NOTE: This course is not designed for transfer credit.

Catalog Course Description:

Coverage, policy provisions, and concepts common to liability insurance policies; suretyship; liability insurance aspects of multiple-line contracts and life, health and social science.

Entry Level Standards:

None

Prerequisites:

None

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

*Commercial Insurance and INS 23 Course Guide*, Insurance Institute of America, Webber, Horn and Flitner.

I. Week/Unit/Topic Basis:

<table>
<thead>
<tr>
<th>Week</th>
<th>Topic</th>
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<tbody>
<tr>
<td>1</td>
<td>Introduction and course overview; Commercial Property</td>
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<tr>
<td>2</td>
<td>Commercial Property (continued)</td>
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<td>3</td>
<td>Loss of Business Income Insurance</td>
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<td>4</td>
<td>Commercial Inland Marine Insurance</td>
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<td>5</td>
<td>Commercial Crime Insurance</td>
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<td>6</td>
<td>Commercial General Liability Insurance</td>
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<tr>
<td>7</td>
<td>Commercial General Liability Insurance (continued)</td>
</tr>
<tr>
<td>8</td>
<td>Commercial General Liability Insurance (continued)</td>
</tr>
<tr>
<td>9</td>
<td>Review and Midterm</td>
</tr>
<tr>
<td>10</td>
<td>Workers Compensation</td>
</tr>
<tr>
<td>11</td>
<td>Commercial Automobile Insurance</td>
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</table>
II. Course Objectives*:

A. Identify types of property considered commercial and coverable under building and personal property coverage form. I,II
B. Discuss different types of commercial insurance and components of each. I,II
C. Identify major liability hazards covered by commercial general liability coverage. I,II
D. Discuss workers compensation and employer liability exposures. 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. Describe the elements of the property loss exposure. A
2. Identify the documents that form a commercial property policy.  A
3. Identify the three optional coverage under the building and personal property coverage form.  B
4. Define each of the following terms as used in the business income coverage form: business income; extra expense; extended business income; finished stock; operations period of restoration.  B
5. Determine the loss payment under the crime general provisions form, given a loss situation.  C
6. Describe the components of the formula used to rate a commercial general liability policy.  B
7. Describe the various exposures that create the need for commercial automobile insurance.  B
8. Identify and discuss major components with regard to "umbrella" insurance; marine insurance; boiler and machinery insurance.  B
9. Explain the structure of the commercial package policy and how the package modification factors may apply to various coverage parts.  B
10. Identify the types of businesses that are and are not eligible for coverage under a business-owners policy.  C

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

V. Evaluation:

A. Testing Procedures:

   Midterm  25%
   Unannounced Quiz 25%
   Final  40%

B. Laboratory Expectations:

   N/A

C. Field Work:

   N/A

D. Other Evaluation Methods:

   Attendance  10%

E. Grading Scale:

   90 - 100     A
   80 - 89      B
   70 - 79      C
   60 - 69      D
   Below 60     F
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.