

## BA (Hons) Insurance

### Who is the course for?

The BA (Hons) in Insurance has been developed in partnership with Be Wiser Insurance (Andover) and is validated by the University of Chichester. The course is designed for those working in or wishing to work in the insurance broking industry.

The course is open to individuals who have completed A Levels or equivalent and wish to combine studying for a degree in insurance with working for an insurance broker. Potential students who will need to obtain employment should contact the college in the first instance. We will then refer you to the relevant person in Be Wiser to discuss employment opportunities.

The starting salary at Be Wiser is £18,000pa on this scheme and the tuition fees at Peter Symonds College for 2018 entry on this course are £4,950pa, however, concessionary fees for Be Wiser employees may be available subject to student numbers. On the successful achievement of your degree and as an employee of Be Wiser, students will be eligible for a bonus from Be Wiser to help pay off their student loan.

Individuals already working in the insurance may be able to gain entry to the degree programme based on experience not qualifications.

In general, salaries for trainee brokers without a degree start at around £16,000. Graduates on training schemes may start on a salary between £22,000 and £26,000. Typical salaries for qualified brokers with experience range from £40,000 to in excess of £80,000 (not including additional benefits and bonuses). Source <https://www.prospects.ac.uk/job-profiles/insurance-broker>

### What are the aims of the course?

The programme will provide you with the opportunity to examine theory, policy and practice, as well as carrying out research. Students are expected to utilise their work setting as a source of information and reflection, research and utilise theories and concepts introduced in the classroom to inform analysis of issues in the insurance sector, and partake in reasoned argument, drawing upon knowledge from experience, work and course contexts to create new knowledge.

This course offers a route to higher education for people with varying levels of academic achievement and will enable you to develop your skills of analysis, critical thinking, reflectivity, presentation and teamwork. The courses aims to provide those working in the insurance industry an opportunity to obtain a subject specific degree qualification.

### What does the course involve?

The course consists of three terms each year over three years.

### How will I be assessed?

Assessment is through work focussed assignments, i.e. assignments which are based on your organisation and there are no formal examinations although there may be open book, time constrained in-class assignments.

### What topics will I be covering?

The course consists of three terms each year. The first term is focussed on developing your academic skills and will ensure you know how to research material, extract relevant information, write an academic essay, a report, reference correctly and deliver presentations. It also provides an introduction to Insurance, Principles and Law. Term two and three modules cover Brokering and Claims Handling, Insurance Market Products & Practice, Insurance Market Underwriting & Practice and a module on Risk and Risk Management.



Continued...



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In Year 2 you will study the following modules:

- Management & Financial Accounts in the Insurance Context
- Crime, Compliance & Regulations in Insurance
- Personal Development Planning
- Marketing, Sales & Customer Service in the Insurance context
- Research Skills in Insurance
- Insurance Research Portfolio/Project

In Year 3 you will study:

- Student Conference: Contemporary Issues in Insurance
- Leadership & Management Theory
- Management Information & Communication Technology in Insurance
- Strategic Management
- Dissertation

### Do I need any previous knowledge or entry qualifications?

The entry requirements for applicants under 21 are 64 UCAS points or a Level 3 qualification, plus gaining an offer of employment within the insurance sector. The college will refer you to Be Wiser regarding employment if you are not currently employed in the insurance sector.

For applicants over the age of 21 the requirements are a Level 3 qualification such as CII Level 3 Certificate in Insurance or substantial work experience within the insurance sector along with current employment in the insurance sector.

### What could the course lead to?

The course has a strong management focus in year 3, which will prepare students for future management roles within the insurance sector. Careers within the insurance industry could include:

- Actuary
- Insurance Broker
- Claims Management
- Customer Operations
- Loss Adjusting
- Loss Assessing
- Reinsurance
- The London Market (Lloyds)
- Risk Management
- Underwriting

### How much time do I need to spend on home study?

You should expect to complete a minimum of at least 4 - 6 hours additional work outside attendance at college per week. It is expected that some learning, knowledge acquisition may occur naturally in the work place setting and this complements and deepens classroom learning in addition assessments can be work focussed which brings benefits to both student and your workplace.

### Additional costs for all students:

Category	Description
Text books	Students are responsible for their own purchase of text books.
Travel to other sites	Where travel to other sites is required, this will be payable by the student.
Library fees and fines	Where students fail to return loaned items within the required time they will be responsible for the cost of any library fees and fines applicable.
Printing and photocopying	The cost of printing and photocopying undertaken by students to support their individual learning (beyond the allowance provided by the College) is payable by the student.



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