

your link to global success

## SPEAKING SECTOR SPECIFICALLY

TALKING ABOUT THEORY, DESCRIBING TECHNICAL ELEMENTS OF VARIOUS PRODUCTS, DISCUSSING VARIOUS FACETS OF THE INSURANCE BUSINESS.

LANGUAGE POINT'S ENGLISH FOR SPECIAL PURPOSES CURRICULUM FOR INSURANCE AND RISK MANAGEMENT IS STRUCTURED THE FOLLOWING WAY:

**Eight Topic Modules**, each with a duration of **3 hours**;

**Case Study** components have a **two-hour duration**;

**Presentation** component is **four hours**, but divided into two parts;

**The total number of course hours including all modules/components is 30.**

Each of the following TOPIC MODULES consist of a 3-hour session

- **Types of Loss and Indemnification**
- **Underwriting and Investing**
- **Claims and Types of Insurance:**  
*Auto, home, health, disability, casualty, health, life, property, liability, credit*
- **Tools of risk management, risk identification, control, prevention**
- **Asset and Liability Management**  
*Risks that banks face – liquidity, interest rate, credit, operational*
- **Insurance Controversies:**  
*Contracts, Redlining, Patents*
- **Global Insurance – Australia, India, The United States**  
*Basic differences between standards of insurance services and products between the markets*
- **Talking About Trends**  
*Focused exercises aimed at communicating information on trends using real market examples*

**Case Studies – Each Case Study is comprised of a 2-hour block**

- Measuring Risk – Case studies  
*Case studies of recent and precedent*

**Presentation Component**

**Part One: Gathering Information and making an impact on delivery**

- Each participant will work to plan and organize a short presentation after having researched a topic or case. Current reference materials will be provided by Language Point.

**Part Two: Recording presentations and constructive criticism**

- Participants shall present their findings using skills and information acquired in all previous sessions; the presentations will be recorded and then played back for critique and comment.

**mini group course ( 3-5 ) \$ 30hrs/640€ per student \$ 45€ enrolment+material**