

Aviva's Certified Cyber Insurance and Risk Professional (ACCIRP)

We've designed a course, suitable for brokers and insurance professionals with an entry-level knowledge of cyber risk and insurance, to provide learning and insight to help make sure you have the knowledge and tools to talk confidently to clients about their commercial cyber risks. This course is broken down into **7 key modules** followed by a **final assessment**, providing **8 hours of Continuous Professional Development (CPD)** once complete.

Module 1: Introduction to cyber risks

This module will demonstrate to you what a cyber risk is and how it is identified. You'll also learn what types of cyber attacks can occur and who carries them out.



Module 3: Why do customers need cyber insurance?

After completing this module, you'll be aware of the prevalence of cyber-crime in the UK and how cyber threats are growing, the common misconceptions surrounding cyber threats and what these threats are, based on industry sector.



Module 5: Claims response and management

This module will help you understand the importance of timely and accurate reporting. It will also help you understand loss mitigation and remediation, as well as effective claims management.



Module 7: Objection handling and how to sell

By completing this module you'll be able to identify the common objections associated with selling cyber insurance and understand ways of overcoming them.



Module 2: Cyber terminology

This module will help you recognise and understand key terminology related to cyber risks, such as phishing, malware and similar threats.

Module 4: Cover provided by cyber insurance

This module will show you how cyber policies work by helping you understand the covers commonly included with a cyber insurance policy, the key policy wordings associated and their common exceptions and conditions.

Module 6: Underwriting factors

This module demonstrates and highlights the importance of key underwriting factors in cyber insurance and how they are used in assessing cyber risks.