

**UNIVERSITY TRAINING PROGRAM**  
**MAJOR: FINANCE – BANKING**

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**SYLLABUS**

- 1. Name: Insurance: Theory and Practice**
- 2. Code:**
- 3. Number of credits: 02**
- 4. Level:** for third-year student
- 5. Timing:**
  - + In class: 30 class periods (2 modular credit)
  - + Practice: 15 class periods
  - + Self-studying:
    - Individual: at least 15 class periods;
    - Group : class periods
- 6. Participating Conditions:** students who complete and have knowledge in concerning modules: Statistic, Principles of law, Financial and monetary theory.
- 7. Learning objective:** student should understand key concepts of insurance, the use and limitations of insurance, and the principles and practices employed in insurance markets.

**Aim:** to develop student’s understanding of principles and practice of insurance and its role in risk management.
- 8. Course description:** This module provides basic knowledge about risk management and insurance as well as insurance market for student.

**9. Student's task:** attend class and complete the assignments that given by lecturer

**10. Course material:**

- (1) Nguyễn Tiên Hùng (chief author), Text Book *Nguyên lý và thực hành bảo hiểm*, Finance Publisher, 2007;
- (2) Nguyễn Tiên Hùng, *Nguyên lý và thực hành bảo hiểm* – Workbook for student, UEH (internal usage- 2010)

– References:

- (1) David Bland, *Insurance: Practice and Principles* (Bilingual version English - Vietnamese), Finance Publisher, 2004;
- (2) Insurance market magazine– Reinsurance, VinaRe (quarterly publishing);
- (3) Vietnamese Insurance Market (annually Publishing), Ministry of Finance, Finance Publisher;

**11. Evaluation:**

- Attendance: 10%
- Quizzes: 20 %
- Presentation: 20%
- Final Exam: 50%

**12. Grade: 10.**

**13. Content:**

CONTENT	TIME
<b>PART 1: KNOWLEDGE ABOUT THE MARKET</b> <b>Chapter 1: Insurance market</b> 1.1. History of insurance 1.1.1. History of World Insurance market 1.1.2. History of Vietnam insurance market 1.2. Component of Insurance Market 1.2.1. Supply of insurance market 1.2.2. Demand of insurance market	6 periods

<p>1.3. Insurance market Environment</p> <p>1.3.1. Macro environment</p> <p>1.3.2. Micro environment</p>	
<p><b>PART 1- PRINCIPLE OF INSURANCE</b></p> <p><b>Chapter 2 – RISK AND RISK MANAGEMENT</b></p> <p>2.1. Definition(s)</p> <p>2.1.1. Loss</p> <p>2.1.2. Risk</p> <p>2.1.3. Peril</p> <p>2.1.4. Hazard</p> <p>2.2. Ways to solve risk</p> <p>2.2.1. Risk Avoidance</p> <p>2.2.2. Risk Retention</p> <p>2.2.3. Risk transference</p> <p>2.2.4. Risk Control</p> <p>2.2.5. Reduce the hazard - Reduce the loss</p> <p>2.3. Risk management</p> <p>2.3.1. Risk management concept</p> <p>2.3.2. History of risk management</p> <p>2.3.3. Methods to identify, evaluate and make plan to solve risk</p>	<p>8 periods</p>
<p><b>Chapter 3: PRINCIPLE OF INSURANCE</b></p> <p>3.1. Insurance nature</p> <p>3.1.1. Analyse various insurance definitions</p> <p>3.1.3. Insurance nature</p> <p>3.2. The necessity for Insurance</p> <p>3.2.1. The origin of risk</p> <p>3.2.2. The preeminent of Insurance in solving risks</p> <p>3.3. Function of Insurance</p> <p>3.3.1. The safety and spare tool</p> <p>3.3.2. Intermediary Fundamental Role</p> <p>3.4. Insurance - Classification</p> <p>3.4.1. General classification</p> <p>3.4.2. Commercial Insurance classification</p> <p>3.5. Insurable Risk</p> <p>3.5.1. Technical conditions</p>	<p>12 periods</p>

<p>3.5.2. Financial conditions</p> <p>3.5.3. Legal conditions</p> <p>3.5.4. Heinrich model</p> <p>3.6. Fundamental Principle in Business Operation</p> <p>3.6.1. The basic fundamental Principle in Business Operation</p> <p>3.6.2. Fundamental Principle in Business Operation of Non – life insurance</p> <p>3.6.3. Fundamental Principle in Business Operation of Life insurance</p> <p>3.6.4. Fundamental Principle in Business Operation of Coinsurance and Reinsurance</p> <p>3.7. Legal Fundamental for Insurance Business</p> <p>3.7.1. General principle</p> <p>3.7.2. Legal Fundamental for Insurance Business in Vietnam</p>	
<p><b>CHAPTER 4: INSURANCE CONTRACT</b></p> <p>4.1. Overview of an insurance contract</p> <p>4.1.1. Insurance contract definition</p> <p>4.1.2. Characteristics of insurance contracts</p> <p>4.1.3. Validity of insurance contracts</p> <p>4.3. Components of an insurance contract</p> <p>4.3.1. Components involving risks</p> <p>4.3.2. Insurance premium</p> <p>4.3.3. Sum Insured</p>	<p>4 periods</p>