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**INSTITUTES ONLINE COURSE DESCRIPTIONS**

**PD Hours    Retail Price    Course No.**

[Insurance Essentials](#)

Insurance Essentials - Online Course	4	\$80	310N
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[Insurance Fundamentals](#)

Claim Handling Fundamentals	3	\$60	CFCL1
Insurance Business Fundamentals	2	\$40	CFBS1
Insurance Ethics Fundamentals	1	\$20	CFET1
Insurance Fraud Prevention Fundamentals	1	\$20	CFFD1
Insurance Policy Fundamentals	2	\$40	CFPL1
Insurance Ratemaking Fundamentals	1	\$20	CFRT1
Insurance Regulation Fundamentals	1	\$20	CFRG1
Reinsurance Fundamentals	1	\$20	CFRE1
Risk Management Fundamentals	2	\$40	CFRM1
Underwriting Fundamentals	1	\$20	CFUW1

[Introduction to Property and Casualty Insurance](#)

Insurance Overview Basics	1	\$20	CII01
Insurance Marketing Basics	1	\$20	CIIM1
Insurance Services Basics	1	\$20	CIIS1
Underwriting Basics	1	\$20	CIUB1
Claims Basics	1	\$20	CICB1
Insurance Coverage Basics	1	\$20	CIIC1
Personal Insurance Basics	1	\$20	CIP11
Commercial Property Insurance Basics	1	\$20	CICP1
Commercial Liability Insurance Basics	1	\$20	CICL1
Premium Determination Basics	2	\$40	CIPD1

[Insurance Principles](#)

Insurance Overview	2	\$40	CPIO1
Insurance Providers	1	\$20	CPIP1
Insurance Regulation	1	\$20	CPIR1
Insurer Financial Performance	2	\$40	CPPF1

**Insurance Principles (continued)**

Marketing	2	\$40	CPMG1
Insurance Contracts	2	\$40	CPIC1
Underwriting	2	\$40	CPUW1
Claims	2	\$40	CPCL1
Property Loss Exposures & Insurance	2	\$40	CPPL1
Liability Loss Exposures & Insurance	2	\$40	CPLL1
Risk Management	2	\$40	CPRM1

Personal Insurance

Personal Loss Exposures & Risk Mgmt	3	\$60	CPLE1
Auto Insurance - Meeting a Society's Needs	1	\$20	CPSO1
Personal Auto Insurance Policy	5	\$100	CPAI1
Homeowners Insurance Policy	5	\$100	CPHI1
HO Policy Variations, Endorsements, & Rating	1	\$20	CPHP1
Dwelling, Mobile home, Flood, Windstorm	2	\$40	CPDW1
Personal Inland Marine, Waters, Umbrella	1	\$20	CPIM2
Personal Loss Exposure & Financial Planning	3	\$60	CPLE2
Life Insurance	3	\$60	CPLI1
Health & Disability Insurance	3	\$60	CPHD1

Commercial Insurance

Commercial Insurance Overview	1	\$20	CCCI1
Commercial Property Insurance	5	\$100	CCCP1
Business Income Insurance	2	\$40	CCBI1
Commercial Crime Insurance	2	\$40	CCCR1
Equipment Breakdown Insurance	1	\$20	CCEB1
Commercial Inland Marine Insurance	1	\$20	CCIM1
Ocean Marine Insurance	1	\$20	CCOM1
Commercial General Liability Insurance	5	\$100	CCGL1
Commercial Auto	4	\$80	CCCA1
Business Owners Policy	1	\$20	CCBP1
Farm Program	1	\$20	CCFP1
Workers Compensation & Employer Liability Ins.	2	\$40	CCWC1
Commercial Excess & Umbrella Liability Coverage	1	\$20	CCCE1
Professional Liability Coverage	1	\$20	CCPL1
Miscellaneous Commercial Coverages	1	\$20	CCMC1

## INSURANCE FINANCE

### Insurance Financial Dynamics

Measuring Ins Industry & Co Performance	6	\$120	CIMI1
Impact of Bus Decisions on the Bottom Line	6	\$120	CIIB1
Issues in Finance and Accounting	6	\$120	CIIF1
Insurance Financial Dynamics Package	18	\$360	CIFDP

### Insurance Finance Series

Financial Statements	3	\$60	CIFS1
Insurance Accounting	2	\$40	CIIA1
Financial Ratios	2	\$40	CIFR1
Insurance Cycles	2	\$40	CIIC2
Ratings, Regulations and Reinsurance	4	\$80	CIRR1

## RISK MANAGEMENT

### Risk Assessment

Understanding Risk Mgt. & Establishing a RM Program	2	\$40	CRMU1
Understanding the Risk Management Process	2	\$40	CRMU2
Assessing Property Loss Exposures	2	\$40	CRMA1
Liability Loss Exposures	5	\$100	CRML1
Assessing Management Liability Exposures	1	\$20	CRMA2
Understanding Corporate Governance	1	\$20	CRMU3
Assessing Personnel Exposures	1	\$20	CRMA3
Assessing Net Income Loss Exposures	2	\$40	CRMA4
Understanding and Applying Forecasting	2	\$40	CRMU4
Understanding and Applying Cash Flow Analysis	3	\$60	CRMU5

### Risk Control

Understanding Risk Control	1	\$20	CRMU6
Controlling Property Loss Exposures	2	\$40	CRMC1
Controlling Intellectual Property Loss Exposures	2	\$40	CRMC2
Controlling Criminal Loss Exposures	2	\$40	CRMC3
Understanding Disaster Recovery Plans – Natural Disasters	2	\$40	CRMD1
Controlling Personnel Loss Exposures	2	\$40	CRMC4
Controlling Liability Loss Exposures	2	\$40	CRMC5
Understanding Claim Administration	3	\$60	CRMU7
Controlling Fleet Operations Loss Exposures	1	\$20	CRMC6
Controlling Environmental Loss Exposures	3	\$60	CRMC7
Controlling Net Income Loss Exposures	2	\$40	CRMC8
Understanding System Safety	1	\$20	CRMU8

**Risk Control (continued)**

Motivating and Monitoring Risk Control Activities	2	\$40	CRMM1
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Risk Financing

Understanding Risk Financing	1	\$20	CRMU9
Insurance as a Risk Financing Technique	2	\$40	CRMI1
Insurance Plan Design	2	\$40	CRMI2
Forecasting Accidental Losses & Risk Financing Needs	2	\$40	CRMF1
Self-Insurance Plans	1	\$20	CRMS1
Retrospective Rating Plans	2	\$40	CRMR1
Reinsurance: Its Importance to a Risk Financing Plan	3	\$60	CRMR2
Retrospective Rating Plans	2	\$40	CRMR1
Captive Insurance Plans	1	\$20	CRMC9
Finite and Integrated Risk Insurance Plans	2	\$40	CRMF2
Capital Market Risk Financing Plans	1	\$20	CRMM2
Non-insurance Contractual Transfer of Risk	2	\$40	CRMN1
Purchasing Insurance & Other Risk Financing Services	2	\$40	CRMP1
Allocating Risk Management Costs	1	\$20	CRMA5

**CLAIMS**

Claims Handling Principles and Practices

Risk and Insurance	2	\$40	CACR1
Claim Handling Process	3	\$60	CACC1
Investigation – Cause of Loss, Liability and Damages	3	\$60	CACI1
Insurance Fraud	1	\$20	CACI2
Good-Faith Claim Handling	2	\$40	CACG1
Ethics and Professionalism	1	\$20	CACE1
Negotiation	2	\$40	CACN1
Managing Litigation	2	\$40	CACM1

Principles of Workers Compensation Claims

The Workers Compensation System	2	\$40	CACW1
Compensability of Workers Compensation	3	\$60	CACC2
Statutory Benefits in Workers Compensation	2	\$40	CACS1
Workers Compensation Insurance and Alternatives	1	\$20	CACW2
Workers Compensation Claim Administration and Subrogation	5	\$100	CACW3

Managing Bodily Injury Claims

Bodily Injury Claim Management	2	\$40	CACB1
Injury and Treatment Evaluation	2	\$40	CACI3
Impairment and Disability	1	\$20	CACI4
Rehabilitation	2	\$40	CACR2
Low Back Injury Claims	2	\$40	CACL1
Bodily Injury Case Studies	5	\$100	CACB2

Property Loss Adjusting

Property Insurance Loss Adjusting	5	\$100	CACP1
Homeowners Policies Loss Adjusting	4	\$80	CACH1
Commercial Property Policies Loss Adjusting	3	\$60	CACC3
Loss Adjustment Process	2	\$40	CACL2
Loss Investigation and Coverage Defenses	3	\$60	CACL3
Fraud Investigations	2	\$40	CACF1
Fundamentals of Estimating	5	\$100	CACF2
Merchandise Losses	2	\$40	CACM2
Business Income Losses	2	\$40	CACB3
Specialty Losses	2	\$40	CACS2
Auto Physical Damage & Contractor's Equip Losses	2	\$40	CACA1

Liability Claims Practice

Overview of Liability Claims	3	\$60	CACO1
Coverage Issues of Automobile Insurance	3	\$60	CACC4
Avoiding and Handling Coverage Disputes	2	\$40	CACA2
Deterring Legal Liability	5	\$100	CACD1
Investigating Liability Claims	2	\$40	CACI5
Evaluating and Valuing Liability Claims	3	\$60	CACE2
Managing Litigation and Claims Against Insureds	3	\$60	CACM3
Settling Liability Claims	3	\$60	CACS3
Auto Liability Claims	3	\$60	CACA3
Premises Liability claims	2	\$40	CACP2
Product Liability	2	\$40	CACP3

**ADVANCED INSURANCE AND RISK MANAGEMENT TOPICS**

Foundations of Risk Management and Insurance

Identifying Risk and Its Implications	2	\$40	CPCR1
Understanding Risk Management	2	\$40	CPCU1
Understanding Risk Assessment	2	\$40	CPCU2
Risk Control Techniques	1	\$20	CPCR2

Foundations of Risk Management and Insurance (continued)

Financial Services and Insurance Markets	2	\$40	CPCF1
Insurance Mechanism	2	\$40	CPCI1
Insurable Risks	1	\$20	CPCI2
Legal Environment of Insurance	1	\$20	CPCL2
The Insurance Policy	2	\$40	CPCI3
Insurance Policy Analysis	1	\$20	CPCI4
Policy Analysis: Declarations and Insuring Agreement	2	\$40	CPCP1
Policy Analysis: Conditions and Exclusions	1	\$20	CPCP2
Amounts Payable: Property Insurance	2	\$40	CPCA1
Amounts Payable: Liability Ins. & Other Recovery Sources	2	\$40	CPCA2

Essential Business Skills for Insurance Professionals

Business Skills Package – includes all 6 courses below		\$120	BUS210
Overview of the Insurance Industry		\$20	BUS 211
Fundamental Business Skills		\$20	BUS212
Building Client Relationships		\$20	BUS213
Consultative Selling		\$40	BUS214
Management Training		\$40	BUS 215
Follow-Up Coaching		\$20	BUS216

***Business skills courses are priced as listed above. Corporate discounts and prepaid content access agreement volume discounts do not apply to business skills courses.***

**INSTITUTES ONLINE DESIGNATION AND CERTIFICATE COURSES -- See Page 7**

## INSTITUTES ONLINE DESIGNATION AND CERTIFICATE COURSES

***Designation based Institutes Online courses are priced as indicated for each course listed. Prepaid volume discounts do not apply to designation courses. If your company is eligible for a print study material discount, the same discount applies to online designation courses.***

[Introduction to Property and Casualty](#) \$95 C320

[Introduction to Claims](#) \$85 C330

### [Accredited Customer Service Representative \(ACSR\)](#)

ACSR 1 Online – Homeowners Insurance \$30 C371

ACSR 2 Online – Personal Automobile Insurance \$30 C372

ACSR 3 Online – Personal Lines Related Coverages \$30 C373

ACSR 4 Online – E&O Loss Control \$30 C374

ACSR 5 Online – Professional Development \$30 C375

ACSR 6 Online – Commercial Property Insurance \$40 C386

ACSR 7 Online – Commercial Liability Insurance \$40 C387

ACSR 8 Online – Commercial Auto Insurance \$40 C388

ACSR 9 Online – Commercial Lines Related Coverages \$40 C389

ACSR 10 Online – Understanding Life Insurance \$30 C390

ACSR 11 Online – Understanding Health Insurance \$30 C391

ACSR 12 Online – Government, Disability & Long Term Ins. \$30 C392

### [Associate in General Insurance \(AINS\)](#)

AINS 21 Online – Principles of Insurance \$100 C21

AINS 22 Online – Personal Insurance \$135 C22

AINS 23 Online – Commercial Insurance \$135 C23

[AINS 24 for IT Professionals](#) \$100 C24

*Segment courses also available – pricing available upon request*

### [Associate in Claims \(AIC\)](#)

AIC 30 Online – COMING SOON!

AIC 31 Online – Property Claims Practices \$160 C31

AIC 32 Online – Liability Claims Practices \$160 C32

AIC 37 Online – Managing Bodily Injury Claims \$160 C37

AIC 41 Online – Property Coverages \$160 C41

AIC 42 Online – Liability Coverages \$160 C42

AIC 43 Online – Property & Liability Coverages \$160 C43

AIC 33 Online – Claims Handling Principles and Practices \$130 C33

**Associate in Claims (continued)**

AIC 34 Online – Workers’ Comp & Mgmt. of Bodily Injury Claims	\$170	C34
AIC 38 -- Personal Auto & Management of Bodily Injury Claims	\$195	C38
AIC 39 -- Auto Liability Claims Practices	\$195	C39

*Segment courses also available – pricing available upon request*

[Associate in Risk Management \(ARM\)](#)

ARM 54 Online -- Risk Assessment	\$165	C54
ARM 55 Online -- Risk Control	\$165	C55
ARM 56 Online -- Risk Financing	\$165	C56

*Segment courses also available – pricing available upon request*

[California Workers Comp Claims Admin. Certificate \(WCCA\)](#)

California Workers Compensation Claims	\$299	CA10
California Workers Compensation Claims, Advanced	\$299	CA11
California Medical Coordination of WC Claims	\$299	CA12
CA Return to Work & Disability Management in the WC System	\$299	CA14
CA Permanent Disability Rating & the AMA Guides	\$299	CA16A

*\* WCCA and WCCP courses include online exams*

[California Workers Comp Claims Professional \(WCCP\) \\*](#)

CA Permanent Disability Rating & the AMA Guides, Advanced	\$299	CA16B
California Labor Code & Current Case Law	\$299	CA17
California Advanced Issues in Workers Compensation	\$299	CA20

*\* WCCA and WCCP courses include online exams*

[Chartered Property Casualty Underwriter \(CPCU\)](#)

CPCU 500 Online -- Foundations of Risk Mgmt. & Insurance	\$165	C500
CPCU 520 Online -- Insurance Operations & Regulation	\$165	C520
CPCU 530 Online – Business Law for Insurance Professionals	\$165	C530
CPCU 540 Online – Finance & Accounting for Ins. Professionals	\$165	C540
CPCU 551 Online – Commercial Property Risk Mgt. & Insurance	\$200	C551
CPCU 552 Online -- Commercial Liability Risk Mgt. & Insurance	\$200	C552
CPCU 553 Online -- Personal Risk Mgt., Ins. & Fin. Planning	\$95	C553
CPCU 555 Online -- Personal Risk Mgt. & P/C Insurance	\$200	C555
CPCU 557 Online -- Survey of Commercial Risk Mgt. & Insurance	\$95	C557

***Designation based Institutes Online courses are priced as indicated for each course listed.***

## INSTITUTES Online Ethics Courses

### [Ethical Guidelines for Insurance Professionals](#)

Ethical Guidelines for Insurance Professionals (Free course)	N/A	\$0	311N
Ethical Guidelines for Insurance Professionals (CE Filed)**	N/A	\$5	311CE
Ethics and CPCU Code of Professional Conduct (Free Course)	N/A	\$0	312N
Ethics and the CPCU Code of Professional Conduct (CE Filed)**	N/A	\$5	312CE

\*\* *Ethical Guidelines CE courses are not non-discountable*



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