

# INSURANCE

## SCHOOL OF BUSINESS AND TECHNOLOGY

**DEAN:** Mink Stavenga, 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

### MAJOR CODE

#### Associate in Science Degree: Career/Technical

Insurance 02181

#### Certificate of Achievement

Insurance—Advanced 02183

#### Certificate of Proficiency

Insurance—Basic 02182

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

### INSURANCE



#### 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.

ACCT 7	Basic Business Bookkeeping (3) OR	3–4
ACCT 101	Principles of Accounting I (4)	
BUS 120	Introduction to Business (3) OR	3
BUS 134	eBusiness I: Principles of Electronic Commerce (3)	
BUS 121	Financial Planning and Money Management	3
BUS 140	Business Law/The Legal Environment of Business	3
BUS 147	Successful Selling Techniques	1
BUS 150	Principles of Management	3
BUS 152	Human Relations in Organizations	3
BUS 211	Communication in Business and Industry (3) OR	3
BUS 212	Business Communication (3)	
BUS 290–293	Work Experience in Business I–IV	2
CIS 101	Introduction to Computers and Information Processing	4
INS 100	Introduction to Insurance	1
INS 103	Insurance Code and Ethics	1
INS 121	Principles of Property and Liability Insurance	3
INS 122	Personal Insurance	3
INS 123	Commercial Insurance	3
LDR 148	Business Presentation Skills—Bilingual (English/Spanish) (2) OR	2
LDR 149	Business Presentation Skills (2)	
<b>Total units</b>		<b>41–42</b>

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)

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.

INS 100	Introduction to Insurance	1
INS 103	Insurance Code and Ethics	1
INS 121	Principles of Property and Liability Insurance	3
INS 122	Personal Insurance	3
INS 123	Commercial Insurance	3
<b>Total units</b>		<b>11</b>

### 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.

#### GAINFUL EMPLOYMENT:

The U.S. Department of Education requires colleges to disclose a variety of information for any financial aid eligible program that "prepares students for gainful employment in a recognized occupation."

Students who complete this program will have acquired the necessary analytical tools to successfully secure gainful employment in the field of study.

For more information regarding the data provided for this program and what it means to you as a student, please feel free to visit our SWC Gainful Employment website at: [www.swccd.edu/gainfulemployment](http://www.swccd.edu/gainfulemployment).

ACCT 7	Basic Business Bookkeeping (3)	3-4
	OR	
ACCT 101	Principles of Accounting I (4)	
BUS 140	Business Law/The Legal Environment of Business	3
BUS 147	Successful Selling Techniques	1
BUS 210	Business English (3)	
	OR	
BUS 211	Communication in Business and Industry (3)	3
	OR	
BUS 212	Business Communication (3)	
BUS 290-293	Work Experience in Business I-IV	2-4
CIS 92	Microsoft Office Suite (3)	
	OR	
CIS 101	Introduction to Computers and Information Processing (4)	3-4
INS 100	Introduction to Insurance	1
INS 103	Insurance Code and Ethics	1
INS 121	Principles of Property and Liability Insurance	3
INS 122	Personal Insurance	3
INS 123	Commercial Insurance	3
<b>Total units</b>		<b>26-30</b>

# 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.

