INSURANCE

SCHOOL OF BUSINESS AND TECHNOLOGY

DEAN: Mink Stavenqa, DBA, Office 470K, 619-482-6569
DEPARTMENT CHAIR: Elisabeth Shapiro, J.D.

GENERAL DESCRIPTION
The Insurance program was developed as part of a statewide collaboration with key members of the insurance industry in consultation with the California Insurance Commissioner's Office. The $106 billion California insurance industry as a whole is one of the largest, most diverse employers in the state. The industry has a strong record of advancement for its employees and provides excellent opportunities for entrepreneurs and businesses to enter the field. The industry continues to grow in San Diego County creating a demand for entry-level as well as experienced workers to enter and/or advance in the field.

CAREER OPTIONS
Students gain a solid foundation to enter and grow within the industry in a wide variety of career positions. The field offers great opportunities for those interested in developing their skills and advancing to higher-level positions. These include the job entry-level areas of insurance claims and policy processing clerk, insurance underwriter, sales agent, claims adjuster/examiner, and investigator.

DEGREE/CERTIFICATE OPTIONS

<table>
<thead>
<tr>
<th>Degree/Certificate Options</th>
<th>Major Code</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associate in Science Degree: Career/Technical Insurance</td>
<td>02181</td>
</tr>
<tr>
<td>Certificate of Achievement Insurance—Advanced</td>
<td>02183</td>
</tr>
<tr>
<td>Certificate of Proficiency Insurance—Basic</td>
<td>02182</td>
</tr>
</tbody>
</table>

Consult with a counselor to develop a Student Education Plan (SEP), which lists the courses necessary to achieve your academic goal.

ASSOCIATE IN SCIENCE DEGREE

ASSOCIATE IN SCIENCE DEGREE CAREER/TECHNICAL (MAJOR CODE: 02181)
Provides training for students who wish to enter the diverse field of insurance. Prepares students with a solid foundation to enter and grow within the insurance industry in a wide variety of career positions.

Program Student Learning Outcome Statement:
- Student will demonstrate the ability to present and explain the important provisions of insurance policies to potential and existing clients.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 7</td>
<td>Basic Business Bookkeeping (3) OR</td>
<td>3–4</td>
</tr>
<tr>
<td>ACCT 101</td>
<td>Principles of Accounting I (4)</td>
<td></td>
</tr>
<tr>
<td>BUS 120</td>
<td>Introduction to Business (3) OR</td>
<td>3</td>
</tr>
<tr>
<td>BUS 134</td>
<td>eBusiness I: Principles of Electronic Commerce (3)</td>
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</tr>
<tr>
<td>BUS 121</td>
<td>Financial Planning and Money Management</td>
<td>3</td>
</tr>
<tr>
<td>BUS 140</td>
<td>Business Law/The Legal Environment of Business</td>
<td>3</td>
</tr>
<tr>
<td>BUS 147</td>
<td>Successful Selling Techniques</td>
<td>1</td>
</tr>
<tr>
<td>BUS 150</td>
<td>Principles of Management</td>
<td>3</td>
</tr>
<tr>
<td>BUS 152</td>
<td>Human Relations in Organizations</td>
<td>3</td>
</tr>
<tr>
<td>BUS 211</td>
<td>Communication in Business and Industry (3) OR</td>
<td>3</td>
</tr>
<tr>
<td>BUS 212</td>
<td>Business Communication (3)</td>
<td></td>
</tr>
<tr>
<td>BUS 290–293</td>
<td>Work Experience in Business I–IV</td>
<td>2</td>
</tr>
<tr>
<td>CIS 101</td>
<td>Introduction to Computers and Information Processing</td>
<td>4</td>
</tr>
<tr>
<td>INS 100</td>
<td>Introduction to Insurance</td>
<td>1</td>
</tr>
<tr>
<td>INS 103</td>
<td>Insurance Code and Ethics</td>
<td>1</td>
</tr>
<tr>
<td>INS 121</td>
<td>Principles of Property and Liability Insurance</td>
<td>3</td>
</tr>
<tr>
<td>INS 122</td>
<td>Personal Insurance</td>
<td>3</td>
</tr>
<tr>
<td>INS 123</td>
<td>Commercial Insurance</td>
<td>3</td>
</tr>
<tr>
<td>LDR 148</td>
<td>Business Presentation Skills—Bilingual (English/Spanish) (2) OR</td>
<td>2</td>
</tr>
<tr>
<td>LDR 149</td>
<td>Business Presentation Skills (2)</td>
<td></td>
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</tbody>
</table>

Total units: 41–42

To earn an associate degree, additional general education and graduation requirements must be completed. See page 64.
CERTIFICATES

INSURANCE: BASIC

CERTIFICATE OF PROFICIENCY

CAREER/TECHNICAL (MAJOR CODE: 02182)

Some courses within this program may require additional coursework that must be completed prior to enrollment in these courses. Please consult the individual course listings for prerequisites and any other limitations on enrollment.

CAREER/TECHNICAL (MAJOR CODE: 02182)

Provides training for students who wish to enter the diverse field of insurance. Prepares students with a solid foundation to enter and grow within the insurance industry in a wide variety of career positions.

Program Student Learning Outcome Statement:

- Student will demonstrate the ability to present and explain the important provisions of insurance policies to potential and existing clients.

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<th>Title</th>
<th>Units</th>
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</thead>
<tbody>
<tr>
<td>INS 100</td>
<td>Introduction to Insurance</td>
<td>1</td>
</tr>
<tr>
<td>INS 103</td>
<td>Insurance Code and Ethics</td>
<td>1</td>
</tr>
<tr>
<td>INS 121</td>
<td>Principles of Property and Liability Insurance</td>
<td>3</td>
</tr>
<tr>
<td>INS 122</td>
<td>Personal Insurance</td>
<td>3</td>
</tr>
<tr>
<td>INS 123</td>
<td>Commercial Insurance</td>
<td>3</td>
</tr>
<tr>
<td><strong>Total units</strong></td>
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<td><strong>11</strong></td>
</tr>
</tbody>
</table>

INSURANCE: ADVANCED

CERTIFICATE OF ACHIEVEMENT

CAREER/TECHNICAL (MAJOR CODE: 02183)

Provides training for students who wish to enter the diverse field of insurance. Prepares students with a solid foundation to enter and grow within the insurance industry in a wide variety of career positions.

Program Student Learning Outcome Statement:

- Student will demonstrate the ability to present and explain the important provisions of insurance policies to potential and existing clients.

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<tr>
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<td>Principles of Accounting I (4)</td>
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<td>OR BUS 140</td>
<td>Business Law/The Legal Environment of Business</td>
<td>3</td>
</tr>
<tr>
<td>BUS 147</td>
<td>Successful Selling Techniques</td>
<td>1</td>
</tr>
<tr>
<td>OR BUS 210</td>
<td>Business English (3)</td>
<td>3</td>
</tr>
<tr>
<td>OR BUS 211</td>
<td>Communication in Business and Industry (3)</td>
<td></td>
</tr>
<tr>
<td>OR BUS 212</td>
<td>Business Communication (3)</td>
<td></td>
</tr>
<tr>
<td>BUS 290–293</td>
<td>Work Experience in Business I–IV</td>
<td>2–4</td>
</tr>
<tr>
<td>CIS 92</td>
<td>Microsoft Office Suite (3)</td>
<td></td>
</tr>
<tr>
<td>OR CIS 101</td>
<td>Introduction to Computers and Information Processing (4)</td>
<td>3–4</td>
</tr>
<tr>
<td>INS 100</td>
<td>Introduction to Insurance</td>
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<tr>
<td>INS 122</td>
<td>Personal Insurance</td>
<td>3</td>
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<td>INS 123</td>
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<tr>
<td><strong>Total units</strong></td>
<td></td>
<td><strong>26–30</strong></td>
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INTERNATIONAL BUSINESS

SCHOOL OF BUSINESS AND TECHNOLOGY

DEAN: Mink Stavenga, DBA, Office 470K, 619-482-6569

FACULTY: Elisabeth Shapiro, J.D.

GENERAL DESCRIPTION

The International Business program at Southwestern College provides students with a small business approach to international business theory, import/export trade, logistics, e-business/e-commerce, cultural diversity, and international business law and regulation. Students explore the theoretical and practical aspects of working within our global business environment.

CAREER OPTIONS

Most of the career options that follow require at least an associate degree and some require a bachelor’s or graduate level degree. These include international business owner/entrepreneur, exporter, importer, logistics and transportation manager, accountant, financial officer, international banker, and human resources manager/director.