

Idaho PTE Business Education Course with Essential Learning Outcomes and Learning Indicators

Course Title	PRINCIPLES OF INSURANCE		
SDPTE Course ID	BE 0350	IBED	IBED 12106

A course designed to introduce students to insurance products, rate-setting, insurance regulations and careers in the industry.

Term	Semester/Trimester/Year	Preq	BE 0190
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Notes:

Business Law BLaw_3: Demonstrate Knowledge of Agency and Employment Law

BLaw_3.2 Analyze the role and importance of employment law as it relates to the conduct of business.

Learning Indicator: BLaw_3.2.1	Demonstrate an understanding of the nature of the employer-employee relationship
Learning Indicator: BLaw_3.2.2	Explain the doctrine of employment-at-will and describe the wrongful discharge exceptions to employment-at-will
Learning Indicator: BLaw_3.2.3	Explain the relationship of Title VI of the Civil Rights Act to employment
Learning Indicator: BLaw_3.2.4	Explain the difference between disparate treatment and disparate impact in discrimination cases
Learning Indicator: BLaw_3.2.5	Determine what questions can and cannot be asked during an employment interview
Learning Indicator: BLaw_3.2.6	Demonstrate an understanding of the basis on which employees or applicants may be asked to take tests, such as aptitude, psychological, polygraph, and drug tests
Learning Indicator: BLaw_3.2.7	Identify other legislation that regulates employee rights, such as the Americans with Disabilities Act, the Age Discrimination in Employment Act, and the Family and Medical Leave Act
Learning Indicator: BLaw_3.2.8	Identify legislation that regulates employment conditions, such as the Fair Labor Standards Act, the Immigration Reform and Control Act, and the Occupational Safety and Health Act
Learning Indicator: BLaw_3.2.9	Determine legislation which guarantees worker benefits, such as unemployment insurance legislation, pension protection legislation, workers' compensation legislation, and social security legislation
Learning Indicator: BLaw_3.2.10	Describe the collective bargaining process
Learning Indicator: BLaw_3.2.11	Identify legislation that regulates union activities, such as the National Labor Relations Act, the Taft-Hartley Act, and the Landrum-Griffin Act
Learning Indicator: BLaw_3.2.12	Discuss the impact of the law of different countries and the impact of international law on employment

Business Law BLaw_6: Demonstrate Knowledge of Commercial Paper, Insurance, Secured Transactions, and Bankruptcy

BLaw_6.2 Analyze the functions of insurance.

Learning Indicator: BLaw_6.2.1	Define insurance; differentiate between the requirements for property insurance and those needed for life insurance
Learning Indicator: BLaw_6.2.2	Compare and contrast the different types of life insurance, such as ordinary, limited payment, endowment, and term
Learning Indicator: BLaw_6.2.3	Compare and contrast the different types of property insurance, such as automobile, home owner's, and marine
Learning Indicator: BLaw_6.2.4	Explain some of the differences in health coverage
Learning Indicator: BLaw_6.2.5	Discuss the impact of the law of different countries and the impact of international law on insurance

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Computation *Comp_1: Demonstrate Knowledge of Mathematical Foundations for All Computational Skills and Concepts*

Comp_1.1 Apply basic mathematical operations to solve problems.

Learning Indicator: Comp_1.1.1	Determine the correct mathematical process to use for various problem situations and use formulas when appropriate
Learning Indicator: Comp_1.1.2	Select and use appropriate tools when solving problems (e.g., paper, pencil, manipulatives, calculators, computer numerical keypad, and spreadsheets)
Learning Indicator: Comp_1.1.3	Define and use appropriate mathematical symbols for given problems
Learning Indicator: Comp_1.1.4	Round numbers for estimation and other purposes
Learning Indicator: Comp_1.1.5	Estimate and then calculate answers to problems using addition, subtraction, multiplication, and division
Learning Indicator: Comp_1.1.6	Compare computed result with estimated result to determine the reasonableness of the solution
Learning Indicator: Comp_1.1.7	Explain relationships between mathematical processes
Learning Indicator: Comp_1.1.8	Communicate understanding of problems through oral and written assessment

Computation *Comp_2: Demonstrate Knowledge of Number Relationships and Operations*

Comp_2.1 Solve problems containing whole numbers, decimals, fractions, percents, ratios, and proportions.

Learning Indicator: Comp_2.1.1	Solve problems that involve whole numbers, decimals, and fractions including use of appropriate conversions when necessary (e.g., fractions to decimals or decimals to fractions)
Learning Indicator: Comp_2.1.2	Solve problems that involve percents, ratios, and proportions including use of appropriate conversions when necessary (e.g., decimals to percents, percents to decimals, or ratios to percents)

Computation *Comp_3: Demonstrate Knowledge of Patterns, Functions, and Algebra*

Comp_3.1 Use algebraic operations to solve problems.

Learning Indicator: Comp_3.1.1	Recognize, describe, and predict patterns of data
Learning Indicator: Comp_3.1.2	Construct and solve an algebraic equation for a given problem
Learning Indicator: Comp_3.1.3	Solve for the unknown variable in an equation
Learning Indicator: Comp_3.1.4	Apply the order of operations principle when using mathematical processes
Learning Indicator: Comp_3.1.5	Identify multiple applications for using algebraic equations to solve problems

Computation *Comp_5: Demonstrate Knowledge of Statistics and Probability*

Comp_5.1 Analyze and interpret data using common statistical procedures.

Learning Indicator: Comp_5.1.1	Construct, read, and interpret tables, charts, and graphs
Learning Indicator: Comp_5.1.2	Make inferences about data from tables, charts, and graphs
Learning Indicator: Comp_5.1.3	Estimate and calculate measures of central tendency (mean, median, mode)
Learning Indicator: Comp_5.1.4	Use probability concepts to represent and solve problems involving uncertainty
Learning Indicator: Comp_5.1.5	Calculate frequency distributions

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Learning Indicator: Comp_5.1.6 Calculate standard deviations

Economics and Personal Finance EcPF_10: Demonstrate Knowledge of the Role of Consumers

EcPF_10.3 Demonstrate insurance based concepts.

Learning Indicator: EcPF_10.3.1 Identify risks in life and how to gain protection against the consequences of risks

Learning Indicator: EcPF_10.3.2 Explain how all types of insurance are based on the concepts of risk sharing and statistical probability

Learning Indicator: EcPF_10.3.3 Identify the types of insurance associated with different types of risk

Learning Indicator: EcPF_10.3.4 Explain why insurance needs change throughout the life cycle

Learning Indicator: EcPF_10.3.5 Identify various suppliers of insurance (public and private)

International Business IntB_5: Demonstrate Knowledge of International Finance and Risk Management

IntB_5.4 Explain the role, importance, and concepts of international finance and risk management.

Learning Indicator: IntB_5.4.1 Identify major country, foreign exchange, and commercial risks associated with international business activities

Learning Indicator: IntB_5.4.2 Describe available insurance options to protect against trade risks

Learning Indicator: IntB_5.4.3 Discuss strategies to minimize overall risk

Management Mgmt_8: Demonstrate Knowledge of Ethics

Mgmt_8.1 Define ethics and discuss the importance of ethics in personal, social, and business decision making.

Learning Indicator: Mgmt_8.1.1 Describe a personal code of ethical behavior

Learning Indicator: Mgmt_8.1.2 Explain the importance of trust for the successful conduct of business

Learning Indicator: Mgmt_8.1.3 Give examples of how unethical behavior results in higher prices for consumers (e.g., insurance fraud)

Learning Indicator: Mgmt_8.1.4 Describe how and why different cultures have different ethical systems

Learning Indicator: Mgmt_8.1.5 Explain the difference between ethics and governmental regulations

Learning Indicator: Mgmt_8.1.6 Describe a business code of ethical behavior

Learning Indicator: Mgmt_8.1.7 Give examples of how unethical behavior leads to governmental regulations

Learning Indicator: Mgmt_8.1.8 Determine appropriate action in situations requiring application of business ethics