



## Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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### COURSE BROCHURE

# Business Risk Advisory and Insurance Cover Assessment

Business, Commerce and Management Studies / Finance, Economics and Accounting

Unit Standard 242676 · NQF Level 4 · 5 Credits · 2 Days

## COURSE OVERVIEW

This course equips learners with the knowledge and skills to apply risk management principles when advising clients on risk acceptance and appropriate insurance cover for a specific business. Learners will understand how to assess risk exposure, interpret policy terms, and recommend suitable cover in line with client requirements.

Category	Business, Commerce and Management Studies
Subfield	Finance, Economics and Accounting
Unit Standard	242676
Accreditation	SAQA Accredited · NQF Level 4 · 5 Credits
Duration	2 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

## LEARNING OUTCOMES

- Apply risk management principles to identify and assess risks relevant to a specific business.
- Analyze client risk acceptance requirements and determine appropriate insurance cover.
- Evaluate insurance policy terms and conditions to ensure alignment with client needs.
- Demonstrate the ability to advise clients on risk mitigation strategies and cover options.
- Implement a structured approach to documenting risk assessments and cover recommendations.
- Review and update risk advice in response to changing business circumstances.

## WHO SHOULD ATTEND

- This course is designed for insurance advisors, risk consultants, and financial services professionals who advise business clients on risk management and insurance solutions.

## COURSE OUTLINE

### Day 1: Foundations of Business Risk Advisory and Insurance Cover

- Introduction to business risk advisory: scope and importance
- Risk identification and classification: operational, financial, strategic, compliance
- Insurance fundamentals: types of cover (property, liability, business interruption, etc.)
- Insurance policy structures: terms, conditions, exclusions, limits
- Regulatory framework: SAQA standards, FSCA requirements, industry codes
- Overview of the insurance cover assessment process
- Stakeholder roles: broker, insurer, risk manager, client
- Case studies: common risk scenarios and insurance responses

### Day 2: Advanced Risk Advisory and Practical Assessment Techniques

- Advanced risk assessment tools: risk matrices, scenario analysis, loss forecasting
- Insurance cover gap analysis: techniques and reporting
- Claims management and its impact on risk assessment
- Emerging risks: cyber, climate, supply chain, pandemic
- Risk advisory report writing: structure, clarity, recommendations
- Ethical considerations in risk advisory
- Client consultation and negotiation skills
- Integration of risk management into strategic planning

## ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **5 NQF credits** at **NQF Level 4**.

## PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 15,400.00	R 15,400.00
1	In-House	R 20,000.00	R 20,000.00
1	On-Campus (Pretoria)	R 23,100.00	R 23,100.00

## UPCOMING SESSIONS

Start	End	Method	Venue
18 Jun 2026	19 Jun 2026	On-Campus	Nairobi, Kenya
18 Jun 2026	19 Jun 2026	In-House	–
18 Jun 2026	19 Jun 2026	Online	–
18 Jun 2026	19 Jun 2026	On-Campus	Online
22 Jun 2026	23 Jun 2026	In-House	–
22 Jun 2026	23 Jun 2026	On-Campus	Nairobi, Kenya
22 Jun 2026	23 Jun 2026	On-Campus	Mombasa, Kenya
24 Jun 2026	25 Jun 2026	On-Campus	Mbabane, Eswatini

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

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