

Cnam MBA

Insurance Management

for insurance
managers

Why Cnam Paris is the best choice for your MBA?

A meeting place between the academic and professional worlds, the Conservatoire national des arts et métiers is the only higher education institution dedicated to lifelong professional education. It offers courses developed in close collaboration with companies and professional organizations in order to meet their needs and those of their employees more efficiently. Since 1794, in the spirit of the Enlightenment, it has developed a tradition of Innovation, Research and Teaching, supported by a body of professors who are not only respected «academics» but who also benefit from a solid professional experience.

Message from the MBA Insurance Management Program Directors

“ The Cnam MBA Insurance Management Program is an international training designed to promote your professional career at the executive level in Insurance and Risk Management professions.

This program is coordinated by the International Institute of Management (IIM) and the National Insurance School (ENASS) of the Cnam.

The core courses offered will give you access to the professional knowledge and management skills required for today executives of the most competitive companies in Europe. The seminars dedicated to insurance and reinsurance will enable you, on the other hand, to complete the core courses with an insurance component, and on the other hand to share with industry leaders their challenges and best practices. The most up-to-date teaching techniques will enable you to master the multidimensional nature of your future executive responsibilities, to seize opportunities, to work within and manage a team, to optimally combine available resources and to efficiently manage complex strategic projects.

Your courses will be concluded by:

- Either a memorandum on a current insurance strategic management issue, in whole or in part in professional journals;
- Or a strategic professional project chosen in consultation with your company and with Cnam-Enass.

Personal and individual monitoring is provided by the Cnam (IIM & ENASS) throughout your courses.

For a long time, the insurance major of the Cnam-Enass MBA has been regarded as the best opportunity on Paris market-place to boost your professional career in insurance and to access executive positions.”

Patrick Thourot and Philippe Trainar
Jean Michel Raicovitch

Level I State certified Title

Registered in the RNCP: National Register for Professional Certifications
(Registre national des certifications professionnelles)

Program objectives

The program is built so as to enable students to:

- Update, expand and consolidate their practical and theoretical knowledge in all areas of management;
- Understand and master the complex challenges faced by businesses and anticipate the future ones;
- Know how to communicate in both French and English;
- Develop critical thinking, ability to analyze situations, identify goals, adapt to change, enhance creativity and solutions findings, and lead teams;
- Develop an entrepreneurial spirit.

Organization

1st year: Courses from October to June.

2nd year: Courses from September to June.

Study trips (2-3 weeks) in July, August.

Core management classes are organized in hybrid mode, which is one weekend (Friday & Saturday) face to face courses per month and online classes in the evenings during the week.

Insurance management classes are held on weekends (Friday & Saturday) within the period of April to September (study trips including).

The total volume of courses is 935 hours, shared between

- The core courses are taught by the best Cnam's Professors;
- The insurance management elective seminars, taught by recognized European insurance managers (approximately 180 hours);
- At least three study trips: two are dedicated to Insurance Management (UK, China) and one is to choose between our study trips to USA, or Bucharest.

Evaluations

- Group assessments and final exam for each course;
- A memo or a professional project (the best projects will receive award and/or will be published in the 'Revue Banque'.

Financial information

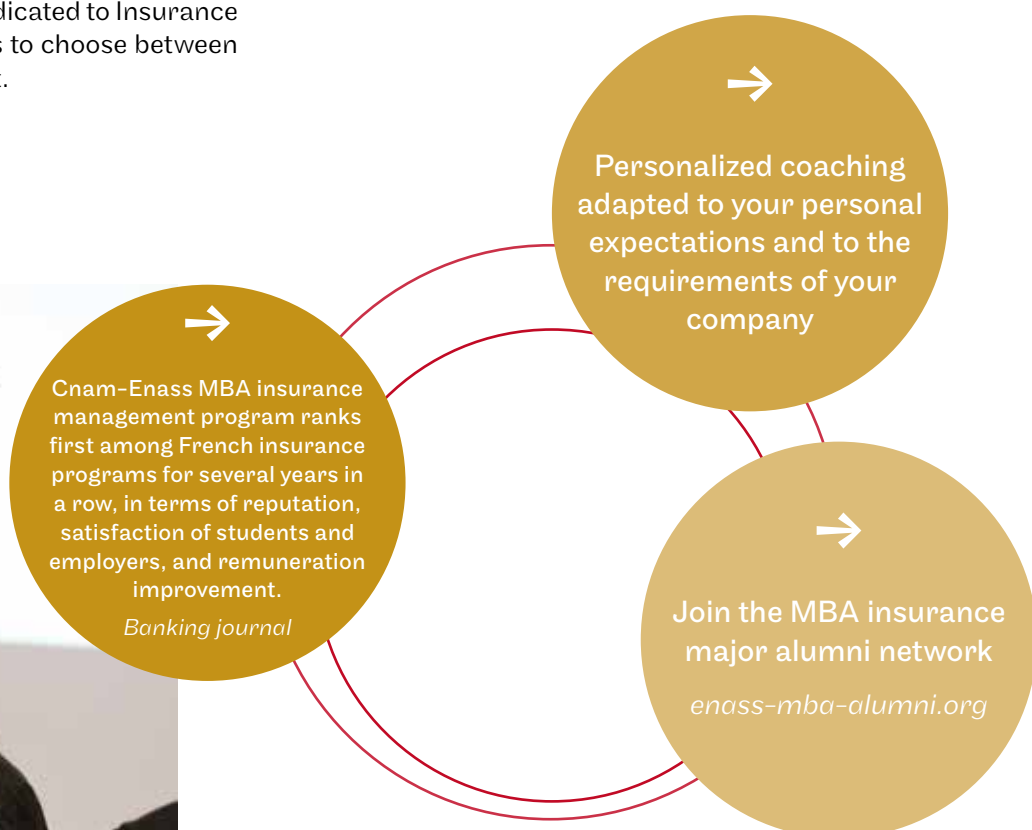
- Tuition fees: € 21, 000 + Application fees: € 160
- Extra spending to plan for study trips
- Eligible to professional training financial fundings (Fongecif, OPCA...)

Admission information

- A 4 years' higher education degree or equivalent (RNCP 2, VAPP...);
- 2 recommendation letters (from professional or academic endorsers);
- 3 years of professional experience minimum;
- Perfect knowledge of English (TOEFL IBT: 90/TOEIC: 800/IELTS: 6.0);
- Admission based on interviews with the Program Directors and Professors.

Application details and deadlines

- Admission until maximum number of students is reached;
- Application for scholarships: till July;
- Application for the company sponsorship plan: till September.





MBA Insurance Management Program

Core Management Courses

- Strategy
- Economics
- Marketing Management
- Human Resource Management
- Negotiations
- Organizational Behavior
- Management Information Systems
- Management Accounting
- Financial Accounting
- Statistics
- Finance
- Operation Management
- Business Law and Ethics
- Career Management & Coaching

Insurance Management Track

Eight additional seminars to the core courses:

- Economics of Risk and Insurance
- Insurance Accounting
- Risk Exposure Quantification
- Insurance Compliance
- Insurance Capital Management
- Insurance Strategic Challenges
- Insurance Technological Challenges
- Insurance Marketing

Eight Elective Seminars focused on Insurance Management:

- How to adapt to change: the case of Life and Pension insurance in a changing and challenging world of low yield environment, increasing longevity and ageing population: what products strategy for the next twenty years?
- How to manage constraints: the case of Health insurance and Long-term care in an environment of great opportunities, with the crisis of the welfare state, and increasing constraints, with heavy regulations on personal data and renewals?
- How to manage disruption: the case of the double disruption in Property & Casualty insurance with an expanding universe of risks and processes, products and marketing challenged by digitalization, big data and artificial intelligence?
- How to manage risk transfers: which role for global reinsurance vs financial markets?
- How to cope with asset/ liability management in interest rates and regulatory fog: how to deal with Asset Liability management in the coming years?
- How to manage expanding corporate large risks: how to mobilize capacity? What is the rational border between private and public commitments in insurance?
- How to choose and adapt a business model: which business models in insurance? What is the impact of regulatory and technology disruptions?
- Why and how to develop an international strategy: either create a worldwide network of domestic insurance companies or secure a "seat" in the main insurance "places" (London, Singapore, Hong-Kong, Zürich)?

Study trips:

- Compulsory trips: Explore the London Insurance Market (3 days)
& the Chinese Insurance Market (1 week)
- At least 1 trip to choose from: Romania (1 week) or USA (2-3 weeks)



The steering committee of the Insurance Management Track is chaired by an insurance professional who is also the sponsor of each cohort.

**Elective seminars sponsors
(to be confirmed for 2019-2020)**

- Gilles Bénéplanc (Cnam et Gras Savoye)
- Patrick Thourot (OURA et Forsides)
- Philippe Trainar (Cnam & Fondation SCOR)
- Pierre de Villeneuve (BNP Paribas Cardiff)
- Pierre-Alain de Malleray (Santiane)
- Marc-Philippe Julliard (Cnam et S&P)
- Xavier Larnaudie-Eiffel (CNP)
- François de Varenne (SCOR)
- François Vilnet (GAREAT)
- Viviane Leflaive (KPMG)

Sponsors of previous cohorts

- Philippe Carle (Chairman MARSH & McLennan)
- Michel Dupuydauby (Finance Innovation)
- Pierre Florin (ACPR)
- Jean-François Lequoy (Natixis)
- Florence Lustman (La Banque Postale)
- Jean-Philippe Thierry (ACPR)
- Patrick Thourot (Forsides)

“

The MBA gave me the insurance business background that I lacked and the practical strategies to succeed in interacting with senior management. Studying with such a diverse population of insurance executives and interviewing large corporations for my professional thesis has also offered me a great opportunity to enhance my networking skills. ”

Cedric WELLS

Claims Expert | Swiss Re | Corporate Solutions

“

Thanks to MBA Enass, I discovered a large range of insurance businesses and deepened my understanding. I also carried out my promise to be promoted after this MBA. ”

Kazuna TUFFIER

International | Account Manager, AXA France



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