
COMMERCIAL GENERAL LIABILITY (CGL) INSURANCE – PART 1: WEEK 7 AT A GLANCE

OVERVIEW: The three-week Commercial General Liability unit provides in-depth knowledge and application of commercial general liability coverages.

Objectives:

- Understand commercial general liability concepts
- Understand commercial general liability insurance contracts and be able to analyze them for coverage and gaps
- Know how to identify general liability exposures and match coverage to the needs of a client or prospect
- Apply the coverage concepts and forms to real world situations

WEEK 3 – MARCH 16 – MARCH 23, 2021

Topics/Activities		Approximate Time	Date/Complete By
Online/Self-Paced	Live Virtual		
Overview of Commercial General Liability Insurance		20 minutes	Mar 23
Read Overview of Commercial General Liability Insurance (The Institutes)			
Complete Workbook Page (optional)			
Take Quiz: Overview of Commercial General Liability Insurance			
CGL Coverage A – Insuring Agreement		30 minutes	Mar 23
Read CGL Coverage A – Insuring Agreement (The Institutes)			
Watch ‘Educator Insights’ Video: CGL Coverage A – Insuring Agreement			
Complete Workbook Page (optional)			
Take Quiz: CGL Coverage A – Insuring Agreement			
CGL Coverage A - Exclusions		30 minutes	Mar 23
Read CGL Coverage A - Exclusions (The Institutes)			
Watch ‘Educator Insights’ Video: CGL Coverage A - Exclusions			
Complete Workbook Page (optional)			
Take Quiz: CGL Coverage A - Exclusions			
Watch ‘Insights from the Field’ video			
CGL Coverage B - Personal and Advertising Injury Liability		30 minutes	Mar 23
Read CGL Coverage B - Personal and Advertising Injury Liability (The Institutes)			
Watch ‘Educator Insights’ Video: CGL Coverage B - Personal and Advertising Injury Liability			
Complete Workbook Page (optional)			
Post response to case study question			
Take Quiz: CGL Coverage B - Personal and Advertising Injury Liability			

Topics/Activities		Approximate Time	Date/Complete By
Online/Self-Paced	Live Virtual		
CGL Coverage C—Medical Payments		30 minutes	Mar 23
	<i>Read</i> CGL Coverage C—Medical Payments (The Institutes)		
	<i>Watch</i> ‘Educator Insights’ Video: CGL Coverage C—Medical Payments		
	<i>Complete</i> Workbook Page (optional)		
	<i>Post</i> response to case study question		
	<i>Take</i> Quiz: CGL Coverage C—Medical Payments		
Review and Application		<i>Attend</i> live virtual session	60 minutes
<i>Complete</i> Reflection/Action Plan			20 minutes