	

CHAPTER 3: INSURABLE RISKS AND THEIR INSURANCE SOLUTIONS

Ref	Topic	Level	Indicative exam question distribution
A & B	Explain the role of insurance as a risk transfer mechanism, its benefits and how risks are pooled and shared.	K & U	8%
C	Identify the risks faced by general insurance customers and the appropriate insurance solutions to meet these needs.	K	

Table continues on next page...

CHAPTER 4: UNDERWRITING: PEOPLE & PROCESSES

Ref	Topic	Level	Indicative exam question distribution
A	Outline the role of the professionals involved in the general insurance underwriting process.	K	17%
B	Demonstrate the relationship between underwriting and the premiums charged for general insurance policies.	K, U & A	
C	Describe the typical underwriting measures available to an underwriter when considering a general insurance proposal.	K & U	
D	Demonstrate the impact of private health insurance principles on the underwriting of this class of insurance.	K & A	
E	Define reinsurance, state what prompts its use and outline the main types of reinsurance.	K	

CHAPTER 5: THE INSURANCE CONTRACT AND POLICY

Ref	Topic	Level	Indicative exam question distribution
A & B	Describe the main elements of a valid contract of insurance, how a contract is discharged and remedies for breach of contract.	K & U	15%
C	Outline the structure of a general insurance policy and explain the impact of a breach of policy condition.	K & U	
D	Explain the legal principle of insurable interest in general insurance.	K, U & A	
E	Explain the legal principle of utmost good faith, including the duty to disclose material facts and the impact of non-disclosure on payment of claims and continuance of the policy.	K & U	

CHAPTER 6: THE LEGAL ENVIRONMENT

Ref	Topic	Level	Indicative exam question distribution
A - G	Outline the torts of negligence; trespass, nuisance, strict liability, defamation and breach of statutory duty as they apply to insurance.	K & U	8%
H	Demonstrate the relevant limitation periods applicable in tort.	K & A	

CHAPTER 7: DUTIES AND RESPONSIBILITIES IN THE CLAIMS PROCESS

Ref	Topic	Level	Indicative exam question distribution
A	Explain the responsibilities of the insured after a loss.	K & U	13%
B	Explain the principle of proximate cause and illustrate its operation in the claims process.	K, U & A	
C	Demonstrate the regulatory responsibilities of the insurer and the adviser during the claims process.	K & A	

CHAPTER 8: CALCULATING THE CLAIM PAYMENT: WHO SHOULD PAY AND HOW MUCH?

Ref	Topic	Level	Indicative exam question distribution
A & B	Outline the concept of indemnity and identify an insurer's settlement options when providing indemnity to a policyholder.	K	16%
C	Demonstrate the application of indemnity to a policy of insurance.	K & A	
D & E	Explain the principle of subrogation and apply it in situations where recovery rights may be exercised.	K, U & A	
F & G	Explain the principle of contribution and apply it in situations where dual insurance exists.	K, U & A	

● PLANNING YOUR STUDY AND MANAGING YOUR TIME

Distance learning offers great flexibility for students, but it can also involve specific challenges, including time management. To help you prepare for the exam, a revision plan featuring online supports available is outlined in table 2.

Revision plan

The recommended study time for this module is approximately 125 hours. Please refer to page 11 for a comprehensive list of study supports.

2

THE NATURE OF INSURANCE REVISION PLAN

WEEK 1	<ul style="list-style-type: none">▪ Log in to your Member Area and view the range of supports available to you.▪ Ensure you have access to all of your study supports and familiarise yourself with them.▪ Check you have access to the relevant webinars and online mock exams.▪ Contact Member Services on 01 645 6670 if you have any questions.
WEEKS 2–5	<p>Aim to cover chapters 1, 2, and 3 during this time. Use the following steps when studying your textbook.</p> <ul style="list-style-type: none">▪ Scan: look at the text quickly – notice the headings (they correlate with the syllabus learning outcomes), pictures, images and key words to get an overall impression.▪ Question: examine any questions related to the section you are reading to get a feel for the subjects tackled. More are available in your Member Area.▪ Read: don't worry about taking notes first time round, just get a feel for the topics and the style the book is written in.▪ Remember: test your memory by jotting down some notes without looking at the text.▪ Review: read the text again, this time in more depth and take brief notes.▪ Watch: log in to your Member Area and watch the webinars for each chapter.▪ Test: Try a mini mock paper to gauge how you're getting on.

WEEKS 6–9	<ul style="list-style-type: none"> ▪ Aim to cover chapters 4, 5, and 6 during this time using the steps noted in weeks 2-5. ▪ Access the key points per chapter to read through the main areas to ensure the material is staying fresh in your mind.
WEEKS 10–12	<ul style="list-style-type: none"> ▪ Aim to cover chapters 7 and 8 during this time using the steps noted in weeks 2-5.
WEEKS 13	<ul style="list-style-type: none"> ▪ Review your notes and complete the mini mocks.
WEEKS 14–15	<ul style="list-style-type: none"> ▪ Go through each chapter again, paying particular attention to the areas you find most difficult. Use the Key Points per chapter alongside the textbook to assist you in making your final revision notes. ▪ Use the mock exams in your Member Area to test yourself. Take 2 hours and try to complete the paper under exam conditions. Check your answers against the guideline solutions.
WEEK 16	<ul style="list-style-type: none"> ▪ Sit your exam. ▪ Make sure you're well prepared for exam day by ensuring you've read over the 'Top tips for exam success' on page 14.

Sample

● STUDY SUPPORTS

● PLAY TO YOUR STRENGTHS

When you learn you depend on your senses to process the information. Most people use one sense more than others. There are four basic types of learning styles and by identifying your preferences – visual, auditory, read/write or active (kinaesthetic) – you can work out how best to approach your studies. Access a quick and simple quiz in the 'Getting started' section of your study supports in your Member Area to identify your learning style and the most appropriate supports for you.

● MASTER THE MATERIAL

Get to grips with the module content by availing of the supports below across a 15 week semester.

● FLEXIBLE LEARNING

Study on the move when it suits your schedule with additional online supports.

- Textbooks in e-book form are available for all modules in formats compatible with e-readers including Kindle, Nook and Kobo.
- Webinars, audiobooks, online lectures and podcasts of the online lectures.
- Accessible key points per chapter for all modules.

● PREPARE THROUGH PRACTICE

- Complete mock exams under exam conditions as this will allow you to manage your exam timings and test your knowledge.
- Perfect your exam technique through using the learning supports and advice in this learning plan.

● HOW DO I ACCESS MY SUPPORTS?

- Go to www.iii.ie and log in to your Member Area in the top right corner, using your membership number and password.
- Click Connect on the sidebar.
- Access supports.

Remember: The textbook in its entirety, including any appendices, is examinable. All study supports are designed to support you in covering the material and achieving the module learning outcomes. Supports are not substitutes for the textbook.

● **MOCK MCQ EXAMS**

Mock MCQ exams, set to exam standard, are available online through your Member Area.

Once you've covered all chapters in the textbook you should sit mock MCQ exams under exam conditions. This will help you to test your knowledge to perfect your time management before you sit the actual exam. You can sit the mock MCQs available as often as you wish during the semester. Each time you sit a mock exam you will receive a randomised mock paper.

'Mini mocks' are also available to help to assess your progress chapter by chapter.

● **MOCK MCQ FEEDBACK REPORT**

Once you complete a mock MCQ online you will receive your result along with a detailed feedback report that provides the chapter reference for each question you answered incorrectly or skipped.

It's a good idea to print this report out and use it to focus your revision on the gaps identified.

We advise you to take online mock exams as many times as you can as the aim of these online mock exams is to prepare you for the actual assessment.

Sample

THE EXAM

EXAM FORMAT

- This module is assessed by an end of semester two hour exam consisting of 100 MCQ style questions.
- The exam consists of a mixture of Knowledge (**K**), Understanding (**U**) and Application (**A**) type questions appropriate to the learning outcomes of the module.
- The pass mark is 40%.
- The marking scheme for this module is **plus 3** for correct answers, **minus 1** for incorrect and **0** for no answer.

HOW TO FILL IN THE MCQ PAPER

Below is a sample of what your MCQ Answer Sheet will look like.

1 [A] [B] [C] [D] [E]	21 [A] [B] [C] [D] [E]	41 [A] [B] [C] [D] [E]
2 [A] [B] [C] [D] [E]	22 [A] [B] [C] [D] [E]	42 [A] [B] [C] [D] [E]
3 [A] [B] [C] [D] [E]	23 [A] [B] [C] [D] [E]	43 [A] [B] [C] [D] [E]
4 [A] [B] [C] [D] [E]	24 [A] [B] [C] [D] [E]	44 [A] [B] [C] [D] [E]
5 [A] [B] [C] [D] [E]	25 [A] [B] [C] [D] [E]	45 [A] [B] [C] [D] [E]
6 [A] [B] [C] [D] [E]	26 [A] [B] [C] [D] [E]	46 [A] [B] [C] [D] [E]
7 [A] [B] [C] [D] [E]	27 [A] [B] [C] [D] [E]	47 [A] [B] [C] [D] [E]
8 [A] [B] [C] [D] [E]	28 [A] [B] [C] [D] [E]	48 [A] [B] [C] [D] [E]
9 [A] [B] [C] [D] [E]	29 [A] [B] [C] [D] [E]	49 [A] [B] [C] [D] [E]
10 [A] [B] [C] [D] [E]	30 [A] [B] [C] [D] [E]	50 [A] [B] [C] [D] [E]
11 [A] [B] [C] [D] [E]	31 [A] [B] [C] [D] [E]	51 [A] [B] [C] [D] [E]
12 [A] [B] [C] [D] [E]	32 [A] [B] [C] [D] [E]	52 [A] [B] [C] [D] [E]
13 [A] [B] [C] [D] [E]	33 [A] [B] [C] [D] [E]	53 [A] [B] [C] [D] [E]
14 [A] [B] [C] [D] [E]	34 [A] [B] [C] [D] [E]	54 [A] [B] [C] [D] [E]
15 [A] [B] [C] [D] [E]	35 [A] [B] [C] [D] [E]	55 [A] [B] [C] [D] [E]

- Use a HB pencil only. Erase any errors thoroughly.
- Select your answer for each question and indicate it in the answer sheet by filling in the appropriate box. Fill in the boxes like this . **Do not use ticks, circles or crosses.**
- If you fill in more than one box for any question, you will not get any marks for that question.
- 3 marks are awarded for a correct answer and a mark of -1 is applied to incorrect answers. No marks are awarded for questions not attempted. Select Option E if you do not wish to attempt the question.

● TIME MANAGEMENT ON EXAM DAY

We recommend you break down your 120 minutes (2 hours) as follows:

EXAM 120 MINUTES (2 HOURS) BREAKDOWN		
TASK	TIME USED	TIME LEFT
Read the exam instructions.	5 mins	115 mins
Answer questions spending approximately one minute on each question.	100 mins	15 mins
Go back through questions you didn't answer or were unsure of and either mark as Option E (i.e. not answering) or put an answer down, bearing in mind that if you answer incorrectly, you will have one mark deducted.	10 mins	5 mins
Take 5 minutes at the end of the paper to skim down through the answer sheet ensuring you have an answer filled in for every question.	5 mins	Exam finished

● TOP TIPS FOR EXAM SUCCESS

- **Your checklist for the day is as follows:**
 - Exam permit.
 - Photo ID (with signature).
 - Calculator.
 - Pen and two pencils.
- For MCQ exams you must fill out your answer sheet **in pencil** so bring two pencils, an eraser and a sharpener.
- Print three copies of your exam permit (available to download three weeks before the exam) and leave one in the car, one in the office and one at home.
- Addresses, maps and directions to all exam centres can be accessed on www.iii.ie/exams so check you know exactly where you're going before exam day arrives.
- You should arrive at your exam centre at least 30 minutes before the exam starts.
- Stick to your exam timings and don't spend too long on any one question.
- Focus on your own exam paper and your own performance; don't be distracted by others.
- Underline the key words of each question to help you focus on answering exactly what you've been asked.
- Make sure to answer all questions required.

● CONTACT US

● OUR DETAILS

If you're unsure of how to access study supports or if you have any questions about the exam or module content, please don't hesitate to drop us an email to memberservices@iii.ie or give us a call on 01 645 6670. Our Member Services team is always happy to help.

Likewise, if you have any ideas or suggestions on how this learning plan can be made even more effective, please let us know.

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