



## Training 3 : Individual insurance line

### 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:

Non-life insurance	18 hours
Reinsurance	8 hours
Fire and miscellaneous risks	8 hours
General liability	12 hours
Automobile	8 hours
<b>Subtotal</b>	<b>54 hours</b>

**Total**      **111 hours**

