

# Insurance underwriting (non-UK)

## Objective

To provide knowledge and understanding of the role of underwriting including identification, assessment and acceptance of risk, rating and relevant financial factors.

Summary of learning outcomes	Number of questions in the examination*
1. Understand the material facts and information relating to the insurance underwriting process	5
2. Understand underwriting procedures relating to the insurance underwriting process	15
3. Understand insurance policies in relation to the insurance underwriting process	10
4. Understand renewals and cancellation in relation to the insurance underwriting process	3
5. Understand personal insurances in relation to the insurance underwriting process	3
6. Understand commercial insurances in relation to the insurance underwriting process	3
7. Understand the main support/ancillary services available in the insurance services	2
8. Understand underwriting considerations in relation to the insurance underwriting process	13
9. Understand the principles and practices of pricing	10
10. Understand pricing factors within the context of the insurance underwriting process	5
11. Understand managing exposure within the context of the insurance underwriting process	6

\*The test specification has an in-built element of flexibility. It is designed to be used as a guide for study and is not a statement of actual number of questions that will appear in every exam. However, the number of questions testing each learning outcome will generally be within the range plus or minus 2 of the number indicated.

## Important notes

- **Method of assessment:** 75 multiple choice questions (MCQs). 2 hours are allowed for this examination.
- **This syllabus will be examined from 1 May 2019 until 30 April 2020.**
- **Candidates should refer to the CII website for the latest information on changes to law and practice and when they will be examined:**
  1. Visit [www.cii.co.uk/updates](http://www.cii.co.uk/updates)
  2. Select the appropriate qualification
  3. Select your unit on the right hand side of the page

- 1. Understand the material facts and information relating to the insurance underwriting process**
  - 1.1 Explain why an underwriter needs to be aware of material facts and information in assessing a risk
  - 1.2 Explain the concept of duties relating to disclosure and representation, to whom these apply and how the duties may be modified
  - 1.3 Define the words peril and hazard as used in the insurance industry and the relationship between them
  - 1.4 Explain the significance of moral and physical hazard for underwriters and how they are manifested
  - 1.5 Describe the methods used by underwriters to obtain material facts and information
- 2. Understand underwriting procedures relating to the insurance underwriting process**
  - 2.1 Describe the general and specific questions asked of proposers
  - 2.2 Describe the good practice/guidelines relating to quotations
  - 2.3 Explain the methods by which underwriters gather material facts and information and their legal and contractual significance
  - 2.4 Describe the different ways in which premiums are calculated and may be subject to taxation
  - 2.5 Explain the legal significance of procedures relating to the issue of temporary evidence of cover, such as cover notes, policies and certificates of insurance
  - 2.6 Describe the relevance of premium payment for valid cover
  - 2.7 Describe the methods used by insurers to collect premiums including instalment facilities
- 3. Understand insurance policies in relation to the insurance underwriting process**
  - 3.1 Describe the structure, functions and contents of a policy form, including the policy schedule
  - 3.2 Explain the meaning and significance of common policy exceptions and conditions
  - 3.3 Explain how excesses, deductibles and franchises are used
  - 3.4 Explain the distinction between warranties, conditions and representations
- 4. Understand renewals and cancellation in relation to the insurance underwriting process**
  - 4.1 Describe the processes and considerations relating to renewals, including their legal significance
  - 4.2 Explain how cancellation clauses operate
- 5. Understand personal insurances in relation to the insurance underwriting process**
  - 5.1 Describe the basic features and typical policy cover of motor insurance, health insurance, household insurance, travel insurance and extended warranties
- 6. Understand commercial insurances in relation to the insurance underwriting process**
  - 6.1 Describe the basic features and typical policy cover of property insurance, pecuniary insurance and liability insurance
- 7. Understand the main support/ ancillary services available in the insurance industry**
  - 7.1 Describe the basic features of additional 'support' type insurance services available with specific reference to help lines, authorised repairers and suppliers, risk control/advice and uninsured loss recovery services

**8. Understand underwriting considerations in relation to the insurance underwriting process**

- 8.1 Describe the key underwriting criteria for motor insurance, health insurance and personal insurances
- 8.2 Describe the key underwriting criteria for commercial property insurance, including fire and special perils, theft insurance, glass insurance and money insurance
- 8.3 Describe the key underwriting criteria for pecuniary insurances, including legal expense insurance and business interruption insurance
- 8.4 Describe the key underwriting criteria for liability insurance, including employers' liability, public liability, pollution liability, product liability and professional indemnity
- 8.5 Describe the key underwriting criteria for extended warranties
- 8.6 Describe the procedures commonly used to discourage individuals from making fraudulent claims
- 8.7 Describe the procedures commonly used to detect fraudulent claims
- 8.8 Explain the consequences of fraudulent claims for the insurer, their insureds and the fraudulent claimant
- 8.9 Explain how the fair treatment of customers relates to insurance policies

**9. Understand the principles and practices of pricing**

- 9.1 Describe the sources, availability and types of data essential to the underwriting process
- 9.2 Explain the importance of claims information on underwriting terms/ premium rates
- 9.3 Explain the nature of risk in terms of frequency and severity of claims
- 9.4 Explain the significance of the claims loss ratio on premiums/acceptance of risk
- 9.5 Explain the distinction between underwriting year, policy year, accounting year and calendar year

**10. Understand pricing factors within the context of the insurance underwriting process**

- 10.1 Define risk premium and its key features
- 10.2 Describe the reporting factors of expenses, return on capital, investment income, tax and intermediary remuneration

**11. Understand managing exposure within the context of the insurance underwriting process**

- 11.1 Describe the basic factors influencing the market cycle
- 11.2 Describe the principles of risk accumulation
- 11.3 Describe the basic reinsurance considerations including the types of reinsurance

## Reading list

The following list provides details of various publications which may assist with your studies.

**Note: The examination will test the syllabus alone.**

The reading list is provided for guidance only and is not in itself the subject of the examination.

The publications will help candidates keep up-to-date with developments and will provide a wider coverage of syllabus topics.

CII/Personal Finance Society members can borrow most of the additional study materials below from Knowledge Services.

### CII study texts

Insurance underwriting process. London: CII. Study text WUE.

### Books (and ebooks)

Bird's modern insurance law. 10th ed. John Birds. Sweet and Maxwell, 2016.

Insurance theory and practice. Rob Thoys. Routledge, 2010.\*

'Insurance intermediaries: underwriting agents' in Colinvau's law of insurance. 11th ed. Prof. Robert Merkin. London: Sweet & Maxwell, 2016.

Pricing in general insurance. Pietro Parodi. CRC Press, 2015.\*

### Factfiles and other online resources

CII fact files are concise, easy to digest but technically dense resources designed to enrich the knowledge of members. Written by subject experts and practitioners, the fact files cover key industry topics as well as less familiar or specialist areas of general insurance, life, and pensions and financial services, with information drawn together in a way not readily available elsewhere. Available online via [www.cii.co.uk/ciifactfiles](http://www.cii.co.uk/ciifactfiles) (CII/PFS members only).

The Insurance Institute of London (IIL) podcast lecture series features leading industry figures and subject experts speaking on current issues and trends impacting insurance and financial services. Available online at <https://www.cii.co.uk/insurance-institute-of-london/> (CII/PFS members only).

- Recent developments in general insurance underwriting. Massimo Vascotto.
- Principles and trends in general insurance underwriting. Massimo Vascotto.

Additional articles and technical bulletins are available under the Underwriting section of the website at [www.cii.co.uk/knowledge/underwriting](http://www.cii.co.uk/knowledge/underwriting).

### Periodicals

The Journal. London: CII. Six issues a year. Archive available online at <https://www.thepfs.org/search-results/?q=the+journal> (CII/PFS members only).

Post magazine. London: Incisive Financial Publishing. Monthly. Contents searchable online at [www.postonline.co.uk](http://www.postonline.co.uk).

### Reference materials

Concise encyclopedia of insurance terms. Laurence S. Silver, et al. New York: Routledge, 2010.\*

Dictionary of insurance. C Bennett. 2nd ed. London: Pearson Education, 2004.

The insurance manual. Stourbridge, West Midlands: Insurance Publishing & Printing Co. Looseleaf, updated.

The insurance manual. Sadler, John. Stourbridge, Worcs: Insurance Publishing & Printing Co. Looseleaf updated annually.

\* Also available as an ebook through Discovery via [www.cii.co.uk/discovery](http://www.cii.co.uk/discovery) (CII/PFS members only).

### Examination guide

If you have a current study text enrolment, the current examination guide is included and is accessible via Revisionmate ([www.revisionmate.com](http://www.revisionmate.com)). Details of how to access Revisionmate are on the first page of your study text.

It is recommended that you only study from the most recent version of the examination guide.

### Exam technique/study skills

There are many modestly priced guides available in bookshops. You should choose one which suits your requirements.

The Insurance Institute of London holds a lecture on revision techniques for CII exams approximately three times a year. The slides from their most recent lectures can be found at [www.cii.co.uk/iilrevision](http://www.cii.co.uk/iilrevision) (CII/PFS members only).