

# INSURANCE ESSENTIALS SKILLS PROGRAMME FOR SME'S



**inseta**  
INSURANCE SECTOR EDUCATION  
AND TRAINING AUTHORITY

This Skills Programme aims to build knowledge and skills required in the insurance sector. It will help learners understand the basics of insurance, and to prepare for Regulatory Exams (RE)

## LEARNING OUTCOMES

At the end of this programme, the learners will obtain **18 credits** towards the **Further Education & Training Certificate: Short Term Insurance (66610) – Level 4** and be able to:

- Demonstrate knowledge of Insurable Risk
- Apply the law of contract to insurance
- Describe issues of compliance or non-activity that could result in civil or criminal liability in terms of business law
- Demonstrate knowledge and application of ethical conduct in a business environment
- Demonstrate knowledge and understanding of the Financial Advisory and Intermediary Services Act 2002 (FAIS Act) as it impacts on specific financial services sub-sector
- Demonstrate skills and techniques required to build a relationship with a client in a financial services environment
- Apply the regulations for disclosure that are required as part of the sales process



## ENTRY REQUIREMENTS

In order to be able to participate in this programme, participants will need to:

- Be able to communicate in English
- Be able to do basic calculations and/or have Mathematical Literacy at Level 3
- Be an employed by an insurance company

## PROGRAMME DURATION

The training will consist of 5 days on training, and additional hours that the learner will be required to learn Through performing certain tasks at the workplace.

WHEN?	WHERE?
29 January 2018 – 02 February 2018	Johannesburg & East London
29 January 2018 – 02 February 2018	Tshwane & Port Elizabeth
05 February 2018 – 09 February 2018	Johannesburg & East London
05 February 2018 – 09 February 2018	Ekurhuleni & Port Elizabeth
12 February 2018 – 16 February 2018	Johannesburg & East London
12 February 2018 – 16 February 2018	Tshwane & Port Elizabeth
19 February 2018 – 23 February 2018	Johannesburg & East London
19 February 2018 – 23 February 2018	Potchefstroom & Port Elizabeth
26 February 2018 – 02 March 2018	Johannesburg & East London
26 February 2018 – 02 March 2018	West Rand & Port Elizabeth