



Training 2 : Life insurance in businesses

Core curriculum:

Insurance market	12 hours
Marketing	20 hours
Sales	12 hours
Subtotal	44 hours

Optional modules :

Insurance contracts	8 hours
Regulation governing insurance operations	5 hours
Subtotal	13 hours

Specialisation:

Life insurance contracts	25 hours
Social systems	10 hours
Group insurance	8 hours
Subtotal	43 hours

Total **100 hours**

