



SYLLABUS
International Insurance
Academic year 2025-2026

1. Information regarding the program

1.1. Higher education institution	Universitatea Babeș Bolyai
1.2. Faculty	Business
1.3. Department	Business
1.4. Field of study	Business Administration
1.5. Study cycle	Master
1.6. Study programme/Qualification	International Business Administration (English)/Master degree
1.7. Form of education	Full time

2. Information regarding the discipline

2.1. Name of the discipline	International Insurance			Discipline code	IME0011		
2.2. Course coordinator	Prof. dr. Marius Dan Gavriletea						
2.3. Seminar coordinator	Prof. dr. Marius Dan Gavriletea						
2.4. Year of study	II	2.5. Semester	II	2.6. Type of evaluation	E	2.7. Discipline regime	mandatory

3. Total estimated time (hours/semester of didactic activities)

3.1. Hours per week	3	of which: 3.2 course	2	3.3 seminar/laboratory	1
3.4. Total hours in the curriculum	36	of which: 3.5 course	24	3.6 seminar/laboratory	12
Time allotment for individual study (ID) and self-study activities (SA)					hours
Learning using manual, course support, bibliography, course notes (SA)					36
Additional documentation (in libraries, on electronic platforms, field documentation)					24
Preparation for seminars/labs, homework, papers, portfolios and essays					24
Tutorship					2
Evaluations					4
Other activities:					24
3.7. Total individual study hours					114
3.8. Total hours per semester					150
3.9. Number of ECTS credits					6

4. Prerequisites (if necessary)

4.1. curriculum	-
4.2. competencies	-

5. Conditions (if necessary)

5.1. for the course	- class equipped with computer and video projector
5.2. for the seminar /lab activities	- class equipped with computer and video projector



6.1. Specific competencies acquired

Professional/essential competencies	<ul style="list-style-type: none">• C2 higher ability to substantiate and assess strategies and decision alternatives, as well as their selection and implementation in business administration at international level/ within multinational corporations
Transversal competencies	<ul style="list-style-type: none">• CT2. Identification of roles and responsibilities in a team and their application within companies

6.2. Learning outcomes

Knowledge	<p>The student has complex knowledge of accounting, processing, and analysis of economic and financial information required for an effective organisation and management of businesses in the hospitality industry and international tourism</p> <ul style="list-style-type: none">• The student examines business information and provides advice to managers to inform decisions on a wide range of issues that influence the strategic outlook, productivity and operational sustainability of an organization. Evaluates the options and alternatives available in relation to a specific challenge and makes informed decisions based on critical analysis and professional experience• The student analyzes and identifies opportunities to optimize operational and financial performance
Skills	<p>The graduate has the ability to use methods and techniques specific to the financial and accounting management of businesses operating in the hospitality industry and international tourism.</p> <ul style="list-style-type: none">• The student develops proposals and adopts appropriate decisions, taking into account relevant economic criteria.• The student generates and synthesizes periodic reports on operations, achievements and results obtained in a given period, to senior managers and administrators
Responsibility and autonomy:	-



7. Objectives of the discipline (outcome of the acquired competencies)

7.1 General objective of the discipline	<ul style="list-style-type: none"> The importance of international insurance for individuals and companies, reinsurance strategies
7.2 Specific objective of the discipline	<ul style="list-style-type: none"> Insurance role as measure of protection against different types of risks Basic elements of International Insurance aspects Knowing of main international insurance products for individuals and companies Knowing of loss compensation process in case of losses occurred outside of the domicile country

8. Content

8.1 Course	Teaching methods	Remarks
1. The Role of International Insurance	Oral presentation, interactive debates, multimedia (video, retro projector), study cases	Debates, comparative studies
2. European Directives in Insurance	Oral presentation, interactive debates, multimedia (video, retro projector), study cases	Debates, comparative studies
3. Introduction in Reinsurance	Oral presentation, interactive debates, multimedia (video, retro projector), study cases	Debates, comparative studies
4. Types of Reinsurance	Oral presentation, interactive debates, multimedia (video, retro projector), study cases	Debates, comparative studies
5. Travel Health Insurance	Oral presentation, interactive debates, multimedia (video, retro projector), study cases	Debates, comparative studies
6. International Workers Insurance	Oral presentation, interactive debates, multimedia (video, retro projector), study cases	Debates, comparative studies
7. Green Card Insurance	Oral presentation, interactive debates, multimedia (video, retro projector), study cases	Debates, comparative studies
8. Motors' own insurance – international aspects	Oral presentation, interactive debates, multimedia (video, retro projector), study cases	Debates, comparative studies
9. International Road Assistance	Oral presentation, interactive debates, multimedia (video, retro projector), study cases	Debates, comparative studies
10. International loss compensation – travel and working insurance policies	Oral presentation, interactive debates, multimedia (video, retro projector), study cases	Insurance companies representatives will participate in course activity
11. International loss compensation – motors insurance	Oral presentation, interactive debates, multimedia (video, retro projector), study cases	Debates, comparative studies
12. Insurance particularities for transportation, Carriers' Liability, Cargo Insurance	Oral presentation, interactive debates, multimedia (video, retro projector), study cases	Debates, comparative studies
Bibliography: Mandatory references:		



1. Dorfman M, Cather D. - Introduction to Risk Management and Insurance, 10th Edition) (Prentice Hall Series in Finance), 2013

2. Vaughan E.J., Vaughan T.M. - Fundamentals of Risk and Insurance, 11th Edition, Wiley Ed. 2014

Facultative references:

1. C. Arthur Williams, Richard M. Heins (1985) , Risk Management and Insurance, McGraw-Hill Book Company, Fifth Edition

2. Pauline Barrieu , Luca Albertini (2009),The Handbook of Insurance-Linked Securities, John Wiley & Sons

3. Bennett C. (2002), Dictionar de Asigurari , Ed. Trei Bucuresti

4. Bente Corneliu, A.B.F. Maria (2011), Valuation And Reserving Tehnique In The General Insurance, Contemporary Legal and Economic Issues III

5. Culp L. Christopher (2006) Structured Finance and Insurance, The Art of Managing Capital and Risk, Wiley Finance, USA

6. Dorfman S. Mark (2004), Introduction to Risk Management and Insurance, Pearson International Education, USA

7. Mark S. Dorfman (2008), Introduction to Risk Management and Insurance, Pearson/Prentice Hall, , Ninth Edition,

8. Marvin Rausand (2011), Risk Assessment: Theory, Methods and Applications, John Wiley & Sons,

9. George E. Rejda (2003) Principles of Risk Management and Insurance, , Pearson Education,

10. Emmett J. Vaughan , Therese M. Vaughan (2008) - Fundamentals of Risk and Insurance, Hardcover, John Wiley & Sons, Tenth Edition, [pag. 131-145]

8.2 Seminar / laboratory	Metode de predare	Observații
1. Identification of the international character in insurance	Oral presentation, interactive explanations, insurance policies study cases	Debates, comparative studies
2. Directives in life insurance. Directives in non life insurance. Directives for insurance intermediaries	Oral presentation, interactive explanations, insurance policies study cases	Debates, comparative studies
3. Reinsurance and catastrophes	Oral presentation, interactive explanations, insurance policies study cases	Debates, comparative studies
4. Facultative reinsurance. Treaty reinsurance	Oral presentation, interactive explanations, insurance policies study cases	Debates, comparative studies
5. Study cases - Travel Health Insurance	Oral presentation, interactive explanations, insurance policies study cases	Debates, comparative studies
6. Workers compensation	Oral presentation, interactive explanations, insurance policies study cases	Debates, comparative studies
7. Study cases - Green Card Insurance	Oral presentation, interactive explanations, insurance policies study cases	Debates, comparative studies
8. Study cases - Motors' own insurance – international aspects	Oral presentation, interactive explanations, insurance policies study cases	Debates, comparative studies
9. Particularities of road assistance insurance clauses. General and Premium version vs. Other road assistance products	Oral presentation, interactive explanations, insurance policies study cases	Debates, comparative studies
10. Study cases - working insurance policies	Oral presentation, interactive explanations, insurance policies study cases	Debates, comparative studies
11. Motors' international losses. Loss reimbursement	Oral presentation, interactive explanations, insurance policies study cases	Debates, comparative studies



12. Study cases - transportation	Oral presentation, interactive explanations, insurance policies study cases	Debates, comparative studies
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Bibliography:
Mandatory references:
 1. Dorfman M, Cather D. - Introduction to Risk Management and Insurance, 10th Edition) (Prentice Hall Series in Finance), 2013
 2. Vaughan E.J., Vaughan T.M. - Fundamentals of Risk and Insurance, 11th Edition, Wiley Ed. 2014
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 4. Bente Corneliu, A.B.F. Maria (2011), Valuation And Reserving Tehnique In The General Insurance, Contemporary Legal and Economic Issues III
 5. Culp L. Christopher (2006) Structured Finance and Insurance, The Art of Managing Capital and Risk, Wiley Finance, USA
 6. Dorfman S. Mark (2004), Introduction to Risk Management and Insurance, Pearson International Education, USA
 7. Mark S. Dorfman (2008), Introduction to Risk Management and Insurance, Pearson/Prentice Hall, , Ninth Edition,
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9. Corroborating the content of the discipline with the expectations of the epistemic community, professional associations and representative employers within the field of the program

Students must know: <ul style="list-style-type: none"> • The mandatory types of international insurances in Romania • General Elements of reinsurances • Types of Insurance needed for global risks
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10. Evaluation

- **The same evaluation criteria are maintained for all exams sessions. The components of the evaluation process carried out during the semester cannot be recovered/redone in the examination sessions.**
- **To be able to accumulate the points obtained during the semester, it is mandatory to obtain a minimum of 5 (five) in the final exam (written/oral).**

Activity type	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Percentage of final grade
10.4 Course	- The correct level of knowledge ; - Coherency logic; - Specialized language - Knowing the specifics of different types of insurances	Written exam during the session	60%
10.5 Seminar/laboratory	- Capacity of applying the insurance knowledge; - Individual Interest for study	3 Projects to be presented during the semester at seminars. Points will be maintained for final grade, in all exam' sessions.	40%



10.6 Minimum standard of performance

- In order to have the grade 5 (five), students must know the general elements of an insurance contract: subjects, objects, insured risks, exceptions, insured sum, quotations, loss, loss reimbursement

11. Labels ODD (Sustainable Development Goals)¹

-n/a

Date:
31.03.2025

Signature of course coordinator
Prof. dr. Marius Dan Gavriletea

Signature of seminar coordinator
Prof. dr. Marius Dan Gavriletea

Date of approval:
10.04.2025

Signature of the head of department
Prof. dr. Cristian Ioan Chifu

¹ Keep only the labels that, according to the [Procedure for applying ODD labels in the academic process](#), suit the discipline and delete the others, including the general one for *Sustainable Development* – if not applicable. If no label describes the discipline, delete them all and write „*Not applicable.*”.