

**SKILLS FRAMEWORK FOR FINANCIAL SERVICES
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT**

TSC Category	Product, Sales and Market Management					
TSC	Underwriting Process					
TSC Description	Structure policy terms in accordance with an organisation's rating, price and risk tolerance to develop risk evaluation considerations for applications					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
			FSE-RIM-3028-1.1	FSE-RIM-4028-1.1	FSE-RIM-5028-1.1	
			Provide support in underwriting processes by developing policy terms according to risk evaluation considerations	Perform underwriting for standard risk cases and administer underwriting processes efficiently	Perform underwriting for multifaceted risk cases as well as oversee the underwriting function in terms of overall strategies and guidelines	
Knowledge			<ul style="list-style-type: none"> Insurance principles and terms Evaluation of risk processes Structure of policy terms Key factors that affect risk ratings and pricing Organisational policies and procedures pertaining to underwriting 	<ul style="list-style-type: none"> Underwriting processes Assessment methodologies for standard risks Structure of policy terms Organisation policies and procedures pertaining to underwriting 	<ul style="list-style-type: none"> Assessment methodologies and pricing tools for multifaceted risks Structure of policy terms Underwriting strategies Insurance market environment and competitors 	
Abilities			<ul style="list-style-type: none"> Identify key factors that affect risk rating and pricing Identify information that should be factored into underwriting decisions Identify risk evaluation considerations Determine acceptable levels of risk and appropriate terms, conditions and common clauses Structure policy terms in accordance with organisational policies and procedures on 	<ul style="list-style-type: none"> Administer the underwriting processes in accordance with organisational policies and procedures Perform assessments of standard risks Determine terms, common clauses, and premiums in the underwriting evaluation Determine acceptance or rejection for applications Review underwriting approaches to ensure processes are robust, efficient and competitive 	<ul style="list-style-type: none"> Perform assessments of technical and/or multifaceted and/or high-value risks for non-standard risks Determine terms, common clauses, and premiums in the underwriting evaluations Determine acceptance or rejection for technical and/or complex and/or high-value risk applications Develop underwriting strategies, pricing structures and underwriting guidelines in 	

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			rating, pricing and risk tolerance		the relevant class of business to enhance competitiveness and profitability <ul style="list-style-type: none"> • Provide insights on insurance market environment and competitors • Adapt underwriting strategies and approaches, as well as implement market best practices 	
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