

**1-5  
JULY  
2024** | **OHRID  
MACEDONIA**

**CONTACT US**

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**EERIA**

**FIRST  
SUMMER  
SCHOOL**



# OVERVIEW

Master insurance business models, regulatory issues and novel strategies to make better decisions for your organisation.

The dynamics and evolving regulation require adaptable business strategies to reduce the risks and sustain the business profitability. Making informed decisions that add real value requires a solid understanding of the insurance business models, the regulatory framework, business ethics, and new developments in the insurance business. This intensive programme empowers you with knowledge and skills to assess the benefits and challenges of insurance business models and regulations for your organisation and your financial ecosystem.



## PROGRAMME CONTENT

Insurance business models  
Governance in insurance  
Insurance regulation  
Insurance distribution  
Protection gap & insurance  
Digital transformation  
Sustainable insurance and ESG

## KEY DETAILS

**Programme type:** On campus open programme  
**Location:** Innovation Hub – FTU Ohrid, Macedonia  
**Start date:** 1 July 2024  
**Duration:** 1-week, full time  
**Department:** Insurance and Risk Management

## BENEFITS FOR YOU

- Gain knowledge of core concepts of **insurance business models**
- Understand **the** key aspects of Solvency II regulatory framework
- Evaluate the risks and benefits of new evolving **digital insurance practices and new regulations**
- Gain knowledge of **business ethics** in insurance and consumer protection issues
- Receive an insight on the channels and methods of **insurance distribution**

## BENEFITS FOR YOUR ORGANISATION

- Enhance your **senior executives' capacity** to make decisions critical to the sustainability and adaptability of the organisation
- Ensure that communication and information exchange around **strategic issues** within the organisation is **resilient, robust and effective**
- Enjoy unique and privileged access to **distinguished lecturers**

## HOW YOU LEARN

**EERIA First Summer School** is an intensive and interactive five-day programme that accelerates your understanding and mastery of the **insurance business models** you need to deliver game-changing impact within your organisation and ecosystem. The programme explores each issue through the use of **real-world case studies** and **open discussion with guest lecturers coming from supervision, industry and academia**. You absorb knowledge and translate that knowledge directly into highly practical, actionable insights continuously - exchanging perspectives and experience with peers from a diversity of geographies. The learning experience delivers transformational impact that is as immediate as it is enduring.



## IMPACT

# WHO ATTENDS?

- **Mid to senior level executives** who would benefit from a focused and practical overview of insurance business models
- **Executives in all functional areas;** in general management, corporate planning, strategy, marketing and sales, and operations



## FEE AND ENTRY REQUIREMENTS

Tuition fee: **1,000 USD**

- This covers all tuition, course materials, daily lunches and networking events. You will receive an EERIA certificate of completion at the end of the course.

All EERIA Summer School participants are required to have:

- **Fluency in English**
- **Minimum three years' professional experience.**

## REQUIREMENTS



**KAREL  
VAN HULLE**

KU LEUVEN



**NIC DE  
MAESSCHALCK**

EUROPEAN FEDERATION OF INSURANCE  
AND FINANCIAL INTERMEDIARIES



**PATRICIA  
BORN**

FLORIDA STATE UNIVERSITY



**PETER  
BRAUMÜLLER**

AUSTRIAN FINANCIAL MARKET  
AUTHORITY



**PAUL  
SCHRIEFER**

FLORIDA STATE UNIVERSITY



**MIRKO  
KRAFT**

COBURG UNIVERSITY



**GORAZD  
ČIBEJ**

INSURANCE SUPERVISION AGENCY OF  
SLOVENIA



**SERGEJ  
SIMONITI**

COFACE ADRIATIC



**KSENIJA  
DENČIĆ  
MIHAJLOV**

UNIVERSITY OF NIS

## LECTURERS

**Morning session 1**

(Registration and welcome reception)  
**Insurance business models**  
 Insurance value chain  
**Sergej Simoniti**

**Governance in insurance**  
 Corporate governance practices for insurers  
**Gorazd Čibej**

**Digital transformation**  
 Big Data and AI opportunities and challenges  
**Patricia Born / Paul Schriefer**

**Insurance regulation**  
 Capital and solvency requirements: What are they, Why do they matter?  
**Karel Van Hulle**

**Sustainable insurance and ESG**  
 SDGs & Long-term value creation  
**Ksenija Denčić Mihajlov**

**Coffee break**
**Morning session 2**

**Protection gap & insurance**  
 Narrowing the protection gap  
**Mirko Kraft**

**Governance in insurance**  
 Fit and proper requirements  
**Peter Braumüller**

**Digital transformation**  
 AI in claims settlement  
**Patricia Born / Paul Schriefer**

**Insurance regulation**  
 RBC under Solvency II  
**Karel Van Hulle**

**Sustainable insurance and ESG**  
 ESG in the insurance sector  
**Ksenija Denčić Mihajlov**

**Lunch**
**Afternoon session 3**

**Protection gap & insurance**  
 Innovative insurance products: parametric insurance, cyber insurance, health insurance etc.  
**Mirko Kraft**

**Governance in insurance**  
 ORSA  
**Peter Braumüller**

**Digital transformation**  
 Data analysis  
**Patricia Born / Paul Schriefer**

**Insurance distribution**  
 The importance of insurance distribution and regulatory developments  
**Nic De Maesschalck**

**Course Wrap-up**  
**Course review & Exam**  
**Certificates**

**Coffee break**
**Post-lecture activities**

**Case preparation and support**

The logo for EERIA, featuring the word "EERIA" in a stylized, white, sans-serif font on a red square background. The letters are bold and modern, with a slight shadow effect.

**EERIA**

# **FIRST SUMMER SCHOOL**

## **Contact:**

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## **Location:**

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