

Jack Lockton Undergraduate Certificate in Insurance & Risk Management

The **Jack Lockton Certificate in Insurance and Risk Management** prepares students for successful careers in insurance and risk management. Required and elective coursework equips students with in-demand skills that position them well for career opportunities in underwriting, claims, agency and brokerage, risk management, consulting and more.

Through interactions with Lockton Companies and other industry partners, the program allows students practical insights to insurance and risk management concepts and provides opportunities to network with potential employers.

Earning the Jack Lockton Certificate in Insurance and Risk Management will unlock possibilities, invigorate a young professionals' resumes, and empower their future through meaningful connections to influential employers in a \$6 trillion global industry.

The Jack Lockton Certificate in Insurance and Risk Management is available for students majoring or minoring in business. The program requires 12 hours of coursework. An initial required course, FIN 408, is the gateway into the certificate program. An additional course, either FIN 324 or FIN 424, is required. FIN 424 has FIN 310 – required of all BSB degree students -- as a prerequisite, while FIN 324 has FIN 305 -- required of all Business Minor students -- as a prerequisite. An additional two courses from a specified list of eleven courses in finance, marketing, management, business law, and mathematics complete the course requirements. To be awarded the certificate students must complete the two required and two elective classes.

Code	Title	Hours
12 credits hours of coursework		
Required courses:		
FIN 208	Principles of Insurance	3
or FIN 408	Principles of Insurance	
FIN 324	Risk Management Foundations	3
or FIN 424	Enterprise Risk Management	
Elective courses (choose two): 6		
BLAW 301	Legal Aspects of Business	
or BLAW 301	Legal Aspects of Business, Honors	
FIN 330	Introduction to Financial Planning and Retirement	
FIN 422	Financial Modeling	
FIN 425	Futures and Options	
FIN 445	Fixed Income	
FIN 454	Portfolio Strategy	
MATH 630	Actuarial Mathematics (NB. The Department of Mathematics has approved MATH 630 as an elective for the certificate.)	
MKTG 315	Sales Management	
or MKTG 425	Sales Management	

MKTG 316	Professional Selling Skills
or MKTG 421	Professional Selling Skills
MGMT 419	Managing Performance and Compensation
SCM 418	Modeling and Risk Analysis
or BSA 418	Modeling and Risk Analysis

Total Hours 12

At the completion of this program, students will be able to:

- Understand the role of insurance in the economy, how insurance is regulated, the different kinds of insurance products, and the career opportunities the industry has to offer.
- Understand how insurance company functions (Underwriting, Distribution, Claims, Actuarial, Asset Management, etc.) work together to create and deliver insurance products efficiently and profitably.
- Understand the role of risk management in an organization, risk management fundamentals, and the application of risk management fundamentals to various types of risk.