

**El Paso Community College**  
**Syllabus**  
**Part II**  
**Official Course Description**

<b>SUBJECT AREA</b>	<u><b>Business Management</b></u>
<b>COURSE RUBRIC AND NUMBER</b>	<u><b>INSR 1371</b></u>
<b>COURSE TITLE</b>	<u><b>Principles of Insurance</b></u>
<b>COURSE CREDIT HOURS</b>	<u><b>3      3    :    0</b></u> <b>Credits    Lec    Lab</b>

**I. Catalog Description**

Provides the organization of insurance companies, state regulations, types of policies, and career opportunities in the field. Includes topics on concepts of risk, insurance protection, and prohibited practices. May prepare students for the insurance 21 (INS) exam. **(3:0)**

**II. Course Objectives**

Upon satisfactory completion of this course, the student will be able to:

- A. Explain insurance fundamentals and terminology.
- B. Define insurance.
- C. Explain how the insurance system works.
- D. Identify the types of economic problems that insurance is capable of solving.
- E. Describe the various types of loss exposures.
- F. Describe risk management steps and tools.
- G. Explain how insurance products are distributed to consumers.
- H. Identify the legal characteristics of an insurance company.
- I. Explain the internal functions of an insurance company.
- J. Identify employment possibilities and career opportunities within the insurance industry.
- K. Describe the requirements for a perfectly competitive market.
- L. Identify the participants in the insurance market.
- M. Identify insurance regulations.
- N. Explain insurance contract terminology and the principles of contract law.
- O. Identify the common features and the common parts of property insurance contracts.
- P. Describe the differences between “specific perils” policies and “open perils” policies.
- Q. Explain the development of a homeowners’ policy.
- R. Define Tort Liability System as it relates to Auto Insurance.
- S. Describe the differences between Personal Auto Insurance and Homeowners’ Insurance.
- T. Identify the layout of a Personal Auto Policy.

**III. THECB Learning Outcomes (WECM)**

Learning outcomes/objectives are determined by local occupational need and business and industry trends.

**IV. Evaluation****A. Pre-assessment**

Students must verify that they meet the prerequisites for the class in which they are enrolled, if applicable.

**B. Assessment Projects**

As determined by the instructor, a student's performance will be evaluated based on the completion of textbook assignments and an annual report group assignment and presentation. The student will also be evaluated on the performance on quizzes and exams as determined by the instructor.

**C. Final Assessment**

The final exam will be worth at least 15% of the student's grade.

<i>Evaluation Scale</i>		
A	Excellent	89.5% and above
B	Above Average	79.5% - 89.4%
C	Average	69.5% - 79.4%
D	Below Average	59.5% - 69.4%
F	Failing	59.4% and below
W	Withdrawal	Please see EPCC Catalog for drop deadline.

**V. Disability Statement (Americans with Disabilities Act [ADA])**

EPCC offers a variety of services to persons with documented sensory, mental, physical, or temporary disabling conditions to promote success in classes. If you have a disability and believe you may need services, you are encouraged to contact the Center for Students with Disabilities to discuss your needs with a counselor. All discussions and documentation are kept confidential. Offices located: VV Rm C-112 (831-2426); TM Rm 1400 (831-5808); RG Rm B-201 (831-4198); NWC Rm M-54 (831-8815); and MDP Rm A-125 (831-7024)

**VI. 6 Drop Rule**

Students who began attending Texas public institutions of higher education for the first time during the Fall 2007 semester or later are subject to a 6-Drop limit for all undergraduate classes. Developmental, ESL, Dual Credit and Early College High School classes are exempt from this rule. All students should consult with their instructor before dropping a class. Academic assistance is available. Students are encouraged to see Counseling Services if dropping because exemptions may apply. Refer to the EPCC catalog and website for additional information.