

Student Learning Outcomes Library

Office of Assessment & Accreditation

Indiana State University

Certificate in Insurance Sales

Fall 2019

Outcome	Related Foundational Studies or Graduate Goal
Practice essential professional selling skills such as interfacing with clients, building business cases, negotiating, and solutions providing.	
Engage in activities that build career readiness competencies (e.g., NACE competencies).	
Acquire product knowledge with the insurance sector.	
Evaluate appropriate distribution channel(s) to market insurance products.	

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Foundational Studies Learning Goals

- FS1. Solve problems.
- FS2. Evaluate ideas.
- FS3. Learn and apply knowledge and skills.
- FS4. Demonstrate appreciation for the arts.
- FS5. Embrace civic duty.
- FS6. Understand diversity.
- FS7. Act as a global citizen.
- FS8. Behave ethically.
- FS9. Cultivate wellness.
- FS10. Communicate effectively.

Graduate Student Learning Goals

- G1. Demonstrate professional communication proficiencies.
- G2. Engage in and meaningfully contribute to diverse and complex communities and professional environments.
- G3. Recognize and act on professional and ethical challenges that arise in their field or discipline.
- G4. Achieve mastery of the knowledge required in their discipline or profession.

G5. Achieve mastery of the skills (including using appropriate tools) required in their discipline or profession.