



DESCRIPTION OF THE OBJECT

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| FIELD OF STUDY | Management |
| SPECIALISATION | Trade and services |
| MODE OF STUDY | Full-time studies / Part-time studies |
| SEMESTER | 6 |

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| Name of the subject | Insurance market |
| Hourly dimension of particular forms of classes | Full-time studies – 30 Part-time studies - 18 |
| | • lectures Full-time studies – 10 Part-time studies – 8 |
| | • other forms Full-time studies – 20; Part-time studies – 10 |

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| Learning objectives: | <ul style="list-style-type: none"> – the student acquires knowledge about the functioning of the insurance market, learns about insurance products and services, – student acquires knowledge about functioning of the insurance market, - student acquires practical knowledge about functioning of the insurance market – student acquires knowledge about functioning of the Polish and European market – student acquires ability of conducting analyses on the insurance market – to acquire knowledge about methods of modelling and risk analysis and finance in insurance activity |
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| Learning outcomes for the subject | Insurance market |
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| Number | Learning outcomes, a student who has successfully completed the course will be able to: | Reference of learning outcomes for the programme | The reference to the learning outcomes for the area |
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| K_W01 | Has a structured knowledge of business insurance, functioning of the insurance supervision system, financial management in insurance | K_W01 K_W10 K_W16 | P6S_WG P6S_WK |
| K_W02 | Can use advanced methodologies and tools of financial analysis in insurance | K_W01 K_W10 K_W16 | P6S_WG P6S_WK |
| K_U03 | Can identify risk in decision-making processes in different areas of organization. Can apply methods of risk measurement and assessment in insurance | K_U03 | P6S_UW |
| EK_U04 | Is aware of the need to independently and critically assess the scope and level of his/her knowledge and professional skills both in the field of organizational sciences and insurance management | K_U04 | P6S_UW |

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| EK_K05 | Is able to inspire and organize the learning process of others. Demonstrates courage in communicating and defending his/her own views. Is prepared to persuade and negotiate in order to achieve common goals | K_K09 | P6S_KR |
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| Content number | Educational/ curricular content | Reference to learning outcomes for the subject |
|----------------|--|--|
| | Lectures | |
| T_01 | Legal bases and principles of insurance activity in Poland and other countries / Package of insurance acts / | K_W01 |
| T_02 | Insurance supervision. Integration of insurance in the EU. | K_W01 |
| T_03 | Risk analysis and assessment in insurance. Methods of calculation of an insurance premium. | K_W02 K_U03 |
| T_04 | Rules of financial management in insurance activity - management of an insurance company. | K_W01 |
| T_05 | Financial analysis in insurance. | K_W02 K_U03 |
| T_06 | Property and personal insurance | K_W01 |
| T_07 | Ethics in insurance | K_W01 |
| T_08 | Reinsurance, Prosecution and combating insurance crime | K_W01 K_U03 |

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| | Exercises | |
| T_09 | Risk analysis and assessment in insurance - Premium calculation | EK_U04 EK_K05 |
| T_10 | Reinsurance methods and forms | EK_U04 |
| T_11 | Financial assessment of an insurance company | EK_U04 EK_K05 |
| T_12 | Insurance intermediation | EK_K05 |
| T_13 | Damages and indemnities / summary insurance, the insured's fault, double insurance | EK_U04 EK_K05 |
| T_14 | Third party liability insurance / various/ | EK_U04 EK_K05 |
| T_15 | Recourse claims - prescription of claims | EK_U04 EK_K05 |

| Methods and forms of teaching | Educational and curricular content |
|---|------------------------------------|
| Lecture with multimedia presentation of selected issues | T_01 – T_08 |
| Conversation lecture | T_01 – T_08 |
| Problem-based lecture | |
| Informative lecture | |

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| Discussion | |
| Working with text | |
| Case study method | |
| Problem-based learning | |
| Didactic/simulation game | |
| Exercise method | T_01 – T_08 |
| Workshop method | |
| Project method | |
| Multimedia presentation | |
| Audio and/or video demonstrations | |
| Activation methods (e.g. brainstorming, SWOT analysis technique, decision tree technique, „snowball” method, constructing „mind maps”) | |
| Other (which ones?) - ... | |
| ... | |

| Evaluation criteria in relation to particular learning outcomes | | | | |
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| Learning outcome | For assessment 2 | For assessment 3 | For assessment 4 | For assessment 5 |
| EK_W01 | The student is unable to state The package of insurance laws | Students will be able to name The basic types of insurance package / selectively their content / | The student is not only able to and list the basic types of the package of insurance laws, but is also able to give their content | Student is not only able to give the content of the information contained in the Acts, but also use well in the case studies concerning the above-mentioned packages of Acts, and the general conditions of particular insurances - the Civil Code, concerning insurance |
| EK_W02 | Student is unable to name an insurance supervisory institution | Students will be able to give the full name of the insurance supervisory authority | The student not only has knowledge of insurance supervision but is able to present its content | Student is not only able to present the contents of insurance supervision documents, but also is able to give examples of the Insurance Ombudsman concerning the knowledge of a particular insurance |
| EK_U03 | The student is not able to state what an insurance risk assessment analysis is | Students will be able to determine What is insurance risk | Students will be able to name different insurance products and specify in detail what the insurance risk is | The student is not only able to state what an insurance risk is, but is also able to make such a construction for the client's needs |
| EK_U04 | Student cannot define what he understands by the term insurance company management | Students will be able to state what they understand by the term leadership and management of an insurance company | Student can give advantages and disadvantages "Standard" of Polish insurance companies | The student is not only able to give the advantages and disadvantages of Polish companies but also of western companies. Very good command of specialist insurance and legal language. |
| EK_K05 | Student does not understand the difference between non-life and personal insurance | Student is able to distinguish between non-life and life insurance | The student is able to correctly state the differences in compensation payments in property and personal insurance. | Student fully perceives the sense of personal and property insurance He/she knows about pension funds - he/she is able to make an analysis of insurance profitable for himself/herself |

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| | | | | Moreover, he/she has a good knowledge of insurance ethics as well as of procedures concerning the fight against insurance crime |
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| Verification of learning outcomes | EK symbols for the module/subject | | | | |
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| | W01 | W02 | U03 | U04 | K05 |
| Written examination | | | | | |
| Oral examination | | | | | |
| Written credit | X | X | X | X | X |
| Oral credit | | | | | |
| Written colloquium | X | X | X | X | X |
| Oral colloquium | | | | | |
| Test | | | | | |
| Project | | | | | |
| Written work | | | | | |
| Report | | | | | |
| Multimedia presentation | | | | | |
| Work during exercise | X | X | X | X | X |
| Other (which?) - | | | | | |

| Hourly teaching load and student workload | Full-time studies | Part-time studies |
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| 1. Lectures (joint participation of academics and students) | 10 | 8 |
| 2. Other forms (joint participation of academic staff and students) | 20 | 10 |
| 3. Consultation with the teacher | - | - |
| Total 1+2+3 | 30 | 18 |
| 4. Internships (carried out by students on their own) | — | — |
| 5. Student's own work (including homework and project work, preparation for a credit/exam) | 20 | 32 |
| Total 4+5 | 20 | 32 |
| SUMMARY 1+2+3+4+5 | 50 | 50 |
| Total ECTS credits according to the study plan | 2 | |

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| Reference literature | <ol style="list-style-type: none"> 1. Tadeusz Sangowski Vademecum pośrednika ubezpieczeniowego Wydawnictwo SAGA 1996 r. 2. Śliwiński Ryzyko ubezpieczeniowe. Taryfy- budowa i optymalizacja 2002 Wyd. Poltext 3. Barbara Kęszycka Wydawnictwo Wyższej Szkoły Bankowej Poznań 1999 r. Prawo ubezpieczeń gospodarczych 4. J. Monkiewicz Podstawy Ubezpieczeń tom III- przedsiębiorstwo Poltext Warszawa 2003 |
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| Complementary literature | 1. Ogólne warunki ubezpieczeń - do wybranych ubezpieczeń, wg. potrzeb Gazeta ubezpieczeniowa, Gazeta prawna, Kodeks cywilny |
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