



Foundation Insurance Test

Objective

To provide knowledge and understanding of basic insurance products, principles and practice, within the legal and regulatory framework of the insurance industry.

Summary of learning outcomes	Number of questions in the examination*
1. Understand how the insurance market operates	8
2. Understand risk and insurance in the context of the insurance market	7
3. Understand agency and insurance legal principles	17
4. Understand insurance underwriting procedures	10
5. Understand policy wordings and procedures for renewals	8
6. Understand insurance procedures for claims	10
7. Understand the conduct of insurance business	15
8. Understand personal insurance	18
9. Understand commercial insurance	7

*The test specification has an in-built element of flexibility. It is designed to be used as a guide for study and is not a statement of actual number of questions that will appear in every exam. However, the number of questions testing each learning outcome will generally be within the range plus or minus 2 of the number indicated.

Important notes

- Method of assessment: 100 multiple choice questions (MCQs). 2 hours are allowed for this examination.
- This syllabus will be examined from 1 January 2019 until 31 December 2019.
- Candidates will be examined on the basis of English law and practice unless otherwise stated.
- Candidates should refer to the CII website for the latest information on changes to law and practice and when they will be examined:
 1. Visit www.cii.co.uk/updates
 2. Select the appropriate qualification
 3. Select your unit on the right hand side of the page

- 1. Understand how the insurance market operates**
 - 1.1 Describe the main features of the insurance market including the use of e-trading
 - 1.2 Describe the relationships between buyers, intermediaries and sellers and the different distribution channels
 - 1.3 Describe the main features of intermediaries in the insurance market
 - 1.4 Describe the main functions and responsibilities of loss adjusters and loss assessors
 - 1.5 Describe the main functions and responsibilities of underwriters and claims staff
 - 1.6 Describe, in outline, the additional services available:
 - helplines and advice
 - authorised repairers and suppliers
 - risk control/advice
 - uninsured loss recovery services
- 2. Understand risk and insurance in the context of the insurance market**
 - 2.1 Explain what is meant by risk as it relates to insurance
 - 2.2 Describe the types of risk that can be insured and the types of risk that cannot
 - 2.3 Describe the relationship between severity, frequency, risk and insurance
 - 2.4 Describe how insurance operates as a risk transfer mechanism
 - 2.5 Describe how insurance operates by the pooling of risk
 - 2.6 Describe, in outline, what is meant by self-insurance, coinsurance, dual insurance and reinsurance
 - 2.7 Describe how insurance benefits policyholders and society in general
- 3. Understand agency and insurance legal principles**
 - 3.1 Describe the essentials of a valid contract of insurance
 - 3.2 Describe the methods of creating an agent/principal relationship and the duties of each party
 - 3.3 Describe the principle of insurable interest
 - 3.4 Explain when insurable interest needs to exist
 - 3.5 Describe what is meant by the principle of good faith
 - 3.6 Describe what is meant by material circumstances
 - 3.7 Describe what is meant by the duty of fair presentation
 - 3.8 Explain the consequences of a breach of duty of fair presentation
 - 3.9 Explain the difference between a policy that is void and one that is voidable
 - 3.10 Describe the principle of indemnity and how it is modified by agreed value, new for old and first loss policies
 - 3.11 Explain what is meant by proximate cause
 - 3.12 Explain what is meant by contribution
 - 3.13 Explain what is meant by subrogation
 - 3.14 Explain what is meant by underinsurance and how it is dealt with by the application of average
- 4. Understand insurance underwriting procedures**
 - 4.1 Describe the methods used to obtain information on material circumstances
 - 4.2 Explain the significance of moral and physical hazard to underwriting
 - 4.3 Describe the procedures relating to quotations and their legal significance
 - 4.4 Describe the procedures relating to proposal forms and their legal significance
 - 4.5 Describe the procedures relating to the issue of cover notes, policies and certificates of insurance and their legal significance
 - 4.6 Explain the relevance of premium payment for valid cover
 - 4.7 Describe what is meant by Insurance Premium Tax

5. Understand policy wordings and procedures for renewals

- 5.1 Describe the structure, functions and content of a policy form, including the policy schedule
- 5.2 Describe how excesses, deductibles and franchises are used
- 5.3 Describe the differences between warranties, conditions and exclusions
- 5.4 Explain the use of common policy conditions and exclusions
- 5.5 Describe the procedures relating to renewals and their legal significance
- 5.6 Explain how cancellation clauses operate

6. Understand insurance procedures for claims

- 6.1 Describe the requirements for a valid claim
- 6.2 Explain why a claim may be invalid or only partially met
- 6.3 Describe the insured's duties after a loss
- 6.4 Describe the documentary evidence needed in relation to claims
- 6.5 Describe the methods by which claims can be settled
- 6.6 Describe the procedures commonly used to discourage and detect fraudulent claims
- 6.7 Explain the consequences of fraudulent claims for insurers and policyholders

7. Understand the conduct of insurance business

- 7.1 Describe in broad outline the main functions of the ABI, BIBA and the financial services regulators
- 7.2 Explain the broad effect of the Insurance: Conduct of Business sourcebook (ICOBS) on the general insurance industry
- 7.3 Describe the main provisions of the General Insurance compensation arrangements under the Financial Services Compensation Scheme
- 7.4 Describe the circumstances in which particular types of insurance are compulsory in the UK; specifically: employers' liability, public liability, professional indemnity and motor insurance
- 7.5 Describe the main provisions of the current Money Laundering Regulations
- 7.6 Describe the provisions of data protection legislation and the types of confidential information
- 7.7 Explain the need for security and the requirements for confidentiality of information: its use, storage and disclosure
- 7.8 Explain the need for effective complaints-handling procedures and how they operate in practice
- 7.9 Describe the mechanisms for dispute resolution available to insureds and insurers and the role of the Financial Ombudsman Service

8. Understand personal insurance

- 8.1 Describe the basic features and outline of typical policy cover required by private individuals for:
 - motor insurance
 - home insurance: buildings and contents
 - insurance for caravans, boats, pets and other property
 - travel insurance
 - private medical and dental insurance
 - personal accident and sickness insurance
 - extended warranty
 - legal expenses insurance
 - payment protection insurance for mortgages and loans

9. Understand commercial insurance

- 9.1 Describe the basic features and outline of commercial insurance policy cover for:
 - liability: employers', public, products, professional indemnity
 - commercial property and pecuniary covers
 - commercial vehicle and 'fleet' motor covers

Reading list

The following list provides details of further reading which may assist you with your studies.

Note: The examination will test the syllabus alone.

The reading list is provided for guidance only and is not in itself the subject of the examination.

The resources listed here will help you keep up-to-date with developments and provide a wider coverage of syllabus topics.

CII/PFS members can access most of the additional study materials below via the Knowledge Services webpage at www.cii.co.uk/knowledge.

New resources are added frequently - for information about obtaining a copy of an article or book chapter, book loans, or help finding resources, please go to www.cii.co.uk/knowledge or email knowledge@cii.co.uk.

CII study texts

Foundation Insurance Test. London: CII. Study text FIT.

Books (and ebooks)

Insurance theory and practice. Rob Thoyts. Routledge, 2010.*

A practitioner's guide to the regulation of insurance. 4th ed. John Young (ed). London: Sweet and Maxwell, 2011.

Factfiles and other online resources

CII fact files are concise, easy to digest but technically dense resources designed to enrich the knowledge of members. Written by subject experts and practitioners, the fact files cover key industry topics as well as less familiar or specialist areas of general insurance, life, and pensions and financial services, with information drawn together in a way not readily available elsewhere. Available online via www.cii.co.uk/ciifactfiles (CII/PFS members only).

The Insurance Institute of London (IIL) podcast lecture series features leading industry figures and subject experts speaking on current issues and trends impacting insurance and financial services. Available online at www.cii.co.uk/ciifactfiles (CII/PFS members only).

- The regulatory framework. Simon Collins.

Periodicals

The Journal. London: CII. Six issues a year. Archive available online at <http://www.cii.co.uk/knowledge/journals-and-magazines/the-journal-archive/> (CII/PFS members only).

Post magazine. London: Incisive Financial Publishing. Monthly. Available online at www.postonline.co.uk.

Reference materials

Concise encyclopedia of insurance terms. Laurence S. Silver, et al. New York: Routledge, 2010.*

Dictionary of insurance. C Bennett. 2nd ed. London: Pearson Education, 2004.

The insurance manual. Sadler, John. Stourbridge, Worcs: Insurance Publishing & Printing Co. Looseleaf updated annually.

The insurance manual. Stourbridge, West Midlands: Insurance Publishing & Printing Co. Looseleaf, updated.

* Also available as an ebook through Discovery via www.cii.co.uk/discovery (CII/PFS members only).

Examination guide

If you have a current study text enrolment, the current examination guide is included and is accessible via Revisionmate (www.revisionmate.com). Details of how to access Revisionmate are on the first page of your study text.

It is recommended that you only study from the most recent version of the examination guide.

Exam technique/study skills

There are many modestly priced guides available in bookshops. You should choose one which suits your requirements.

The Insurance Institute of London holds a lecture on revision techniques for CII exams approximately three times a year. The slides from their most recent lectures can be found at www.cii.co.uk/iilrevision (CII/PFS members only).