

BUSINESS ADMINISTRATION - INSURANCE (AAS)

Business & Information Technology

Program website (<https://www.harpercollege.edu/academics/business/business-administration/>)

Option 3: Business Administration Degree – Insurance

Program Overview

This 61 credit-hour degree program is designed to assist students who are either exploring an insurance career or are in the insurance field looking to expand their managerial and business skills. Students will gain knowledge and practical skills in property, liability, commercial and personal insurance as they earn industry certification.

This degree is shown in a standardized sequential semester option. However, it is available as fast track modality, apprenticeships and online options as well. Please contact an advisor to get the most current scheduling. This degree plan is one of six options that students may pursue to earn the Business Management Associate in Applied Science (AAS) degree. While there are multiple specializations, this particular degree can be awarded only once.

Program Requirements

First Semester		Hours
ENG 101	Composition I	3
INS 110	Insurance Fundamentals	3
MGT 111 or MGT 154	Introduction to Business Organization ¹ or Entrepreneurship	3
MGT 150	Business Math ²	3
PSY 101	Introduction to Psychology ⁺	3
Hours		15
Second Semester		Hours
ACC 101	Introduction to Financial Accounting ³	4
CIS 100 or CIS 101	Computer and Digital Literacy or Introduction to Computer Information Systems	3
Humanities ⁴		3
INS 120	Property and Liability Insurance Principles	3
PSY 245	Industrial/Organizational Psychology	3
Hours		16
Third Semester		Hours
Select one of the following:		3
ACC 102	Introduction to Managerial Accounting	
MGT 165	Global Business ⁺	
ECO 211	Microeconomics	3
ENG 130 or SPE 101	Business Writing ⁵ or Fundamentals of Speech Communication	3
INS 220	Personal Insurance	3
MGT 270	Principles of Management	3
Hours		15

Fourth Semester

ACC 211	Business Law I	3
ECO 212	Macroeconomics	3
INS 240	Commercial Insurance	3
MGT 218	Introduction to Finance	3
MKT 245	Principles of Marketing	3
Hours		15
Total Hours		61

¹ MGT 111 is recommended.

² The mathematics requirement for this degree can be met with Math Competency. See Math Competency options (<https://www.harpercollege.edu/testing/docs/math-competency-options.php>) for information. Students who utilize Math Competency to meet the mathematics requirement must complete an additional three credit-hour elective. See full list of AAS General Education electives (<https://catalog.harpercollege.edu/catalog/programs/aas-general-education-electives/>).

³ Students should strongly consider enrolling in ACC 102 as well.

⁴ If MGT 165 is taken, then PHI 150 is recommended.

⁺ This course meets the World Cultures and Diversity graduation requirement.

⁵ If pursuing a fully online degree, choose ENG 130; otherwise choose SPE 101.

Program Learning Outcomes

- Communicate persuasively and concisely, (orally, in writing, and presentation), using the language of business.
- Evaluate major business functions and related technologies domestically and globally.
- Explain and use quantitative tools in accounting, finance and economics.
- Demonstrate soft skills: emotional intelligence, entrepreneurial mindset, leadership and teamwork.
- Practice social consciousness and responsibility.
- Explore a business career direction.
- Discuss the property liability and personal loss exposures faced by individuals, families and organizations and the insurance coverages used to treat those exposures.
- Explain the concepts of risk management and insurance.
- Describe insurance regulation.
- Calculate the basic financial ratios of a P&C insurance co.
- Explain the various types of insurance distribution systems.
- Describe key insurance functions (i.e. underwriting, claims, marketing).