

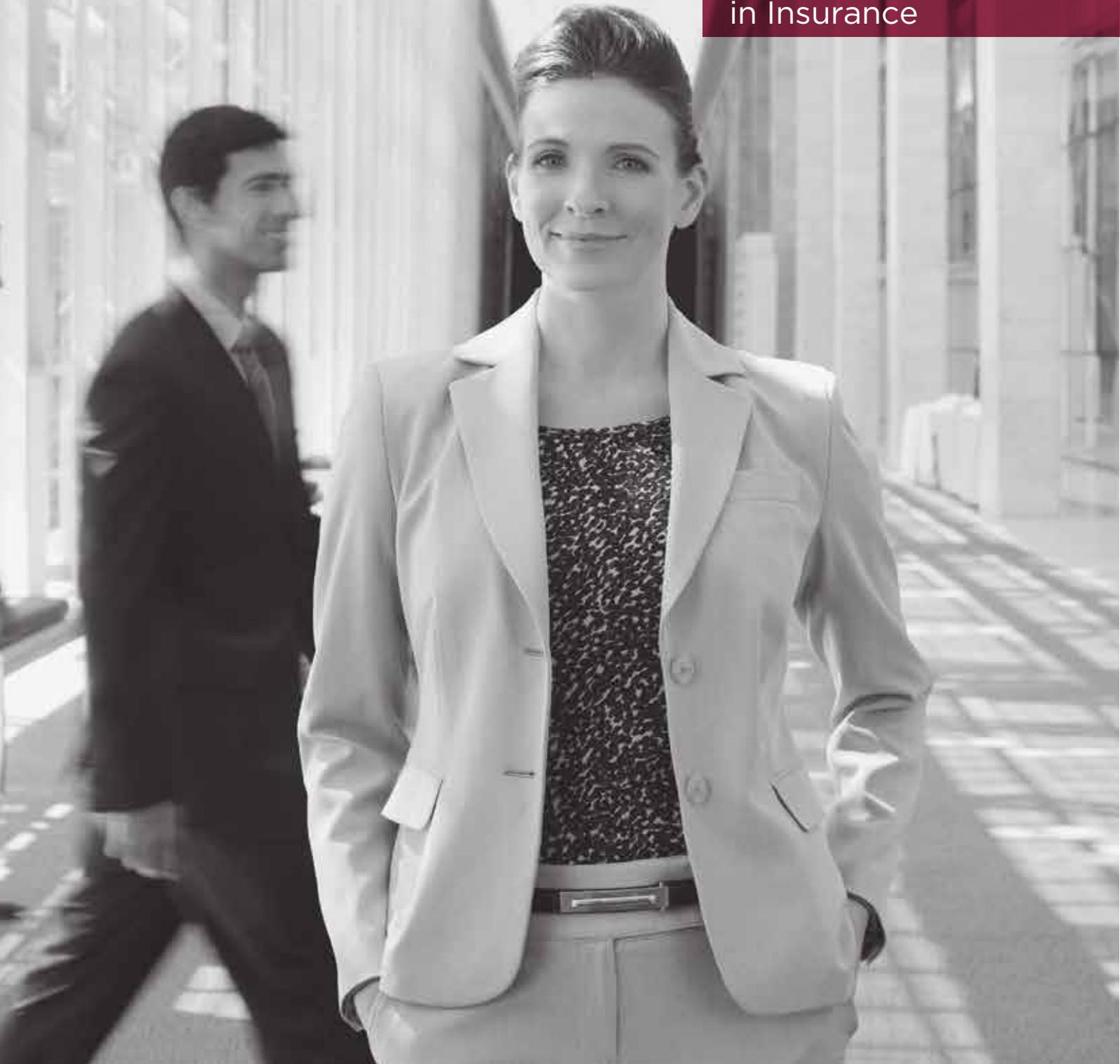


CYPRUS
INTERNATIONAL
INSTITUTE OF
MANAGEMENT

MBM

MSc Business Management

**with Specialisation
in Insurance**



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CIIM MBM -

MSc Business Management with Specialisation in Insurance

CIIM's Master of Science in Business Management (MBM) with Specialisation in Insurance is a practically-oriented business degree which empowers participants with an international standard of expertise in the main management aspects, such as managing people, managing finances, managing operations and managing sales/marketing.

The Insurance Specialisation equips participants with the necessary knowledge of the insurance environment, as well as the risks that can be encountered and the methods to manage them. It also helps understand the marketing dimension of the insurance business.

The programme is **specifically** designed for:

- Employees of insurance companies
- Insurance agents
- Candidates who are seeking a managerial career in the insurance industry

'Learning by Doing' Philosophy

Our key philosophy is 'Learning by Doing'. The programme uses innovative teaching and interactive learning methods with emphasis on action learning, problem solving and decision making in a practical context. These include company visits with Q&A sessions with the top managers, case studies, business games, career development seminars, live case projects, management simulations, presentations, team work, role playing, guest speakers from industry, and educational field trips abroad.

Participants of the MSc Business Management with Specialisation in Insurance will gain up-to-date professional managerial knowledge and skills that will ensure a powerful positive impact on the participants' career. Our courses address the following questions:

- ? What are the best strategies for profitable growth?
- ? How to manage people and teams as to maximize their productivity and effectiveness in achieving organizational goals and resolve conflicts in an effective and ethical manner?
- ? How to use effectively different marketing activities to gain more customers and boost sales?
- ? What digital marketing tools can be used to reach out to the younger audience and generate awareness of the available insurance products?
- ? How to manage successfully organizational and operational issues as well as recognize the need for change and lead such change for the benefit of the organisation and its stakeholders?
- ? What are the basic principles of insurance related to contracts, businesses, and consumer protection?
- ? How can the principles and basic tools of management help solve problems, make sound decisions and tap opportunities in the insurance business?

Dual Specialisation

Participants of the **MSc Business Management with Specialisation in Insurance** may benefit from the dual specialisation. Instead of completing the Final Project (Thesis), you may choose to do a second specialisation, for example, in Digital Marketing. Digital Marketing specialisation will be particularly useful to insurance agents and to those managerial professionals in insurance companies who are responsible for marketing and customer service. CIIM is an official partner of the Digital Marketing Institute (DMI) headquartered in Ireland www.digitalmarketinginstitute.com. The Digital Marketing Institute (DMI) is the world's leading professional body in the field of Digital Marketing. MSc Business Management participants will also qualify to receive the Professional Diploma in Digital Marketing issued by the DMI.





Profile of the MSc Business Management students with Specialisation in Insurance:

Average age: **37 years old**

Average work experience: **16 years**

Level of work: **supervisory**

TIME AND DURATION

13 months (quicker pace) or
24 months (slower pace)
Modular principle instead of
semesters (possibility to start
any time of the year)
Classes are in the evenings
(18.30 - 22.00 with a break) and/or
weekends (Saturday 9.00 - 17.15
with lunch and two coffee breaks,
you may expect two Saturdays per
month; Sunday 10.00 - 18.15, with
only very few Sundays during the
whole year)

ADMISSION REQUIREMENTS

- Working knowledge of English
- Bachelor's degree from an accredited programme, or 5+ years of work experience in the insurance industry and the Insurance Institute Diploma, or 10+ years of work experience in the insurance industry
- Success in the personal interview

GRADUATION REQUIREMENTS

To graduate, students are required to earn 90 ECTS credits as follows:

1. Earn 60 ECTS from taught core courses
2. Earn 30 ECTS from taught elective courses OR 15 ECTS from taught elective courses and 15 ECTS from a 12,000-word Final Project (Thesis)

FEES

- Application fee €50
 - Tuition fees: € 8,500
 - Registration: €850
 - Subscription and materials: € 180
- Total: € 9,580**

Members of the IIC are given a 20% reduction in tuition fees.

The language of instruction is English.



Students' Testimonials

“ My MSc degree at CIIM was a milestone in my academic studies as it assisted me in my continuous professional development. The CIIM provides unlimited opportunities to youngsters and persons whose quest for knowledge is never ending. The specialisation in Insurance greatly enhanced my knowledge in this fascinating sector of the economy despite my 19 years of work experience. Moreover, my interaction with other students both from Cyprus and abroad whose professions are in other fields of the economy enabled me to develop a better understanding of the worldwide business and insurance and how these are shaped by globalization. The lecturers are of high standards with a great experience in their field of knowledge and I derived the best out of them through their personal touch since they were always by me when I needed them.

Niki Constantinou

Claims Officer
General Insurance of Cyprus
(CIIM graduate 2018)

“ CIIM gives you more than just theory. The connections that I built at CIIM during my Master gave me the potential to enter the Insurance industry with competitiveness.

Apostolos Apostolou

Claims Officer (Motor Division)
Ethniki Insurance Company Cyprus
(CIIM graduate 2016)

Why CIIM?

With 28+ years of experience in the postgraduate management education, strong international accreditations, more than 2,000 alumni, and scores of corporate partners, the CIIM Business School is uniquely positioned to offer high quality degree programmes which have been developed in close consultation with employers and are being delivered by prominent international and local professors.

Learn **how** to think, **not what** to think!

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