

# Postgraduate Certificate Digital Transformation in the Insurance Industry





## Postgraduate Certificate Digital Transformation in the Insurance Industry

- » Modality: online
- » Duration: 6 weeks
- » Certificate: TECH Global University
- » Credits: 6 ECTS
- » Schedule: at your own pace
- » Exams: online
- » Target Group: University graduates who have previously completed any of the qualifications in the fields of Finance, Business, Economics and Computer Science

Website: [www.techtute.com/us/school-of-business/postgraduate-certificate/digital-transformation-insurance-industry](http://www.techtute.com/us/school-of-business/postgraduate-certificate/digital-transformation-insurance-industry)

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# 01

# Welcome

Digital Transformation has had a significant impact on the insurance industry, revolutionizing the way insurance companies operate and deliver services. This change has been driven by technological advances that have enabled insurers to improve operational efficiency, optimize the customer experience and develop new business models. With this in mind, it has become important for the business professional to be at the forefront of the latest advances in the virtual industry. To achieve this update, a 100% online program has been designed, which will provide adaptability, allowing students to combine an excellent education with other aspects of their daily lives, since they will not be subject to fixed schedules.



Postgraduate Certificate in Digital Transformation in the Insurance Industry  
TECH Global University



“

*You will discover the role of Risk in the insurance industry and you will be part of its digital transformation, thanks to this Postgraduate Certificate”*

02

# Why Study at TECH?

TECH is the world's largest 100% online business school. It is an elite business school, with a model based on the highest academic standards. A world-class center for intensive managerial skills education.



“

*TECH is a university at the forefront of technology, and puts all its resources at the student's disposal to help them achieve entrepreneurial success"*

## At TECH Global University



### Innovation

The university offers an online learning model that balances the latest educational technology with the most rigorous teaching methods. A unique method with the highest international recognition that will provide students with the keys to develop in a rapidly-evolving world, where innovation must be every entrepreneur's focus.

"*Microsoft Europe Success Story*", for integrating the innovative, interactive multi-video system.



### The Highest Standards

Admissions criteria at TECH are not economic. Students don't need to make a large investment to study at this university. However, in order to obtain a qualification from TECH, the student's intelligence and ability will be tested to their limits. The institution's academic standards are exceptionally high...

**95%** | of TECH students successfully complete their studies



### Networking

Professionals from countries all over the world attend TECH, allowing students to establish a large network of contacts that may prove useful to them in the future.

**+100000**

executives prepared each year

**+200**

different nationalities



### Empowerment

Students will grow hand in hand with the best companies and highly regarded and influential professionals. TECH has developed strategic partnerships and a valuable network of contacts with major economic players in 7 continents.

**+500**

collaborative agreements with leading companies



### Talent

This program is a unique initiative to allow students to showcase their talent in the business world. An opportunity that will allow them to voice their concerns and share their business vision.

After completing this program, TECH helps students show the world their talent.



### Multicultural Context

While studying at TECH, students will enjoy a unique experience. Study in a multicultural context. In a program with a global vision, through which students can learn about the operating methods in different parts of the world, and gather the latest information that best adapts to their business idea.

TECH students represent more than 200 different nationalities.



TECH strives for excellence and, to this end, boasts a series of characteristics that make this university unique:



### Analysis

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TECH explores the student's critical side, their ability to question things, their problem-solving skills, as well as their interpersonal skills.



### Academic Excellence

---

TECH offers students the best online learning methodology. The university combines the Relearning method (postgraduate learning methodology with the best international valuation) with the Case Study. Tradition and vanguard in a difficult balance, and in the context of the most demanding educational itinerary.



### Economy of Scale

---

TECH is the world's largest online university. It currently boasts a portfolio of more than 10,000 university postgraduate programs. And in today's new economy, **volume + technology = a ground-breaking price**. This way, TECH ensures that studying is not as expensive for students as it would be at another university.



### Learn with the best

---

In the classroom, TECH's teaching staff discuss how they have achieved success in their companies, working in a real, lively, and dynamic context. Teachers who are fully committed to offering a quality specialization that will allow students to advance in their career and stand out in the business world.

Teachers representing 20 different nationalities.



*At TECH, you will have access to the most rigorous and up-to-date case analyses in academia"*

03

# Why Our Program?

Studying this TECH program means increasing the chances of achieving professional success in senior business management.

It is a challenge that demands effort and dedication, but it opens the door to a promising future. Students will learn from the best teaching staff and with the most flexible and innovative educational methodology.



“

*We have highly qualified teachers and the most complete syllabus on the market, which allows us to offer you education of the highest academic level”*

This program will provide you with a multitude of professional and personal advantages, among which we highlight the following:

**01**

### A Strong Boost to Your Career

By studying at TECH, students will be able to take control of their future and develop their full potential. By completing this program, students will acquire the skills required to make a positive change in their career in a short period of time.

*70% of students achieve positive career development in less than 2 years.*

**02**

### Develop a strategic and global vision of the company

TECH offers an in-depth overview of general management to understand how each decision affects each of the company's different functional fields.

*Our global vision of companies will improve your strategic vision.*

**03**

### Consolidate the student's senior management skills

Studying at TECH means opening the doors to a wide range of professional opportunities for students to position themselves as senior executives, with a broad vision of the international environment.

*You will work on more than 100 real senior management cases.*

**04**

### You will take on new responsibilities

The program will cover the latest trends, advances and strategies, so that students can carry out their professional work in a changing environment.

*45% of graduates are promoted internally.*

05

### Access to a powerful network of contacts

TECH connects its students to maximize opportunities. Students with the same concerns and desire to grow. Therefore, partnerships, customers or suppliers can be shared.

*You will find a network of contacts that will be instrumental for professional development.*

06

### Thoroughly develop business projects.

Students will acquire a deep strategic vision that will help them develop their own project, taking into account the different fields in companies.

*20% of our students develop their own business idea.*

07

### Improve soft skills and management skills

TECH helps students apply and develop the knowledge they have acquired, while improving their interpersonal skills in order to become leaders who make a difference.

*Improve your communication and leadership skills and enhance your career.*

08

### You will be part of an exclusive community

Students will be part of a community of elite executives, large companies, renowned institutions, and qualified teachers from the most prestigious universities in the world: the TECH Global University community.

*We give you the opportunity to study with a team of world-renowned teachers.*

# 04 Objectives

The main objective of this program is to equip participants with the necessary skills and knowledge to face current and future challenges effectively. In this way they will be able to excel in their professional career and take advantage of the opportunities offered by technology to improve operational efficiency, drive innovation and provide a better customer experience.



“

*You will have at your fingertips interactive summaries and a series of multimedia resources with which you will learn the conditions for a risk to be insurable”*



**TECH makes the goals of their students their own goals too**  
**Working together to achieve them**

The **Postgraduate Certificate in Digital Transformation in the Insurance Industry** will enable students to:

01

Develop specialized knowledge on the implementation and operation of foreign countries' insurers in other countries: (i) within the European Union (II) as well as from countries outside the European Union

04

Delimit the framework for compliance with the insurance activity

02

Develop the peculiarities of the insurance contract

03

Examine the international regulatory framework of the insurance market and its recent evolution

05

Analyze the evolution of insurance





06

Reflecting on the insurance implications of non-sectoral regulations

08

Determine the interplay between consumer and insurance regulations and its consequences

09

Develop specialized knowledge about insurance and the key concepts that define the insurance activity

07

Assess the impact of information security on the insurance legislative framework

10

Determine the importance of Risk as an essential element for the insurance activity



11

Examine the general functioning of the insurance activity and the regulations governing its activity

12

Establish the relevance of the management of risks faced by insurance companies as a key element in the management of insurance companies

13

Identify the most immediate challenges facing risk management

14

Analyze the global insurance market with a focus on the distribution business

15

Determine what is considered insurance distribution at both the European and international level



16

Identify the main players involved in the distribution business

18

Develop the key aspects of the regulatory compliance function



19

Identify international standards in regulatory compliance

17

Examining the importance of consumer protection measures

20

Specify the interrelationships between the compliance function and the rest of the organization

05

# Structure and Content

Through this program, the historical background of insurance will be analyzed and key definitions will be developed to explain this insurance activity. One of the most relevant concepts addressed will be "Risk". In addition, you will examine the EU regulations up to Solvency II and establish how risk management works in insurance companies.



“

*You will have the most prestigious teaching staff and the most complete syllabus in the market with which you will discover the complete cycle of the insurance activity and learn how to obtain a profit margin"*

## Syllabus

In this Postgraduate Certificate in Digital Transformation in the Insurance Industry, the evolution of EU regulations up to the Solvency II Directive will be analyzed. In this case, the objective will be to guarantee the liquidity of insurance entities, placing risk management as a fundamental element. Also, it will address the role of risk management in the entities, knowing what are the challenges faced in the immediate future as a result of the digital transformation and emerging risks such as sustainability.

In addition, topics such as the conditions necessary for a risk to be insurable, the result or profit margin in the insurance business, the evolution of EU regulations and digital transformation will be explored. Risk management, including the analysis of cyber risks and ESG (environmental, social and governance) risks, will also be explored in depth. These topics are of vital importance today, as organizations must be prepared to face emerging challenges in an ever-changing world.

Under these circumstances, an academic proposal has been developed that will be available in a 100% online format. In this way, students will enjoy a wide range of multimedia materials, including specialized texts and interactive summaries. *Relearning* methodology will also be applied, ensuring a unique and effective learning experience. In addition, participants will be able to access the content at any time and place, just by using an electronic device with Internet access.

This Postgraduate Certificate takes place over 6 weeks and it consists of 1 module:

### Module 1

### Insurance and Risk



### Where, When and How is it Taught?

TECH offers students the possibility of completing this Postgraduate Certificate in Digital Transformation in the Insurance Industry completely online. During the 6 weeks of the specialization, the student will be able to access all the contents of this program at any time, which will allow the students to self-manage their study time.

*A unique, key, and decisive educational experience to boost your professional development and make the definitive leap.*

**Module 1. Insurance and Risk**

**1.1. Risk and its Role in the Insurance Business**

- 1.1.1. Risk. Contextualization
- 1.1.2. Risk in the Insurance Activity
- 1.1.3. Conduct in the Face of Risk

**1.2. The Insurable Risk**

- 1.2.1. Conditions for a Risk to be Insurable
- 1.2.2. Classification of Risks
- 1.2.3. Selection and Surveillance of Risks

**1.3. Risk Distribution among Insurers**

- 1.3.1. Risk Distribution
- 1.3.2. Reinsurance
- 1.3.3. Coinsurance

**1.4. Insurance Activity**

- 1.4.1. Insurance Activity Cycle
- 1.4.2. Elements of the Insurance Activity
- 1.4.3. Profit or Profit Margin in the Insurance Business

**1.5. The Insurance Industry and the Control of its Activity**

- 1.5.1. Economic and Social Function of Insurance
- 1.5.2. Control of the Underwriting Activity
- 1.5.3. Control Objectives

**1.6. Evolution of the Solvency Regulations**

- 1.6.1. Concept of Solvency. Importance in the Insurance Sector
- 1.6.2. Evolution of Community Regulations
- 1.6.3. Solvency Regulations in Third Countries

**1.7. Solvency II and Risk**

- 1.7.1. Quantitative Risk Assessment
- 1.7.2. Qualitative Risk Assessment
- 1.7.3. Information and Transparency to the Market

**1.8. Risk Management as a Key Element in Insurance Companies**

- 1.8.1. Risk Management Systems
- 1.8.2. Risk Management Process
- 1.8.3. Risk Management in the Insurance Activity. Relevance

**1.9. Risk Management and its Role in the Digital Transformation**

- 1.9.1. Digital Transformation. Contextualization
- 1.9.2. Digital Transformation in the Insurance Activity
- 1.9.3. Digital Transformation and Risk Management

**1.10. Emerging Risks in the Insurance Activity**

- 1.10.1. Cyber Risks
- 1.10.2. ESG Risks
- 1.10.3. Other emerging risks





“

*A study plan tailored to your needs and designed under the most effective pedagogical methodology, Relearning”*

# 06 Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning**.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.







“

*Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"*

## TECH Business School uses the Case Study to contextualize all content

Our program offers a revolutionary approach to developing skills and knowledge. Our goal is to strengthen skills in a changing, competitive, and highly demanding environment.

“*At TECH, you will experience a learning methodology that is shaking the foundations of traditional universities around the world*”



*This program prepares you to face business challenges in uncertain environments and achieve business success.*



*Our program prepares you to face new challenges in uncertain environments and achieve success in your career.*

### A learning method that is different and innovative

This TECH program is an intensive educational program, created from scratch to present executives with challenges and business decisions at the highest level, whether at the national or international level. This methodology promotes personal and professional growth, representing a significant step towards success. The case method, a technique that lays the foundation for this content, ensures that the most current economic, social and business reality is taken into account.

“

*You will learn, through collaborative activities and real cases, how to solve complex situations in real business environments”*

The case method has been the most widely used learning system among the world's leading business schools for as long as they have existed. The case method was developed in 1912 so that law students would not only learn the law based on theoretical content. It consisted of presenting students with real-life, complex situations for them to make informed decisions and value judgments on how to resolve them. In 1924, Harvard adopted it as a standard teaching method.

What should a professional do in a given situation? This is the question we face in the case method, an action-oriented learning method. Throughout the program, the studies will be presented with multiple real cases. They must integrate all their knowledge, research, argue and defend their ideas and decisions.



## Relearning Methodology

TECH effectively combines the Case Study methodology with a 100% online learning system based on repetition, which combines different teaching elements in each lesson.

We enhance the Case Study with the best 100% online teaching method: Relearning.

*Our online system will allow you to organize your time and learning pace, adapting it to your schedule. You will be able to access the contents from any device with an internet connection.*

At TECH you will learn using a cutting-edge methodology designed to train the executives of the future. This method, at the forefront of international teaching, is called Relearning.

Our online business school is the only one in the world licensed to incorporate this successful method. In 2019, we managed to improve our students' overall satisfaction levels (teaching quality, quality of materials, course structure, objectives...) based on the best online university indicators.



In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

With this methodology we have trained more than 650,000 university graduates with unprecedented success in fields as diverse as biochemistry, genetics, surgery, international law, management skills, sports science, philosophy, law, engineering, journalism, history, markets, and financial instruments. All this in a highly demanding environment, where the students have a strong socio-economic profile and an average age of 43.5 years.

*Relearning will allow you to learn with less effort and better performance, involving you more in your specialization, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation to success.*

From the latest scientific evidence in the field of neuroscience, not only do we know how to organize information, ideas, images and memories, but we know that the place and context where we have learned something is fundamental for us to be able to remember it and store it in the hippocampus, to retain it in our long-term memory.

In this way, and in what is called neurocognitive context-dependent e-learning, the different elements in our program are connected to the context where the individual carries out their professional activity.



This program offers the best educational material, prepared with professionals in mind:



### Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is highly specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



### Classes

There is scientific evidence suggesting that observing third-party experts can be useful.

Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



### Management Skills Exercises

They will carry out activities to develop specific executive competencies in each thematic area. Practices and dynamics to acquire and develop the skills and abilities that a high-level manager needs to develop in the context of the globalization we live in.



### Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.







### Case Studies

Students will complete a selection of the best case studies chosen specifically for this program. Cases that are presented, analyzed, and supervised by the best senior management specialists in the world.



### Interactive Summaries

The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

This exclusive educational system for presenting multimedia content was awarded by Microsoft as a "European Success Story".



### Testing & Retesting

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



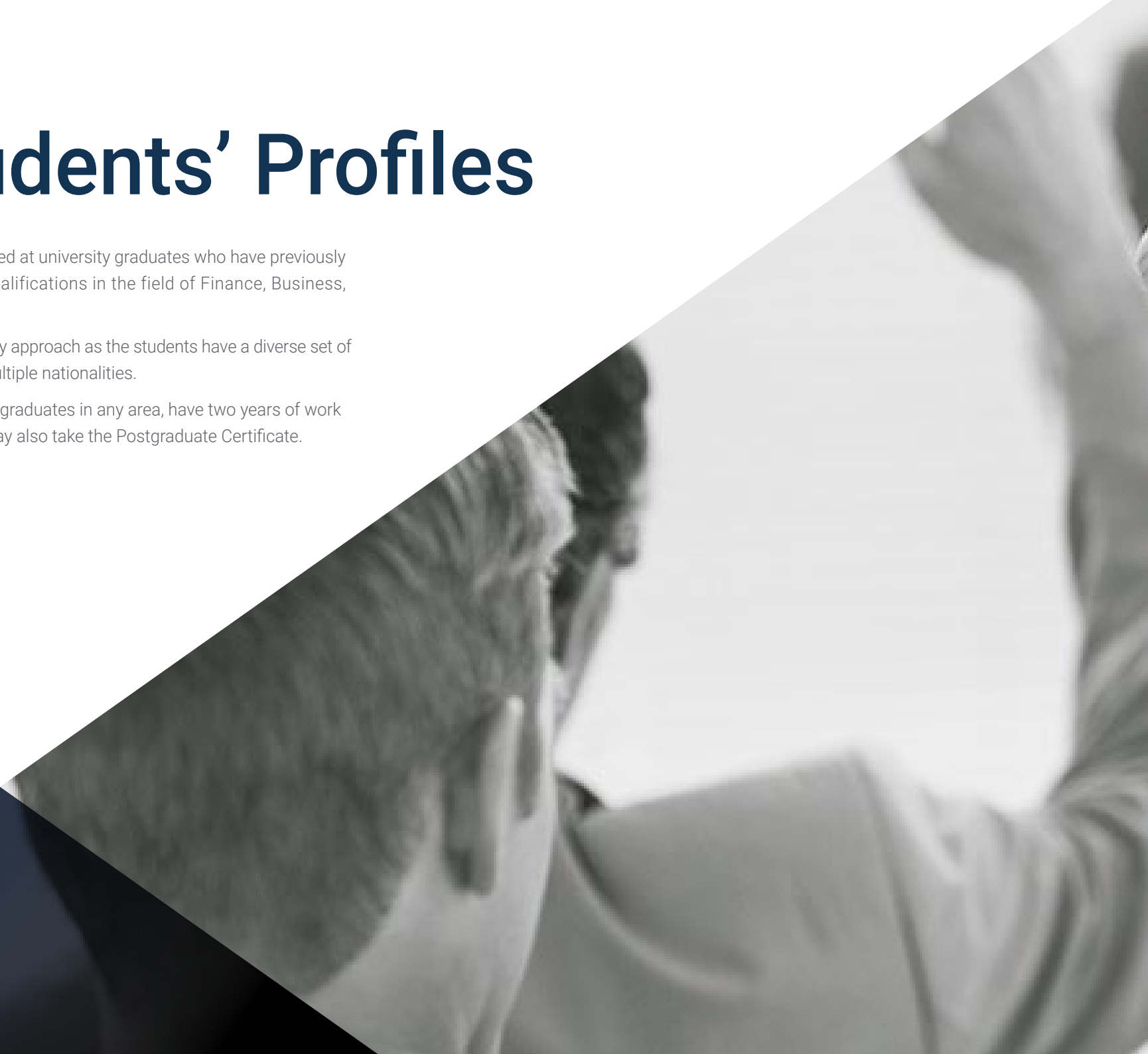
07

# Our Students' Profiles

The Postgraduate Certificate is aimed at university graduates who have previously completed any of the following qualifications in the field of Finance, Business, Economics and Computer Science.

This program uses a multidisciplinary approach as the students have a diverse set of academic profiles and represent multiple nationalities.

Professionals who, being university graduates in any area, have two years of work experience in the insurance field, may also take the Postgraduate Certificate.





“

*In just 6 weeks you will become an expert in the insurance industry and master the control of its activity”*

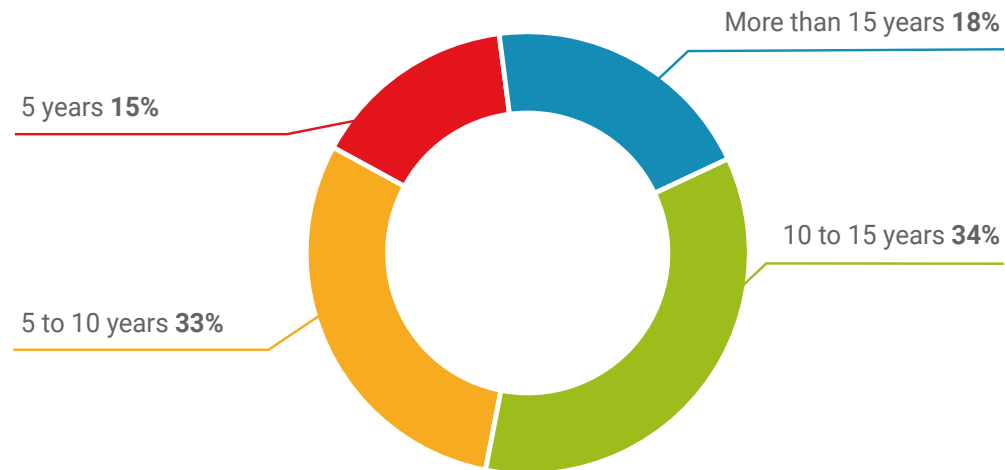
### Average Age

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Between **35** and **45** years old

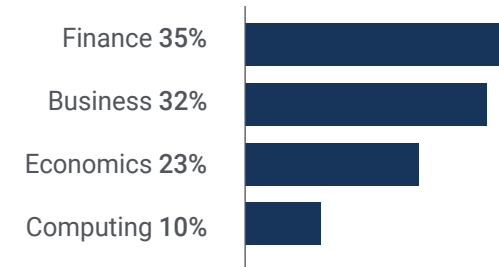
### Years of Experience

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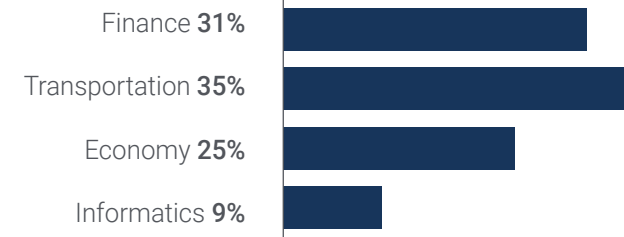
### Training

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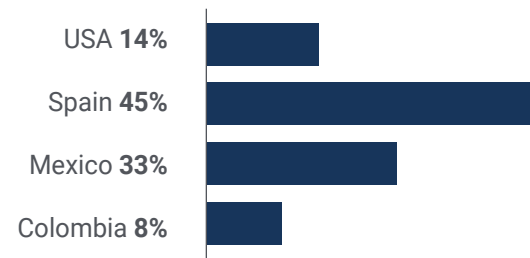
### Educational Profile

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## Geographical Distribution

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## Lucia Lombardo

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Assistant Treasury Manager

*My experience as a virtual student has been really enriching. At first, I had some doubts about how the whole online learning process would work, but I quickly discovered that it had many advantages. The flexible scheduling allowed me to fit my study around my daily responsibilities"*

08

# Course Management

This program will offer students the possibility of receiving an education provided by distinguished specialists with vast experience in the fields of Insurance, Tax Consulting and Law. In this way, entrepreneurs will be assured of obtaining a first class certification that will open the doors to success and accelerated advancement in their career path.



“

*Thanks to TECH, you will gain insight into the key strategies of reinsurance and coinsurance"*

## Management



### Ms. Cano Guerrero, Yolanda

- ◆ Counsel responsible for Indirect Taxation at *ANDERSEN*
- ◆ Specialist in digitalization and automation projects in *Compliance*.
- ◆ Responsible for the development of the Indirect Taxation practice at *Banking & Capital Markets, Asset Management*
- ◆ Director of international projects at PwC
- ◆ Law degree from the Complutense University of Madrid.
- ◆ Postgraduate Certificate in Business Law from the San Pablo CEU University.
- ◆ Professional Master's Degree in Tax Consultancy for professionals from the Madrid Business Institute.

## Professors

### Ms. Palacios Barrera, Ana

- ◆ Risk Manager at ARAG SE
- ◆ Director of Internal Audit at ARAG SE
- ◆ Inspector of Insurance Companies at the Superintendence of Banking and Insurance.
- ◆ Degree in Economics from the University of Lima.
- ◆ Professional Master's Degree in Management and Business Administration MBA at ESADE
- ◆ Professional Master's Degree in Digital Risk Management and Cybersecurity at EALDE Business School
- ◆ Postgraduate degree in Advanced Management Control at ESADE
- ◆ Postgraduate degree in Solvency II at the University of Barcelona.





“

*A unique, key, and decisive educational experience to boost your professional development”*

09

# Impact on Your Career

Upon completion of this program, graduates will experience significant progress in their professional careers, as they will have the opportunity to explore different career opportunities. In addition, they will acquire strategic skills and establish a solid network of connections that will be useful for their future, allowing them to enrich their education in this field. As a result, they will be prepared to face new challenges in the insurance industry.



“

*You will assess quantitative and qualitative risks in the framework of Solvency II”*

### Are you ready to take the leap? Excellent professional development awaits you

TECH's Postgraduate Certificate in Digital Transformation in the Insurance Industry is an intensive program that prepares you to face challenges and business decisions in the insurance industry. The main objective is to promote your personal and professional growth. Helping you achieve success.

If you want to improve yourself, make a positive change at a professional level, and network with the best, then this is the place for you.

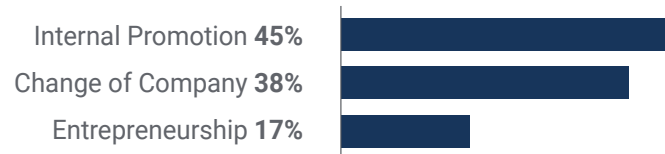
*A program that will prepare you for the challenges of the future, and update you on emerging risks in the industry, from cyber risks to ESG risks.*

*You will learn about digital transformation and manage risks in a more efficient and up-to-date way.*

#### Time of change



#### Type of change



### Salary increase

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This program represents a salary increase of more than **27.19%** for our students





10

# Benefits for Your Company

Upon completion of the program, the graduate will be fully proficient in the Risk Management System and will be ready to play a key role in the company. As a consequence, they will provide the organization with excellent advice and an adequate risk analysis, which will allow the adoption of the most accurate underwriting strategy. As a result, it will be able to carry out a more effective management, strengthening the protection of the insured and the stability of the sector.







“

*Don't miss this opportunity with which you will obtain key skills that will make you a leader in the insurance field"*

Developing and retaining talent in companies is the best long-term investment.

01

### **Growth of talent and intellectual capital**

The professional will introduce the company to new concepts, strategies, and perspectives that can bring about significant changes in the organization.

---

02

### **Retaining high-potential executives to avoid talent drain**

This program strengthens the link between the company and the professional and opens new avenues for professional growth within the company.

03

### **Building agents of change**

You will be able to make decisions in times of uncertainty and crisis, helping the organization overcome obstacles.

---

04

### **Increased international expansion possibilities**

Thanks to this program, the company will come into contact with the main markets in the world economy.



05

### **Project Development**

The professional can work on a real project or develop new projects in the field of R & D or business development of your company.

---

06

### **Increased competitiveness**

This program will equip students with the skills to take on new challenges and drive the organization forward.

11

# Certificate

The Postgraduate Certificate in Digital Transformation in the Insurance Industry guarantees students, in addition to the most rigorous and up-to-date education, access to a Postgraduate Certificate issued by TECH Global University.



“

*Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork”*

This program will allow you to obtain your **Postgraduate Certificate in Digital Transformation in the Insurance Industry** endorsed by **TECH Global University**, the world's largest online university.

**TECH Global University** is an official European University publicly recognized by the Government of Andorra (**official bulletin**). Andorra is part of the European Higher Education Area (EHEA) since 2003. The EHEA is an initiative promoted by the European Union that aims to organize the international training framework and harmonize the higher education systems of the member countries of this space. The project promotes common values, the implementation of collaborative tools and strengthening its quality assurance mechanisms to enhance collaboration and mobility among students, researchers and academics.

This **TECH Global University** title is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: **Postgraduate Certificate in Digital Transformation in the Insurance Industry**

Modality: **online**

Duration: **6 weeks**

Accreditation: **6 ECTS**



\*Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH Global University will make the necessary arrangements to obtain it, at an additional cost.





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- » Exams: **online**

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Signature