

Insurance and Financial Services

Program **A4580**
CIP 520101

Associate in Applied Science Degree in Business Management

The Insurance and Financial Services option of the Management program is a joint program between the Independent Insurance Agents and Brokers of New Jersey (IIABNJ) and Mercer County Community College. It is designed for students, both full-time and part-time, who desire to specialize in the insurance field, as well as for currently employed insurance professionals seeking to increase knowledge and opportunities.

Successful graduates of the program will be able to:

- use terminology common to the insurance environment for effective communication;
- demonstrate skills necessary to employ resources and tools commonly used in the insurance profession;
- determine and develop personal qualities needed to function effectively with individuals and organizations in business;
- apply effective principles of supervision in performing first-level management duties in insurance operations;
- analyze/resolve problems common to entry-level insurance positions.

Students may apply the courses needed for Chartered Property Casualty Underwriter (CPCU) / Accredited Customer Service Representative (ACSR) designations from IIABNJ and the American Institute for Chartered Property Casualty Underwriters.

Admission to the program requires a high school diploma or its equivalent.

Curriculum

Code	Course (lecture/lab hours)	Credits
BUS 101	Introduction to Business (3/0)	3
ENG 101	English Composition I (3/0)	3
INS 101	Property and Casualty Prelicensing* (3/0)	3
MAT 108	Topics in Mathematics (3/0)	3
OST 111	Basic Keyboarding Applications (2/2)	3
BUS 103	Business Mathematics (3/0)	3
ENG 102	English Composition II (3/0)	3
HPE 110	Concepts of Health and Fitness (1/2)†	2
INS 121	Property and Liability Insurance Principles* (3/0)	3
INS 122	Personal Insurance* (3/0)	3
MKT 101	Principles of Marketing (3/0)	3
ACC 111	Principles of Financial Accounting (4/0)	4
BUS 209	Business Letter/Report Writing (3/0)	3
BUS 240	Human Resource Management (3/0)	3
INS 123	Commercial Insurance* (3/0)	3
IST 101	Computer Concepts with Applications (2/2)	3
ACC 112	Principles of Managerial Accounting (4/0)	4
BUS 210	Principles of Management (3/0)	3
ECO 103	Basic Economics (3/0)	3
—	General Education elective ¹	3
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		64

* Courses taught by the American Institute for Chartered Property Casualty Underwriters (AICPCU). Schedule and fees determined by AICPCU.

¹ Select CMN 111 or 112 or course from the following general education categories: Social Science, Humanities, Historical Perspective, Diversity and Global Perspective.

†HPE 111 is an acceptable alternative.

