



CYPRUS
INTERNATIONAL
INSTITUTE OF
MANAGEMENT



ΑΣΦΑΛΙΣΤΙΚΟ
ΙΝΣΤΙΤΟΥΤΟ
ΚΥΠΡΟΥ

INSURANCE

ACCREDITED
by SEKAP

MSC
in Management

**Master of Science
in Management**

with Specialization in Insurance

Programme Description

CIIM, in collaboration with the Insurance Institute of Cyprus, is pleased to offer a Master's degree in Management which specializes in Insurance. It is aimed at those candidates who are seeking a career in the insurance industry but also those who are already employed in the industry. This degree equips participants with the necessary knowledge and understanding of the insurance environment, as well as the risks that can be encountered and the methods to manage them. It also helps understand the marketing dimension of the insurance business. At the same time, it expands the knowledge and career prospects in diverse industries.

CIIM's Master of Science in Management is a broadly based business degree which empowers participants with an international standard of expertise in the main management aspects, such as managing people, finances, operations and sales/marketing. The MSc in Management programme of CIIM is fully accredited by SEKAP and recognized by KYSATS (national accreditation/recognition).

Intended Learning Outcomes

Upon successful completion of the programme, participants will be able to:

- Know and understand the insurance environment, by covering the basic principles of insurance related to contracts, businesses, and consumer protection
- Analyze the basic aspects of risk management as they apply in the insurance industry
- Understand the marketing function and its application to the insurance business
- Comprehend contemporary problems and issues facing international businesses
- Understand and use the principles and basic tools of economics, finance and management to solve problems, make sound decisions and tap opportunities
- Manage people and teams as to maximize their productivity and effectiveness in achieving organizational goals and resolve conflicts in an effective and ethical manner
- Become more entrepreneurial and creative; learn to compete effectively

Innovative Teaching and Learning Methods

The programme uses innovative teaching and interactive learning methods with emphasis on action learning, problem solving and decision making in a practical context. These include case studies, business games, live projects, management simulations, in-company projects, presentations, team work, role playing, guest speakers from industry and government, field visits and partnerships. The language of instruction is English.

Time and Duration

The MSc in Management is a modular programme with rolling admissions that allow you flexible starting time. It is taught evenings and weekends, leaving your weekdays free for employment. The programme is modular allowing you maximum flexibility: you can complete it in one year by attending classes of about 30 hours per month (10 evenings a month or 6 evenings plus one weekend) or you can complete it at a slower pace taking up to a maximum of two years.

Admission Requirements

- A Bachelor's degree from an accredited university or college with satisfactory grades, or an equivalent professional qualification, such as the Diploma of Insurance Studies from the Insurance Institute of Cyprus (with five years of work experience). In case where applicants have graduated from unfamiliar programmes, a GRE/GMAT examination score may be required
- Proficiency in English language evidenced by graduation from an English language institution, or by a satisfactory score in TOEFL (not lower than 550) or other standardised language examination
- Success in a personal interview

Fees

• Application fee:	€	50
• Registration fee:	€	850
• Tuition fee:	€	10,000
• Materials:	€	180
Total:	€	11,080



Financial Aid

Competitive scholarships (a limited number of partial scholarships strictly on merit)

Graduation Requirements

To graduate, students are required to earn 90 ECTS credits as follows:

1. Earn 55 ECTS from core courses
2. Earn 16.5 ECTS from courses for the Insurance Specialization
3. Earn 3.5 ECTS from Career and Industry seminars
4. Earn 15 ECTS from a 12,000-word Final Project (Thesis) on Insurance issues

Curriculum

A.	Core Courses	Contact hours	ECTS Credits
	Corporate Finance	28	6
	Entrepreneurship & Innovation	14	3
	Ethics and Social Responsibility	21	4.5
	Financial Accounting	28	6
	Introduction to Management	14	3
	Managing Human Resources	28	6
	Managerial Accounting	14	3
	Managerial Economics	21	4.5
	Marketing Management	28	6
	Operations Management	21	4.5
	Professional and Career Development	14	2.5
	Quantitative & Qualitative Research Methods	28	6
Total ECTS Credits from core courses			55
B.	Courses for the Insurance Specialization	Contact hours	ECTS Credits
	Risk & Insurance Management	21	4.5
	Marketing in Financial Services & Insurance	28	6
	Insurance Environment	28	6
Total ECTS Credits from the Insurance Specialization			16.5

World-Class Faculty

Programme Director: Dr Olga Kandinskaia, CIIM

Mr. Andrew Mayo, London Business School, UK
Mr. Christodoulos Ellinopoulos, Insurance Institute of Cyprus
Dr. Christodoulos Stylianides, CIIM
Dr. Christopher Bovis, University of Hull, UK
Mr. Demetris Demetriou, Insurance Institute of Cyprus
Dr. Dionysios Dionysiou, ALBA, Athens, Greece
Dr. George Theocharides, CIIM
Dr. Jacquie Drake, Cranfield University, UK
Dr. Louis Lages, University of Lisbon and MIT
Dr. Maurice Ewing, Conquer Risk, Fr. Kellogg-HKUST Business School
Dr. Michael Barrett, University of Cambridge, UK
Dr. Mihal Biron, University of Haifa, Israel
Mr. Miltiades Miltiadou, Insurance Institute of Cyprus
Dr. Panayiotis Antoniou, CIIM and University of Cambridge, UK
Dr. Paris Cleanthous, CIIM
Dr. Peter Clarke, University of Dublin, Ireland
Ms. Shanta Nagendrum, Director SKILLFOCUS, Malaysia
Dr. Theodore Panayotou, CIIM and Harvard University, USA
Dr. Udi Makov, University of Haifa, Israel



For more detailed information about the MSc in Management with specialization in Insurance and the application procedure, please contact:

Dr Olga Kandinskaia
Programme Director
CIIM
olga@ciim.ac.cy
T: 22462214

Mr Andreas Efstathiou
Operations Coordinator
Insurance Institute of Cyprus
Andreas.efstathoiou@ciic.org.cy
T: 22761530

Mrs Theodora Petasi,
Admissions
(CIIM Nicosia)
theodora.petasi@ciim.ac.cy
T: 22462246

Mrs Helen Lambrou,
Admissions
(CIIM Limassol)
helen.lambrou@ciim.ac.cy
T: 25878782

To learn more about the MSc in Management use the barcode scanner on your smartphone or visit <http://www.ciim.ac.cy/programmes/msc-management>



CIIM contact details:
www.ciim.ac.cy | t. +357 22462246
Insurance Institute of Cyprus details:
www.iic.org.cy | t. +357 22761530

