Annex No. 3		**Second Cycle Studies Subject Programme**			
1.	Title of subject	**E-business models in the insurance**			
2.	Code	**MO507**			
3.	Study programme	**Management in insurance**			
4.	Organizer of the study programme (university unit i.e., institute, chair, department)	Faculty of Economics - Skopje Ss. Cyril and Methodius University in Skopje			
5.	Level (first, second, third cycle)	Second cycle			
6.	Academic year / semester	2022/2023 2nd semester (summer)	7.	Number of ECTS credits	6
8.	Professor	Prof. Saso Josimovski, PhD			
9.	Preconditions for enrolment	Completed first cycle of studies with obtained minimum of 240 credits.			
10.	Course Objectives (Competencies): After completing the teaching and passing this course, students should be able to: • to identify the main e-business models; • recognize and classify e-business models according to transaction mechanisms; • to be able to identify the elements of the e-environment that influence the e-business strategy of enterprises; • recognize and classify e-business models used in insurance; • familiar with the benefits and limitations for companies and consumers from the application of e-business models in insurance.				
11.	Course contents: The course introduces students to the basic concepts, definitions and environment of e-business and e-commerce. The most important topics related to e-business in insurance will be addressed, such as the classification of e-business models, their structure, market mechanisms, e-business applications, as well as the benefits and limitations for enterprises and consumers of the application of electronic forms in insurance. Students will use a specially equipped computer laboratory to master the subject matter.				
12.	Learning methods: Interactive lectures with Power Point presentations, analysis of case studies, presentations of real business examples from practice, use of a guest lecturer, individual and team project tasks, consultative teaching, expert seminars in the field of the subject program.				
13.	Total hours	6 ECTS x 30 classes = 180 hours			
14.	Distribution of the time at disposal	24+16+40+10+90=180 hours			
15.	Types of teaching activities	15.1.	Lectures	24 hours	
		15.2.	Tutorials (laboratory, auditory), seminars, teamwork	16 hours	
16.	Other types of activities	16.1.	Project assignments	40 hours	
		16.2.	Individual assignments	10 hours	
		16.3.	Self-study	90 hours	
17.	Assessment methods: combination of tests, individual and group assessments 60+30+10 = 100 points				
	17.1.	Tests		60 points	
	17.2.	Project assignments		30 points	
	17.3.	Attendance and class participations		10 points	
18.	Grading scale	up to 60 points		5 (five) (F)	
		from 61 to 68 points		6 (six) (E)	
		from 69 to 76 points		7 (seven) (D)	
		from 77 to 84 points		8 (eight) (C)	
		from 85 to 92 points		9 (nine) (B)	
		from 93 to 100 points		10 (ten) (A)	
19.	Preconditions for taking the final exam	Realized activities from items 15 and 16			

<table>
<tr><td>20.</td><td colspan="2">Language</td><td colspan="4">Macedonian</td></tr>
<tr><td>21.</td><td colspan="2">Evaluation method</td><td colspan="4">Student questionnaire and other methods for continual selfevaluation.</td></tr>
<tr><td rowspan="8">22.</td><td colspan="6">Literature</td></tr>
<tr><td rowspan="4">22.1.</td><td colspan="5">Mandatory literature</td></tr>
<tr><td>No.</td><td>Author</td><td>Title</td><td>Publisher</td><td>Year</td></tr>
<tr><td>1.</td><td>Efraim Turban
Jon Outland
David King</td><td>Electronic Commerce – A Managerial and Social Networks Perspective</td><td>Ninth edition, Springer</td><td>2018</td></tr>
<tr><td>2.</td><td>Paige Baltzan</td><td>Business Driven Technology</td><td>7th edition McGraw-Hill</td><td>2017</td></tr>
<tr><td rowspan="3">22.2.</td><td colspan="5">Additional literature</td></tr>
<tr><td>No.</td><td>Author</td><td>Title</td><td>Publisher</td><td>Year</td></tr>
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