

Case Studies: **Need to Upgrade Professional Certification Curriculum**

Business Situation

An international insurance association needed to educate its members for certification on a variety of insurance topics, ranging from general, core disciplines such as CGL and PLI, to focused studies on product lines such as Fidelity and Crime Insurance.

ALESys Solution

ALESys custom developed blended self-study training programs for 23 individual insurance topics. The deliverables included Workbooks, Job Aids, and Online Application Activities. These self-study programs allowed Insurance Professionals, including Underwriters, Agents/Brokers, and Claims Professionals, to enhance their knowledge of topics within their field, as well as additional topics they could leverage in their service to Clients. Each self-study program culminated in an online assessment, and the insurance association was able to grant certification to its members based on their assessment scores.

Results Achieved

These programs have received very positive feedback from both the leaders of the association and the members who have completed the self-study. Users find them very relevant and practical, and a welcome improvement over the former academic approach.

ALESys is an international consulting and training company with a focus on leveraging learning to help Customers achieve their organizational goals and use learning as a competitive advantage to generate business profits. We bring a depth and breadth of expertise and best practices gathered during our many years of successful work with organizations all over the world. For organizational change efforts to be effective, only a custom designed approach will yield results. These results must not only solve your organizational issues, but they must also translate into long-term sustainable change and profitability.

For more information on ALESys' highly effective approach, contact us at 800.758.1071 or visit our website at www.alesys.com. ©2007 ALESys. All rights reserved.