



GET STARTED ON AN IN-DEMAND CAREER.

INSURANCE STUDIES

Associate of Applied Business

Do you like to help people? Do you want to work in a stable industry that has a higher average salary? This degree will prepare you for an entry-level position in the insurance industry, one of the fastest-growing in Ohio.

JOB OPPORTUNITIES FOR GRADUATES

Ohio is very heavily involved in the insurance industry, with some 195,000 residents working for insurance companies or as insurance agents. The Insurance Industry Resource Council believes Ohio will need at least 26,000 new insurance professionals by 2022. Students may be eligible for positions in areas including, but not limited to: Insurance Claims and Processing Clerks, Customer Service Representatives, Insurance Sales Agents, Benefits Specialist, Claims Adjuster, Insurance Appraiser, Underwriter, and Special Investigator.

SALARY

Annual salaries for positions described above will vary depending on education and experience, and can range from \$30,347 to \$97,650.

LOCATION

Toledo-area Campus

ACCREDITATION

This program is accredited by the Accreditation Council for Business Schools and Programs (ACBSP).



REQUIRED COURSES

1ST SEMESTER

BUS 101	Contemporary Business	Credits: 3(Lec: 3)
IST 131	Computer Concepts and Apps	Credits: 3(Lec: 3)
BUS 102	College & Career Professional	Credits: 3(Lec: 3)
ENG 111	Composition I *	Credits: 3(Lec: 3)
or		
ENG 111P	Composition I Plus *	Credits: 4(Lec: 4)
SPE 101	Public Speaking	Credits: 3(Lec: 3)

2ND SEMESTER

ACC 101	Introductory Financial Acct	Credits: 3(Lec: 3)
MTH 133	Quantitative Reasoning *	Credits: 3(Lec: 3 Lab: 1)
MKT 101	Marketing	Credits: 3(Lec: 3)
BUS 104	Intro to Insurance & Risk Mgt	Credits: 3(Lec: 3)
ECO 201	Microeconomics *	Credits: 3(Lec: 3)

3RD SEMESTER

BUS 200	The Legal Environment of Bus	Credits: 3(Lec: 3)
ECO 202	Macroeconomics *	Credits: 3(Lec: 3)
BUS 201	Principles of Finance	Credits: 3(Lec: 3)
BUS 204	Insurance for Business	Credits: 3(Lec: 3)
BUS 120	Principles of Management	Credits: 3(Lec: 3)

4TH SEMESTER

BUS 105	Effective Human Relations	Credits: 3(Lec: 3)
or		
BUS 205	Human Resource Management	Credits: 3(Lec: 3)
BUS 210	Critical Think & Problem Solve	Credits: 3(Lec: 3)
MKT 125	Personal Selling	Credits: 3(Lec: 3)
OAD 110	Bus & Profession Communication	Credits: 3(Lec: 3)
BUS 224	Risk Finance/Risk Management	Credits: 3(Lec: 3)

*Ohio Transfer Module Course

More information about the Ohio Transfer Module Course can be found at www.ohiohighered.org/transfer/transferrmodule

OWENS.EDU

Office of Admissions

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School of Business, Hospitality Management and Public Safety

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OWENS
COMMUNITY COLLEGE