

INSURANCE MANAGEMENT

COURSE SYLLABUS

Code and name of specialty	073 – Management	Institute	Institute of Education and Science in Economics, Management and International Business
Program name	Management of Organizations and Administration	Department	Management
Type of program	Educational and Professional	Language of instruction	English / Ukrainian

LECTURERS

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PhD in Economic Sciences, Associate Professor, Department of Management , NTU "KhPI". Experience is 22 years. Authored and co-authored over 70 scientific and methodological publications. Senior lecturer of courses "Theory of Organizations", "Fundamentals of Management", "Fundamentals of Management Consulting", "Insurance Management", "Modern Research Methods in Management"

GENERAL DESCRIPTION OF THE COURSE

Summary	The course covers all aspects of insurance company management. During its study, students learn about the main approaches to the management of insurance companies. The means of achieving this will be the calculation task and analysis of the insurance organization chosen by the students.
Course objectives	<ul style="list-style-type: none"> - to focus on the key elements of the management of insurance organizations and to form a wide range of management skills related to the complex analysis and market environment; - to deepen students' understanding of the entrepreneurial process based on a systemic approach to managing an insurance company using situation analysis; - to form students' skills of independent research of insurance organizations
Types of classes and control	Lectures, practical classes, consultations. Final control – ends with a final test
Term	7

Student workload (credits) / Type of course	5 / elective	Lectures (hours)	16	Workshops (hours)	32	Self-study (hours)	102
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Program competences	<p>GC04. The ability to apply knowledge in practical situations. GC09. The ability to learn and to master modern knowledge. GC11. The ability to adapt and perform in a new situation. SC02. The ability to analyze the results of organization activity, to compare them with the factors of the external and internal environment. SC10. The ability to assess the performed works, to ensure their quality, and to motivate the staff of the organization. SC2.2. Ability to formulate the main tasks related to teamwork in IT organizations SC2.3. Understand the principles of professional activity of a manager in the IT field</p>
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Learning outcomes	Teaching and learning methods	Forms of assessment (continuous assessment CAS, final assessment FAS)
LO04. To show skills of identification of problems and justification of management decisions	Interactive lectures with presentations, discussions, practical classes, case-studies	Written Individual Assignments (CAS), Assessment of Practical Lessons (CAS), Data Collection and Research essay (CAS), oral presentation (FAS)
LO 06. To show skills of search, collecting, and analysis of information, calculation of indicators to substantiate management decisions.	Interactive lectures with presentations, discussions, practical classes, case-studies	Written Individual Assignments (CAS), Assessment of Practical Lessons (CAS), Data Collection and Research essay (CAS), oral presentation (FAS)
LO 08. To apply management methods to ensure the effectiveness of the organization.	Interactive lectures with presentations, discussions, practical classes, case-studies	Written Individual Assignments (CAS), Assessment of Practical Lessons (CAS), Data Collection and Research essay (CAS), Written report (FAS), oral presentation (FAS)
LO 10. To have the skills to substantiate effective tools for motivating the staff of the organization	Interactive lectures with presentations, discussions, practical classes, case-studies	Written Individual Assignments (CAS), Assessment of Practical Lessons (CAS), Data Collection and Research essay (CAS), oral presentation (FAS)
LO 12. To evaluate the legal, social, and economic implications of an organization's functioning.	Interactive lectures with presentations, discussions, practical classes, case-studies	Written Individual Assignments (CAS), Assessment of Practical Lessons (CAS), Data Collection and Research essay (CAS), oral presentation (FAS)
LO 15. To show the ability to act socially responsible and socially consciously on the basis of ethical reasons (motives), respect for a variety and inter level of culture.	Interactive lectures with presentations, discussions, practical classes, case-studies	Written Individual Assignments (CAS), Assessment of Practical Lessons (CAS), Data Collection and Research essay (CAS), Written report (FAS), oral presentation (FAS)
LO 17. To conduct research individually and/or in a group under the leadership of the leader.	Interactive lectures with presentations, discussions, practical classes, case-studies	Written Individual Assignments (CAS), Assessment of Practical Lessons (CAS), Data Collection and Research essay (CAS), oral presentation (FAS)

ASSESSMENT AND GRADING

	Total score (points) for all types of learning activities	ECTS grading scale	The national grading scale	Allocation of grade points	100% Final assessment as a result of 70%: is written individual essay 30% is oral presentation
Ranges of points corresponding to grades	90-100	A	excellent		
	82-89	B	good		
	74-81	C			
	64-73	D	satisfactory		
	60-63	E			
	35-59	FX			
	0-34	F	Unsatisfactory (with mandatory repetition of internship)		

Course policy The internship mainly involves performing the functions of assistant of economist-manager, marketing service manager, manager of other commercial department, operations manager etc. During the internship, the student-intern must follow the rules of the enterprise internal regulations. The student-intern may work at the same workplace for the entire period of the internship, but it's mandatory to the study all other issues provided by the internship program. The administration as well as supervisor from the enterprise should assist the student in collecting relevant materials. The practice report must be submitted by the deadline.

COURSE STRUCTURE AND CONTENT

Lecture 1	The essence, principles and role of insurance. Management of an insurance company / Organization of insurance activity. Classification of insurance. Insurance risks and their assessment	Workshop 1-2	The need for insurance protection against risk. Origin and development of insurance. Functions and principles of insurance. Management bodies of the insurance company. Business processes of the insurance company.	Self-study	Evolution of insurance Specific problems in insurance companies
Lecture 2	Insurance market. State regulation of insurance activity.	Workshop 3-4	The essence of the insurance market. Insurance market of Ukraine.		Concept of risk management in insurance
Lecture 3	Management of financial activities of the insurance company. Insurance services and features of their implementation	Workshop 5-6	Calculation of tariff rates by risk types of insurance.		State program for the development of the insurance market of Ukraine.
Lecture 4	The procedure for concluding an insurance agreement. Management of personnel of the insurance company	Workshop 7-8	Peculiarities of organization of insurance company's finances. Income and expenses of the insurance company. Insurance reserves.		Financial strategies for business development
Lecture 5	Insurance marketing. Innovative management in insurance.	Workshop 9-10	Insurance contract. Insurance rules. Duties of the insurer and the insured		Peculiarities of concluding agreements
Lecture 6	Medical Insurance. Transport insurance	Workshop 11-12	Insurance company personnel. Compensation systems for insurance company personnel. Management of conflict situations in the insurance business.		Self-esteem as a tool for managing conflict situations. Medical reform in Ukraine, difficulties
Lecture 7	Insurance in IT business	Workshop 13-14	Marketing complex of the insurance company. Advertising activity of the insurer. IT usage in insurance		Euro protocol
Lecture 8	Security of insurance activity	Workshop 15-16	Economic security of the insurance company. Security of economic partnership in insurance. Legal aspects of compliance with tax legislation in insurance.		Partnership, advantages and disadvantages.

RECOMMENDED READING

Compulsory	<ol style="list-style-type: none"> 1. Bazilevich V.D., Bazilevich K.S. Insurance case. K.: Znannia, 2012. 351 p. 2. Vinogradskiy M. D. Management in the organization: teaching. manual for students economy special of universities / Vynogradskiy M.D., Vinogradska A.M., Shkanova O.M.K.: KONDOR, 2020. 654 p. 3. 4. Didenko V.M. Management: textbook / V.M. Dadenko K.: Condor, 2018. 584 5. Linkova O.Yu. Insurance. Education Manual Kh.: NTU "KhPI". 2016. 240 p 6. Insurance: Textbook / Head of auto. collective and sciences, ed. S. S. Osadets. K.: KNEU, 2002. 599 p. 	Additional	<ol style="list-style-type: none"> 1. Brydun E.V. Insurance case. Irpin: ADPS of Ukraine, 2010. 108 p. 2. Dyachkova Yu.M. Insurance.K. : Center for Educational Literature, 2008. 240 p. 3. Insurance services: Educational method. self-help manual studied disc. / In general ed. T. M. Artyukh. K.: KNEU, 2000. 124 p. 4. Insurance. Educational method. manual / According to general ed. O. O. Hamankova. K. KNEU, 2000. 120 p. 5. Shelekhov K.V., Bigdash V.D. Insurance. Insurance services. K.: IEUHP, 2000. 268 p
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Academic integrity

Students are expected to adhere to the Code of Ethics of Academic Relations and Integrity” of NTU “KhPI”.

The content of this syllabus is consistent with the internship course program.