

# Management



## AIM | AIS | AAI-M | AU-M | AIC-M | Leadership Education

With The Institutes' management learning solutions, you'll gain a solid understanding of management principles and practices. Plus, you'll develop the real-world skills you need to effectively manage your team, strategically plan initiatives, and make smarter business decisions. Here are some of The Institutes' offerings—visit our website for a full list of our learning solutions, including the Chartered Property Casualty Underwriter (CPCU®) designation.

### The Institutes' Management Education Offerings

#### Program in Supervisory Management (SM)

- Increase new supervisor effectiveness by learning how to effectively transition from line employee to the role of supervisor
- Improve job performance across the organization with an understanding of practical work and time management techniques

**Course Level:** Beginner

**Exams:** Two

**Completer Info:** Passing the required exam earns a certificate of completion

#### Associate in Management (AIM™)

- Build productivity by understanding how to improve performance and establish meaningful goals
- Decrease talent acquisition costs by learning to manage human resources strategically

**Course Level:** Intermediate

**Exams:** Three

**Completer Info:** Passing the required exam earns a designation

#### Associate in Insurance Services (AIS™)

- Improve service quality by gaining an understanding of customer needs and motivations
- Increase productivity and efficiency by learning to identify and improve key business processes
- Ensure consistent service by learning to effectively monitor and adjust to change

**Course Level:** Beginner

**Completer Info:** Passing the AIS 25 exam earns a certificate of completion. Earning the designation requires passing additional exams. Log on to our website for more information.

#### Management Program Tracks

The Institutes offer management tracks within specialized designation programs specifically for professionals focused on developing or enhancing their management skills.

##### Accredited Adviser in Insurance–Management (AAI-M™)

Align your agency's operations with its organizational goals through strategic risk analysis and effective portfolio management.

##### Associate in Claims–Management (AIC-M™)

Use new leadership skills and in-depth claims knowledge to align the claims function with your organizational goals.

##### Associate in Commercial Underwriting–Management (AU-M™)

Further contribute to your organization's profitability by using new knowledge of how to manage and reunderwrite a book of business.

# Management

## Leadership Education

- **The Institutes' Management Education at the Wisconsin School of Business**

### *Business Strategy for Emerging Risk and Insurance Leaders*

For experienced or high-potential managers and supervisors, this three and a half-day, program will enable you to:

- Gain new knowledge that will help you advance up the management ranks
- Deepen your understanding of how to successfully execute business strategy
- Develop the leadership skills you need to positively impact your organization

- **The Institutes' Executive Education at the University of Virginia Darden School of Business**

### *Lead With an Enterprise Perspective in Risk and Insurance*

For senior-level managers with 12 or more years of industry experience, this five-day, interactive program will enable you to:

- Envision and design strategic frameworks and organizational strategies
- Understand insurance industry issues and how they influence decision making
- Learn how to lead organizational change in a high-performance environment

## Questions

For more information and to take advantage of The Institutes' free educational advising service, please contact Customer Service at CustomerService@TheInstitutes.org or call (800) 644-2101. You can also visit us online at [www.TheInstitutes.org](http://www.TheInstitutes.org), where you will find everything you need to know about registering for exams, purchasing study materials and more.

## About The Institutes

The Institutes are the leader in delivering proven knowledge solutions that drive powerful business results for the risk management and property-casualty insurance industry.

The Institutes' knowledge solutions include the CPCU designation program; associate designation programs in areas such as claims, risk management, underwriting, and reinsurance; introductory and foundation programs; online courses; research; custom solutions; assessment tools; and continuing education (CE) courses for licensed insurance professionals and adjusters through CEU, powered by The Institutes.

## YOUR PROFESSIONAL DEVELOPMENT PLANNER

### PHASE I

To fully understand the insurance industry and develop the ability to apply fundamentals in your daily work, you need a solid foundation in core concepts and principles.

#### Insurance Essentials

#### Online Learning Fundamentals Courses

#### Company-Specific Training

#### Introduction to

### PHASE II

Once you have an overall understanding of the industry, you'll be able to benefit from more-technical knowledge. Choose a generalist (**G**) or specialist (**S**) approach, depending on your needs.

#### Associate in General Insurance (**G**)

#### Online Learning (**S**):

#### Associate in (**S**):

#### CPCU (**G**)

#### Company-Specific Training (**S**):

### PHASE III

Professional development should continue throughout your career so you can stay current on the latest industry practices and refine your technical insurance knowledge.

#### Online Learning

#### Associate in:

#### CPCU

#### Company-Specific Training: