

Insurance Institute of Canada

# Advanced CIP Certificate



## Get your Advanced CIP and advance your influence

Leverage and build on the knowledge you gained in the CIP program by earning the Advanced CIP—your fast track to career advancement.

With the Advanced CIP you will:

- elevate your status in the workplace with valuable high-level skills, such as critical thinking, enhanced problem solving and effective communication;
- gain new insights and perspectives through online discussions with peers across the country that will enhance your contributions at work;
- have more opportunities for career advancement, as well as access to the prestigious FCIP program, whether or not you have a degree; and
- be in control of your study week with 24/7 access to the online learning environment.

### Certificate overview:

Courses	
<b>CIP</b>	One elective (see website for more details)
<b>A300</b>	Critical Thinking for Insurance Professionals
<b>A310</b>	Business Foundations for Insurance Professionals Prerequisite: A300
<b>A340</b>	Applied Business Practices in Insurance Prerequisite: A300 (completion of A310 also recommended)

### How you will learn:

	CIP elective	A300, A310, A340
<b>Learning options</b>	In-class, virtual (self-paced), or distance	Online, no weekly live classes
<b>Hours of study</b>	As per CIP course	8-10 hours/week (12 weeks)
<b>Exams</b>	Mid-term Final Exam	No exams Scheduled readings & assignments Weekly graded online discussions Course facilitator provides guidance & grades work



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Learning for the real world. Rewarding.



The Advanced CIP program can be tailored to your career path.

Career area	Recommended study path
Claims	<ol style="list-style-type: none"> <li>1. C111: Advanced Loss Adjusting Alternative electives: <ul style="list-style-type: none"> <li>• C32: Bodily Injury Claims</li> <li>• C39: Fraud Awareness and Prevention</li> </ul> </li> <li>2. A300: Critical Thinking for Insurance Professionals</li> <li>3. A310: Business Foundations for Insurance Professionals</li> <li>4. A340: Applied Business Practices in Insurance</li> </ol>
Underwriting	<ol style="list-style-type: none"> <li>1. C121: Advanced Underwriting Alternative electives: <ul style="list-style-type: none"> <li>• C40: Business Interruption Insurance</li> <li>• C47: Reinsurance</li> <li>• C48: Automobile Insurance Part 2</li> <li>• C49: Insurance Against Liability Part 2</li> </ul> </li> <li>2. A300: Critical Thinking for Insurance Professionals</li> <li>3. A310: Business Foundations for Insurance Professionals</li> <li>4. A340: Applied Business Practices in Insurance</li> </ol>
Brokers and/or Agents	<ol style="list-style-type: none"> <li>1. C131: Advanced Skills for the Insurance Broker and Agent Alternative electives: <ul style="list-style-type: none"> <li>• C39: Fraud Awareness and Prevention</li> <li>• C40: Business Interruption Insurance</li> <li>• C48: Automobile Insurance Part 2</li> </ul> </li> <li>2. A300: Critical Thinking for Insurance Professionals</li> <li>3. A310: Business Foundations for Insurance Professionals</li> <li>4. A340: Applied Business Practices in Insurance</li> </ol>
Risk Manager	<ol style="list-style-type: none"> <li>1. C131: Advanced Skills for the Insurance Broker and Agent Alternative electives: <ul style="list-style-type: none"> <li>• C47: Reinsurance</li> <li>• C72: Introduction to Risk Management and Commercial Lines</li> </ul> </li> <li>2. A300: Critical Thinking for Insurance Professionals</li> <li>3. A310: Business Foundations for Insurance Professionals</li> <li>4. A340: Applied Business Practices in Insurance</li> </ol>
Reinsurance	<ol style="list-style-type: none"> <li>1. C121: Advanced Underwriting Alternative elective: <ul style="list-style-type: none"> <li>• C47: Reinsurance</li> </ul> </li> <li>2. A300: Critical Thinking for Insurance Professionals</li> <li>3. A310: Business Foundations for Insurance Professionals</li> <li>4. A340: Applied Business Practices in Insurance</li> </ol>

*“As an insurance broker, you have to advise clients on coverage and understand what the client needs to insure, you need to ask the right questions and think critically. Surprisingly, critical thinking and how to apply it is one of the most important things I’ve learned so far in the Advanced CIP.”*

—Melissa De Melo,  
Account Executive,  
Partners Indemnity Insurance

## About the Insurance Institute:

The Insurance Institute is the premier source of professional education and career development for Canada’s property and casualty insurance industry. Annually, the Institute convokes approximately 1,000 students through various designation and certificate programs. Graduates continue to enhance their expertise by participating in the Institute-sponsored CIP Society. Established in 1899, the Institute is a not-for-profit organization serving more than 39,000 members across Canada through 19 volunteer driven provincial Institutes and Chapters.

**Learn more:** visit [www.insuranceinstitute.ca/AdvancedCIP](http://www.insuranceinstitute.ca/AdvancedCIP) or call Member Services at **1-866-362-8585**.

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