

**UNIT STANDARD MAKE UP OF AOLSA OFFERING – 2011**

**SHORT TERM INSURANCE**  
**FETC Short Term Insurance 66610**

**OPTION 1**

**Basic S-COP**

**Basics of Insurance (20 credits)**

- 12164 Demonstrate knowledge and insight of FAIS -2@4
- 120128 Apply the law of contract to insurance - 3@4 CORE
- 120124 Demonstrate knowledge of insurable risk - 3@4 CORE
- 117121 Apply knowledge and insight into the Short Term Insurance Act and the accompanying regulations - 3@4
- 120005 Demonstrate knowledge and understanding of personal motor insurance - 4@4 CORE
- 120112 Demonstrate knowledge and understanding of the sales process in Short Term insurance - 3@4
- 117129 Apply the regulations for disclosure that are required as part of the financial sales process - 2@4

**S-ICiBS**

**Practice of Short Term (41 credits – all CORE)**

Book 1:

- 113911 Use an electronic system as a tool in a financial services context -2@3 CORE
- 117117 Describe the standard insurance cover in terms of SASRIA - 4@4 CORE
- 120121 Apply technical knowledge and understanding of the cover provided under a Short Term multi-Peril insurance policy - 5@4 CORE
- 119265 Manage risk in own work environment - 2@4 CORE
- 117133 Manage own work performance in relation to an organisation's performance management system - 2@3 CORE
- 114943 Describe how to manage workplace relationships - 2@3 CORE
- 114985 Indicate how different needs lead to the development of different financial services products - 4@3 CORE

Book 2:

- 13940 Demonstrate knowledge and application of ethical conduct in a business Environment - 4@4 CORE
- 119676 Apply the skills of customer care in a specific work environment - 4@4 CORE
- 120127 Demonstrate knowledge and understanding of issues of compliance or non-activity that could result in civil or criminal liability in terms of business law - 2@4 CORE
- 120019 Analyse new developments reported in the media that could impact on Short Term insurance -10@4 CORE

**(Learners who allready did the 30 Credit S-CoP do not need to do book 2 of ICiBS)**

## **Business Calculations (16 fundamental credits)**

- 7468 Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues - 6@4
- 9015 Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life related problems - 6@4
- 9016 Represent analyse and calculate shape and motion in 2- and 3-dimensional space in different contexts - 4@4

## **Business Communications (20 fundamental credits)**

- 8974 Engage in sustained oral communication and evaluate spoken texts - 5@4
- 8975 Read, analyse and respond to a variety of texts - 5@4
- 8976 Write for a wide range of contexts - 5@4
- 8979 Use language and communication in occupational learning programmes - 5@4

## **Financial Literacy (12 fundamental credits)**

- 117158 Investigate ways of managing financial risk in own lives - 5@4
- 117127 Describe and apply the basic principles of personal income tax - 3@4
- 117156 Interpret basic financial statements - 4@4

## **Rest of Qualification (Short Term)**

Since the fundamentals have already been covered, the only outstanding requirement is the additional electives and the second language course (which will be provided by AOLSA as it has no specific insurance focus).

### **(Application of) Personal Lines Short Term (18 elective @ level 4)**

- 120118 Underwrite a standard risk in Short Term personal insurance - 6@4
- 120008 Demonstrate knowledge and understanding of the insurance of pleasure craft - 3@4
- 120132 Apply knowledge of personal liability insurance - 3@4
- 14319 Explore strategies to retain or expand existing business in the insurance/ investment industry - 3@4
- 113903 Demonstrate skills and techniques required to build a relationship with a client in a financial services environment - 3@4

**OR**

### **(Application of) Commercial Short Term (30 elective @ level 4)**

- 120135 Apply technical knowledge and understanding of business motor insurance – 5@4
- 120122 Apply technical knowledge of short term insurance to the All Risks section of a commercial policy - 2@4
- 120115 Apply technical knowledge and understanding of business insurance - 10@4
- 120120 Apply knowledge of business interruption - 3@4
- 117149 Apply knowledge and insight into the statutory cover afforded under the COIDA Act - 3@4
- 117155 Explain the scope of COIDA - 2@4
- 120125 Apply knowledge of public liability insurance - 3@4
- 120012 Demonstrate knowledge and understanding of the scope of travel insurance in South Africa - 2@4

**OR**

**Application of Short Term Claims and Underwriting (12 elective @ level 4)**

- 120137 Demonstrate knowledge and skill in order to assess a non-motor claim - 3@4
- 120130 Apply basic technical knowledge of a vehicle to authorise a light motor vehicle claim - 3@4
- 119682 Demonstrate knowledge and application of the VAT Act as it applies to insurance - 2@4
- 117111 Apply knowledge of basic accounting principles to financial services - 4@3

**AND**

**ELECTIVE (Choose one of the following)**

**Personal Lines (19 credits)**

- 120022 Apply knowledge and understanding of personal accident insurance - 2@4
- 120011 Explain personal all risks insurance - 2@4
- 120015 Demonstrate knowledge of insurance of houseowner's insurance - 3@4
- 120016 Apply knowledge of household insurance - 4@4
- 120136 Apply knowledge of Short Term Insurance to reinsurance - 5@4
- 120123 Process a short term insurance claim - 3@4

**OR**

**Commercial Lines (18 credits)**

- 120110 Underwrite a standard risk in short term commercial insurance - 10@4
- 120136 Apply knowledge of Short Term Insurance to reinsurance - 5@4
- 120123 Process a short term insurance claim - 3@4

OPTION 1		OPTION 2		OPTION 3		OPTION 4		OPTION 5		OPTION 6	
COP	20	COP	20	COP	20	COP	20	COP	20	COP	20
ICIBS	41	ICIBS	41	ICIBS	41	ICIBS	41	ICIBS	41	ICIBS	41
BUS SBJ	48	BUS SBJ	48	BUS SBJ	48	BUS SBJ	48	BUS SBJ	48	BUS SBJ	48
APP PL	18	APP CL	30	APP UND/CL	12	APP PL	18	APP CL	30	APP UND/CL	12
Pers Lines	19	Pers Lines	19	Pers Lines	19	Comm Lines	18	Comm Lines	18	Comm Lines	18
<b>TOTAL</b>	146		158		140		145		157		139

## OPTION 2

### **Personal Lines – P-CoP Basics of Short Term (39 credits)**

- 12164 Demonstrate knowledge and insight of FAIS -2@4
- 120128 Apply the law of contract to insurance - 3@4 CORE
- 120124 Demonstrate knowledge of insurable risk - 3@4 CORE
- 117121 Apply knowledge and insight into the Short Term Insurance Act and the accompanying regulations - 3@4
- 120005 Demonstrate knowledge and understanding of personal motor insurance - 4@4 CORE
- 120022 Apply knowledge and understanding of personal accident insurance - 2@4
- 120011 Explain personal all risks insurance - 2@4
- 120015 Demonstrate knowledge of insurance of houseowner's insurance - 3@4
- 120016 Apply knowledge of household contents insurance - 4@4
- 120112 Demonstrate knowledge and understanding of the sales process in Short Term insurance - 3@4
- 120136 Apply knowledge of Short Term Insurance to reinsurance - 5@4
- 120123 Process a short term insurance claim - 3@4
- 117129 Apply the regulations for disclosure that are required as part of the financial sales process - 2@4

## OR

### **Commercial Lines – C-CoP Basics of Short Term (34 credits)**

- 12164 Demonstrate knowledge and insight of FAIS -2@4
- 120128 Apply the law of contract to insurance - 3@4 CORE
- 120124 Demonstrate knowledge of insurable risk - 3@4 CORE
- 117121 Apply knowledge and insight into the Short Term Insurance Act and the accompanying regulations - 3@4
- 120110 Underwrite a standard risk in short term commercial insurance - 10@4
- 120112 Demonstrate knowledge and understanding of the sales process in Short Term insurance - 3@4
- 120136 Apply knowledge of Short Term Insurance to reinsurance - 5@4
- 120123 Process a short term insurance claim - 3@4
- 117129 Apply the regulations for disclosure that are required as part of the financial sales process - 2@4

## **S-ICiBS**

### **Practice of Short Term (41 credits – all CORE)**

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- 114985 Indicate how different needs lead to the development of different financial services products - 4@3 CORE
- 13940 Demonstrate knowledge and application of ethical conduct in a business Environment - 4@4 CORE
- 119676 Apply the skills of customer care in a specific work environment - 4@4 CORE
- 120127 Demonstrate knowledge and understanding of issues of compliance or non-activity that could result in civil or criminal liability in terms of business law - 2@4 CORE
- 120019 Analyse new developments reported in the media that could impact on Short Term insurance -10@4 CORE

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OPTION 1		OPTION 2		OPTION 3		OPTION 4		OPTION 5		OPTION 6	
PCOP	39	PCOP	39	PCOP	39	CCOP	34	CCOP	34	CCOP	34
ICIBS	41	ICIBS	41	ICIBS	41	ICIBS	41	ICIBS	41	ICIBS	41
BUS SBJ	48	BUS SBJ	48	BUS SBJ	48	BUS SBJ	48	BUS SBJ	48	BUS SBJ	48
APP PL	18	APP CL	30	APP UND/CL	12	APP PL	18	APP CL	30	APP UND/CL	12
	146		158		140		141		153		135