

PREPARE FOR A SUCCESSFUL CAREER IN RISK MANAGEMENT AND INSURANCE



RISK MANAGEMENT AND INSURANCE CONCENTRATION OVERVIEW

Earning your Bachelor of Science in Business Administration with a concentration in risk management and insurance helps you develop knowledge and skills that are relevant to insurance sales and the broader insurance industry.

Life and health insurance, along with property and liability insurance, are also represented in this concentration to ensure that you fully understand the optimal insurance coverage in your financial portfolios.

As a student, you will learn to apply concepts and ideas that relate directly to national insurance licensing examinations.

Upon graduation from the program, you'll be prepared to enter the workplace with practical skills, including:

- Buying and selling of insurance products
- Opening and closing sales
- Analyzing risk management options as a part of an investment portfolio
- Evaluating tax implications of insurance products as a part of investment portfolio

Real-World Connections

In the risk management and insurance concentration, you'll complete assignments that connect directly to the workplace. You'll gain the knowledge to advise and recommend life, disability, health, property, and casualty insurance to prospective clients in an ethical manner.

Professional Competencies of Graduates

- Attention to Detail—interpreting data at the transaction level
- Critical Thinking—analyzing, comparing, and interpreting data quickly to solve problems
- Clear Communications at Work—interacting with staff, supervisors, and clients
- High Standards of Integrity—knowing how to work with sensitive information
- Computer Literacy—creating and analyzing financial documents

COURSE OUTCOMES

- Assess the various types of insurance risk in our society
- Evaluate commercial and personal risk management applications
- Analyze the insurance industry, insurance regulations, and insurer operations
- Apply ethical reasoning to ethical issues within the field of study
- Study the historic and economic aspects of property and liability insurance
- Assess the types and uses of property and liability insurance products
- Evaluate insurance products for treating commercial liability loss exposures
- Identify major liability loss exposures of business firms
- Examine the ethical issues in the field of risk management and insurance
- Understand the importance of life and health insurance in our society
- Evaluate the types and uses of insurance products
- Analyze health insurance policies and annuity options
- Examine taxation of life and health insurance, and the role of personal planning

- Consider the aspects of retirement and business planning
- Analyze issues in marketing life and health insurance
- Apply research to the field of study
- Examine buying/selling functions from client/customer perspectives
- Evaluate the process of opening/closing sales via real case studies
- Conduct a negotiation in a simulated setting
- Study the concepts of customer relationships by applying them to different scenarios
- Identify the differences between international/domestic sales strategies
- Discover the ethical/legal issues associated with the selling process
- Analyze patterns of behavior through direct human interaction

Professional Certifications Information Websites

Learn more about external certifications associated in this area:

- Insurance Licensing: <http://www.statebasedsystems.com/>
- Securities Licensing: <https://www.finra.org/>
- Certified Financial Planner: <http://www.cfp.net/>

JOB OUTLOOK FOR CAREERS IN RISK MANAGEMENT AND INSURANCE

Employment of insurance sales agents is projected to grow 9% between 2014 and 2024.*

JOB TITLES ASSOCIATED WITH INSURANCE

- Insurance Sales Agent
- Insurance Underwriter
- Risk Management specialist

To learn more about the Bachelor of Science in Business Administration, please [click here](#) or call **866.827.5268** (Toll Free).

For comprehensive consumer information, visit kaplan.edu/info.

* Source: U.S. Department of Labor, Bureau of Labor Statistics, Occupational Outlook Handbook, 2016-17 Edition, Insurance Sales Agents, www.bls.gov/ooh/sales/insurance-sales-agents.htm. National long-term projections may not reflect local and/or short-term economic or job conditions, and do not guarantee actual job growth.

† Kaplan University's programs are designed to prepare graduates to pursue the stated positions, which have varying responsibilities. However, the University cannot guarantee employment or career advancement. Additional training or certification may be required. In addition, job titles and responsibilities may vary from organization to organization. Additional licensing (including license courses) may be required for certain insurance positions. Check with your state insurance agency for more information.