



# ASSOCIATESHIP OF ASIAN INSTITUTE OF INSURANCE (AAii)

**Your Track To  
an International  
Insurance  
Designation**



21 Prime Skills  
8 Power Skills  
Proficiency Level:  
Intermediate/ Proficient



**Asian  
Institute of  
Insurance**

(Formerly known as Malaysian Insurance Institute)

**Leap forward with  
an edge over your  
competition with  
The Associateship of  
Asian Institute of  
Insurance (AAii)**



**About  
AAii**

The Associateship of Asian Institute of Insurance (AAii) is an exclusive professional qualification programme designed to meet the current and future needs of the insurance business and industry. As a flagship programme, AAii will enable you to make a positive impact in the insurance industry of Malaysia and the Asian region, while also providing you with an amazing opportunity to enhance your career prospects. Through the designation, you will develop significant transferable skills that are sought by employers in several industries such as insurance, finance and education.



Recognised by CII and  
ANZIIF



HRD Corp registered and  
claimable programme



Preferred qualification for  
insurance management roles



Enhanced syllabus with skillsets  
of the future for the adaptive  
workforce



Content & delivery include  
assessment, coursework, case  
studies and exams

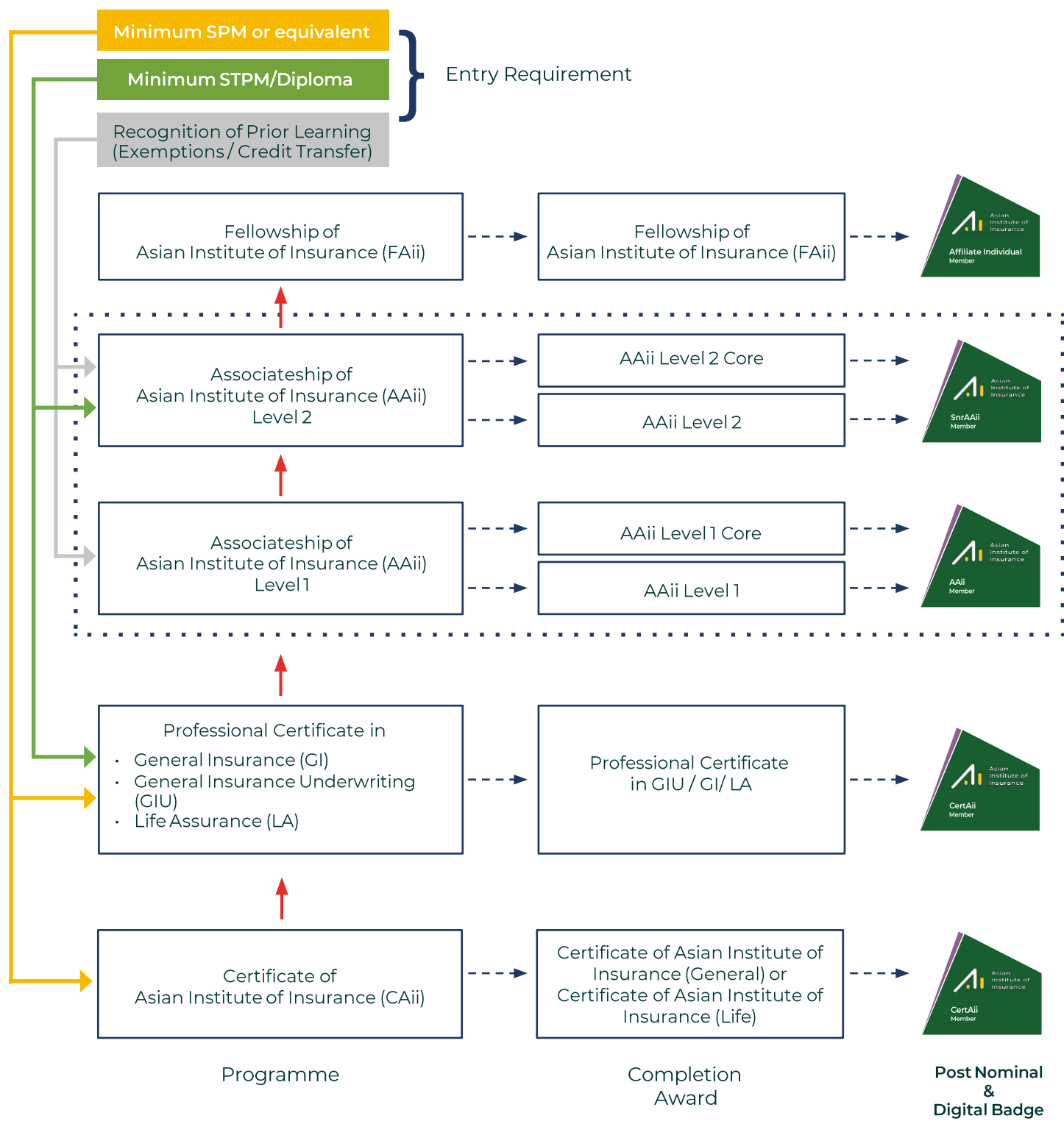


The prestigious designation is a benchmark  
for qualification among insurance  
professionals and helps your company  
attract high quality employees



The AAii offers a clear and simplified pathway that illustrates the learner's progression and the outcomes achieved throughout the learning journey.

# Aii QUALIFICATIONS PATHWAY



# PROGRESSION AFTER AAii

After completing the AAii programme, graduates may progress to the highest insurance qualifications, with worldwide recognition:

## Fellowship of Asian Institute of Insurance (FAii)

An AAii Graduate may progress to the highest level of professional qualification for Insurance in Malaysia that recognises professional development and major achievements.



## The Chartered Insurance Institute (CII)

An AAii Graduate may progress to acquire CII qualifications by credit transfer subject to the terms and conditions set by CII.



## The Australian New Zealand Institute of Insurance and Finance (ANZIIF)



AAii graduates are eligible to apply for:

- ANZIIF Associate membership, for completion of the Associateship of Asian Institute of Insurance (AAii) Level 1.
- ANZIIF Senior Associate membership, for completion of the Associateship of Asian Institute of Insurance (AAii) Level 2.
- ANZIIF Fellow membership, for completion of the FAii and have been an ANZIIF CIP member for two consecutive year.

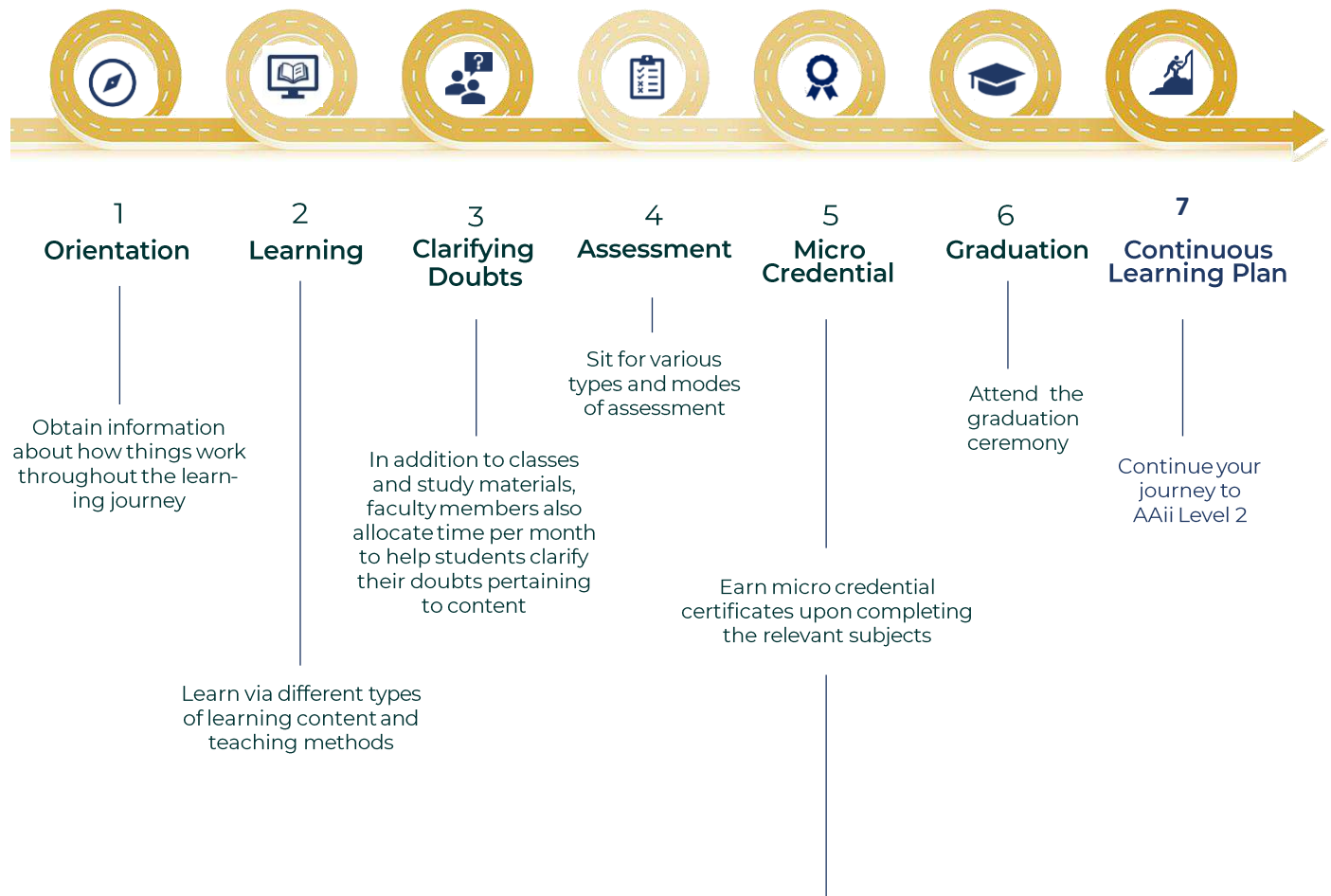


# Learning Journey

# THE LEARNING JOURNEY

The AAii learning journey is filled with rich learning experiences through enhanced value, multiple modes of learning, future proofed content, expert faculty and advanced digital platforms.

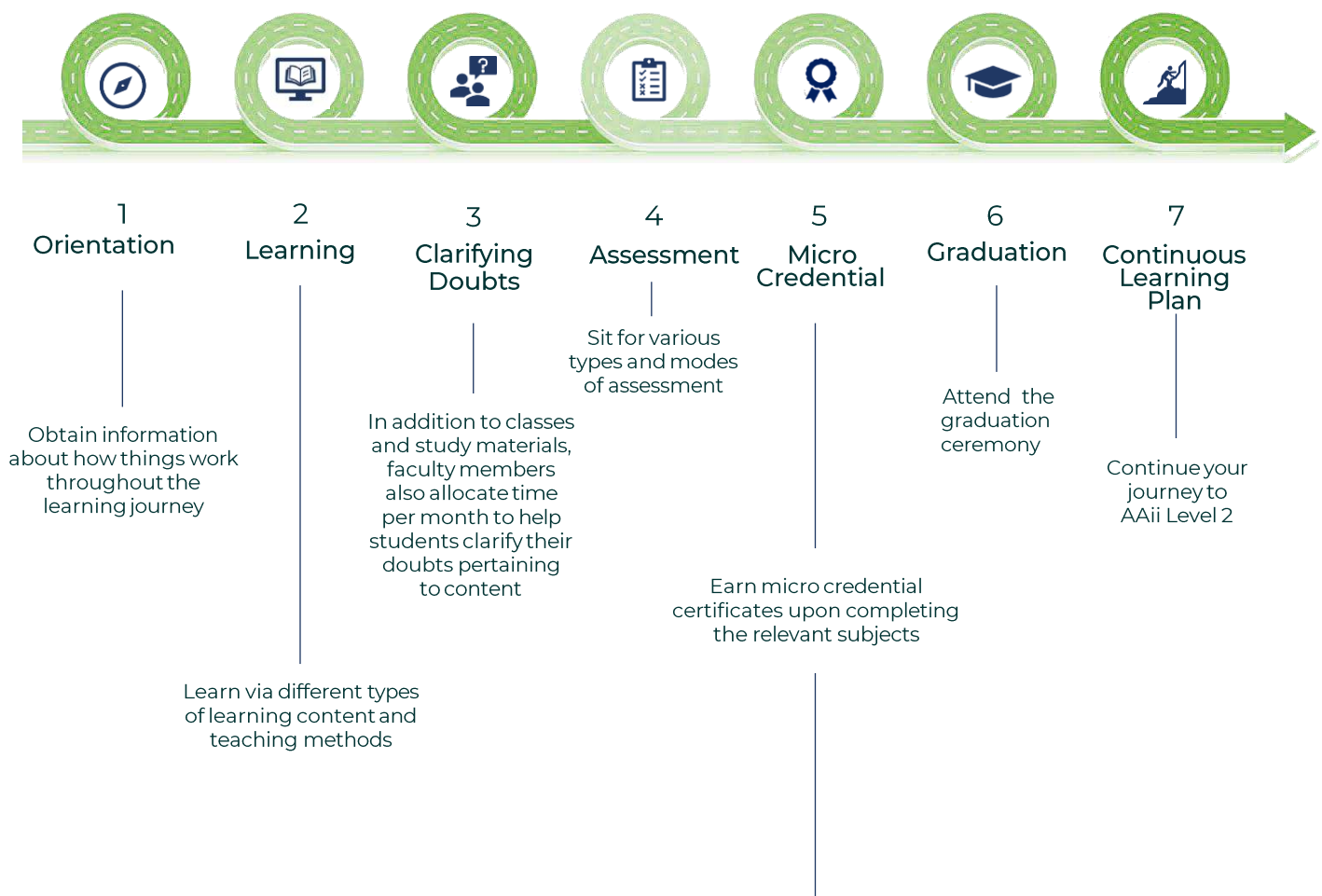
## AAii LEVEL 1 LEARNING JOURNEY



Accomplishments awarded through micro credentials

- Earn a Certificate of Achievement for every subject upon passing the assessment.
- Earn the AAii Level 1 - Core upon passing the three (3) Compulsory Subjects.
- Earn the AAii Level 1 upon passing the three (3) Compulsory Subjects and three (3) Elective Subjects.

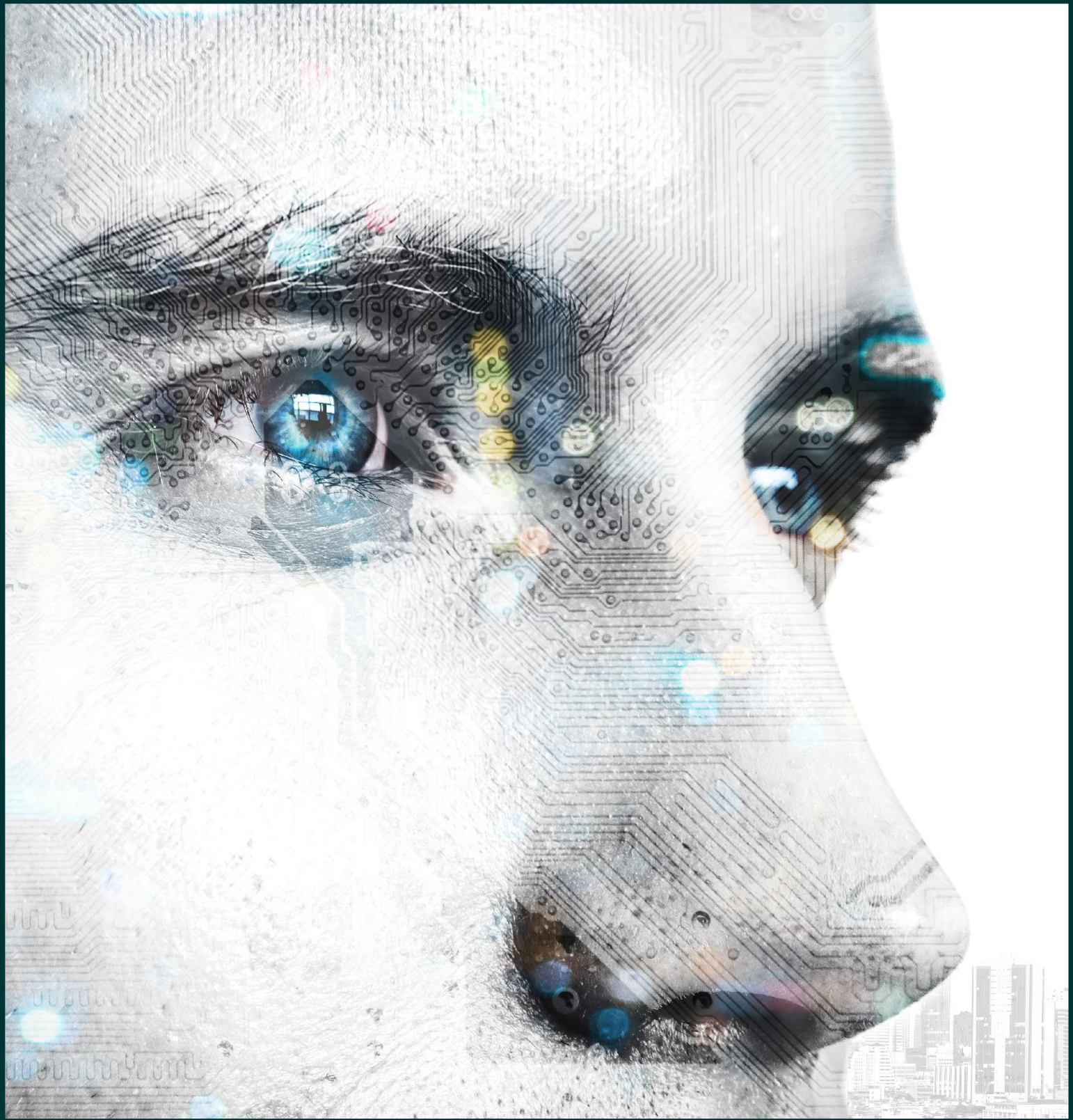
# AAii LEVEL 2 LEARNING JOURNEY



## Accomplishments awarded through micro credentials

- Earn a Certificate of Achievement for every subject upon passing the assessment.
- Earn the AAii Level 2 - Core upon passing the two (2) Compulsory Subjects.
- Earn the AAii Level 2 upon passing the two (2) Compulsory Subjects and six (6) Elective Subjects.





# **Learning Experience**

# ENRICHED LEARNING EXPERIENCE

**Increased value through enhanced learning journey and experience**



Better learning experience help boost and complement learners' success in their roles in the industry.

**Learn more through collaborative and social learning**



Advanced digital learning platforms for students to collaborate, discuss and share knowledge with the largest professional insurance fraternity in Asia.

**Leveraging on the power of digital**



Various modes of learning offered to give a richer experience, and to suit individual preferences and pace in this new hybrid working environment.

**Focused and customizable learning**



Choose from a wide range of Relevant and essential knowledge and skills to better perform professionally and develop personally.

**Deepen intellectual capital while preparing for the future**



Access to personalised non-insurance e-content to meet learners' varied interests such as leadership development, self development and technology awareness modules.



# FLEXIBLE LEARNING OPTIONS

Aii offers 3 modes of learning: Face-to-Face, Virtual Class and Self-Study. These options are made available to suit the various needs of individuals, especially working professionals, as well as to promote a healthy work-life balance without compromising the need for continuous professional learning and development.

## Face-to-Face

- Classroom setting
- Lecturer-led facilitation
- Peer-to-peer interaction
- Weekday or weekend classes
- Fee inclusive of study material (e-Book).



### Advantages:

- Networking opportunity
- Cases study discussion groups
- Inhouse classes can be arranged and tailored to the organization's needs.
- Speak to us for more details.

## Virtual Class

- Virtual classroom setting
- Lecturer-led facilitation
- Peer-to-peer interaction
- Weekday or weekend classes
- Fee inclusive of study material (e-Book).



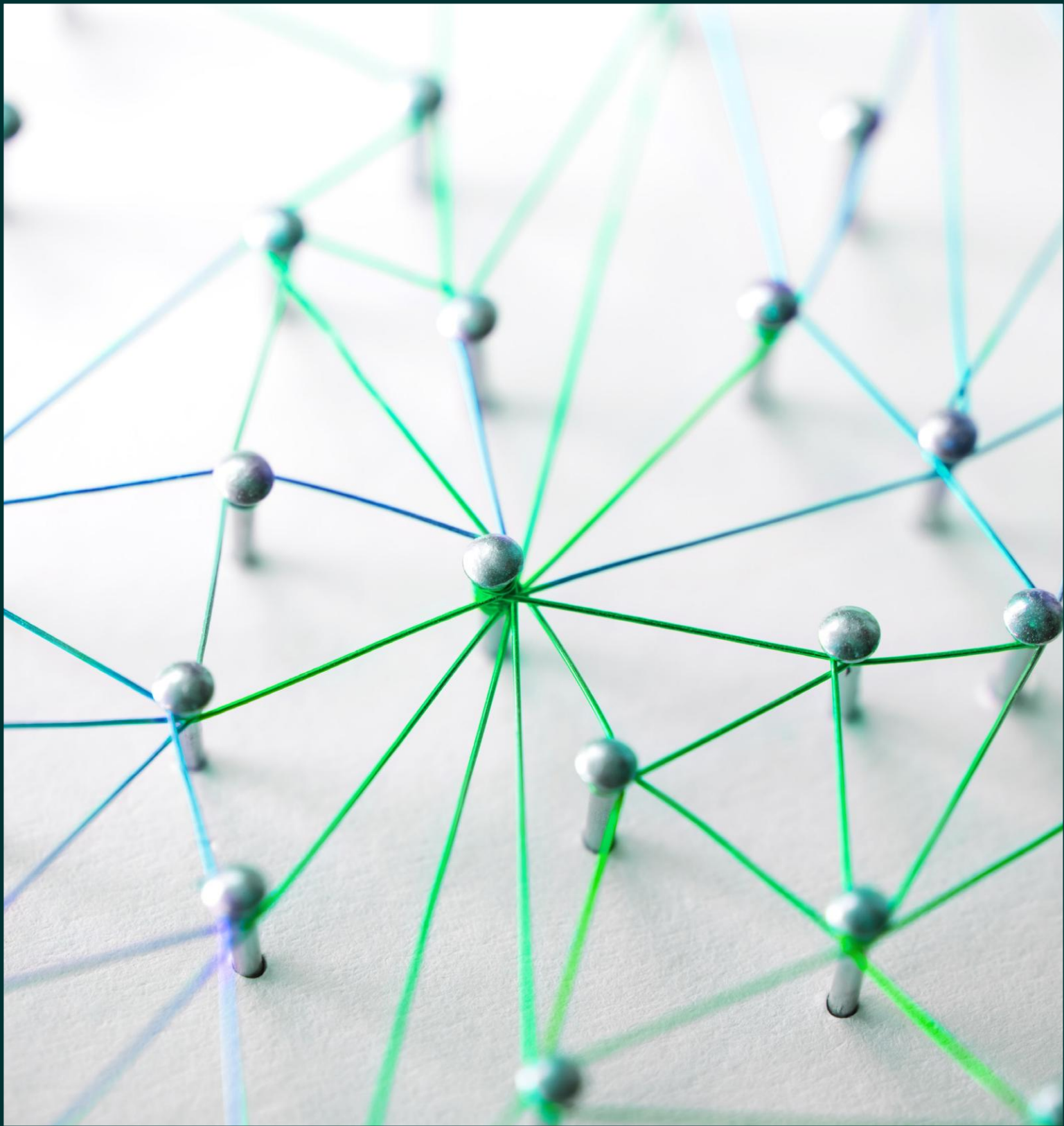
### Advantages:

- Convenient for distance or self-study learners
- Networking opportunity
- Case study discussion groups
- Inhouse classes can be arranged and tailored to the organization's needs.

## Self-Study

- Self paced learning with no facilitation.
- Fee inclusive of study material (e-Book).
- Sessions to clarify doubts available.
- Supported by the Professional Standards (Services)
- Learn at own pace, time and space.
- Support available throughout learning journey.





# **Programme Structure**

# THE PROGRAMME STRUCTURE

AAii is segregated into two levels: AAii Level 1 and AAii Level 2. A total of 50 credits is required for the completion of the AAii Programme.

## ASSOCIATESHIP OF ASIAN INSTITUTE OF INSURANCE – LEVEL 1



Code	Subject	HRD Programme Number
<b>Compulsory Subjects (3 credits per subject)</b>		
301	Insurance Principles and Market Practice (General Insurance)	10001519348
310	Insurance Principles and Market Practice (Life Insurance)	10001518156
302	Insurance Operations & Finance	10001550661
303	Legal Principles	10001551741
<b>Elective Subjects (3 credits per subject, choose any 3 subjects)</b>		
304	Insurance Claims	10001519302
305	Insurance Underwriting	10001519346
306	Motor Insurance	TBA
307	Liability Insurance	10001518150
308	Personal Lines Insurance	10001518144
309	Commercial Property and Business Interruption Insurance	10001512933

In Level 1, you will learn, apply, and deploy emerging business models as well as new technologies via a holistic learning approach.

**6 subjects**  
(equivalent to **18**  
credits) is required  
in AAii Level 1  
to progress into  
AAii Level 2.

# ASSOCIATESHIP OF ASIAN INSTITUTE OF INSURANCE – LEVEL 2



Code	Subject	HRD Programme Number
<b>Compulsory Subjects (4 credits per subject)</b>		
401	Insurance Law	10001449083
402	Insurance Business and Economics	10001449736
<b>Elective Subjects (4 credits per subject, choose any 6 subjects)</b>		
403	Insurance Marketing	10001515103
404	Insurance Claims Management	10001518142
405	Insurance Underwriting Management	10001518145
406	Insurance Risk Management	10001518155
409	Medical and Health Insurance	10001513215
410	Reinsurance	10001511208

In Level 2, you will learn and apply up-to-date knowledge of consumer and business-specific needs including contextualising, applying empathy, and exercising judgement.

## MINIMUM ENTRY REQUIREMENT

### AAii Level 1

1. Passed STPM/A-Level or higher qualifications which are recognized by the Malaysian Government or Professional Bodies; OR
2. Passed Certificate of Asian Institute of Insurance (CAii) from Asian Institute of Insurance; OR
3. Passed Certificate in Insurance from Chartered Insurance Institute, United Kingdom.

### AAii Level 2

- Completion of AAii Level 1.

## ACCREDITATION OF PRIOR LEARNING & SUBJECT EXEMPTION

- Subject exemption may be awarded for prior learning (qualification related) by applying the exemption for the related subject(s) with the necessary supporting documents.
- 3 credits per subject for AAii Level 1 and 4 credits per subject for AAii Level 2 may be awarded if it complies with the exemption requirements.

### Note:

- Students with a recognized qualification in the relevant field will be given credit exemptions based on past results and portfolio review (where applicable).
- Any other qualifications will be considered on a case to case basis.
- Aii's reserves the right to accept or reject any application.

# PROGRAMME DURATION

- Programme is not time bound.
- You can study at your own pace.
- Upon completion of AAii Level 1, you will be eligible for an immediate transfer to AAii Level 2 (subject to terms and conditions).
- Contact our Programme Advisors at +603 2712 888 or email [sales@aaiiasia.org](mailto:sales@aaiiasia.org) to learn more.

# CLASS & EXAMINATION SCHEDULE

Class Intake	Final Examination
February	May
June	September
October	January (the following year)

# ASSESSMENT STRUCTURE

Professional Qualifications Details		Assessment Structure
<b>AAii Level 1</b>	<b>Core Subject:</b> <ul style="list-style-type: none"> <li>• 301 - Insurance Principles and Market Practice (Certificate of Asian Institute of Insurance)</li> <li>• 302 - Insurance Operations &amp; Finance</li> <li>• 303 - Legal Principles</li> </ul>	100%: 100 Multiple Choice Questions to be completed within 180-minutes.  Pass Mark: 70% (final examination marks)
	<b>Elective Subjects</b> <ul style="list-style-type: none"> <li>• 304 - Insurance Claims</li> <li>• 305 - Insurance Underwriting</li> <li>• 306 - Motor Insurance</li> <li>• 307 - Liability Insurance</li> <li>• 308 - Personal Lines Insurance</li> <li>• 309 - Commercial Property and Business Interruption Insurance</li> </ul>	60%: Coursework 40%: 50 Multiple Choice Questions to be completed within 90-minutes.  Pass Mark: 70% (Combination of coursework and final examination marks)
<b>AAii Level 2</b>	<b>Core Subjects</b> <ul style="list-style-type: none"> <li>• 401 - Insurance Law</li> <li>• 402 - Insurance Business and Economics</li> </ul>	100%: 100 Multiple Choice Questions to be completed within 180-minutes.  Pass Mark: 70% (final examination marks)
	<b>Elective Subjects</b> <ul style="list-style-type: none"> <li>• 403 - Insurance Marketing</li> <li>• 404 - Insurance Claims Management</li> <li>• 405 - Insurance Underwriting Management</li> <li>• 406 - Insurance Risk Management</li> <li>• 407 - Life Assurance</li> <li>• 410 - Reinsurance</li> <li>• 411 - Takaful</li> </ul>	40% Coursework <ul style="list-style-type: none"> <li>• Test 1 – 10%</li> <li>• Test 2- 10%</li> <li>• Assignment - 5 single assignments with 5 compulsory questions)</li> </ul> 60% Final Examination <ul style="list-style-type: none"> <li>• 5 Short questions</li> <li>• 1 Case study</li> <li>• 3 Essay questions</li> </ul> Pass Mark: 55% (Combination of coursework and final examination marks)

# FEES AND FLEXIBLE PAYMENT OPTIONS

	AAii Level 1			
	Class Based (Virtual/Face to Face)		Self Study	
	RM	USD	RM	USD
Membership Fee	100	34	100	34
Student Registration	100	34	100	34
Course Fee (per subject) (Fee inclusive ebook & exam fees)	1,800	600	700	200
<b>Total</b>	2,000	668	900	268

	AAii Level 2			
	Class Based (Virtual/Face to Face)		Self Study	
	RM	USD	RM	USD
Membership Fee	100	34	100	34
Student Registration	100	34	100	34
Course Fee (per subject) (Fee inclusive ebook & exam fees)	2,160	800	810	250
<b>Total</b>	2,360	868	1,010	318

	RM	USD
Repeat Examination Fee	150	40
Re-do Course Work (Self Study)	500	160
Exam only	250	80

Flexible Payment Option	
Credit Card	iLMS: <a href="http://www.mii4u.org">www.mii4u.org</a>
FPX	iLMS: <a href="http://www.mii4u.org">www.mii4u.org</a>



# **Role Based Pathway**

# ROLE BASED PATHWAY FOR INSURANCE PROFESSIONALS

AAii equips insurance professionals with the relevant and critical insurance fundamentals and future skills to advance towards higher order technical knowledge.

Through AAii, professionals in key roles in the insurance industry namely Underwriters, Claims Handlers, professionals in the area of Broking, Marketing, Agency and Customer Service, may acquire the requisite levels of technical knowledge and competency to perform their role effectively, efficiently and be future ready.

With the support of experiential learning embedded in the AAii programme, insurance professionals will be better prepared in facing unique challenges in the business environment, as a competent, skilled and experienced professional.



## Designed specially for:

- Agency force
- Brokers
- Claims Handlers
- Customer service professionals
- Marketers
- Underwriters

# ROLE BASED PATHWAY RECOMMENDED FOR AGENCY / BROKING / CUSTOMER SERVICE / MARKETING PROFESSIONALS

## Agency / Broking / Customer Service / Marketing Professionals (AAii Level 1)

### Compulsory Subjects

1. Insurance Principles and Market Practice
2. Legal Principles
3. Insurance Operations & Finance



### Elective Subjects (Choose 3 out of 5)

- Insurance Underwriting
- Insurance Claims
- Commercial Property & Business Interruption
- Personal Lines Insurance
- Motor Insurance

## Agency / Broking / Customer Service / Marketing Professionals (AAii Level 2)

### Compulsory Subjects

1. Insurance Law
2. Insurance Business & Economics



### Elective Subjects (Choose 6 out of 8)

- Insurance Underwriting Management
- Reinsurance
- Insurance Risk Management
- Medical & Health Insurance
- Insurance Marketing
- Marine Cargo Insurance
- Engineering Insurance
- Marine Hull and Aviation

# ROLE BASED PATHWAY RECOMMENDED FOR CLAIMS HANDLERS

## Claims Handler (AAii Level 1)

### Compulsory Subjects

1. Insurance Principles and Market Practice (General)
2. Legal Principles
3. Insurance Operations & Finance



### Elective Subjects (Choose 3 out of 5)

- Insurance Claims
- Commercial Property & Business
- Interruption
- Personal Lines Insurance
- Motor Insurance
- Liability Insurance

## Claims Handler (AAii Level 2)

### Compulsory Subjects

1. Insurance Law
2. Insurance Business & Economics



### Elective Subjects (Choose 6 out of 9)

- Insurance Claims Management
- Insurance Risk Management
- Insurance Marketing
- Medical & Health Insurance
- Reinsurance
- Takaful

# ROLE BASED PATHWAY RECOMMENDED FOR UNDERWRITERS

## Underwriter (AAii Level 1)

### Compulsory Subjects

1. Insurance Principles and Market Practice (General)
2. Legal Principles
3. Insurance Operations & Finance



### Elective Subjects (Choose 3 out of 4)

- Insurance Underwriting
- Commercial Property & Business Interruption
- Personal Lines Insurance
- Motor Insurance

## Underwriter (AAii Level 2)

### Compulsory Subjects

1. Insurance Law
2. Insurance Business & Economics



### Elective Subjects (Choose 6 out of 8)

- Insurance Underwriting Management
- Reinsurance
- Insurance Risk Management
- Medical & Health Insurance
- Insurance Marketing
- Takaful



# Future Skills Framework

Skills Developed by Attending this Programme	
Prime Skills	
Customer Experience Management	1. Customer Experience Design 2. Customer Profiling 3. Customer relationship Management
Digital & Data Integration	4. Data Collection and Analytics 5. Data Governance 6. Data Protection 7. Process Automation 8. Pricing Strategy 9. Underwriting Management
Financial Products and Services	10. Marketing 11. Personal Finance Advisory 12. Product Advisory 13. Quality Assurance 14. Product Design and Development
Risk Management, Governance & Regulatory Compliance	15. Anti-Money Laundering 16. Regulatory Compliance 17. Risk Governance 18. Risk Management 19. Policy Implementation and Revision
Investment and Financial Management	20. Financial Planning 21. Insurance Claims Processing
Power Skills	
Innovation & Delivery	1. Adaptability and Resiliency 2. Innovative Thinking 3. Learning Agility 4. Business Acumen 5. Problem Solving
Social Intelligence	6. Collaboration 7. Communication 8. Empathy



*I joined the insurance Industry with very minimal knowledge and that made me start the quest for a structured learning programme which covers the industry supply chain. The search led to AAii a program that enables, upon completion, understanding of every important aspect of the industry. AAii incorporated flexibility, which allows choosing electives that suits individual needs. AAii exposes individuals to common terminologies and understanding that helps to connect various stakeholders. AAii has provided the required solid foundation.*

**Lee Chin Hon**

*I am glad that I decided to do the AAii Professional Program with Aii as it has given me renewed enthusiasm towards my career. This program plays an important role for me to build professional path of my career ladder in my organisation and the Insurance industry.*

*Syllabuses are well levelled and simplified for better understanding and is in accordance with the practice of insurance guidelines. Thank you to the Aii management and the lecturers for having this program and administering it very well.*

**Anitha Nadesan**



*Completing AAii with Aii has been an astounding journey. The compassion shown from faculty of Aii were heart warming. The lecturers of Aii were undoubtedly the most experienced and knowledgeable teachers I have met. Aii's dedication to provide its students with knowledge and experience and the ultramodern methods used to facilitate students with the best learning experience was profound. AAii course is designed to accommodate for fresh out of school students as well as field experienced individuals or anyone who is interested to choose Insurance as a carrier path.*

**Mariyam Nazra**

*I completed my AAii programme back in the year 2012, during this Programme, one of the most important thing that I have had experienced was that the Lecturers who were training us were having Immense experience and knowledge in Insurance and particularly on the subject modules. AAii Programme includes different significant Insurance modules which benefitted me during challenges at work. Therefore, I find this programme as a Game changer and I would recommend this programme.*

**Sawaadh Hussain**



# *Let's connect!*



Register Now



**Asian  
Institute of  
Insurance**

(Formerly known as Malaysian Insurance Institute)

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