

# E-MBA

## Insurance Major

for insurance  
managers

### Why Cnam Paris is the best choice for your MBA

Overseen by the French Minister for Higher Education, the Cnam is a unique public scientific, cultural and professional institution that is classed as a “grand établissement” and considered to be among France’s top higher education establishments. Since 1794, it has had a tradition of innovation in research and teaching that is carried on today by a corps of professors and lecturers who are not only highly respected academics, but who also have rich professional experience.

### Message from the associate director

“

Cnam-Enass Executive MBA is a fully-fledged international MBA to build up your future career. The core courses will provide you with state-of-the-art professional knowledge and skills in management.

Insurance major has been developed with the leading European insurance firms. Insurance specialists from dedicated institutions – corporations and mutuals, brokers and regulators – share their diversity and complementarity to elicit best practices, amplify their scope on the business and attain transversal understanding of contemporary opportunities. Five specific courses are offered together with dedicated accounting and finance modules.

End-of-curriculum work will be either:

- a piece of intelligence research on a selected topic known as professional dissertation. These works are usually published as summaries in professional journals;
- a consulting project chosen with the auditor’s corporation and supported by the Cnam faculty.

Dedicated personal support is provided for every auditor to facilitate the progression throughout the MBA.

The Cnam-Enass MBA Insurance major is certainly an opportunity to boost your career in the insurance sector.”

Benoît Chapelotte  
Enass

TITRE CERTIFIÉ PAR L'ÉTAT  
NIVEAU I, inscrit au RNCP\*

\*Répertoire national des  
certifications professionnelles



## Objectives of the Programme

The programme's objectives are to enable students to:

- Acquire, or consolidate fundamental and actionable knowledge in all the management fields as well as in the underlying scientific domains;
- Understand and anticipate the major stakes of the business environment including the management of complexity as well as the issues related to ethics corporate social responsibility;
- Develop their ability to communicate effectively in French and in English;
- Improve their curiosity, critical thinking, intellectual autonomy and leadership;
- Increase their critical spirit and their autonomy for their own personal and professional goals for the medium and long term; increase their readiness to face permanent change;
- Develop their entrepreneurial spirit.

## Organization

1<sup>st</sup> year: Courses from October 2016 to June 2017

2<sup>nd</sup> year: Courses from October 2017 to June 2018

Classes take place at the end of the week (2 days)

Duration: around 750 hours

- Fundamentals at Cnam
- Insurance major at Enass
- Summer program at San Bernardino University (USA)

## Validation

- Group exercises and final examination for each course
- Final work:  
Professional Thesis or Consulting Project

## Best Thesis awards and Publications

CCR, Revue Banque, Revue Risques, Enass papers

## Financial Information

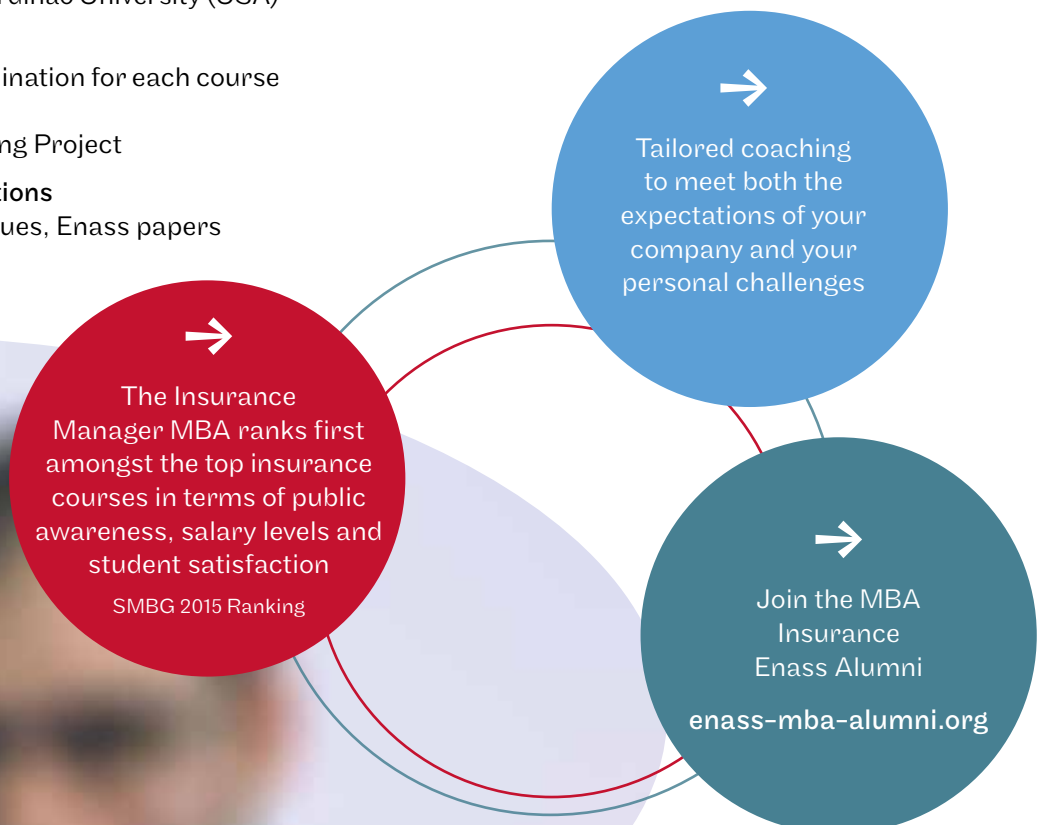
- Executive MBA:
  - > Tuition: €19,000
  - > Possibility of financial aid; support from the Cnam on instruction files (Fongecif, OPCA)

## Application Requirements

- Bachelor's Degree (in any discipline)
- 2 recommendation letters (from professional or academic endorsers)
- 3 years of professional experience
- Proficiency in English (TOEFL IBT: 90 | TOEIC: 800 | IELTS: 6.0)
- Interview with the Program Director and teachers

## Application details

- Rolling admission (until places fill up)
- Applications for scholarships - until April
- Applications for the company sponsorship plan - until May





## Executive MBA Insurance Major

### Assessment & personal development (Orientation, Seminars, Activities)

#### Fundamentals:

- Economics
- Statistics
- Business Law & Ethics
- Accounting\*
- Finance I & II\*\*
- Organization Behavior
- Marketing
- Strategy & Negotiation
- Management Information Systems
- Operations Management
- Human Resource Management

### Programme «Expand your horizons»

#### Development of Competencies for Career Advancement

#### Insurance Major

#### Career advancement track:

- Courses conducted by main Insurance business actors at Enass
- Multi-disciplinary electives

- Insurance and regulation
- Managing Risk
- Property, Casualty, Liability
- Life & Health insurance
- Market opportunities

#### Personal Capstone Program:

- Project Management Course
- Study cases chosen in the insurance field
- Study trips
- Final Project: Professional thesis or Consulting project
- International-MBA collaboration

\*Accounting for insurance: a dedicated course on insurance business accounting and the relevant international rules (French GAAP, consolidated, IFRS, Solvency I & II)

\*\*Finance for insurance: a dedicated course on specific themes related to the Insurance sector (e.g. Asset-Liability Management, Ratings, Securitisation, Valuation of risks, ect.)

#### Study trips:

- the London Market
- the European Institutions in Brussels

Online options

### Insurance Major

The steering committee of the Insurance major is chaired by a business professional who is the sponsor of the class.

#### > Insurance and regulation

This course gives a general overview of the insurance fundamentals, the legal environment governing insurance activities, the French insurance code and the various legal and contractual aspects of insurance. The recent financial crisis has emphasized the need for a strict control of financial activities including insurance. The MBA discusses regulations such as Solvency II.

#### > Managing Risk

How to identify, prioritize and control the probability of unforeseeable events. Risk Management scope and fundamentals for insurance will be explained, in conjunction with the Solvency II requirements.

#### > Property, Casualty, Liability


Experienced practitioners share their knowledge and tools which they use in the various insurance lines of business including: Property, Legal liability, Construction, Transport & Marine, Aviation, Space, Reinsurance and Claims management.

#### > Life & Health

Top specialists review health risks worldwide and offer comparisons between countries politics for health complementary insurance. Other topics discussed include assistance services and retirement pension insurance. The course on life insurance gives the opportunity to work on a strategic game assisted by a dedicated software.

#### > Market opportunities

The course examines the prospects which various international markets offer such as Europe, the USA, China, Japan, India and Africa including the Takaful market. Particular attention is drawn to emerging countries and micro-insurance projects. The study trip to London provides a unique opportunity to visit Lloyds' and companies such as Aviva, AIG, Willis, Mitsui Sumitomo, Swiss Re, Tawa, Allianz, XL and Hiscox. The study trip to Brussels allows students to discover the European Institutions, lobbying and discuss insurance related matters.



Photos : Christian Dao, Patricia Haim, Sandrine Villain, Dircom Cnam - 2013

## Our teachers

- > Nathanaël Abecera (ACP)
- > Gilles Bénéplanc (Gras Savoye)
- > Édith Bocquaire (STYL'conSultantS)
- > Nicolas Chambon (AXA CS)
- > Dan Chelly (Optimind Winter)
- > Johane Coignard Nivet (Torus Insurance)
- > Stevan Corbett (Partner Re)
- > Myriam Dossou (NSIA Côte d'Ivoire)
- > Grégoire Dupont (ORIAS)
- > Stéphane Émery (AXA CS)
- > Pierre Faber (Interlog Consulting)
- > Anthony Fienberg (The WARRANTY Group)
- > Pierre Florin (ACP)
- > Bin Gao (AXA GIE)
- > Hervé Houdard (SIACI Saint Honoré)
- > Simon Kay (AXA CS)
- > Alexander Konopka (Gras Savoye Polska)
- > Guy Lallour
- > Frédéric Lucas (Gras Savoye)
- > Roger Lutz (Allianz IART)
- > Christian Mainguy (Réhalto – SCOR Company)
- > Philippe Maraux (Marsh France)
- > Marc Nabeth (CGSI Consulting)
- > Philippe Picagne (CreditSights Limited)
- > Franck Poindessault (Boken – Avocats Associés)

- > Patrick Thourot (Altia)
- > Danielle Wajsbrodt (La Banque Postale)
- > Philippe Wartel (EIDIS Conseil)

## Our last sponsors

- > Philippe Carle  
Chairman MARSH & McLennan Cies France
- > Michel Dupuydauby  
Président filière assurance Finance Innovation
- > Pierre Florin  
Commission des sanctions ACP
- > Jean-François Lequoy  
Délégué Général FFSA
- > Florence Lustman  
Inspecteur Général La Banque Postale
- > Jean-Philippe Thierry  
Vice-Président ACP
- > Patrick Thourot  
Président Altia

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*The MBA gave me the insurance business background that I lacked and the practical strategies to succeed in interacting with senior management. Studying with such a diverse population of insurance executives and interviewing large corporations for my professional thesis has also offered me a great opportunity to enhance my networking skills. »*

Cedric WELLS  
Claims Expert | Swiss Re | Corporate Solutions

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*Thanks to MBA Enass, I discovered a large range of insurance businesses and deepened my understanding. I also carried out my promise to be promoted after this MBA. »*

Kazuna TUFFIER  
International | Account Manager, AXA France

### Contact:

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