FBLA HS: Insurance & Risk Management

Competency A: Risk Management	MBA Research Performance Indicators	LAPs
Tasks		
1. Understand the risk management model (identify hazards, assess and prioritize risks, choose control measures, implement controls, and monitor and review results).	SM:075 Explain the nature of risk management (SP)	LAP-SM-075 Prepare for the Worst; Expect the Best (Nature of Risk Management)
2. Understand the enterprise risk management model -- ERM (state goal, identify risks, evaluate risks, treat risks, monitor and review results, and communicate results).	SM:075 Explain the nature of risk management (SP) RM:062 Discuss the nature of enterprise risk management (ERM) (SP)	LAP-SM-075 Prepare for the Worst; Expect the Best (Nature of Risk Management)
3. Adapt risk management model to meet organization's needs.	RM:090 Develop risk-management plan (MN) RM:045 Develop a risk-management program (MN)	
4. Understand how risk creates value.		
5. Know the risk management process of creating a risk program.	RM:045 Develop a risk-management program (MN)	
6. Create valid risk forecasts.	SM:077 Identify speculative business risks (MN)	
7. Perform risk mapping and risk profiling.	RM:059 Explain ways to assess risk (MN) RM:049 Measure risk (MN) FI:695 Calculate financial risk ratios (MN)	
8. Determine the cost of risk.	FI:695 Calculate financial risk ratios (MN)	

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9. Apply risk control theories to create prevention, reduction, enablement, and enhancement tactics.	RM:058 Discuss the nature of risk control (i.e., internal and external) (SP) RM:061 Discuss risk control systems (MN)	
10. Create emergency response and business continuity plans.	OP:493 Develop an operational contingency plan (MN)	
11. Understand risk retention plans and risk financing transfers.	RM:052 Explain financial risk management techniques (e.g., derivatives, contracts, insurance, subrogation, indemnity agreements, self-insured retentions, captives, etc.) (MN)	
12. Understand how to prepare risk management reports.		
13. Understand legal components of risk management industry.	RM:043 Discuss legal considerations affecting risk management (SP)	
14. Recommended insurance for the types of risk commonly faced by young adults.	FI:571 Determine insurance needs (SP)	
Competency B: Property and Liability Insurance	**MBA Research Performance Indicators**	**LAPs**
Tasks		
1. Differentiate between the main types of auto insurance coverage.	PD:319 Describe components of automobile insurance coverage (SP)	
2. List facts that can increase or reduce auto insurance premiums.	PD:319 Describe components of automobile insurance coverage (SP)	

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3. Determine the legal minimum amounts of auto insurance coverage required in one's state of residence and recommended optimal amounts.	FI:571 Determine insurance needs (SP)	
4. Calculate the amount paid on insurance claims after applying exclusions and deductibles.		
5. Compare costs of auto insurance, given different deductibles and liability coverage limits.	FI:571 Determine insurance needs (SP)	
6. Explain renter's insurance benefits.	PD:321 Discuss components of homeowners/renters insurance (SP)	
7. What are worker's compensation benefits in states and how are they paid.	PD:330 Explain the nature of workers compensation insurance (SP)	
Competency C: Health, Disability, and Life Insurance	**MBA Research Performance Indicators**	**LAPs**
Tasks		
1. Analyze conditions when people need health, disability, and life insurance	FI:571 Determine insurance needs (SP)	
2. Identify government programs, including social security, that provide financial assistance for income loss due to illness, disability, or premature death.	PD:331 Discuss the nature of Medicaid (SP) PD:332 Explain the nature of Medicare (SP)	
3. Compare sources of health and disability insurance.	PD:320 Discuss the nature of health insurance coverage (SP) PD:324 Describe the nature of disability insurance (SP)	

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4. Explain purpose of long-term care insurance.	PD:333 Discuss the nature of long-term care insurance (SP)	
5. Create a basic financial plan and explain both the benefits and how the plan will change over time.	OP:454 Determine client's insurance needs (SP)	
Competency D: Insurance Knowledge	**MBA Research Performance Indicators**	**LAPs**
Tasks		
1. Recognize basic policy types and basic policy features.	FI:081 Describe the concept of insurance (CS)	
2. Determine how companies underwrite life insurance.	RA:004 Explain insurance underwriting techniques and processes (SP)	
3. Define term insurance and permanent insurance.	PD:323 Discuss the nature of life insurance (SP)	
4. Understand the basics of contract provisions and legal doctrines.	BL:083 Describe the nature of insurance contracts (MN)	
5. Understand claims management.	OP:188 Discuss the nature of insurance claims (CS)	
6. Create portfolios and place insurance coverage.		
7. Be knowledgeable of global insurance markets.		
8. Understand the importance of pricing, risk aversion, and regulation.	BL:101 Discuss federal and state regulation governing the insurance industry (SP) OP:373 Explain the nature of pricing and rate-making in insurance (SP)	

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9. Negotiate, write, and renew insurance contracts.		
10. Define regulations that ensure compliance and demonstrate adherence to insurance industry regulations.	BL:101 Discuss federal and state regulation governing the insurance industry (SP)	
11. Explain legal concepts pertinent to the insurance industry.	BL:082 Discuss fundamental legal principles that pertain to insurance (e.g., indemnity, insurable interest, subrogation, utmost good faith) (MN)	
12. Describe insurance products and their benefits.	FI:081 Describe the concept of insurance (CS)	
13. Discuss the nature of insurance fraud.	OP:187 Discuss the nature of insurance fraud (SP)	
14. Investigate suspected insurance fraud.	OP:285 Investigate suspected insurance fraud (SP)	
15. Process a claim to fulfill company's legal obligation to client.	OP:289 Process an insurance claim (SP)	
16. Ensure regulatory compliance of EPA, OSHA, NFPA, ERISA, and COBRA laws and regulations.	BL:101 Discuss federal and state regulation governing the insurance industry (SP) BL:137 Explain federally mandated health insurance requirements and restrictions (e.g., ERISA, COBRA, HIPAA, Affordable Care Act) (SP) BL:152 Comply with insurance regulations (SP)	
17. Discuss the insurance business cycle (agent, underwriter, claims, settlement, etc.)	PD:157 Describe the nature of the insurance industry (CS)	

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Competency E: Decision Making	MBA Research Performance Indicators	LAPs
Tasks		
1. Recognize and analyze problems and make decisions based on global environments.	PD:017 Make decisions (CS) PD:077 Demonstrate problem-solving skills (CS)	*LAP-PD-017 Weigh Your Options (Decision-Making)* *LAP-PD-077 No Problem (Demonstrating Problem-Solving Skills)*
2. Use benchmarking to compare data.		
3. Understand the techniques and processes for optimizing risk taking decisions with in an organization (Enterprise Risk Management).	RM:062 Discuss the nature of enterprise risk management (ERM) (SP)	
4. Analyze the risk posed by potential clients in order to make insurance approval/denial decisions.	RA:003 Underwrite an insurance policy (SP)	
5. Demonstrate ethical decision making by compliance with fiduciary duties of care (competency and due diligence).	PD:290 Explain ethical issues in insurance (SP)	
Competency F: Ethics	MBA Research Performance Indicators	LAPs
Tasks		
1. Understand the process and importance of confidentiality agreements.	OP:441 Explain information privacy, security, and confidentiality considerations in business (CS)	**Just for You! OP:441, Explain information privacy, security, and confidentiality considerations in business

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2. Implement data security measures for confidential records.	OP:064 Maintain data security (CS)	
3. Recognize state and federal regulations regarding privacy violations and public disclosure.	OP:441 Explain information privacy, security, and confidentiality considerations in business (CS)	**Just for You! OP:441, Explain information privacy, security, and confidentiality considerations in business
Competency G: Careers	**MBA Research Performance Indicators**	**LAPs**
Tasks		
1. Identify insurance industry jobs.	PD:293 Explain career opportunities in insurance (SP)	
2. Recognize industry organizations.	PD:294 Describe the services of professional organizations in insurance (SP)	
3. Describe essential knowledge and skills needed to be employed in the insurance industry.		
4. Describe roles and responsibilities in insurance (e.g., underwriter, insurance sales representative, actuary, claims personnel, and loss control specialist).	PD:293 Explain career opportunities in insurance (SP)	
5. Describe insurance licensing and certification programs.	PD:225 Discuss licensing and certification in the insurance industry (SP)	

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