



*The*  
***Insurance Institute***  
*Of Ireland*

PROMOTING PROFESSIONALISM SINCE 1885

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**GEN3B - GENERAL INSURANCE PRODUCTS (COMMERCIAL LINES)**

**SYLLABUS 2009**

**Objective:** To develop in the candidate a sound knowledge and understanding of the scope of the commercial general insurance products available in the Irish market.

**Note :** The syllabus will be based on Irish law and practice

**CHAPTER 1 – INSURANCE PRODUCTS**

On completion, the candidate should be able to

- recognise the factors impacting on the business environment in which insurance operates;
- outline the factors which drive product innovation;
- differentiate between the personal and commercial lines insurance consumer.

**CHAPTER 2 – COMMERCIAL PROPERTY INSURANCE – FIRE, FIRE & SPECIAL PERILS AND ‘ALL RISKS’**

**Material damage**

On completion, the candidate should be able to

- discuss the following aspects of material damage insurance (including commercial ‘*all risks*’):
  - types of property capable of being insured;
  - scope of cover provided and bases of cover;
  - policy extensions and options available.

**Contractors’ ‘*all risks*’ insurance**

On completion, the candidate should be able to

- describe the main features and operation of basic types of policy cover for contractors’ property, including:
  - types of property capable of being insured;
  - scope of cover provided and bases of cover;

- policy extensions and options available.

## **CHAPTER 3 – COMMERCIAL PROPERTY INSURANCE – OTHER COVERS AND CONSIDERATIONS**

### **Theft**

On completion, the candidate should be able to

- discuss the following aspects of theft insurance:
  - types of property capable of being insured;
  - scope of cover provided and bases of cover;
  - policy extensions and options available.

### **Money**

On completion, the candidate should be able to

- discuss the following aspects of money insurance:
  - types of property capable of being insured;
  - scope of cover provided and bases of covers;
  - policy extensions and options available.

### **Goods in transit**

On completion, the candidate should be able to

- discuss the following aspects of goods in transit insurance:
  - types of property capable of being insured;
  - scope of cover provided and bases of cover;
  - policy extensions and options available.

### **Farm insurance**

On completion, the candidate should be able to

- discuss the following aspects of farm insurances:
  - types of property capable of being insured;
  - scope of cover provided and bases of cover;
  - policy extensions and options available.

### **Engineering**

- briefly outline the scope of engineering insurance.

## Property Policy Arrangements

On completion, the candidate should be able to

- apply the concept of declaration policies to stock insurances;
- explain seasonal stock insurance, the escalator clause, collective and blanket property policies.

## CHAPTER 4 – BUSINESS INTERRUPTION INSURANCE

On completion, the candidate should be able to

- state the function of business interruption insurance and the factors involved in assessing the BI risk of an organisation;
- define gross profit in the context of BI insurance;
- calculate the BI sum insured using the addition and difference basis;
- discuss the impact of the chosen indemnity period;
- discuss the scope of cover provided, perils and exclusions;
- discuss the operation of the material damage warranty;
- outline the extensions and options available under a BI policy;
- calculate a simple business interruption claim.

## CHAPTER 5 – LIABILITY INSURANCE

### Employers' liability

On completion, the candidate should be able to

- discuss the main features and operation of employers' liability insurance, including:
  - statutory influences;
  - scope of cover provided and bases of cover;
  - indemnity limits and geographic scope;
  - policy extensions and options available;
  - jurisdiction clauses.

### Legal protection

On completion, the candidate should be able to

- describe the main features and operation of legal protection insurance, including:
  - statutory influences;
  - scope of cover provided and bases of cover;
  - indemnity limits and geographic scope;
  - policy extensions and options available.

## **Public liability**

On completion, the candidate should be able to

- discuss the main features and operation of public liability insurance, including:
  - statutory influences;
  - scope of cover provided and bases of cover;
  - indemnity limits and geographic scope;
  - policy extensions and options available;
  - jurisdiction clauses.

## **Product liability**

On completion, the candidate should be able to

- discuss the main features and operation of product liability insurance, including:
  - statutory influences;
  - scope of cover provided and bases of cover;
  - indemnity limits and geographic scope;
  - policy extensions and options available;
  - jurisdiction clauses.

## **Other Liability Covers**

On completion, the candidate should be able to

- outline the main features of Directors' and Officers' liability insurance;
- outline the main features of Professional Indemnity liability insurance;
- outline the main features of Libel and Slander insurance;
- outline the main features of Pension Trustee liability insurance;
- outline the main features of Environmental Impairment liability insurance.

## **CHAPTER 6 – MOTOR INSURANCE**

### **Regulation and the motor insurance market**

On completion, the candidate should be able to

- explain the regulation which is specific to motor insurance arising out of the EU Motor Insurance Directives and the Irish Road Traffic Acts.

## **Private motor insurance**

### **Cover and benefits**

On completion, the candidate should be able to

- describe the types of cover and benefits applicable to private cars (whether privately owned or not) and motor cycles.

### **Additional benefits and extensions**

On completion, the candidate should be able to

- describe the extensions commonly available for a private motor policy.

### **Exclusions and conditions**

On completion, the candidate should be able to

- describe typical exclusions and list the common motor insurance policy conditions.

### **No claims discount**

- explain the function and types of No Claims Discounts.

## **Commercial Motor Insurance**

- differentiate between the cover provided by private and commercial vehicle motor insurance policies;
- describe the scope of and specific considerations relevant to motor insurance on goods carrying vehicles;
- outline the scope of and specific considerations relevant to motor insurance on hire cars;
- describe the scope of and specific considerations relevant to motor insurance on agricultural motor vehicles;
- explain the specific considerations relevant to motor insurance on buses and coaches;
- outline the specific considerations relevant to motor insurance on vehicles of special construction (special types);
- outline the scope of motor fleet insurance;
- explain the scope of motor traders' insurance;
- outline the optional benefits available under commercial vehicle motor insurance policies;
- explain the function of motor contingent liability insurance.