



## Training 1 : Non-life insurance for businesses

### Core curriculum:

Insurance market	12 hours
Marketing	20 hours
Sales	12 hours
<b>Subtotal</b>	<b>44 hours</b>

### Optional modules :

Insurance contracts	8 hours
Regulation governing insurance operations	5 hours
<b>Subtotal</b>	<b>13 hours</b>

### Specialisation:

SME/SMI insurance	18 hours
Business risks	20 hours
General liability	12 hours
Transportation insurance	6 hours
Construction insurance	6 hours
Automobile fleet management	6 hours
<b>Subtotal</b>	<b>68 hours</b>

**Total** **125 hours**