

Completing INS 24—**General Insurance for IT** provides you with a comprehensive awareness of the overall business of insurance. Business analysts and IT professionals who have a thorough understanding of insurance processes are better able to support critical business functions and operations by making better business decisions.

Completing the Associate in General Insurance (AINS) designation affords you with a mastery of more technical insurance knowledge.

## Program Overview

### Bottom-Line Benefits:

- Gain a comprehensive awareness of the overall business of insurance to more ably meet the needs of insurance business functions and processes
- Increase understanding of insurance data, what is needed, why it is needed, and how it is used in the insurance process
- Develop confidence in ability to meet insurance-specific IT needs through an overall understanding of industry terms and principles
- Sharpen your edge to advance your career in a competitive IT world

INS 24—General Insurance for IT provides a general awareness of the insurance industry and is recommended for professionals who are new to supporting property-casualty insurance operations. This self-study course is available via printed textbooks or as an online learning solution. The online version of INS 24 covers the same material as the textbooks, but is broken out into three segments:

- Segment A—Property and Liability Insurance Principles
- Segment B—Personal Insurance
- Segment C—Commercial Insurance

After completing INS 24—General Insurance for IT, we recommend that IT professionals go on to complete the Associate in General Insurance (AINS) designation by enrolling in the INS 21, 22, and 23 courses, and completing the free online Ethical Guidelines for Insurance Professionals requirement. AINS can be completed by selecting elective courses, please visit [www.TheInstitutes.org/AINS](http://www.TheInstitutes.org/AINS) to learn more.

Those who decide to pursue the AINS designation after completing INS 24 can register for the INS 21, 22, and 23 courses for the price of only two.

**Program Note:** Passing the INS 24 exam satisfies the industry knowledge requirement of ACORD's Certified Expert (ACE) accreditation program. Visit [www.acord.org](http://www.acord.org) for more information.

### Get Started!

To purchase INS 24, please call Customer Service at (800) 644-2101 or visit our Web site [www.TheInstitutes.org](http://www.TheInstitutes.org).

INS 24—General Insurance for IT exams can be taken in a segmented (3 exams) or full course (1 exam) format at selected Institutes approved on-site testing locations or Prometric Testing Centers.

**INS 24—General Insurance for IT Course Outline****Segment A—Property and Liability Insurance Principles**

Topics include:

- Insurance Overview
- Underwriting
- Claims
- Insurance Contracts
- Property Loss Exposures and Insurance
- Liability Loss Exposures and Insurance

**Segment B—Personal Insurance**

Topics Include:

- Personal Loss Exposures and Risk Management
- Auto Insurance—Meeting a Society's Needs
- Personal Auto Insurance Policy
- Homeowners Insurance Policy
- Other Personal Lines Insurance

**Segment C—Commercial Insurance**

Topics Include:

- Commercial Property Insurance
- Business Income Insurance
- Commercial General Liability Insurance
- Workers Compensation and Employers Liability Insurance

**Associate in General Insurance (AINS)**

The AINS designation program has a flexible structure that combines our popular INS courses with a wide variety of electives, plus an ethics component. Please visit [www.TheInstitutes.org/AINS](http://www.TheInstitutes.org/AINS) to see all course options.

**INS 21—Property and Liability Insurance**

Bottom-Line Benefits:

- Increase job effectiveness through an understanding of general insurance principles and concepts
- Shorten the on-the-job learning curve by becoming familiar with insurer operations and financial measurements
- Improve performance by learning to read an insurance policy, identify loss exposures, and recognize common policy provisions

**INS 22—Personal Insurance**

Bottom-Line Benefits:

- Improve effectiveness by learning the fundamentals of personal insurance and understanding how to apply them
- Increase customer service skills with an enhanced knowledge of auto and homeowners contracts and endorsements
- Provide well-rounded customer support through an understanding of personal risk management

**INS 23—Commercial Insurance**

Bottom-Line Benefits:

- Enhance effectiveness by learning the fundamentals of commercial insurance and understanding how to apply them
- Strengthen ability to build a better book of business through an expanded knowledge of commercial coverage forms and endorsements