

# CPIB COURSE OUTLINE

## STREAMS

### PERSONAL LINES

#### **Mandatory Courses:**

Law & Ethics  
Claims Administration  
Advanced Personal Lines

### COMMERCIAL LINES

Law & Ethics  
Claims Administration  
Advanced Commercial Lines

### BROKER MANAGEMENT

Law & Ethics  
Claims Management  
Business Strategy

#### **Elective Courses (choose 3 within stream):**

Accounting /Finance  
Marketing  
Sales Management  
Communications  
Business Administration  
Organizational Behaviour

Accounting /Finance  
Marketing  
Sales Management  
Communications  
Business Administration  
Organizational Behaviour  
Risk Management

Management Accounting  
Marketing  
Human Resources  
Communications  
Organizational Behaviour  
Business Finance  
Sales Management  
  
Management Information  
Systems (MIS)

### OUTLINE KEY

Brokers must complete 6 courses (3 mandatory and 3 elective) in their stream of specialization in order to obtain the designation.