

Skills, knowledge and educational programs in Risk Management

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Insurance tradition in Trieste

- Origin of insurance tradition in Trieste dates back to the first half of the **19th century**, with the birth of Assicurazioni Generali and RAS (currently Allianz S.p.A.)
- The ever growing development of the insurance culture is due to an important alliance between the corporate world and academia (the Institute for Financial Mathematics, later Dpt. of Applied Mathematics in the University of Trieste). The scientific contributions by professor Bruno de Finetti witness the vitality in this field.
- **In 1923** SASA (today SAI Fondiaria Group) was founded and in 1936 Lloyd Adriatico (today Allianz S.p.A.) started its activities.
- **In 1945**, Assicurazioni Generali and RAS, with the collaboration of the University of Trieste, created the "Istituto per gli Studi Assicurativi", which managed editorial activities, hosted a rich library, and provided specialized teaching for more than five decades.
- **In 1947** the first chair of Financial and Actuarial Mathematics was established.
- **In the 50's and up to the late 70's**, teaching of financial and actuarial mathematics was offered by the School of Economics and Business at the University of Trieste. Since 1979, this School also provided a 4-year degree course in Statistics and Actuarial Sciences.

Insurance tradition in Trieste

- **In 2000**, the MIB's Master in Insurance and Risk Management programme was launched in close collaboration with the University of Trieste and the main insurance companies headquartered in town.
- The chief objective of the Master programme is to develop a professional profile having good technical competences as well as a managerial approach.
- Throughout the years, MIRM programme has leveraged on the direct support of the main sponsoring companies, who provide support and advice to the MIRM Direction and participate in the MIRM Steering Committee

MIB School of Management: Overview



Since 1988 managerial education courses and research in all areas of **international management**

A real gateway to business, thanks to the **strict links** with key partners as **Generali Group, illycaffè, Allianz, KPMG, Intesa Sanpaolo...**

Since 2003 **programs** have been taught in **English** and now bring together students from **around the world**.



Multicultural environment + corporate links + eminent faculty = the School trains young talents for **effective, global management**

MIB Key Facts

Programs

- 5 International MBA and Master programs
- 3 Executive MBA and Master programs
- Corporate Masters and Executive courses
- Tailor made courses

Students

- 65 countries represented in the classrooms
- 60% international students in the full-time Masters
- 1800 Alumni worldwide

Faculty

- PhD qualified Academic Teaching Staff
- Over 200 visiting Professors from 25 countries
- Over 70 visiting Managers and Professionals

Partners

- 150+ Companies partners in placement, recruiting and training
- Global exchange partnerships with international Business Schools

Careers

- 90% average placement rate full-time Masters
- Placement in: Italy 55%, EU 24%, rest of the world 21%

Accreditations & Associations

How to estimate the objective value of a Business School, its dependability and its international credibility?



2012: Rated among TOP 36 in Europe by 5.000 Employers for Graduates' Career Prospects



TOP Business School, internationally reknown. 2 Master Programs Top 100 worldwide.



AMBA
Association of MBAs



EFMD
European Foundation for
Management Development



ASFOR
Associazione Italiana per la
Formazione Manageriale



Executive
MBA Council



EFMD
Programme Accreditation
System



UN-WTO TedQual Certification



CEEMAN
Central and Eastern European
Management Development
Association



MIB's Educational Offer

Master Degrees in Insurance and Risk Management

MIB offers specialized programmes aimed at promoting career development and widening the range of responsibilities in the areas of insurance, risk management and finance.

Master in Insurance & Risk Management

since 2000 | Accredited EPAS, ASFOR; in English

Executive Master in Insurance & Finance

since 2009; in Italian

eMIRM

distance learning edition | corporate master | since 2009; In English



Executive Master in Insurance & Finance

• WHAT

Part time 24 month > in Italian > next edition in Milan > Managerial and technical competencies focused on insurance and financial topics.

• WHO

Graduates with significant working experience who already work in insurance, finance, banking and consulting sector and have the aim to further develop the competencies from a managerial point of view.

• WHY

To gain highly specialized skills in the main areas of the insurance industry as well as in those companies which business is linked to risk management. The program has the aim to develop these skills together with the focus on managerial and operational competencies

Executive Master in Insurance & Finance

Curriculum

- **Introduction Phase**
 - Warm up days
 - The insurance market: trends and new challenges
- **Quantitative Phase**
 - Accounting and Control
 - Life insurance techniques
 - Non life insurance techniques
 - Finance
 - Risk management
- **Managerial Phase**
 - Strategic management and Human Resources Management
 - Marketing and sales
 - Leadership Development
- **Individual Project**

Master Insurance & Risk Management



• WHAT

Stimulating training path, full-time 12 month > Managerial and technical competencies focused on insurance and financial topics.
Business approach based on the latest managerial models

• WHO

Graduates of all disciplines (preferred Economics/Maths/Stats/Engineering) and participants with experience who want to develop their management skills.
From all over the world

• WHY

To build a successful career in insurance, risk management, consulting and financial services; to enter companies with a strong role thanks to a prestigious degree

• ACCREDITED



Master in Insurance & Risk Management

MIRM Calendar

January – July

Classroom | Case Studies | Research Projects | International Study Tours |
Company Visits | Workshops | Career Coaching | Leadership Development

August/September – November/December

Internship > about 88% of graduates have been hired for a permanent position
(last three editions)

January of the following year
Final Dissertation Graduation Day

MIRM Curriculum (60 credits)

4 AREAS

16 CORE COURSES

FUNDAMENTALS OF MANAGEMENT AND ECONOMICS

- Finance
- Fundamentals of Accounting
- Financial Mathematics

INSURANCE

- Introduction to Risk and Insurance
- Life Insurance techniques: the basics and applications
- Non-Life Insurance techniques: the basics and applications

INSURANCE COMPANY MANAGEMENT

- Insurance control
- Organizational design
- Marketing in the financial services
- Strategy
- Challenges and strategies in the insurance markets

RISK MANAGEMENT

- Principles of Risk Management
- Financial Risk Management
- ERM-Enterprise Risk Management in Insurance
- ERM-Enterprise Risk Management in Banking

MIRM Curriculum

ELECTIVES COURSES AND STUDY TOURS PERSONAL DEVELOPMENT TRACK

ELECTIVE COURSES

- New Product Development
- Managing in the Emerging Markets
- International Negotiations
- Chinese Consumer Behaviour
- Company Valuation
- Focus on Central and Eastern European Countries

ELECTIVE STUDY TOURS IN MUNICH AND LONDON

LEADERSHIP DEVELOPMENT TRACK

- *The basis of communication, One-to-one communication, Peer evaluation, Team working, Public speaking, Cross cultural communication, Motivation, Giving & receiving feedback*

eMIRM

• WHAT

Corporate Master for Allianz Spa > Part time 24 months > in English > Managerial and technical competencies focused on insurance and financial topics.

• WHO

addressed to **Allianz Spa's young employees and new recruits** > graduates in **Business, Economics, Statistics and Engineering** who are eager to put themselves to the test and are strongly committed to pursue an ambitious career

• WHY

Improve understanding of business and economic issues provide > management tools that link skills to the business environment > provide working solutions in addition to theoretical models > develop leadership and management skills > sharpen key abilities needed to work cross-culturally > Reinforce **corporate values** and the sense of belonging to the **Allianz world**