

**St. Joseph's College of Commerce (Autonomous)  
#163, Brigade Road, Bangalore – 560 025**

**LESSON PLAN**

**Subject Name: INSURANCE FOR BPS**

**Lecture hours: 60**

**Objective:** To impart knowledge on the insurance industry, products, offerings and process with emphasis on current practices.

Sl. No	UNIT & OBJECTIVES	No. of Lecture Hours	Methodology/ Instructional techniques	Evaluation/ learning confirmation
<b>Module I</b>	<b>Insurance - Generic Overview</b>	<b>12hrs</b>		
1.	Concept of Risk – Risk of Management – Basic concept (Hazards, Perils, Assets, etc.)- Fundamentals of Insurance	2	Lecture and interaction	
2.	Characteristics of a valid contract – Insurance contract-Principles & Practices of insurance contract – Important terminologies & parties in insurance contract	5	Lecture through ppt	MCQ
3.	Types of Insurance ( Personal, Commercial, Health, Life ,etc.) –History of Insurance – Types of Insurance companies – Business units in an Insurance company – Overview of Insurance Life Cycle ( Underwriting, Policy Servicing ,Claims, etc.)- Reinsurance concept.	5	Lecture through ppt	Analyse the role of BPS industry in insurance
<b>Module II</b>	<b>Life Insurance</b>	<b>14 hours</b>		
1.	Important terminologies in a Life Insurance policy – Parties in a Life Insurance policy – Individual Life Insurance plans – Supplementary Benefits – Policy Provisions – Ownership rights	4	Lecture and Presentation	Presentations
2.	Life insurance policy life cycle ( New Business & Underwriting, Policy servicing, Claims, etc.)	2	Lecture and Presentation	Presentations
3.	Concept of Annuity – Types of Annuity – Annuity contract provisions – Annuity : USA – Fixed Annuity, Fixed Index Annuity, Variable Annuity – Qualified & Non-Qualified Annuity	4	Lecture and Presentation	MCQs

4.	Principles of Group Insurance – Group Retirement Plans .	4	Lecture and Presentation, cases	Presentations
<b>Module III</b>	<b>Property &amp; Casualty Insurance</b>	<b>14 hours</b>		
1.	Non-Life Insurance concepts : Hazards, Perils, Catastrophe, Property Damage & Business Interruption, Policy exclusions, Indemnity, Deductibles, Retention, Premiums, Limits, Salvage, Subrogation, etc.	2	Presentation	MCQs
2.	Insurance Providers – Co-Insurance, Reinsurance, Captive Insurance	3	Lecture and Presentation	analysis of plans offered and performance of insurance companies.
3.	Underwriting process – Policy Servicing process – Claims process – Reinsurance.	2	Lecture and Presentation	
<b>Module IV</b>	<b>Healthcare Insurance</b>	<b>10 hours</b>		
1.	Concept of Healthcare Insurance – How Healthcare Insurance works – Key Challenges of Healthcare Industry	2	Lecture through PPT	Question and Answer
2	Healthcare Eco System – Healthcare regulations & Standards ; HIPAA – Medicare – Medicaid - Mediclaim – Individual Health Insurance policies	4	Lecture and Presentation	Group Presentations
3	Group Health Insurance Policies – Managed Care – Eye Care – Micro Insurance Schemes.	4	Lecture and Presentation, exercises	Different offerings that are specifically dealt within a BPS set up.
<b>Module V</b>	<b>Retirement Services</b>	<b>10 hours</b>	Lecture and Presentation	Group Presentations
1.	Concepts of Retirement Services – Retirement Planning	2	Lecture and presentation	
2	Asset Allocation & Asset Classes – Life stages of an Investor	4	Lecture and Presentation exercises	
3	Defined Benefits & Defined Contribution –	4	Lecture and	Insurance

	Individual Retirement Arrangement in USA – Third Party		Presentation	products across various geographies like India, UK, USA, etc.
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