

SYLLABUS
Insurance and reinsurance

1. Information on academic programme

1.1. University	"1 Decembrie 1918" University of Alba Iulia
1.2. Faculty	Faculty of Economics
1.3. Departament	Business Administration and Marketing
1.4. Field of Study	Business Administration
1.5. Cycle of Study	Undergraduate
1.6. Academic programme / Qualification	Business Administration/ 242102 Process improvement specialist, 242104 Process manager, 242110 Economic performance planning, control and reporting specialist

2. Information of Course Matter

2.1. Course		<i>Insurance and reinsurance</i>		2.2. Code		BA221	
2.3. Course Leader/ Seminar Tutor			Dănulețiu Adina Elena				
2.4. Seminar Tutor			Dănulețiu Adina Elena				
2.5. Academic Year	II	2.6. Semester	II	2.7. Type of Evaluation (E – final exam/C- examination /VP)	E	2.8. Type of course (C– Compulsory, Op – optional, F - Facultative)	C

3. Course Structure (Weekly number of hours)

3.1. Weekly number of hours	3	3.2. course	2	3.3. seminar, laboratory	1
3.4. Total number of hours in the curriculum	42	3.5. course	28	3.6. seminar, laboratory	14
Allocation of time:					hours
Individual study of readers					11
Documentation (library)					10
Home assignments, Essays, Portfolios					10
Tutorials					-
Assessment (examinations)					2
Other activities.....					-

3.7 Total number of hours for individual study	33
3.8 Total number of hours in education plan	42
3.9 Total number of hours per semester	75
3.10 Number of credits	3

4. Prerequisites (where applicable)

4.1. about curriculum	
4.2. about competences	

5. Requisites (where applicable)

5.1. course-related	Classroom with video projector / board
5.2. seminar/laboratory-based	Classroom with video projector board

6. Specific competences to be acquired (chosen by the course leader from the programme general competences grid)

Professional competences	<p>C1. Knowledge, and understanding of the fundamental concepts, theories and methods in the field and the specialty area; their adequate use in professional communication;</p> <p>C1.1. Description of the economic paradigms, concepts and theories about the influence of the external environment on enterprise/organization</p> <p>C2.1. Identification of economic concepts and theories associated to the enterprise/organisation</p> <p>C3.1. Identification of the economic implications associated to an enterprise/organisation unit functioning and administration</p> <p>C4.1. Identification and description of the concepts of planning, organization, coordination and control in human resource activity</p> <p>C5.1. Description of concepts, theories and methodologies for database administration specific to the field of business administration</p> <p>C2. Use of basic knowledge for explaining and interpreting various types of concepts, situations, processes, projects, etc. associated with the domain</p> <p>C1.2. Explaining and interpreting the relationship of economic influence exerted by the external environment on the company / organization</p> <p>C2.2. Explanation and interpretation of the relations between the entities of the company / organization</p> <p>C3.2. Explanation and interpretation of the economic and social implications associated with the operation and administration of a subdivision of the enterprise / organization</p> <p>C4.2. Explaining and interpreting the concepts of planning, organizing, coordinating and controlling the human resources activity in the field of business administration</p> <p>C5.2. Explanation and quantitative and qualitative interpretation of information extracted from databases</p> <p>3. Application of fundamental methods and principles for solving well defined, typical situations/problems in the field, with qualified assistance</p> <p>C1.3. Application of adequate tools in order to analyse the influence of external environment on enterprise/organization</p> <p>C2.3. Application of adequate tools in solving problems related to the relations between the enterprise/organization units</p> <p>C3.3. Application of tools specific to the analysis of an enterprise/organization unit functioning</p> <p>C4.3. The problem/situation solving process specific to the human resource activity: recruitment, selection, motivation, salary, work program, forming</p> <p>C5.3. Application of adequate tools for data analysis specific to the field of business administration</p>
Transversal competences	<p>CT1 Applying the principles, norms and values of professional ethics within its own rigorous, efficient and responsible work strategy Real-time solution, under qualified assistance conditions, of a real / hypothetical problem at the workplace, respecting the rules of professional deontology</p> <p>CT2 Identifying the roles and responsibilities in a multi-specialized team and applying effective networking and teamwork techniques. Carrying out a work / project, assuming with responsibility specific tasks for the role</p>

	in a multi-specialized team
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6. Competențe specifice acumulate

Competențe profesionale	<p>C1. Knowledge, and understanding of the fundamental concepts, theories and methods in the field and the specialty area; their adequate use in professional communication;</p> <p>C1.1. Description of the economic paradigms, concepts and theories about the influence of the external environment on enterprise/organization</p> <p>C2.1. Identification of economic concepts and theories associated to the enterprise/organisation</p> <p>C3.1. Identification of the economic implications associated to an enterprise/organisation unit functioning and administration</p> <p>C4.1. Identification and description of the concepts of planning, organization, coordination and control in human resource activity</p> <p>C5.1. Description of concepts, theories and methodologies for database administration specific to the field of business administration</p> <p>C2. Use of basic knowledge for explaining and interpreting various types of concepts, situations, processes, projects, etc. associated with the domain</p> <p>C1.2. Explaining and interpreting the relationship of economic influence exerted by the external environment on the company / organization</p> <p>C2.2. Explanation and interpretation of the relations between the entities of the company / organization</p> <p>C3.2. Explanation and interpretation of the economic and social implications associated with the operation and administration of a subdivision of the enterprise / organization</p> <p>C4.2. Explaining and interpreting the concepts of planning, organizing, coordinating and controlling the human resources activity in the field of business administration</p> <p>C5.2. Explanation and quantitative and qualitative interpretation of information extracted from databases</p> <p>3. Application of fundamental methods and principles for solving well defined, typical situations/problems in the field, with qualified assistance</p> <p>C1.3. Application of adequate tools in order to analyse the influence of external environment on enterprise/organization</p> <p>C2.3. Application of adequate tools in solving problems related to the relations between the enterprise/organization units</p> <p>C3.3. Application of tools specific to the analysis of an enterprise/organization unit functioning</p> <p>C4.3. The problem/situation solving process specific to the human resource activity: recruitment, selection, motivation, salary, work program, forming</p> <p>C5.3. Application of adequate tools for data analysis specific to the field of business administration</p>
Competențe transversale	<p>CT1 Applying the principles, norms and values of professional ethics within its own rigorous, efficient and responsible work strategy Real-time solution, under qualified assistance conditions, of a real / hypothetical problem at the workplace, respecting the rules of professional deontology</p> <p>CT2 Identifying the roles and responsibilities in a multi-specialized team and applying effective networking and teamwork techniques. Carrying out a work / project, assuming with responsibility specific tasks for the role in a multi-specialized team</p>

7. Course objectives (as per the programme specific competences grid)

7.1 General objectives of the course	<p><i>To know and understand the fundamental concepts in the field of insurance and reinsurance; their adequate use in professional communication; to apply the fundamental methods and principles for solving well defined, typical situations/problems in the field, with qualified assistance;</i></p> <p>The discipline aims:</p> <ul style="list-style-type: none"> - to present to students the problem of the role of insurance in society as a way of protection against natural or economic risks; - the knowledge by the students of the main categories and types of insurance; - developing the students' ability to analyze the differentiation elements of insurance products; - the acquisition by the students of the abilities to determine the insurance premiums, as well as the calculation of damages; - presentation of the main reinsurance modalities
7.2 Specific objectives of the course	<p>The ability to know and understand:</p> <ol style="list-style-type: none"> 1) the basic notions regarding risk, insurance and reinsurance; 2) the characteristics of the different types of insurance; 3) the importance of insurance for the economic agent; 4) the importance of reinsurance for the insurer. <p>The ability to:</p> <ol style="list-style-type: none"> 1) analyze an insurance contract; 2) calculate the insurance premium and the compensation due for the insurance of goods, persons and civil liability; 3) decide on the opportunity of obtaining an insurance. <p>III. Affective-value skills</p> <ol style="list-style-type: none"> 1) formation of the capacity for analysis and decision; 2) formation of a socio-professional conduct that respects the requirements of the ethical and deontological code

8. Course contents

8.1 Course	Teaching methods	Observations
1. Theoretical and methodological framework of insurance 1. Conceptual delimitations upon insurance 2. Insurance functions 3. Role of insurances;	<i>Lecture, presentation, discussions</i>	<i>2 hours</i>
2. Technical elements of insurance.	<i>Lecture, presentation, discussions</i>	<i>2 hours</i>
3. Classification of insurances	<i>Lecture, presentation, discussions</i>	<i>2 hours</i>
4. Insurance contract	<i>Lecture, presentation, discussions</i>	<i>2 hours</i>
5. Insurance of goods 1. General outlooks 2. Main types of insurance of goods	<i>Lecture, presentation, discussion,</i>	<i>2 hours</i>

	<i>case studies</i>	
6. Homeowners Insurance	<i>Lecture, presentation, discussions, case studies</i>	<i>2 hours</i>
7. Ensuring the buildings and content of legal entities.	<i>Lecture, presentation, discussions, case studies</i>	<i>2 hours</i>
8. Automobile Insurance	<i>Lecture, presentation, discussions, case studies</i>	<i>2 hours</i>
9.CARGO insurance	<i>Lecture, presentation, discussions</i>	<i>2 hours</i>
10. Insurance against civil liability 1. General outlooks of insurance against civil liability 2. Peculiarities of insurance against civil liability 3. Main types of insurance against civil liability	<i>Lecture, presentation, discussions, case studies</i>	<i>2 hours</i>
11. Third party liability insurance 1.General outlooks 2.Peculiarities 3. Main types of third party liability insurance	<i>Lecture, presentation, discussions</i>	<i>2 hours</i>
12. Life insurance and Annuities	<i>Lecture, presentation, discussions, case studies</i>	<i>2 hours</i>
13. Insurance against financial risks 1.Credit insurance 2.Guarantee insurance 3.Guarantee insurance 4. Profit loss insurance from insured risks	<i>Lecture, presentation, discussions, case studies</i>	<i>2 hours</i>
14. Reinsurance 1. Need and significance 2. Methods of reinsurance 3. Forms of reinsurance	<i>Lecture, presentation, discussions, case studies</i>	<i>2 hours</i>
8.2 Bibliography		
<ol style="list-style-type: none"> 1. Dănuleşiu Adina-Elena, The analysis of the private health insurance market in Romania, Analele Universităţii Ovidius, Seria: Ştiinţe Economice, 2019 2. Dănuleşiu Dan-Constantin, Dănuleşiu Adina-Elena, Mandatory Home Insurance in the Romanian “Centru” Region of Development, Analele Universităţii Ovidius, Seria: Ştiinţe Economice, 2, 2018, 593-598 3. Danuletiu Dan-Constantin, Danuletiu Adina-Elena, Natural disasters effects’ financing through insurance in Romania (2010-2015), Annals of the University of Petroşani, Economics, 16(1), 83-94, 2016 4. Dănuleşiu Adina Elena, Dănuleşiu Dan Constantin, 2011. "Analysis of the Recent Evolutions of the Romanian Motor Insurance Market," Ovidius University Annals, Economic Sciences Series, vol. 0(2), pages 317-32 5. Dan Constantin Danuletiu, Adina Elena Danuletiu, 2011. "Trends And Challenges Of Romanian Brokerage Insurance Market," Annales Universitatis Apulensis Series Oeconomica, vol. 2(13), pages 24. 6. Danuletiu Adina Elena, Danuletiu Dan Constantin, Barna Flavia, 2009. "Agricultural Insurance In Romania," Annals of Faculty of Economics, Oradea, vol. 3(1), pages 169-175 7. Dănuleşiu Dan Constantin, Dănuleşiu Adina Elena, „Insurance brokerage in Romania”, European integration - 		

new chalages for Romania economy, 30-31 Mai, Oradea, 2008

8. Guillaume Plantin When Insurers Go Bust: An Economic Analysis of the Role and Design of Prudential Regulation, 2009, Princeton University Press
9. Vera Brusentsev and Wayne Vroman Disasters in the United States: Frequency, Costs, and Compensation, 2016, W.E. Upjohn Institute
10. Rejda, George E.; McNamara, Michael, Principles of Risk Management and Insurance, 2012, Global Edition, Higher Education
11. Swiss Re, The essential guide for reinsurance, available at <https://www.swissre.com/Library/the-essential-guide-to-reinsurance.html>.
12. The International Association of Insurance Supervisors (IAIS), Global insurance market report for 2018, 2019 year, available at <https://www.iaisweb.org/file/82889/iais-global-insurance-market-report-2018v2>
13. Insurance Information Institute, Insurance Handbook, A guide to insurance: what it does and how it works, 2010, available at https://www.iii.org/sites/default/files/docs/pdf/Insurance_Handbook_20103.pdf
14. <https://asfromania.ro/en/>
15. <https://www.insuranceeurope.eu/search/type/Publication>

Seminar-lab

1. The risk and the theoretical-methodological framework of insurance	<i>Presentation, analysis, discussions</i>	<i>2 hours</i>
2. The technical elements of insurance. Insurance classification	<i>Presentation, analysis, exercises, discussions</i>	<i>2 hours</i>
3 Ensuring the buildings and content of legal entities. Complex insurance of homeowners	<i>Presentation, analysis, discussions, exercises</i>	<i>2 hours</i>
4. Automobile Insurance	<i>Presentation, analysis, discussions, exercises</i>	<i>2 hours</i>
5. Insurance against civil liability	<i>Presentation, analysis, discussions, exercises</i>	<i>2 hours</i>
6 Life insurance	<i>Presentation, analysis, discussions, excercises</i>	<i>2 hours</i>
7 Reinsurance	<i>Presentation, analysis, discussions, exercises</i>	<i>2 hours</i>

8.2 Bibliography

1. Dănuleşiu Adina-Elena, The analysis of the private health insurance market in Romania, Analele Universităţii Ovidius, Seria: Ştiinţe Economice, 2019
2. Dănuleşiu Dan-Constantin, Dănuleşiu Adina-Elena, Mandatory Home Insurance in the Romanian “Centru” Region of Development, Analele Universităţii Ovidius, Seria: Ştiinţe Economice, 2, 2018, 593-598
3. Danuletiu Dan-Constantin, Danuletiu Adina-Elena, Natural disasters effects’ financing through insurance in Romania (2010-2015), Annals of the University of Petroşani, Economics, 16(1), 83-94, 2016
4. Dănuleşiu Adina Elena, Dănuleşiu Dan Constantin, 2011. "Analysis of the Recent Evolutions of the Romanian Motor Insurance Market," Ovidius University Annals, Economic Sciences Series, vol. 0(2), pages 317-32
5. Dan Constantin Danuletiu, Adina Elena Danuletiu, 2011. "Trends And Challenges Of Romanian Brokerage Insurance Market," Annales Universitatis Apulensis Series Oeconomica, vol. 2(13), pages 24.
6. Danuletiu Adina Elena, Danuletiu Dan Constantin, Barna Flavia, 2009. "Agricultural Insurance In Romania," Annals of Faculty of Economics, Oradea, vol. 3(1), pages 169-175
7. Dănuleşiu Dan Constantin, Dănuleşiu Adina Elena, „Insurance brokerage in Romania”, European integration - new chalages for Romania economy, 30-31 Mai, Oradea, 2008
8. Guillaume Plantin When Insurers Go Bust: An Economic Analysis of the Role and Design of Prudential Regulation, 2009, Princeton University Press
9. Vera Brusentsev and Wayne Vroman Disasters in the United States: Frequency, Costs, and Compensation, 2016, W.E. Upjohn Institute

10. Rejda, George E.; McNamara, Michael, Principles of Risk Management and Insurance, 2012, Global Edition, Higher Education
11. Swiss Re, The essential guide for reinsurance, available at <https://www.swissre.com/Library/the-essential-guide-to-reinsurance.html>.
12. The International Association of Insurance Supervisors (IAIS), Global insurance market report for 2018, 2019 year, available at <https://www.iaisweb.org/file/82889/iais-global-insurance-market-report-2018v2>
13. Insurance Information Institute, Insurance Handbook, A guide to insurance: what it does and how it works, 2010, available at https://www.iii.org/sites/default/files/docs/pdf/Insurance_Handbook_20103.pdf
14. <https://asfromania.ro/en/>
15. <https://www.insuranceeurope.eu/search/type/Publication>

9. Corroboration of course contents with the expectations of the epistemic community's significant representatives, professional associations and employers in the field of the academic programme

The content of the discipline is adapted to the demands of conducting activities in the field of insurance. At the same time, the discipline contains notions and concepts specific to the field of insurance that are necessary for students who want to specialize professionally in the field of insurance and reinsurance distribution, following the courses of the Institute of Financial Studies (ISF).

10. Assessment

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Weight of the final grade
10.4 Course	<i>Final assessment</i>	<i>Written exam</i>	60%
	-	-	-
10.5 Seminar	<i>Eg. Verification during the semester</i>	<i>Portfolio with practical works</i>	40%
	-	-	-

10.6 Minimum performance standard: Obtaining minimum 5 (five).

This involves the student obtaining the competences of use in the practical activity of the following theoretical-methodological aspects, defining the technical elements of the insurance, calculating the insurance premium to be paid by the insured and calculating the compensation paid by the insurer in case of production. to an insured event.

Fill in date
3.09.2019

Course titular's signature,

PhD Lecturer Dănuleşiu Adina Elena

Seminar titular's signature,

PhD Lecturer Dănuleşiu Adina Elena

Approval date in departament
4.09.2019

Department director's signature,
PhD Assoc.Prof. Gavriila-Paven Ionela