



CPIB COURSE OUTLINE

STREAMS

PERSONAL LINES

Mandatory Courses:

Law & Ethics
Claims Administration
Advanced Personal Lines

Elective Courses(choose 3 within stream):

Accounting/Finance
Marketing
Sales Management
Communications
Business Administration

COMMERCIAL LINES

Law & Ethics
Claims Administration
Advanced Commercial Lines

Accounting/Finance
Marketing
Sales Management
Communications
Business Administration
*Risk Management

BROKER MANAGEMENT

Law & Ethics
Claims Management
Business Strategy

*Management Accounting
Marketing
*Human Resources
Communications
Organizational Behaviour
Business Finance
Management Information
Systems (MIS)
Sales Management

OUTLINE KEY

Brokers must complete 6 courses (3 mandatory and 3 elective courses) in their stream of specialization in order to obtain the designation. The courses marked with an * are strongly recommended due to their relevancy.

TM