



DESCRIPTION OF THE OBJECT

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

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

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
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

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

	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	

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				
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

				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				
	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
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	

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