

Graduate Diploma in Business Studies (endorsed in Personal Risk Management)

The Graduate Diploma in Business Studies endorsed in Personal Risk Management provides a University level education in Personal Risk Management, satisfying the education requirements for becoming a Certified Life Underwriter_{CM} (CLU_{CM}).

Students are required to take eight papers in the diploma including:

125.211 Financial Planning Process
125.220 Financial Institutions & Markets
125.240 Fundamentals of Investments
110.380 Estate and Tax Planning
125.310 Financial Advice Implementation
125.351 Personal Risk Management

125.356 Business Insurance
125.357 Advanced Issues in Insurance

All papers are offered via Distance learning. The first six papers are offered currently under Graduate Diploma in Business Studies endorsed in Personal Financial Planning.

The last two specialist courses, 125.356 and 125.357, have been suspended for several years. Massey University is considering offering these on a one-off basis in conjunction with Financial Advice New Zealand, depending on the demand. This will enable advisers who already have the CFP^{CM} or those who have completed the first six papers to fulfill the educational requirement of obtaining the CLU_{CM}.

Further Information:

Please note, course contents and offerings are subject to change. For more information please contact Mary Dawkins: M.Dawkins@massey.ac.nz. This information is accurate as at November 2018. Please contact Massey for current information and updates.

About the two courses:

125.356 Business Insurance

Business Insurance is an advanced specialist paper within the Graduate Diploma in Business Studies. This paper looks at professionally meeting the needs of businesses and business owners for insurance cover for adverse personal risk events, like the disability or death of the owner, or other key persons, or other adverse events like earthquakes. While the focus is on small businesses, this covers 99% of NZ businesses, including retail, trades, and professional partnerships. These businesses typically require multiple, high-value, policies, and are used to time-based fees. The principles taught can also be the basis for advice to large businesses. We also focus on practical applications, rather than just theory.

This is a 300-level paper, and as such it requires the demonstration of higher-level thinking skills, especially the ability to understand advanced level concepts, and the application of these to a practical example in an integrated manner. This paper meets the requirements of the CLU_{CM} certification.

Learning Outcomes

On successful completion of the paper, you will be able to:

- Discuss common business structures and the concept and sources of risk in a business context.
- Construct and interpret a simple set of business accounts with a focus on cash-flow.
- Demonstrate a sound basic understanding of accounting and financial techniques that can be used to assess the impact of business risks on cash-flow.
- Identify the main financial risks faced by small businesses and business owners, and alternatives for responding to and managing these risks.
- Apply the principal methods of valuing a business for insurance purposes.
- Explain how insurance can protect a business and its owner against certain risks.
- Determine, based on a complex case study, the types and levels of business insurance cover that should be recommended.
- Present a coherent and complete business insurance report.

Pre-requisites

125.211 is a pre-requisite/co-requisite for the paper, unless special course approval is given. Prior passes in 125.220, 125.240 & 125.351 are strongly recommended as this paper assumes knowledge in these areas.

125.357 Advanced Issues in Insurance

Advanced Issues in Insurance is a specialist paper within the Graduate Diploma in Business Studies. It provides a theoretical background to aspects of insurance theory that fulfil the Certified Life Underwriter_{CM} (CLU_{CM}) curriculum and are useful to advisers. The material covered will include insurance underwriting and ratemaking, issues in insurance law, including relevant case-law, the handling of claims and disputes in the New Zealand context, reinsurance, and assessing the stability of insurance companies and their valuation. We will also examine current issues and future development in the insurance and finance industry.

This is a 300-level paper, and as such it requires the demonstration of higher-level thinking skills, especially the ability to understand advanced level concepts, and the application of these to a practical example in an integrated manner.

Learning Outcomes

On completion of this paper, a student should be able to:

- Identify the important issues in the areas of insurance law and disputes resolution, and demonstrate familiarity with selected case-law.
- Demonstrate an understanding of the principles and techniques used to successfully handle insurance claims.
- Discuss the broader economic influences on insurance companies and insurance rates.
- Demonstrate an understanding of the essential statistical and actuarial knowledge which underlies the process of underwriting.
- Demonstrate an understanding of the reinsurance industry and its uses.
- Demonstrate an understanding of the techniques used to rate the stability of insurance companies, and analyse the issues surrounding the application of these techniques.
- Demonstrate a basic understanding of the techniques used to value insurance companies, and analyse the issues surrounding the application of these techniques.
- Discuss contemporary aspects of recent and possible future industry trends.

Pre-requisites

125.211 is a pre-requisite/co-requisite for the paper, unless special course approval is given. Prior passes in 125.220, 125.240 & 125.351 are strongly recommended as this paper assumes knowledge in these areas.