



## **MASTER IN INSURANCE AND RISK MANAGEMENT**

*XVII Edition (January 2016 – January 2017)*

### **Ugo Inneri Scholarship for non Italian citizens coming from Central and Eastern European Countries**

MIB School of Management of Trieste is pleased to announce a competition for one scholarship, named in honor of Mr. Ugo Inneri – the founder of Lloyd Adriatico, now part of Allianz Group, for the XVII edition of the Master in Insurance and Risk Management (January 2016 – January 2017). This scholarship will be awarded to a recent non-Italian graduate coming from Central and Eastern European Countries. The scholarship **will cover the whole tuition fees and the board and lodging expenses** (6.000,00 EUR).

The Master in Insurance and Risk Management programme is the result of a close working relationship between the School and a number of leading insurance companies. It develops the competences needed to overcome the challenges that the financial and insurance world face both today and in the future.

The candidates should meet the following requirements:

- academic degree (or equivalent qualification) in economics or in a technical subject;
- good working knowledge of English;
- preference is given to citizens of countries which have recently joined the European Community.

MIB School of Management will grant the scholarship to the best candidate on the basis of educational qualifications, professional skills and motivation shown during the entrance interview.


To apply for a scholarship, applicants must complete the on-line application form at **[www.mib.edu/mirm](http://www.mib.edu/mirm)**.

In the case of a first positive evaluation, applicants will receive a formal communication by the School and will be asked to send the following documents:

- Degree certificate and supplement
- Two letters of recommendation (can be both professional or academic)
- Copy of passport or ID
- If available, a certificate demonstrating adequate knowledge of English such as TOEFL/IELTS/PTE
- If available, a deductive reasoning test score such as GMAT

**The documentation must be received by November 25, 2015** at the following address:

Ms. Barbara Sepic  
Admissions Officer, MIB School of Management  
Largo Caduti di Nasirya 1  
34142 Trieste – Italy  
e.mail: [sepic@mib.edu](mailto:sepic@mib.edu)  
fax: +39 040 9188122

  
Prof. Vladimir Nanut  
Dean and Director  
MIB School of Management



# MASTER IN INSURANCE & RISK MANAGEMENT

[www.mib.edu/mirm](http://www.mib.edu/mirm)









*MIB School of Management's main goal is to bring resources, as well as new ideas and models, to support companies in their innovation processes, especially in static fields such as insurance and finance.*

*Today the success of companies is greatly linked to people's talent and skills in these areas.*

**Philippe Donnet**

Country Manager - Italy, Generali Group  
Managing Director, Generali Italia  
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, specialized Masters Programs), allowing participants to follow their individual passions and goals.

Since 2003 MBAs and Masters programs 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. 10 in the world - Insurance programs**  
**2 MBA TOP 50 in Europe**

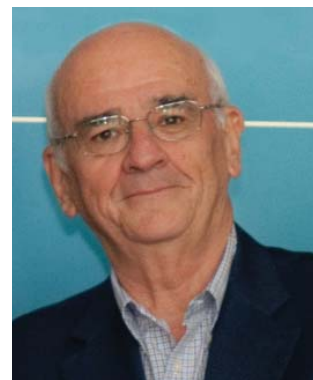


*The constant integration between specialized knowledge and a managerial vision of business is one of the distinguishing features of MIRM, which fits in midway between a Master of Science (M.Sc.) and an MBA program. Our aim is to train individuals able to use effectively insurance techniques and instruments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

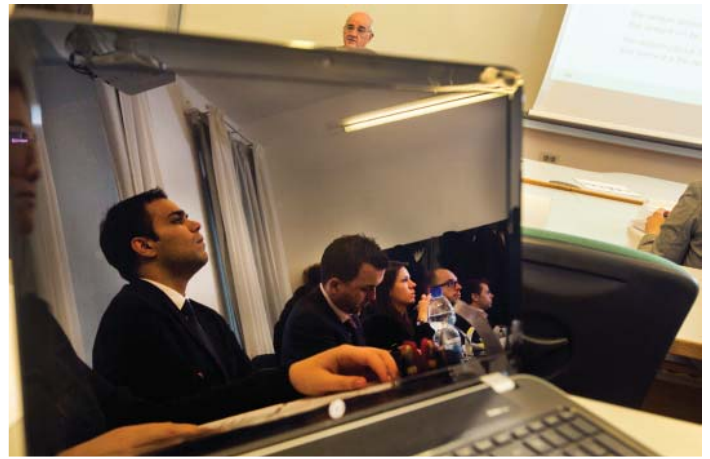


**Federica Seganti**  
Program Director,  
Master in Insurance & Risk Management



**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, characterized 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 program'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 Program 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 program 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
<b>FUNDAMENTALS OF MANAGEMENT &amp; ECONOMICS</b>	<b>8</b>
<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
<b>RISK MANAGEMENT</b>	<b>10</b>
<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
<b>INSURANCE TECHNIQUES</b>	<b>12</b>
<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
<b>INSURANCE COMPANY MANAGEMENT</b>	<b>11,5</b>
<i>This module is the most decidedly managerial of the MIRM program. 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
Organization 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 program starting in January .

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

It includes 5 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.

AREAS & COURSES	CREDITS
<b>FIELD PROJECT</b>	<b>4</b>
<p><i>A field project is developed every year in collaboration with insurance or consultancy companies.</i></p> <p><i>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.</i></p>	
<b>ELECTIVE COURSES AND STUDY TOURS</b>	<b>7</b>
<p><i>To satisfy the different interests of participants and allow them focus on specific topics, a number of elective courses are offered throughout the MIRM program 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.</i></p> <p><i>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.</i></p>	
<b>WRITTEN THESIS</b>	<b>4</b>
<p><i>Each MIRM participant, after having positively completed all courses, has to prepare a final thesis during the internship period focusing on specific insurance, financial and risk management topics.</i></p>	
<b>LEADERSHIP DEVELOPMENT TRACK</b>	<b>3,5</b>
<p><i>Leadership Development activities aim at optimising participants' learning experiences, at measuring their personal progresses and at supporting them in creating coherent personal objectives.</i></p> <p>The topics covered in this course are as follows:</p> <ul style="list-style-type: none"> <li>• The basis of communication</li> <li>• One to one communication</li> <li>• Team working</li> <li>• Public speaking</li> <li>• Cross cultural communication</li> <li>• Motivation</li> <li>• Giving &amp; receiving feedback</li> <li>• Setting goals and personal objectives</li> </ul>	
<b>TOTAL</b>	<b>60</b>

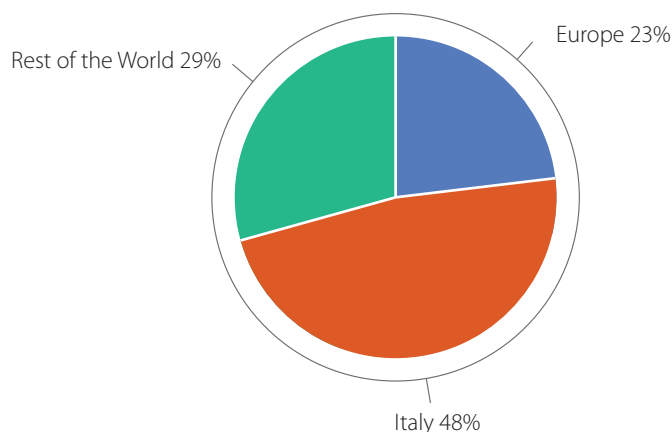
## Company lecturers and testimonials from:

AIRMIC  
 Allianz Group  
 Allianz AM- PIMCO  
 Allied World Assurance Company  
 AM Trust  
 A.N.I.A.  
 AON  
 Arch Reinsurance Europe  
 AUDI  
 BMW  
 Cass Business School, City University London  
 Cattolica Assicurazioni  
 Chartered Institute of Insurance  
 Crenca & Associati  
 Deloitte Consulting  
 European Banking Authority  
 Ernst & Young  
 EVERIS  
 Generali Group  
 Gen Re  
 KPMG Advisory  
 IBM  
 International Underwriting Association  
 Lloyd's  
 Lufthansa  
 Marsh  
 Mazars  
 Milliman  
 Moody's  
 Munich Re  
 Partner Reinsurance Europe  
 Pricewaterhouse Coopers  
 Prysmian Group  
 SACE  
 Salesforce  
 Siemens  
 State Street Bank  
 Swiss Re  
 The Boston Consulting Group  
 Unicredit  
 Unipol SAI Assicurazioni  
 Unisalute  
 XL Insurance  
 Willis Group  
 Zurich

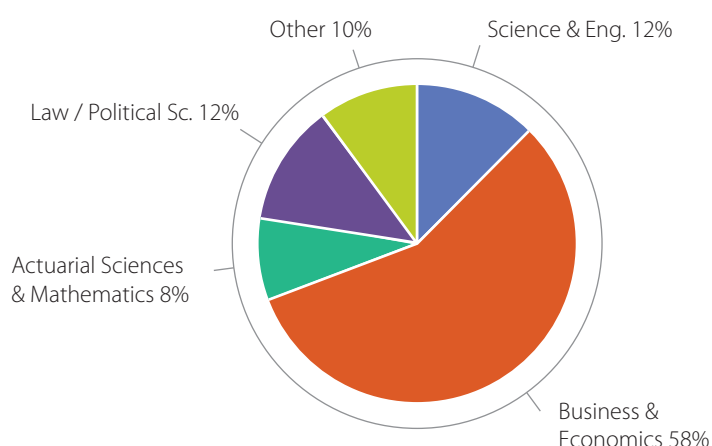


# MIRM PARTICIPANTS

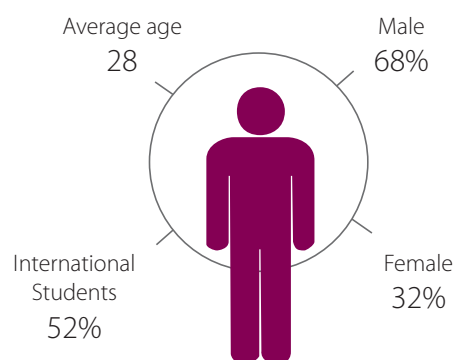
## Areas of origin



## 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 program 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. program which greatly contributed to my personal and educational development. Good luck!*

**Flora Aliyeva** (Azerbaijan)  
Consulting Actuary & Business development consultant for CEE/CIS/Turkey, Milliman Italy



*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



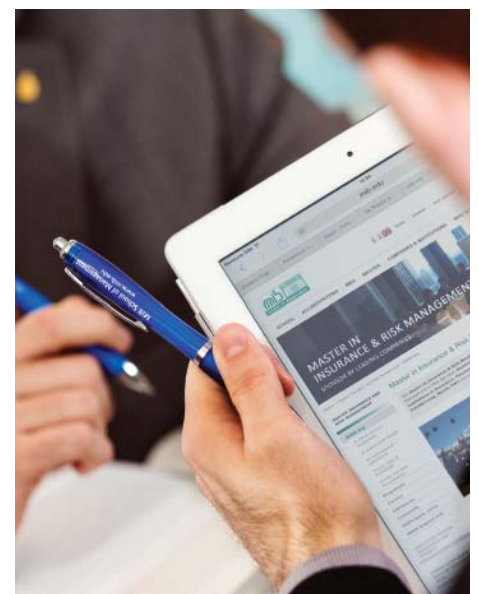
*Attending this Program was a fantastic experience. Studying in multicultural groups improved my communication skills while it broadened my*

*personal horizons.*

**Mario Barrantes** (Costa Rica)  
Planning Manager, Prysmian 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 more than 1400 Ordinary and Supporting Members, out of some 2400 MIB's graduates spread over five continents.

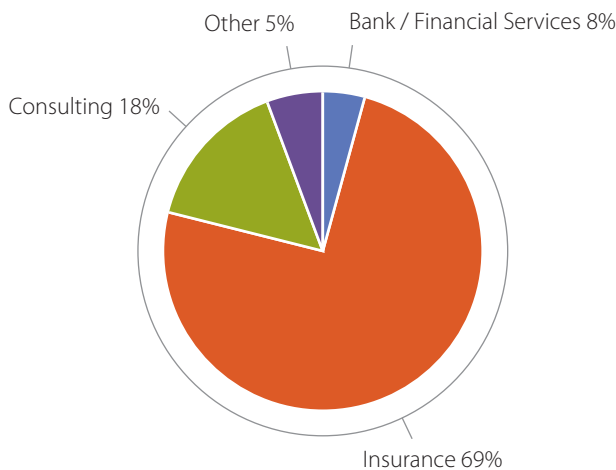




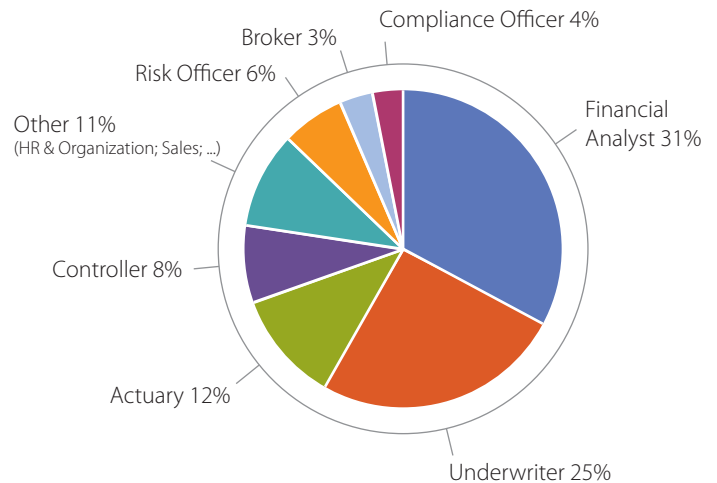
# CAREERS

**Average employment rate**  
6 months after graduation (last 3 editions)  
**91%**

## 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 personalized counselling on cover letters, résumé and job interviews.
- » Mailing of résumés (CV book) to sponsor and partner companies.
- » Organization of individual job interviews.

Moreover a Career Counselling path helps participants define their personal and professional goals and value their profiles and resumes.

## Recruiting Companies

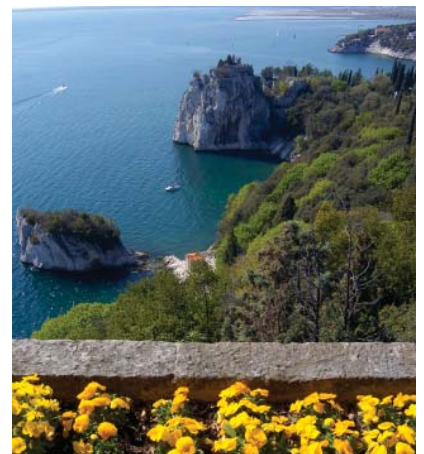
Ageas  
 AIG Europe Limited  
 Allianz Group  
 AON  
 Cattolica Assicurazioni  
 Deloitte  
 Directline  
 E&Y  
 Everis  
 Generali Group  
 Gruppo EURIS  
 HSBC  
 KPMG Advisory  
 Lloyd's  
 Marsh  
 Mazars  
 Mediolanum Group  
 Metlife  
 Milliman  
 Moody's  
 Munich Re  
 Prysmian Group  
 UnipolSai Assicurazioni  
 Willis  
 Zurich Life

# TRIESTE: THE WORLD OF INSURANCE & THE QUALITY OF LIFE

Trieste is the perfect home for the MIRM program, 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 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:

### Academic Director

Ermanno Pitacco

### Program Director

Federica Seganti

### Program Manager

Maria Antonietta Barone

barone@mib.edu

### International

#### Admissions Officer

Barbara Sepic

sepic@mib.edu

info-mirm@mib.edu

[www.mib.edu/mirm](http://www.mib.edu/mirm)

### MIB School of Management

Largo Caduti di Nasiriyah 1

34142 Trieste, Italy

tel. +39 040 9188 111

fax +39 040 9188112

info@mib.edu

[www.mib.edu](http://www.mib.edu)

