

SYLLABUS
Academic year 2024-2025
Year of Study II / Semester II

1. Information on academic program

1.1. University	„1 Decembrie 1918” University of Alba Iulia
1.2. Faculty	Faculty of Economics
1.3. Department	Business Administration and Marketing
1.4. Field of Study	Business Administration
1.5. Cycle of Study	Bachelor
1.6. Academic program / Qualification/ ESCO Code	Business Administration / 242102 Process improvement specialist, 242104 Process manager, 242110 Specialist in planning, control, and reporting of economic performance; ESCO Code 2421 - Management and Organisation Analysts

2. Information of Course Matter

2.1. Course		Insurance and reinsurance			2.2. Code		BA 221	
2.3. Course Leader/ Seminar Tutor				Associate Prof. PhD. Dănuțiu Adina Elena				
2.4. Seminar Tutor				Assistant PhD. Ciolomic Ioana Andreea				
2.5. Academic Year	II	2.6. Semester	II	2.7. Type of Evaluation (E – final exam / CE - colloquium examination / CA - continuous assessment)	E	2.8. Type of course (C– Compulsory, Op – optional, F - Facultative)		C

3. Course Structure (Weekly number of hours)

3.1. Weekly number of hours	3	3.2. course	2	3.3. seminar, laboratory	1
3.4. Total number of hours in the curriculum	42	3.5. course	28	3.6. seminar, laboratory	14
Allocation of time:					hours
a. Individual study of readers					11
b. Documentation (library)					10
c. Home assignments, Essays, Portfolios					10
d. Tutorials					-
e. Assessment (examinations)					2
f. Other academic activities (study visits, mentoring, projects)					-

3.7 Total number of hours for individual study (a+b+c)	31
3.8 Total number of hours for academic activities (d+e+f+3.4)	44
3.9 Total number of hours per semester (3.7+3.8)	75
3.10 Number of ECTS	3

4. Prerequisites (where applicable)

4.1. curriculum-based	-
4.2. competence-based	-

5. Requisites (where applicable)

5.1. course-related	Classroom with video projector / board
5.2. seminar/laboratory-based	Classroom with video projector board

6. Specific competences to be acquired (chosen by the course leader from the programme general competences grid)

Competences/Study results	<p>1. Knowledge, understanding of the basic concepts, theories and methods of the field and area of specialization; their proper use in professional communication</p> <p>2. Using basic knowledge to explain and interpret various types of concepts, situations, processes, projects, etc. associated with the field</p> <p>3. Application of basic principles and methods for solving well-defined problems/situations, typical of the field in conditions of qualified assistance</p>
Transversal competences	<p>CT1 Applying the principles, norms and values of professional ethics within one's own rigorous, efficient and responsible work strategy</p> <p>Solving in real time, in conditions of qualified assistance, a real/hypothetical problem at work, respecting the norms of professional ethics.</p>

7. Course objectives (as per the programme specific competences grid)

7.1 General objectives of the course	<p><i>To know and understand the fundamental concepts in the field of insurance and reinsurance; their adequate use in professional communication; to apply the fundamental methods and principles for solving well defined, typical situations/problems in the field, with qualified assistance;</i></p> <p>The discipline aims:</p> <ul style="list-style-type: none"> - to present to students the problem of the role of insurance in society as a way of protection against natural or economic risks; - the knowledge by the students of the main categories and types of insurance; - developing the students' ability to analyze the differentiation elements of insurance products; - the acquisition by the students of the abilities to determine the insurance premiums, as well as the calculation of damages; - presentation of the main reinsurance modalities
7.2 Specific objectives of the course	<p>The ability to know and understand:</p> <ol style="list-style-type: none"> 1) the basic notions regarding risk, insurance and reinsurance; 2) the characteristics of the different types of insurance; 3) the importance of insurance for the economic agent; 4) the importance of reinsurance for the insurer. <p>The ability to:</p> <ol style="list-style-type: none"> 1) analyze an insurance contract; 2) calculate the insurance premium and the compensation due for the insurance of goods, persons and civil liability; 3) decide on the opportunity of obtaining an insurance. <p>III. Affective-value skills</p> <ol style="list-style-type: none"> 1) formation of the capacity for analysis and decision; 2) formation of a socio-professional conduct that respects the requirements of the ethical and deontological code

8. Course contents

8.1 Course	Teaching methods	Remarks
<p>1. Theoretical and methodological framework of insurance</p> <p>a. Conceptual delimitations upon insurance</p> <p>b. Insurance functions</p> <p>c. Role of insurances;</p>	<i>Lecture, presentation, discussions</i>	<i>2 hours</i>
<p>2. Technical elements of insurance.</p>	<i>Lecture, presentation, discussions</i>	<i>2 hours</i>

3. Classification of insurances	<i>Lecture, presentation, discussions</i>	2 hours
4. Insurance contract	<i>Lecture, presentation, discussions</i>	2 hours
5. Insurance of goods a. General outlooks b. Main types of insurance of goods	<i>Lecture, presentation, discussion, case studies</i>	2 hours
6. Homeowners Insurance	<i>Lecture, presentation, discussions, case studies</i>	2 hours
7. Ensuring the buildings and content of legal entities.	<i>Lecture, presentation, discussions, case studies</i>	2 hours
8. Automobile Insurance	<i>Lecture, presentation, discussions, case studies</i>	2 hours
9. CARGO insurance	<i>Lecture, presentation, discussions</i>	2 hours
10. Insurance against civil liability a. General outlooks of insurance against civil liability b. Peculiarities of insurance against civil liability c. Main types of insurance against civil liability	<i>Lecture, presentation, discussions, case studies</i>	2 hours
11. Third party liability insurance a. General outlooks b. Peculiarities c. Main types of third party liability insurance	<i>Lecture, presentation, discussions</i>	2 hours
12. Life insurance and Annuities	<i>Lecture, presentation, discussions, case studies</i>	2 hours
13. Insurance against financial risks a. Credit insurance b. Guarantee insurance c. Guarantee insurance d. Profit loss insurance from insured risks	<i>Lecture, presentation, discussions, case studies</i>	2 hours
14. Reinsurance a. Need and significance b. Methods of reinsurance c. Forms of reinsurance	<i>Lecture, presentation, discussions, case studies</i>	2 hours

Bibliography

1. Dănuleşiu Adina-Elena, The analysis of the private health insurance market in Romania, Analele Universităţii Ovidius, Seria: Ştiinţe Economice, 2019
2. Dănuleşiu Dan-Constantin, Dănuleşiu Adina-Elena, Mandatory Home Insurance in the Romanian “Centru” Region of Development, Analele Universităţii Ovidius, Seria: Ştiinţe Economice, 2, 2018, 593-598
3. Danuletiu Dan-Constantin, Danuletiu Adina-Elena, Natural disasters effects’ financing through insurance in Romania (2010-2015), Annals of the University of Petroşani, Economics, 16(1), 83-94, 2016
4. Dănuleşiu Adina Elena, Dănuleşiu Dan Constantin, 2011. "Analysis of the Recent Evolutions of the Romanian Motor Insurance Market," Ovidius University Annals, Economic Sciences Series, vol. 0(2), pages 317-32
5. Dan Constantin Danuletiu, Adina Elena Danuletiu, 2011. "Trends And Challenges Of Romanian Brokerage Insurance Market," Annales Universitatis Apulensis Series Oeconomica, vol. 2(13), pages 24.
6. Danuletiu Adina Elena, Danuletiu Dan Constantin, Barna Flavia, 2009. "Agricultural Insurance In Romania," Annals of Faculty of Economics, Oradea, vol. 3(1), pages 169-175
7. Dănuleşiu Dan Constantin, Dănuleşiu Adina Elena, „Insurance brokerage in Romania”, European integration - new chalages for Romania economy, 30-31 Mai, Oradea, 2008
8. Guillaume Plantin When Insurers Go Bust: An Economic Analysis of the Role and Design of Prudential Regulation,

2009, Princeton University Press

9. Vera Brusentsev and Wayne Vroman Disasters in the United States: Frequency, Costs, and Compensation, 2016, W.E. Upjohn Institute
10. Rejda, George E.; McNamara, Michael, Principles of Risk Management and Insurance, 2012, Global Edition, Higher Education
11. Swiss Re, The essential guide for reinsurance, available at <https://www.swissre.com/Library/the-essential-guide-to-reinsurance.html>.
12. The International Association of Insurance Supervisors (IAIS), Global insurance market report for 2018, 2019 year, available at <https://www.iaisweb.org/file/82889/iais-global-insurance-market-report-2018v2>
13. Insurance Information Institute, Insurance Handbook, A guide to insurance: what it does and how it works, 2010, available at https://www.iii.org/sites/default/files/docs/pdf/Insurance_Handbook_20103.pdf
<https://asfromania.ro/en/>
<https://www.insuranceurope.eu/search/type/Publication>

8.2. Seminar	Teaching methods	Remarks
1. The risk and the theoretical-methodological framework of insurance	<i>Presentation, analysis, discussions</i>	<i>2 hours</i>
2. The technical elements of insurance. Insurance classification	<i>Presentation, analysis, exercises, discussions</i>	<i>2 hours</i>
3 Ensuring the buildings and content of legal entities. Complex insurance of homeowners	<i>Presentation, analysis, discussions, exercises</i>	<i>2 hours</i>
4. Automobile Insurance	<i>Presentation, analysis, discussions, exercises</i>	<i>2 hours</i>
5. Insurance against civil liability	<i>Presentation, analysis, discussions, exercises</i>	<i>2 hours</i>
6. Life insurance	<i>Presentation, analysis, discussions, excercises</i>	<i>2 hours</i>
7. Reinsurance	<i>Presentation, analysis, discussions, exercises</i>	<i>2 hours</i>

Bibliography

1. Dănulețiu Adina-Elena, The analysis of the private health insurance market in Romania, Analele Universității Ovidius, Seria: Științe Economice, 2019
2. Dănulețiu Dan-Constantin, Dănulețiu Adina-Elena, Mandatory Home Insurance in the Romanian “Centru” Region of Development, Analele Universității Ovidius, Seria: Științe Economice, 2, 2018, 593-598
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10. Rejda, George E.; McNamara, Michael, Principles of Risk Management and Insurance, 2012, Global Edition, Higher Education
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13. Insurance Information Institute, Insurance Handbook, A guide to insurance: what it does and how it works, 2010, available at https://www.iii.org/sites/default/files/docs/pdf/Insurance_Handbook_20103.pdf
14. <https://asfromania.ro/en/>
15. <https://www.insuranceeurope.eu/search/type/Publication>

9. Corroboration of course contents with the expectations of the epistemic community's significant representatives, professional associations and employers in the field of the academic programme

The content of the discipline is adapted to the demands of conducting activities in the field of insurance. At the same time, the discipline contains notions and concepts specific to the field of insurance that are necessary for students who want to specialize professionally in the field of insurance and reinsurance distribution, following the courses of the Institute of Financial Studies (ISF).

10. Assessment

Activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Percentage of the final grade
10.4 Course	<i>Final assessment</i>	<i>Written exam</i>	60%
	-	-	-
10.5 Seminar	<i>Eg. Verification during the semester</i>	<i>Portfolio with practical works</i>	40%
	-	-	-

10.6 Minimum performance standard: Obtaining minimum grade 5 (five).

This involves the student obtaining the competences of use in the practical activity of the following theoretical-methodological aspects, defining the technical elements of the insurance, calculating the insurance premium to be paid by the insured and calculating the compensation paid by the insurer in case of production. to an insured event.

Fill in date
16.09.2024

Course leader signature
PhD Associate prof. Dănulețiu Adina Elena

Seminar tutor signature
Assistant PhD. Ciolomic Ioana Andreea

Approval date in department
16.09.2024

Department director's signature,
Assoc. Prof. PhD. Maican Silvia