

**SHORT COURSE: COMMERCIAL UNDERWRITING: ONLINE****DESCRIPTION****COURSE PURPOSE**

The purpose of this short course is to familiarise students with the intricacies of commercial underwriting and the role of the underwriter in the process. Students will acquire the skills necessary to analyse various types of risks and gather the information required to underwrite them appropriately. Students will also learn how to use the commercial underwriting guide to provide a quotation regarding the costs involved in covering commercial risks.

The following topics are covered:

| Topic | Topic name                                 |
|-------|--------------------------------------------|
| 1     | The commercial underwriter                 |
| 2     | Risk management                            |
| 3     | Underwriting a standard commercial policy  |
| 4     | Underwriting specialist insurance products |
| 5     | Endorsements, clauses and warranties       |
| 6     | Cost of underwriting risk                  |

**COURSE OUTCOMES**

On completion of this course, the qualifying candidate will be able to:

1. Discuss the role of a commercial underwriter and the basic principles of the underwriting process.
2. Analyse and classify the various risks that commercial underwriting will mitigate.
3. Collect and classify the information that is required to underwrite a commercial risk.
4. Recommend solutions for underwriting a client's risk.
5. Calculate the premiums of an underwritten risk.

## OFFERING

The following will be provided for each course:

- Access to the online course page
- Online material
- Access to the online tutor
- Topics specific videos to guide you through complex aspects of the material
- Online live sessions to cement concepts

## MODE OF DELIVERY

The programme will be offered via Distance Learning Online (DLO). DLO is our fully digital, guided and flexible study experience designed to support independent learning with structured engagement.

Through our online platform, students access all learning materials, and participate in live online classes, discussion forums, and collaborative projects. DLO fosters meaningful interaction while allowing students to study at their own pace. With downloadable resources and flexible access, it accommodates varying connectivity needs and offers a rich, inclusive learning journey tailored to diverse student contexts

## EXPECTATIONS

In order to successfully complete these courses, you should:

- work through all the material and activities.
- achieve at least 50% in the formative assessments assigned to a specific course within the time allowed.

## ADMISSION REQUIREMENTS

For admission to this short course, one of the following is a requirement:

- Completed INUN01-5 on the Higher Certificate in Short Term Insurance
- Completed the Short Course INUN01-OS.
- At least 5 years Commercial Underwriting Experience.

## English proficiency

Applicants are required to be proficient in English prior to admission to the course. Applicants whose first language is not English may be required to provide proof of proficiency.

## DURATION

The course is run over a 6-week period with weekly touch points and live sessions.

After the 6 weeks you can also register to write the exam which will allow you to do a Credit Accumulation Transfer (CAT) for this module for the corresponding module on the Advanced Certificate in Short Term Insurance and the Bachelor of Commerce with a Major in Short Term Insurance.

*This module does not automatically provide entry into these qualification and their entry criteria still needs to be met.*

## CERTIFICATION

A short course certificate of completion will be issued, provided that you meet the minimum requirements for certification for this specific course. **CPD Points from the IISA will be provided for this course of 15 hours.**

## ACCESS TO TECHNOLOGY

Through the *myMilpark* and *myCourses* online tuition and support environments, students have access to all course materials (including formative and summative assessments), discussion opportunities, administrative services and a wealth of external resources.

### Minimum requirements to study online and complete assessments and online proctored assessments

- A laptop or personal computer (PC) with *one* of the following operating systems:
  - Windows 10+;
  - macOS 10.11+;
  - Ubuntu 18.04+;
  - Chrome 58+
- Continuous (daily) access to a stable internet connection with an upload and download speed of at *least* 5 Mbps
- A camera/webcam (720p resolution)
- Speakers and a microphone OR headphones
- 2GB free RAM (memory)
- 250MB free disk space.

For more information, such as tips to help prevent technical issues during an online proctored assessment, visit [Technical requirements](#).

## FURTHER STUDIES

Students who have successfully completed this short course certificate may articulate onto other short courses. Students may at any time apply for admission to any of Milpark's further or higher education qualifications, where they may be admitted, subject to the admission requirements of each qualification.

## **PRICING**

The course fees include access to the online environment for the full duration of the course, access to the online tutor, a Study Guide and one cycle of assessments.

Course only: R6 999.00

Exam: R1 499.00

## **ABOUT MILPARK EDUCATION**

Milpark Education offers a range of higher education qualifications, accredited by the Higher Education Quality Committee (HEQC) of the Council on Higher Education (CHE). Milpark Education offers distance learning and contact learning, as well as supporting workshops. The qualifications include a variety of certificate, diploma, undergraduate and postgraduate degrees, an MBA and a DBA.

## **DISCLAIMER**

The content of this brochure is accurate at the time of going to print. Milpark Education reserves the right to change the course content due to changes in legislation, market requirements and other reasons. Notice of such changes will be published on our website.