

# MIRM

Master  
in Insurance  
& Risk  
Management



MIB Trieste  
School of  
Management

[www.mib.edu/mirm](http://www.mib.edu/mirm)



RECTA TUERI  
1988—2018

# MIB Trieste School of Management

MIB Trieste School of Management is a center of advanced learning that has been offering managerial education courses and conducting research in all areas of international management since 1988. The School strives to satisfy the demand for managerial competences of young graduates, entrepreneurs and managers, thus providing various Programs (MBAs, specialized Masters Programs), allowing participants to follow their individual passions and goals. Since 2003 MBAs and Masters Programs have been taught entirely in English and attract students from all over the world. Thanks to this multicultural environment, studying at MIB Trieste becomes an enriching experience which provides exposure to different cultures, improving career prospects at the global level.

"It is thanks to the quality and international outlook of its faculty, the stimulating learning environment, the diverse national and cultural backgrounds of its participants, the solid links to its partner firms and the business community at large that MIB Trieste School of Management has earned a strong reputation over the years as a center of excellence".

**VLADIMIR NANUT**

Dean, MIB Trieste School of Management

## Accreditations



## Associations



## Rankings





# Master in Insurance & Risk Management



The Master in Insurance & Risk Management - MIRM is a stimulating and complete training path (full-time, 12 months) conceived and developed with the direct support of company leaders in Insurance, Risk Management, Finance and Consulting sectors, contributing to its realization in all phases, from selection of candidates to defining the curriculum and job placement. The program is taught entirely in English.

In today's market conditions, characterized by global competition, companies face many challenges and chances for growth. They have now to design and introduce into the market products that offer something new. They have also to develop alternative distribution channels, ensure ever-higher standards of service for their customers and create more effective means of communication.

Due also to the present crisis, new important opportunities have arisen in the Risk Management sector: today all companies need to acquire skills and to elaborate suitable tools to foresee, analyse and manage risks. The Master in Insurance & Risk Management represents an effective

response to these new requirements as to specific competences and managerial skills. Evidences of Program's value and dependability are the accreditations earned both at national and global level.

## **Accreditations: quality benchmarks**

Accreditations prove to be a reliable quality benchmark since these prestigious recognitions are awarded after a very rigorous Peer Review process that investigates every aspect of the School's and Program activities: mission and strategic objectives, credibility, corporate connections, adequacy of faculty, but also of facilities, support services, appropriateness of graduate profile, assessment methods, quality of Program delivery and many others. All these aspects have been carefully assessed and approved by other Business Schools experts, thus providing Master participants with excellence in Higher Education.

"The constant integration between specialized knowledge and a managerial vision of business is one of the distinguishing features of MIRM, which fits in midway between a Master of Science (M.Sc.) and an MBA Program. Our aim is to train individuals able to use effectively insurance techniques and instruments of risk management from the standpoint of overall business management and development. Motivation, involvement and leadership are blended in the training process with skills, techniques and ability. It is a fascinating, brilliant experience, helping young professionals with a global vision to launch a fulfilling and international career".

### **FEDERICA SEGANTI**

Program Director,  
Master in Insurance & Risk Management

### **ERMANNIO PITACCO**

Academic Director,  
Master in Insurance & Risk Management



# Program Structure

The MIRM is a full-time 12-months program starting in October. Curriculum offers an unusual and original approach, combining a specialization in insurance and financial matters with a business approach based upon the latest management models.

In the last phase of the program, from June to September, MIRM participants can do one of the following activities:

- Carry out an internship within sponsoring and partner companies in Italy or abroad.
- Participate in international exchange programs abroad, hosted by partner business schools.
- Fully concentrate on the preparation of the final thesis.

Throughout the Program, participants are offered the opportunity to share some learning and social activities with other Masters students at MIB, this represents an added value from a personal and professional point of view, enriching their

experience and their exposure to a multicultural context.

## **The Internship**

The internship is an interesting opportunity to verify the knowledge acquired during class activities and show personal skills and competences. It strengthens resumes by giving students visible work experience.

It is also aimed at achieving a mature approach toward the work-place developing business codes of conducts.

The Intern can be assigned a project by the hosting company as the basis for the preparation of the final thesis.

Internship lasts from 3 to 6 months: 75% of the participants gets a job offer at the end of this experience.

## **International Exchange Programs**

MIB Trieste School of Management has established a network of collaborations with peer institutions in Europe, China and the US. Such Exchange Programs

offer the Masters candidates the opportunity to spend part of their study path abroad, hosted by top-level business schools, among which: Lingnan College, Sun Yat-sen University (Guangzhou, China) and Rollins College - Crummer Graduate School of Business (Winter Park, FL - USA). This opportunity is subject to places availability and the approval.

# Curriculum

AREA AND COURSES	CREDITS*	AREA AND COURSES	CREDITS*
<b>FUNDAMENTALS OF MANAGEMENT &amp; ECONOMICS</b>	<b>8,5</b>	<b>INSURANCE TECHNIQUES</b>	<b>12</b>
Designed to provide participants with a common knowledge of management and economics concepts and tools.		This area aims to provide a deep understanding of insurance products. It includes two major sub-modules: Life Insurance and Non-Life Insurance.	
— Finance	4	— Introduction to risk and insurance	3
— Financial Accounting	2,5	— Life insurance technique: the basics and the applications	4
— Financial mathematics	2	— Non-life insurance technique: the basics	2
<b>RISK MANAGEMENT</b>	<b>10</b>	— Non-life insurance technique: the applications	2
This area offers an overview of the issues related to risk management in a variety of sectors. The goal is not only to provide participants with the most widespread management tools, but also to make them capable to develop risk management strategies and policies.		— Pensions	1
— Principles of Risk Management	3	<b>INSURANCE COMPANY MANAGEMENT</b>	<b>10,5</b>
— Financial Risk Management	3	This module is the most decidedly managerial of the MIRM Program. Many subjects concerning the insurance industry are tackled so as to present the various aspects related to the management of an insurance company	
— ERM-Enterprise Risk Management in Insurance Industry	2	— Accounting and control in insurance companies	2
— ERM-Enterprise Risk Management in Banking Industry	2	— Organization design and human resource management	2,5
		— Marketing in the financial services	2,5
		— Strategy	2,5
		— Challenges and Strategies in International Insurance Markets	1



AREA AND COURSES	CREDITS*	AREA AND COURSES	CREDITS*
<b>FIELD PROJECT</b> A field project is developed every year in co-operation with insurance or consultancy companies. It provides the opportunity for participants to apply models and knowledge to practical problems, developing problem-solving skills, as well as relational, communication and leadership abilities in the framework of work teams.	3	<b>LEADERSHIP &amp; ACCOUNTABILITY</b> Leadership activities aim at optimising participants' learning experiences, at measuring their personal progresses and at supporting them in creating coherent personal objectives. Some of the topics covered in this course are as follows: <ul style="list-style-type: none"> <li>— One-to-one communication</li> <li>— Team working</li> <li>— Public speaking</li> <li>— Cross cultural communication</li> <li>— Giving &amp; receiving feedback</li> <li>— Setting goals and personal objectives</li> <li>— The different profiles of an accountable leader</li> <li>— Impact of corporate decisions on social responsibility and business sustainability issues</li> </ul>	4
<b>ELECTIVE COURSES</b> To meet with the different interests of participants and allow them focus on specific topics, a number of elective courses are offered throughout the MIRM Program. Some of recent subjects covered are: International Marketing, Inter-cultural Communication, Business Planning and Business Start-up, Innovation Management, Integrated Reporting, Lean Transformation.	8		
<b>FINAL THESIS</b> Each MIRM participant, after having positively completed all courses, has to prepare a final thesis focusing on specific insurance, financial and risk management topics.	4		
		<b>TOTAL</b>	<b>60</b>

\* One credit consists of 25 hours of workload as defined by the European Credit Transfer System (ECTS)



# MIRM Faculty

MIRM Faculty offers a good balance of top level academics (who stay at the forefront of research), professional trainers highly skilled on training methodologies and with a long experience in executive education, top managers, entrepreneurs and consultants (whose role is to bring their real business life experience in the classroom).

## **Learning model**

The MIRM is delivered through a variety of active methods and tools. Together with traditional lessons, company cases, guided discussions, business games, simulations, business experiences, field projects, group work, workshops and seminars play a significant role.

## **International Elective Study Tours**

Two international study tours in Munich and London are organized, on an elective basis, during which students visit the most important insurance companies, financial institutions and partner business schools.

Students can also participate in a study tour in Italy, this involves site visits, seminars and presentations in some major industrial companies.

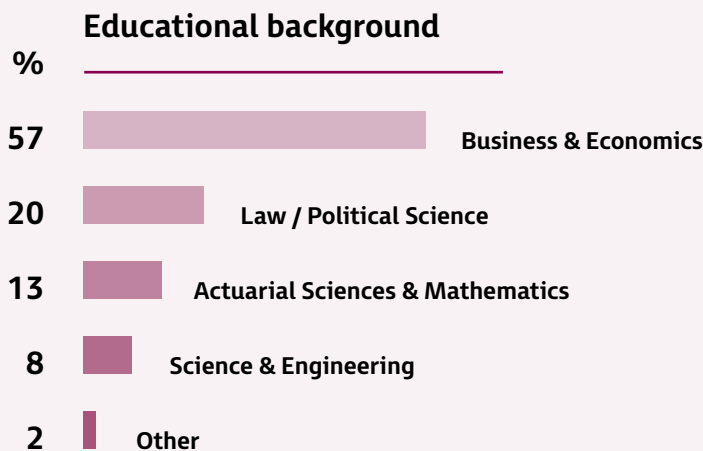
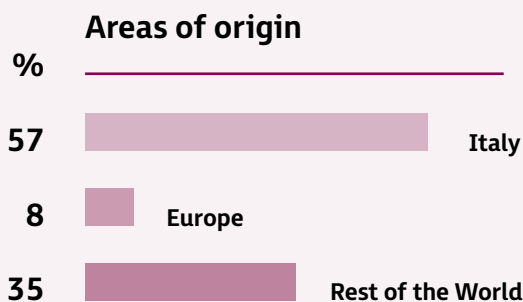
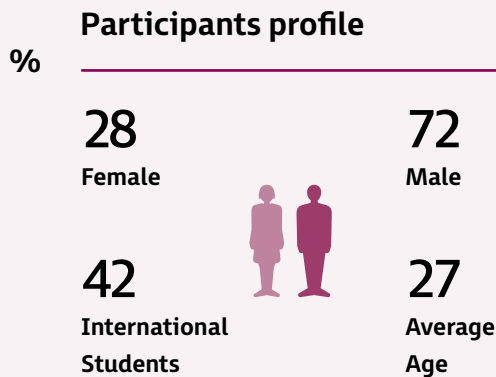
## **Company Lecturers and Testimonials**

Allianz Group  
Allied World Assurance Company  
AM Trust  
A.N.I.A.  
AON  
Arch Reinsurance Europe  
Ariston Thermo  
Assicurazioni Generali  
Avantage Reply  
BDO  
Benetton Group  
Bosch Group  
Cass Business School  
Cattolica Assicurazioni  
Chartered Institute of Insurance  
Crenca & Associati  
Deloitte Risk Advisory  
Eli Lilly  
Edison  
European Banking Authority  
EY  
Fincantieri

Generali Employee Benefits  
KPMG Advisory  
IBM  
Lloyd's of London  
Marsh  
Milliman  
Moody's  
Munich Re  
Partner Reinsurance Europe  
PIMCO  
Procter and Gamble  
Prysmian Group  
PWC  
RSA Insurance Group  
SACE  
Salesforce  
State Street Bank  
Swiss Re  
The Boston Consulting Group  
Unipol SAI Assicurazioni  
XL Insurance  
Willis Towers Watson  
Zurich Insurance Company

# MIRM

## Participants



### Requirements

The Master in Insurance & Risk Management is open to brilliant graduates of all disciplines, from all over the world. The ideal candidate has a strong academic background, is highly motivated and ready to take a decisive role in his/her future. The entry requirements for MIRM candidates are the following:

- Excellent education (university degree level), preferably in economics, statistics and engineering.
- Fluent English (written and spoken).
- Leadership potential.

### Selection Process

The process begins when the candidate fills in the on-line application form available at [www.mib.edu/mirm](http://www.mib.edu/mirm). Successful candidates are invited to the School for taking two written tests and a motivational interview. For international students the selection process may also be carried out remotely. Interviews can be conducted in the presence of sponsor companies' representatives, co-operating with the course staff in the selection of candidates and the awarding of scholarships.

## Financial information

The Master's tuition fee is € 22 000 (VAT included).

## Financial Aids

Thanks to the financial support of MIRM's sponsoring companies, the School offers a consistent number of merit-based scholarships as a partial and total exemption from Master tuition fees. They are awarded also according to specific indications provided by the sponsors.





# Why MIRM?

## The experience of our Alumni



"Studying at MIRM helped me grow both professionally and personally. Highly relevant current topics in the courses and a strong personal development course complemented by an international environment both on the students' and teachers' side – these are the key features to enjoy when attending MIRM".

**KAREN SCHULZ-KISKE** (Germany)

Head of Global Protection and Underwriting  
Assicurazioni Generali, Italy  
MIRM Alumnus Award 2014



"Joining MIRM was a cutting edge experience; one year spent boosting my soft and hard skills which made me take a quantum leap in my professional career".

**SIMONE SALERNI** (Italy)

Head of Sales, Allianz Italia  
MIRM Alumnus Award 2011



"I found MIRM was an exceptional opportunity to invest in my own development to further my career in the Insurance business. It was a unique combination of academic rigour and professional access and experience in a way that no other course does. Half of our instructors came from the academic community while the other half was delivered by Industry Professionals. This made it possible for us to have relevant discussions that could be related to real life. I now have a global network of friends from MIB who I can turn to for support. These are now friends for life".

**KEVIN ANGELINI** (Italy)

Regional Head of Insurance Strategy  
Practice, Insurance Consulting and  
Technology, Asia Pacific Willis Towers  
Watson, Hong Kong  
MIRM 2009



"My decision to study in Italy left many of my friends astounded as the preferred destination for fellow compatriots has always been either the UK or the USA. Italy came on my radar of research due to MIB and their unique program – MIRM – a perfectly blended course comprising technicalities of insurance plus management concepts, MIB's career advice and placement assistance backed by its robust network, including two of the world's leading insurers overseeing the program delivery, made the link between academic and business world easier. The MIRM experience helped me develop global perspectives and think like a consultant".

**KARTHIK KRISHNAMURTHY** (India)

Manager - Risk Advisory Services  
EY, New York City  
MIRM 2008

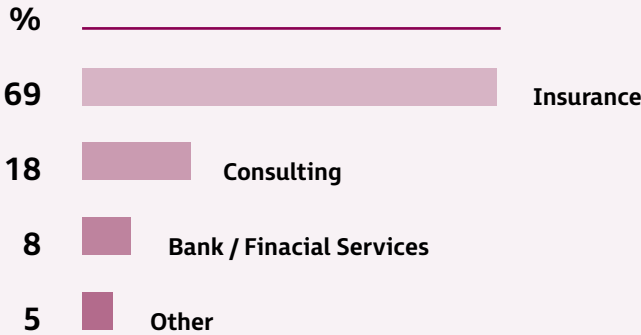


### **Recruiting companies**

AIG Europe Limited / Allianz Group / AON /  
Avantage Reply / Aviva Italia Holding / Axa /  
BDO / CrÈdit Agricole Creditor Insurance /  
Danieli & C. Officine Meccaniche / Deloitte /  
Direct Line / Everis / EY / Furness Underwriting /  
Generali Group / HSB / ING / KPMG Advisory /  
LIST / Marsh / McKinsey / Mediolanum Group /  
Moody's / Munich Re / Prysmian Group / Score /  
Swiss Re / The Boston Consulting Group /  
UnipolSai Assicurazioni / Willis Towers Watson



## Professional areas

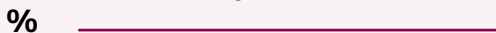


## Careers in insurance



## Average employment rate

6 month after graduation (last 3 editions)



91



Through the Career Service activities, the School is able to develop personal and professional competencies which are in line with the requests of the job market. In addition, a close collaboration with the Leadership Dynamics Team allows participants to highlight their talents to better promote themselves for future career success.

Career guidance support is available for participants throughout the year thanks to a combination of:

- One-to-one interviews and career orientation aptitude tests.
- Training on recruitment procedures.
- Assisting in defining the most effective strategy to achieve career objectives.
- Individual coaching on career choices.
- Lectures and personalized counselling on cover letters, résumé and job interviews.
- Mailing of résumés (CV book) to sponsor and partner companies.
- Organization of individual job interviews.

Moreover a Career Counselling path helps participants define their personal and professional goals and value their profiles and resumes.



"MIB Trieste Alumni Association is all about people. A beautiful and diverse community committed to create a real sense of belonging among its members and to contribute through projects, collaborations and life long learning to the growth of the Alumni, of the Association, of MIB Trieste School of Management and ultimately of the civil society".

**DORINA STANCULESCU**

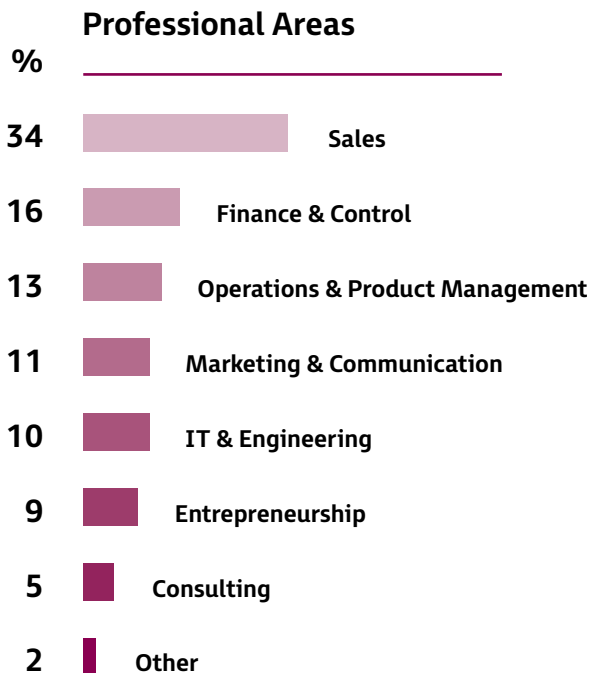
President MIB Trieste Alumni Association

Project Manager, Sissa Medialab

MBA 21

The most important asset of a Business School is its alumni network: qualified, creative, well-motivated managers who continue to share their passion well beyond graduation.

The School has more than 3,000 graduates from all over the world working in a wide variety of professional areas:



## MIB Alumni Association

MIB Alumni Association was founded in 2005 and is presently divided into 17 local groups around the globe. The main goals of the Association are:

- Keeping students and graduates together, by strengthening link and their relations with the School.
- Increasing the visibility and reputation of the School's brand and its Alumni Association.
- Promoting lifelong learning and ongoing professional development.
- Encouraging and developing an active community to support professional networking.
- Fostering the exchange of entrepreneurial and managerial ideas.
- Creating and sharing new job opportunities.
- Launching initiatives such as conferences, job posting services, social and sport events.



# MIRM and the Corporate World

During the Masters course, sponsoring and partner companies, including a consistent number of globalized firms, play an active role in the MIRM Program by:

- Contributing to class activities with their competencies and experiences training sessions.
- Developing projects together with students research projects.
- Hosting company visits and workshops, a look inside the organizations.
- Offering many and varied opportunities for on-the-field experiences internship and placement.

Relations with both sponsor and partner companies are managed and promoted during all the various phases of the program .

More specifically, sponsor and partner companies can:

- Participate in the Admissions procedures to help select the profiles best in line with their needs.
- Recommend their employees as prospective participants to the programs.
- Offer scholarships to the most

talented students; offer opportunities for internship and placement.

## Corporate conversation

Some corporate “conversations” are organized at School; these events allow companies to network with students and provide them with a first-hand view of the culture of the firm and what makes an organization unique. From the participants’ point of view, it is a valuable opportunity to hear from and network with professional guests.

## Steering Committee

With the aim to establish a permanent table for discussion with the Business World and its main stakeholders, the School has set up a Steering Committee for the Insurance and Risk Management Area, which meets monthly.

Its members include the representatives of MIRM main sponsors as well as both Program directors, the Program Manager, the School’s Dean. MIRM curriculum is constantly updated, following the initiative of sponsoring companies and faculty members.

Sponsor Companies

Allianz 

Ania  
Associazione Nazionale  
per il Mercato Assicurativo

Aon  
Empower Results®

IBDO

Deloitte.

EY  
Building a better  
working world

  
FONDAZIONE  
GASBARRI  
ALLENZA  
ASSICURAZIONI

  
GENERALI

KPMG



# Trieste: the World of Insurance & the quality of life

Trieste is the perfect home for the MIRM Program, as the insurance industry has always played a major role in the local economy.

Some international leading companies, such as Assicurazioni Generali S.p.A. and Allianz S.p.A. have their headquarters in the city. This vocation is confirmed by the presence of important academic institutions in actuarial and insurance studies.

Trieste is not only business: it is rated among the first ten cities in Italy for standard of living and third for services and environmental quality.

The city has increasingly gained ground at an international level for the excellence of its science system, thanks to 30+ research institutions ranked among the most important in Europe. Thousands international students and researchers choose Trieste every year.

It also hosts international cultural and sports events, such as the famous "Barcolana" sailing regatta.

Trieste is the city of wind, coffee, insurance and the largest sea-front square in Europe.

Here, thanks to the climate of tolerance and freedom grown in the cosmopolitan Hapsburg Empire, Italians, Jews, Orthodox Serbs, Greeks, Slovenians, Germans, Croatians and other Central-European cultures have lived and mixed together for centuries. You can find this atmosphere in the majestic architecture, in the different religious buildings, in the little harbors, in the theaters, in the Roman ruins, in the fish shops, in the fascinating old town, in the antique shops and old libraries, lying side by side with some of the most advanced international Research Centers in Europe. Trieste is charming, international, safe, affordable, offering a very high quality of life.

A European pearl, which keeps getting positive appreciations year after year on the international media.

# MIRM

## Master in Insurance & Risk Management



### Disclaimer

All information within  
this brochure is correct  
at March 2018

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