



## Start or advance your career in INSURANCE!

Set yourself apart by building a strong foundation in the basic principles and practices of the insurance industry.

The Risk Management and Insurance program at SCC can help you gain the skills and knowledge needed to enter or advance in this essential and growing field. Upon completing this certificate, you will be well-prepared to launch your career.

### ARE YOU SEEKING A FULFILLING CAREER THAT YOU CAN ENTER WITHOUT A BACHELOR'S DEGREE?

If so, you should consider a career in the insurance industry. Insurance protects people and companies from financial loss due to unexpected events, so you can make a valuable difference to society in so many ways. You can work for large companies like GEICO, State Farm, The Hartford, Liberty Mutual, Farmer's, Nationwide, and many other reputable companies or even start your own insurance agency. This program will prepare you for a wide variety of professions in the insurance industry.



Scottsdale Community College  
9000 E. Chaparral Road  
Scottsdale, AZ 85256-2626

[www.scottsdalecc.edu](http://www.scottsdalecc.edu)



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The Maricopa County Community College District does not discriminate on the basis of race, color, national origin, sex, disability or age in its programs or activities. For Title IX/504 concerns, call the following number to reach the appointed coordinator: (480) 731-8499. For additional information, as well as a listing of all coordinators within the Maricopa College system, visit [www.maricopa.edu/non-discrimination](http://www.maricopa.edu/non-discrimination).



SCOTTSDALE  
COMMUNITY COLLEGE  
A MARICOPA COMMUNITY COLLEGE

## RISK MANAGEMENT AND INSURANCE STUDIES CERTIFICATE AND DEGREE



**YOUR FUTURE  
IN INSURANCE  
STARTS HERE!**





# RISK MANAGEMENT & INSURANCE STUDIES

Scottsdale Community College (SCC), accredited by the Higher Learning Commission, offers the Certificate of Completion (CCL) in Risk Management and Insurance. The CCL is designed to prepare students to enter the insurance industry, advance in their current workplace, and prepare them for the AINS® exam. Courses offer a framework of knowledge including an introduction to the insurance industry, and principles of property, liability, life, and health insurance, on both a personal and commercial level. The CCL leads seamlessly into the Associate in Applied Science (AAS) in Risk Management and Insurance.



## PREPARE FOR THE AINS® EXAMS

The Risk Management and Insurance program can help prepare you for the AINS (Associate of General Insurance) certification exams. The AINS certification is a valuable, nationally recognized verification of your knowledge in general insurance.

## WHY INSURANCE AT SCC?

- Earn college credits while working towards your AINS designation.
- Online format lets you learn when and where you want.
- Certificate may be completed in as little as one semester.
- Eight-week online courses are available to fit your busy lifestyle.
- Real instructors guide you through the material.

\*AINS is the Associate in General Insurance (registered trademark) designation.

REQUIRED COURSES	DESCRIPTION
<b>INS100</b> Insurance Industry Profession (3 credits)	Introduction to the insurance industry profession and environment. Includes strategies for problem solving and conflict management. Prerequisites: None.
<b>**INS200</b> Principles of Property and Liability Insurance (3 credits)	Basic principles of insurance. Introduction to insurance contracts. Overview of company functions and operations. Prerequisites: None.
<b>**INS205</b> Personal Insurance (3 credits)	Analysis of personal loss exposures and personal insurance coverages including homeowner's, personal liability, auto, life, health, and government programs. Prerequisites: A grade of C or better in INS200 or permission of Instructor.
<b>**INS210</b> Commercial Insurance (3 credits)	Analysis of commercial coverages including property, business income, crime, general liability, auto, and worker's compensation. Analysis of loss exposures and explanation of coverage parts. Prerequisites: A grade of C or better in INS200 or permission of Instructor.
RESTRICTED ELECTIVES	DESCRIPTION <i>Pick two of the following courses:</i>
<b>GBS120</b> Workplace Communication Skills (3 credits)	Reviews planning, organization, development, and evaluation of written and oral communication in business settings, including informative and persuasive messages.
<b>GBS151</b> Introduction to Business (3 credits)	Characteristics and activities of current local, national, and international business. An overview of economics, marketing, management and finance.
<b>GBS205</b> Legal, Ethical, and Regulatory Issues in Business (3 credits)	Legal theories, ethical issues and regulatory climate affecting business policies and decisions.
<b>18 credits total</b>	

\*\*Course prepares students for an AINS® exam. Exams are offered by an independent party and are at an additional cost to the student.

## CAREER OUTLOOK

The career outlook for the insurance industry is very good with projected job growth\* for insurance appraisers, claims processing clerks, policy clerks and sales agents.

## SALARY OUTLOOK\*

The salary range for insurance professionals in Arizona is \$48,572 - \$59,993, depending on the number of years of experience and number of certifications.

Some entry-level job titles include:

- Adjuster
- Assessor
- Claims Examiner
- Claims Representative
- Insurance Adjuster
- Insurance Policy Processing Clerk
- Underwriting Assistant

Source: \*www.salary.com.

Take Your **INSURANCE** skills to the **NEXT LEVEL!**

## CONTACT US TODAY

Wanting to take a class? Earn a certificate or pursue a degree? We can help you discover the knowledge and skills to improve your career and your life.

Contact us today to learn more.

## BUSINESS SCHOOL

[business.school@scottsdalecc.edu](mailto:business.school@scottsdalecc.edu)

480.423.6253

[www.scottsdalecc.edu/programs/risk-management-and-insurance-studies](http://www.scottsdalecc.edu/programs/risk-management-and-insurance-studies)

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