PELLISSIPPI STATE TECHNICAL COMMUNITY COLLEGE
MASTER SYLLABUS

PRINCIPLES OF INSURANCE PRODUCTION
INP 1020

Class Hours: 3.0
Credit Hours: 3.0
Laboratory Hours: 0.0
Date Revised: Spring 2000

Catalog Course Description:
An overview of the insurance business which includes sales, exposure identification, legal liability and personal lines insurance, commercial insurance, sales, property insurance, and liability insurance are also covered.

Entry Level Standards:
None

Prerequisites:
None

Textbook(s) and Other Reference Materials Basic to the Course:

I. Week/Unit/Topic Basis:

<table>
<thead>
<tr>
<th>Week</th>
<th>Topic</th>
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<tbody>
<tr>
<td>1</td>
<td>The Insurance Business: An Overview</td>
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<td>2</td>
<td>Management and Sales: An Introduction</td>
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<td>3</td>
<td>Legal Concepts and Liability</td>
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<td>4</td>
<td>Homeowners Insurance</td>
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<td>5</td>
<td>Automobile Insurance</td>
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<td>6</td>
<td>Other Personal Coverages</td>
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<tr>
<td>7</td>
<td>Review, Midterm</td>
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<td>8</td>
<td>Life Insurance</td>
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<td>9</td>
<td>Commercial Accounts; Exposure Identification and Analysis</td>
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<tr>
<td>10</td>
<td>Introduction to Commercial Insurance</td>
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II. Course Objectives*

A. Able to define key terms related to the Principles of Insurance. I,II
B. Define various types and categories of insurance. I,II
C. Define and discuss various types of Commercial Insurance. I,II
D. Identify and discuss the differences between General and Commercial Liability Insurance. I,II

*Roman numerals after course objectives reference goals of the Business and Community Services department.

III. Instructional Processes*

Students will:

1. Take part in course assignments such as team discussions; team case studies; team projects; experiential exercises; oral, written, PowerPoint, and/or email presentations; Internet research; etc. to help develop teamwork, leadership, and followership skills. Communication Outcome, Personal Development Outcome, Cultural Diversity & Social Adaptation Outcome, Information Literacy Outcome, Transitional Strategy, Active Learning Strategy

2. Use critical thinking skills to interpret and evaluate the financial statements of existing companies and make informed judgements about these statements to facilitate in decision making and problem solving strategies. Problem Solving and Decision Making Outcome, Numerical Literacy Outcome, Information Literacy Outcome, Active Learning Strategies

3. Exhibit professional behavior by attending class regularly, arriving punctually with the appropriate materials, and being prepared for active class participation each day. Personal Development Outcome, Transitional Strategy

4. Use email to communicate problems, questions, and issues to the instructor. Communication Outcome, Informational Literacy Outcome, Technological Literacy Outcome

*Strategies and outcomes listed after instructional processes reference Pellissippi State’s goals for strengthening general education knowledge and skills, connecting coursework to experiences beyond the classroom, and encouraging students to take active and responsible roles in the educational process.

IV. Expectations for Student Performance*

Upon successful completion of this course, the student should be able to:
1. Define and illustrate markets, market segments, and product target. A
2. Explain the nature of agency and the ways in which an agency is created. A
3. Identify and describe each of the major parts of an insurance policy. A, B
4. Explain the provisions of the personal auto policy and the endorsements used with it. B
5. Describe exposures associated with the ownership and use of various vehicles such as snowmobiles, golf carts, motor homes, camping
6. Explain the three basic types of life insurance products, modifications of the three basic types of products, and combination of the three. B
7. Identify the objectives of risk management and describe the steps in the risk management process. B
8. Explain the concept and purpose of co-insurance and apply to business owners policy and property insurance purposes. C
9. Identify and explain provisions in the forms that are necessary for a commercial property coverage part. C
10. Explain each type of indirect loss exposure and coverage forms or endorsements available to cover such exposures. B, D
11. Explain why a producer could never cover all the liability exposure of a client and the problems of establishing an adequate limit of liability for a client. A
12. Explain the coverage provided by the owners and contractors protective liability coverage part. D
13. Illustrate "insured contracts." D

*Letters after performance expectations reference the course objectives listed above.

V. Evaluation:

A. Testing Procedures:

   Quizzes 20%
   Midterm Exam 30%
   Final Exam 40%

B. Laboratory Expectations:

   N/A

C. Field Work:

   N/A

D. Other Evaluation Methods:

   Attendance 10%

E. Grading Scale:
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<th>Grade Range</th>
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<tbody>
<tr>
<td>90 - 100</td>
<td>A</td>
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<tr>
<td>80 - 89</td>
<td>B</td>
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<tr>
<td>70 - 79</td>
<td>C</td>
</tr>
<tr>
<td>60 - 69</td>
<td>D</td>
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<tr>
<td>Below 60</td>
<td>F</td>
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**VI. Policies:**

*Attendance Policy:*

Pellissippi State Technical Community College expects students to attend all scheduled instructional activities. As a minimum, students in all courses must be present for at least 75 percent of their scheduled class and laboratory meetings in order to receive credit for the course.