



MASTER IN INSURANCE & RISK MANAGEMENT

www.mib.edu/mirm







At MIB, we believe in the need to help the best talents express their true value, to develop leaders, and to bring out the values of excellence and true meritocracy. MIB is not merely a centre for research or just another place that turns out managers. MIB School of Management is an incubator of ideas and knowledge, a manufacturer of leaders, a laboratory for the global economy as a whole.

Enrico Tomaso Cucchiani
Chairman, MIB School of Management

It is thanks to the quality and international outlook of its faculty, the stimulating learning environment, the diverse national and cultural backgrounds of its participants, the solid links to its partner firms and the business community at large that MIB School of Management has earned a strong reputation over the years as a centre of excellence.

Vladimir Nanut
Dean, MIB School of Management

MIB SCHOOL OF MANAGEMENT

MIB School of Management is a centre of advanced learning that has been offering managerial education courses and conducting research in all areas of international management for over 25 years.

The School strives to satisfy the demand for managerial competences of young graduates, entrepreneurs and managers, thus providing various programmes (MBAs, specialised Masters Programmes), allowing participants to follow their individual passions and goals.

Since 2003 MBAs and Masters programmes have been taught entirely in English and attract students from all over the world. Thanks to this multicultural environment, studying at MIB becomes an enriching experience which provides exposure to different cultures, improving career prospects at the global level.

Accreditations



Associations



Rankings



MIRM No. 12 in the world - Insurance programmes
2 MBA TOP 50 in Europe



Top 40 in Europe for Career prospects - 2014 Ranking



The constant integration between specialised knowledge and a managerial vision of business is one of the distinguishing features of MIRM, which fits in midway between a Master of Science (M.Sc.) and an MBA program. Our aim is to train individuals able to use effectively insurance techniques and instruments of risk management from the standpoint of overall business management and development.

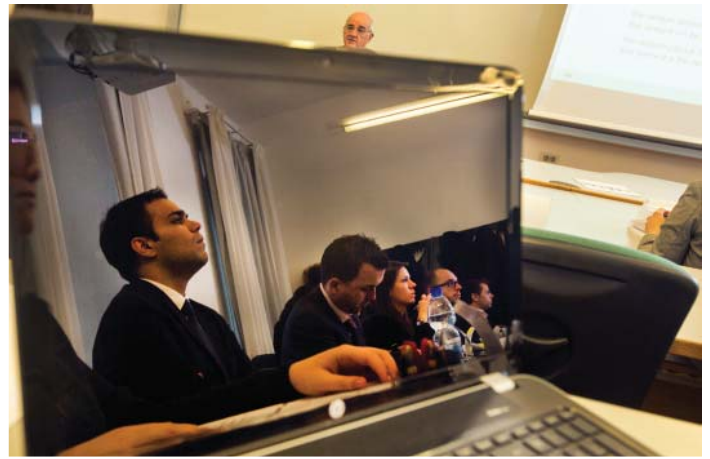
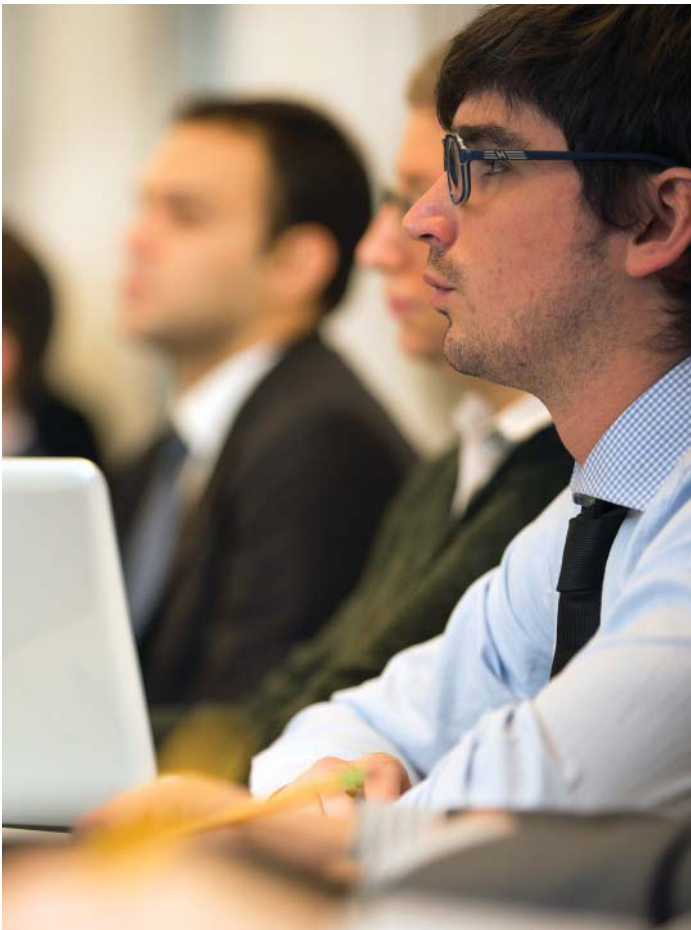
Motivation, involvement and leadership are blended in the training process with skills, techniques and ability. It is a fascinating, brilliant experience, helping young professionals with a global vision to launch a fulfilling and international career.



Federica Seganti
Programme Director,
Master in Insurance & Risk Management



Ermanno Pitacco,
Academic Director,
Master in Insurance & Risk Management



MASTER IN INSURANCE & RISK MANAGEMENT

The Master in Insurance & Risk Management - MIRM is a stimulating and complete training path (full-time, 12 months) conceived and developed with the direct support of company leaders in Insurance, Risk Management, Finance and Consulting sectors, contributing to its realization in all phases, from selection of candidates to defining the curriculum and job placement.

In today's market conditions, characterised by global competition, companies face many challenges and chances for growth. They have now to design and introduce into the market products that offer something new. They have also to develop alternative distribution channels, ensure ever-higher standards of service for their customers and create more effective means of communication.

Due also to the present crisis, new important opportunities have arisen in the Risk Management sector: today all companies need to acquire skills and to elaborate suitable tools to foresee, analyse and manage risks.

The Master in Insurance & Risk Management represents an effective response to these new requirements as to specific competences and managerial skills.

Evidences of programme's value and dependability are the accreditations earned both at national and international level.

Accreditations: quality benchmarks

Accreditations prove to be a reliable quality benchmark since these prestigious recognitions are awarded after a very rigorous Peer Review process that investigates every aspect of the School's and Programmes activities: mission and strategic objectives, credibility, corporate connections, adequacy of faculty, but also of facilities, support services, appropriateness of graduate profile, assessment methods, quality of programme delivery and many others.

All these aspects have been carefully assessed and approved by other Business Schools experts, thus providing Master participants with excellence in High Education.

CURRICULUM

AREAS & COURSES	CREDITS
FUNDAMENTALS OF MANAGEMENT & ECONOMICS	8
<i>Designed to provide participants with a common knowledge of management and economics concepts and tools.</i>	
Corporate Finance	4
Fundamentals of accounting	2
Financial mathematics	2
RISK MANAGEMENT	10
<i>This area offers an overview of the issues related to risk management in a variety of sectors. The goal is not only to provide participants with the most widespread management tools, but also to make them capable to develop risk management strategies and policies.</i>	
Principles of risk management	3
Financial risk management	3
ERM-Enterprise risk management in insurance industry	2
ERM-Enterprise risk management in banking industry	2
INSURANCE TECHNIQUES	12
<i>This area aims to provide a deep understanding of insurance products. It is split into two major sub-modules: Non-Life Insurance and Life Insurance.</i>	
Introduction to risk and insurance	3
Life insurance technique: the basics	2
Life insurance technique: applications	2
Non-life insurance technique: the basics and applications	4
Pensions	1
INSURANCE COMPANY MANAGEMENT	11,5
<i>This module is the most decidedly managerial of the MIRM programme. Many subjects concerning the insurance industry are tackled so as to present the various aspects related to the management of an insurance company</i>	
Accounting and control in insurance companies	3
Challenges and strategies in the insurance markets	1
Organisation design and human resource management	2,5
Marketing in the financial services	2,5
Strategic management	2,5

The MIRM is a full-time 12-months programme starting in January .

Curriculum offers an unusual and original approach, combining a specialisation in insurance and financial matters with a business approach based upon the latest management models.

It includes 4 main areas and 17 core courses, the curriculum is completed by elective courses and study tours corresponding to 60 credits totally. One credit consists of 25 hours of workload as defined by the European Credit Transfer System (ECTS).

Faculty

MIRM Faculty offers a good balance of top level academics (who stay at the forefront of research), professional trainers (highly skilled on training methodologies and with a long experience in executive education), top managers, entrepreneurs and consultants (whose role is to bring their real business life experience in the classroom).

Learning model

The MIRM is delivered through a variety of active methods and tools. Together with traditional lessons, company cases, guided discussions, business games, simulations, business experiences, field projects, group work, workshops and seminars play a significant role.

Company lecturers and testimonials from:

AIRMIC - Association of Insurance and Risk Managers in Industry and Commerce

Allianz Group

Allied World Assurance Company

A.N.I.A.

AON

Arch Reinsurance Europe

Aviva

AUDI

BMW

Cass Business School, City University London

Cattolica Assicurazioni

Chartered Institute of Insurance

Crenca & Associati

Deloitte Consulting

Ernst & Young

EVERIS

Flughafen München

Generali Group

Gen Re

KPMG

International Underwriting Association

IVASS

Lloyd's

Lufthansa

Marsh

Mazars

Moody's

Munich Re

Partner Reinsurance Europe

Pricewaterhouse Coopers

Prysmian Group

Royal Bank of Scotland

SACE

Siemens

Swiss Re

Unicredit

Unipol SAI Assicurazioni

Willis Group

Zurich Italia

AREAS & COURSES

CREDITS

FIELD PROJECT

4

A field project is developed every year in collaboration with insurance or consultancy companies.

It provides the opportunity for participants to apply models and knowledge to practical problems, developing problem-solving skills, as well as relational, communication and leadership abilities in the framework of work teams.

ELECTIVE COURSES AND STUDY TOURS

7

To satisfy the different interests of participants and allow them focus on specific topics, a number of elective courses are offered throughout the MIRM programme and are shared with other masters participants. Some of recent subjects covered are: International Marketing, E-commerce, Finance Investments in China, International Negotiations, Firm Valuation...

Two international study tours are organized on an elective basis, in Munich and London, during which students visit the most important insurance companies, financial institutions and partner business schools.

WRITTEN THESIS

4

Each MIRM participants after having positively completed all courses is required to prepare a final thesis, that is written during the internship period and focuses on specific topics of insurance and financial and risk management areas.

LEADERSHIP DEVELOPMENT TRACK

3,5

Leadership Development activities aim at optimising participants' learning experiences, at measuring their personal progresses and at supporting them in creating coherent personal objectives.

The topics covered in this course are as follows:

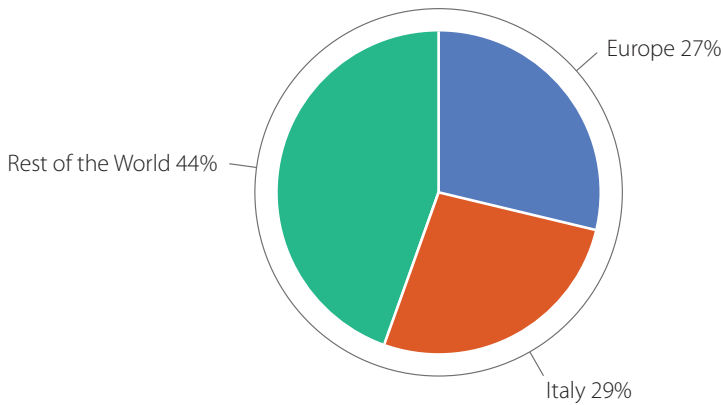
- The basis of communication
- One to one communication
- Team working
- Public speaking
- Cross cultural communication
- Motivation
- Giving & receiving feedback
- Setting goals and personal objectives

TOTAL

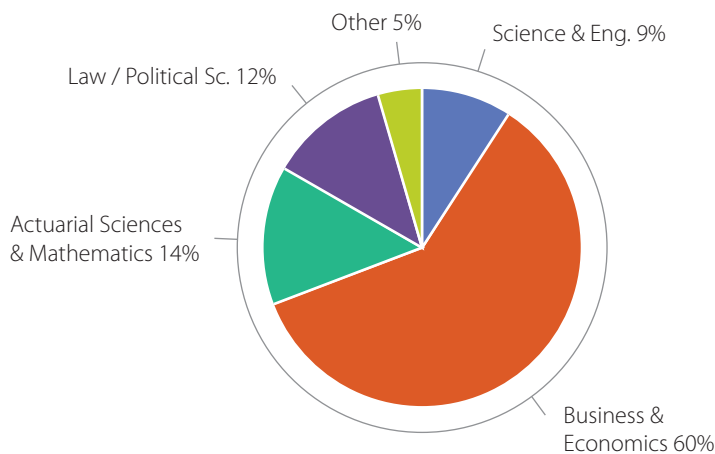
60

MIRM PARTICIPANTS

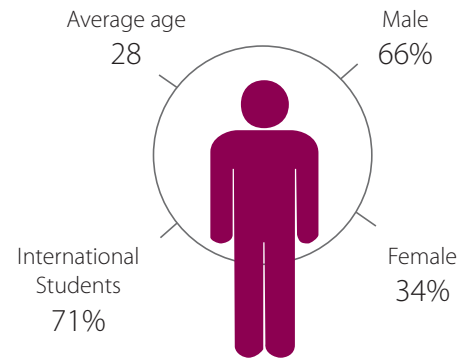
Areas of origin



Educational background



Participants profile



Selection Process

The process begins when the candidate fills in the on-line application form. Successful candidates are invited to the School for taking two written tests and a motivational interview. For international students the selection process may also be carried out remotely. Interviews are carried out together with representatives of sponsor companies, providing support to the course staff in the choice of candidates and the awarding of scholarships.

Financial Aids

Thanks to the financial support of MIRM's sponsoring companies, the School offers a consistent number of merit-based scholarships as a partial exemption from Master tuition fees. They are awarded also in accordance with specific indications provided by the sponsors.



WHY MIRM: THE EXPERIENCE OF OUR ALUMNI



Studying at MIRM helped me grow both professionally and personally. Highly relevant current topics in the courses and a strong personal

development course complemented by an international environment both on the students' and teachers' side – these are the key features to enjoy when attending MIRM.

Karen Schulz-Kiske (Germany)
Project Management Officer / Country Officer for Austria, Germany, Switzerland at Assicurazioni Generali
MIRM Alumnus Award 2014



The international Master in Insurance & Risk Management programme gives not only technical knowledge in insurance and finance areas,

but also teaches how to have a high cultural sensitivity through team work and group case studies. You can be a great technician in calculations, but if you have no flexibility, you can fail in your career growth. I myself benefited a lot from M.I.R.M. programme which greatly contributed to my personal and educational development. Good luck!

Flora Aliyeva (Azerbaijan)
Actuarial Consulting / business development consultant for Italy/CEE/CIS/ Turkey at Milliman



Joining MIRM was a cutting edge experience; one year spent boosting my soft and hard skills which made me take a quantum leap in my

professional career.

Simone Salerni (Italy)
Chief Risk Officer, Allianz Bank Financial Advisors
MIRM Alumnus Award 2011



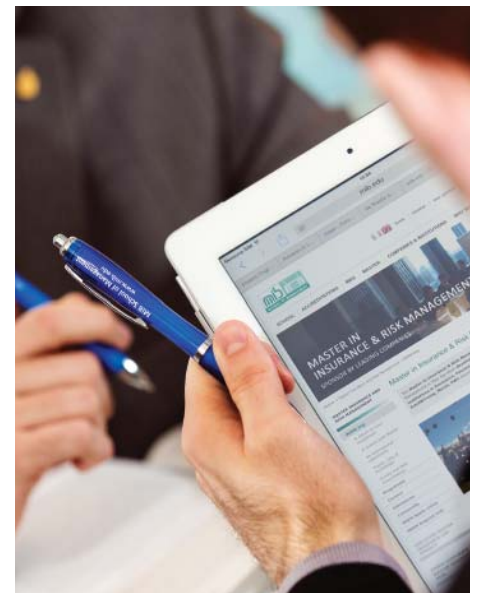
Attending this Programme was a fantastic experience. Studying in multicultural groups improved my communication skills

while it broadened my personal horizons.

Mario Barrantes (Costa Rica)
Process Owner, Prysman Group

The Alumni Association

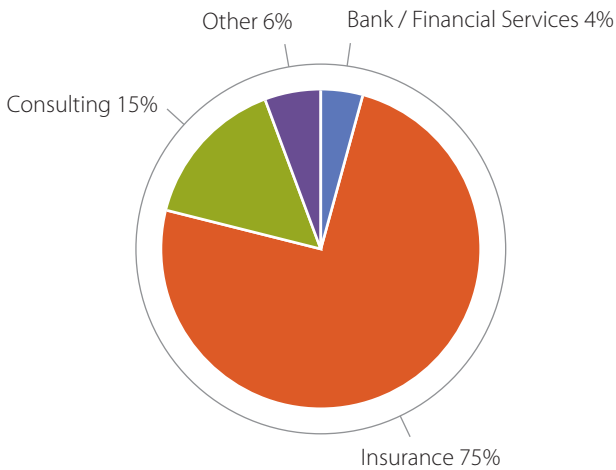
The Association of all the MIB's Masters Graduates (MIB Alumni Association) aims at encouraging an exchange of experiences and information between alumni, increasing MIB School of Management's level of visibility and prestige both domestically and internationally, participating in placement support, promoting contacts between companies and participants. The Association has almost 1300 Ordinary and Supporting Members, out of some 2300 MIB's graduates spread over five continents.



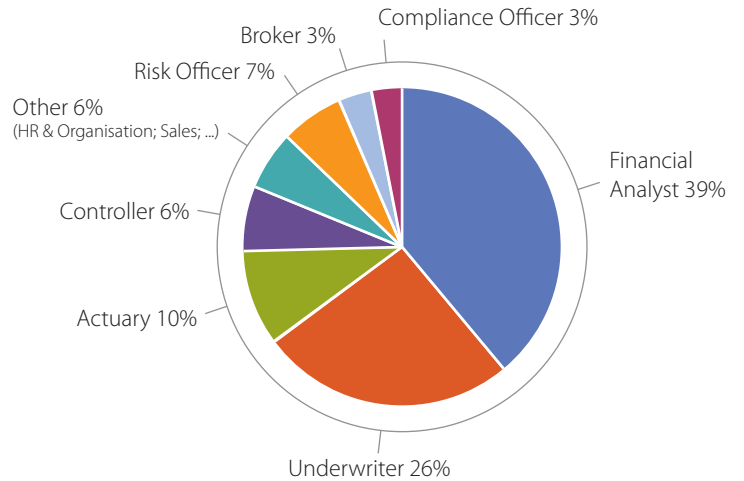
CAREERS

Average employment rate
6 months after graduation (last 3 editions)
89%

Professional areas



Careers in Insurance



Through the Career Service activities, the School is able to develop personal and professional competencies which are in line with the requests of the job market. In addition, a close collaboration with the Leadership Development Team allows participants to highlight their talents to better promote themselves for future career success.

Career guidance support is available for participants throughout the year through a combination of:

- » One-to-one interviews and career orientation aptitude tests
- » Training on recruitment procedures
- » Assisting in defining the most effective strategy to achieve career objectives
- » Individual Coaching on career choices
- » Lectures and personalised counselling on cover letters, résumé and job interviews
- » Mailing of résumés (CV book) to sponsor and partner companies
- » Organisation of individual job interviews between participants and recruiter

Moreover a Career Counselling path helps participants define their personal and professional goals and value their profile and résumé.

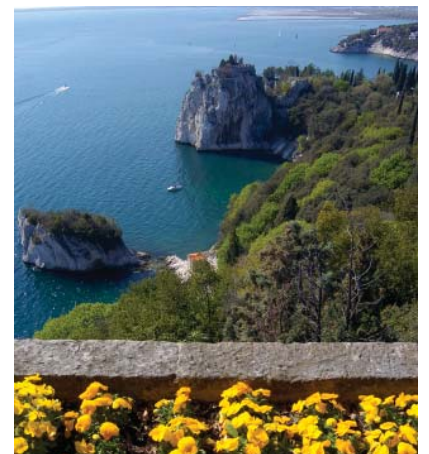
Recruiting Companies

- Ageas
- AIG Europe Limited
- Allianz Group
- AON Italia
- Axa Corporate Solutions
- Ernst & Young
- Lloyd's
- Generali Group
- Gruppo EURIS
- HSBC
- KPMG Advisory
- Marsh Italia
- Mediolanum Vita
- Metlife
- Mazars
- Moody's
- Munich Re
- Pricewaterhouse Coopers
- Prysmian Group
- Unipol SAI Assicurazioni
- Zurich Investment Life
- Willis Italia

TRIESTE: THE WORLD OF INSURANCE & THE QUALITY OF LIFE

Trieste is the perfect home for the MIRM programme, as the insurance industry has always played a major part in the local economy. Some international leading companies, such as Assicurazioni Generali and Allianz, were founded here and have their headquarters in the city. This vocation is confirmed by the presence of important academic institutions in actuarial and insurance studies.

Trieste is not only business: it is ranked the first city in Italy for standard of living and the second one for services and environmental quality (2013 survey carried out by "Il Sole 24 ore", the leading economic review in Italy) and is a renowned pole for scientific research: every year thousand university students and researchers from all over the world come to study at worldwide-known academic and research institutions. It hosts international cultural and sports events.



Sponsor Companies



To visit MIB School of Management or to ask for further information please contact the MIRM TEAM:

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