

Insurance

Higher Education Center at Otay Mesa

Dean Silvia Cornejo, M.A., Office 4118D, 619-482-6755

Faculty Frank Paiano, M.B.A.

Department Chair Marisa Soler-McElwain, LL.M.

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

Associate in Science Degree: Career/Technical

Insurance	02181
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Certificate of Achievement

Insurance—Advanced	02183
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Certificate of Proficiency

Insurance—Basic	02182
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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

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.

ACCT 7	Basic Business Bookkeeping (3)	
	OR	3–4
ACCT 101	Principles of Accounting I (4)	
BUS 120	Introduction to Business	
	OR	3
BUS 134	eBusiness I: Principles of Electronic Commerce	
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	
	OR	3
BUS 212	Business Communication	
BUS 290–293	Work Experience in Business I–IV (2–4)	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)	
	OR	2
LDR 149	Business Presentation Skills	
Total units		41–42

To earn an associate degree, additional general education and graduation requirements must be completed. See page 51.



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.

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
Total units		11

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.

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

International Business

Higher Education Center at Otay Mesa

Dean Silvia Cornejo, M.A., Office 4118D, 619-482-6755

Faculty Elisabeth Shapiro, J.D.

Department Chair Marisa Soler-McElwain, LL.M.

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

Degree/Certificate Options

Associate in Arts Degree: Career/Technical

International Business 02038

Certificate of Achievement:

International Business—Intermediate 02039

Certificate of Proficiency:

International Business—Basic A2119

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