

## DRAFT 2011 Exam 8 Advanced Ratemaking

The CAS is providing this advanced copy of the draft syllabus for this exam so that candidates and educators will have a sense of the learning objectives and readings. Please note that the final edition of the 2011 *Syllabus of Basic Education* will be released in November 2010 and that the 2011 Study Kits will be available in early December 2010. The final version of this syllabus may contain wording clarifications and revised readings based on newer editions of study materials that may be produced or identified between now and then.

Before commencing study for this three-hour examination, candidates should read the “Introduction” to “Materials for Study” in the current *Syllabus* for important information about learning objectives, knowledge statements, readings, and the range of weights.

Candidates for Exam 8 are expected to have already acquired considerable technical knowledge and practical experience in insurance ratemaking. Therefore, this examination will assume a working knowledge of basic ratemaking and will deal with advanced topics. To some degree, the examination will deal with the types of practical problems that a fully qualified actuary, working in ratemaking, should be able to solve. The ability to apply ratemaking knowledge and experience may be tested through questions dealing with problems for which there are no generally recognized solutions.

The readings for Exam 8 should be studied for illustration of basic principles and theories, as well as for insight into advanced ratemaking problems and their solutions.

### A. Classification Ratemaking

Range of weight for Section A: 20-30 percent

In this exam, classification ratemaking and rate filings, which were introduced earlier in the syllabus, are treated in greater depth. The material in this section provides tools that enable the practitioner to go beyond mechanical construction to the comparison and evaluation of alternative classification schemes.

LEARNING OBJECTIVES	KNOWLEDGE STATEMENTS
1. Identify and evaluate possible rate classes. Range of weight: 5-10 percent	a. Characteristics of appropriate classifications b. Sampling techniques c. Credibility considerations d. Statistical significance
READINGS	
AAA Bailey & Simon Cummins et al. Feldblum & Brosius Mahler 1	

LEARNING OBJECTIVES	KNOWLEDGE STATEMENTS
2. Translate the class differentials into price differences. Range of weight: 5-10 percent	a. Multidimensional relativities b. Credibility techniques
<b>READINGS</b>	
Bailey & Simon Feldblum & Brosius	

LEARNING OBJECTIVES	KNOWLEDGE STATEMENTS
3. Formularize and solve generalized linear models (GLMs) for classification ratemaking. Range of weight: 5-10 percent	a. GLM assumptions compared to: <ul style="list-style-type: none"> <li>• One-way analysis</li> <li>• Minimum bias procedures</li> <li>• Classical linear analysis</li> </ul> b. Components of a GLM formula c. Aliasing and near-aliasing
<b>READINGS</b>	
Anderson et al.	

## B. Excess, Deductible, and Individual Risk Rating

Range of weight for Section B: 50-70 percent

One of the important functions performed by an actuary is rating individual risks. Prior to Exam 8, most of the readings addressed group or classification risk rating. This section is intended to prepare candidates to design and manage excess, deductible, and individual risk rating systems.

The readings range from those that discuss the theoretical foundation of excess, deductible, and individual risk rating, to those that discuss the application of specific rating plans. Candidates are expected to apply these concepts in a creative and problem-solving manner.

The first subsection covers pricing for layers of loss including excess and deductible business while the following subsections cover Individual risk rating consisting of:

1. Experience rating, in which prior individual risk experience is used to adjust rates prospectively.
2. Retrospective and loss sensitive rating, in which the insured will pay an amount (in premium or retained loss) that depends on the experience after the policy has been written.

Candidates are also expected to be knowledgeable in the application of individual risk rating plans currently in use. Excerpts from the NCCI *Experience Rating Plan Manual for Workers Compensation and Employers Liability Insurance*, NCCI *Retrospective Rating Plan Manual for Workers Compensation and Employers Liability Insurance*, and ISO *Commercial General Liability Experience and Schedule Rating Plan* will be provided with the examination. Candidates are not required to memorize the details, but will be expected to be able to use them during the examination. Since they will be included with the examination, candidates will not be allowed to bring copies of the documents into the examination room.

### ***Excess and Deductible Rating***

Excess and deductible rating allow the insured to retain the risk of loss and loss expenses up to limits selected in advance.

This section builds on the material covered in the basic ratemaking section of Exam 5. Candidates should have a general knowledge and understanding of excess coverages and the problems inherent in pricing these coverages for different lines of coverage.

LEARNING OBJECTIVES	KNOWLEDGE STATEMENTS
1. Apply frequency and severity distributions to determine expected losses by layer of insurance. Range of weight: 8-12 percent	a. Severity distributions and their uses, including increased limits factors (ILFs) and loss elimination ratios (LERs) b. Properties of ILFs and LERs c. Interaction among inflation, changes in layer, and losses d. Methods of estimating frequency and severity distributions from losses
<b>READINGS</b>	
Gillam & Snader 1 Lee 1 Mahler 2 Miccolis	

LEARNING OBJECTIVES	KNOWLEDGE STATEMENTS
2. Estimate aggregate loss distributions. Range of weight: 8-12 percent	a. Techniques to estimate aggregate loss distributions directly from aggregate data (e.g., Table M, Table L) b. Construction of an aggregate loss distribution from frequency and severity distributions
<b>READINGS</b>	
Brosius Gillam & Snader 2 Lee 2 Mahler 3 Skurnick	

### *Experience Rating*

The primary goal of experience rating is the adjustment of an individual risk's rate to reflect the extent to which that risk's own experience identifies it as being different from other risks in the same class. The readings begin with principles and concepts, and then move to a discussion of plans in current use.

LEARNING OBJECTIVES	KNOWLEDGE STATEMENTS
3. Adjust class rates based on individual risk experience and exposure. Range of weight: 8-12 percent	a. Actuarial principles and concepts underlying the development of experience rating plans b. Credibility concepts (e.g., maximum single loss) c. Current NCCI and ISO experience rating plans d. Schedule rating
<b>READINGS</b>	
Gillam Gillam & Snader 1 ISO NCCI 1 NCCI 2 Venter	

LEARNING OBJECTIVES	KNOWLEDGE STATEMENTS
4. Assess effectiveness of experience rating plans. Range of weight: 5-10 percent	a. Off-balance factors b. Evaluation techniques (e.g., quintile test)
<b>READINGS</b>	
Gillam Venter	

### *Retrospective and Loss Sensitive Rating*

Retrospective rating allows adjustment of individual risk premium after policy expiration in response to actual loss and expenses associated with the policy. The retrospective rating plans currently in use adjust the premium up or down within limits selected in advance.

LEARNING OBJECTIVES	KNOWLEDGE STATEMENTS
5. Construct a retrospectively rated plan. Range of weight: 8-12 percent	a. Actuarial principles and concepts underlying the construction of a retrospective rating plan (e.g., balance principle, construction of table of insurance charges) b. NCCI retrospective rating plans
<b>READINGS</b>	
Brosius Gillam & Snader 2 Lee 2 NCCI 3 Skurnick	

LEARNING OBJECTIVES	KNOWLEDGE STATEMENTS
6. Analyze the elements of a loss sensitive rating plan. Range of weight: 8-12 percent	a. Influence of the parameters and other elements of the plan on the final price and potential profitability of product b. Influence of the parameters and other elements of the plan on cost and cash flow to insured
<b>READINGS</b>	
Fisher Gillam & Snader 2 Lee 2 Skurnick	

LEARNING OBJECTIVES	KNOWLEDGE STATEMENTS
7. Calculate the cost of the layer of risk given the loss cost. Range of weight: 4-6 percent	a. Variability of expenses by layer and policy provisions b. Large dollar deductible (LDD) and excess policy provisions c. Advantages of LDD and excess policies
<b>READINGS</b>	
Fisher Gillam & Snader 3 Teng	

## C. Catastrophic and Reinsurance Pricing

Range of weight for Section C: 15-20 percent

### *Catastrophe Ratemaking*

This subsection introduces candidates to the methods used to model losses due to catastrophic events for the purpose of generating a catastrophe risk load and to manage the total exposure from catastrophic events within an insurance portfolio.

LEARNING OBJECTIVES	KNOWLEDGE STATEMENTS
1. Describe the components and structure of catastrophe models. Range of weight: 4-6 percent	a. Hazard, exposure, vulnerability and loss modules b. Exceedance Probability Curve c. Simulation and modeling techniques
2. Explain the use of catastrophe models in insurance ratemaking and portfolio management. Range of weight: 4-6 percent	a. Insurability of catastrophe risks b. Sources and nature of uncertainty in catastrophe modeling c. Use of catastrophe models in insurance ratemaking d. Use of catastrophe models in portfolio management
<b>READINGS</b>	
Gross & Kunreuther	

### *Reinsurance Ratemaking*

This subsection introduces candidates to current and historical methods used to price reinsurance. The candidates will be familiar with many of these methods from the materials on primary insurance ratemaking; the emphasis here is on the application of these methods in pricing reinsurance contracts.

LEARNING OBJECTIVES	KNOWLEDGE STATEMENTS
3. Determine the price of various types of reinsurance contracts. Range of weight: 5-10 percent	a. Types of contracts, including excess of loss, quota share, surplus share, treaty, aggregate excess of loss, and facultative b. Common methods for pricing reinsurance, including burn cost, exposure rating, and experience rating c. Reinsurance loss development and trend d. Use of loss distribution and increased limit factors in reinsurance pricing e. Prospective and retrospective pricing in reinsurance
4. Determine the effect of common contract provision on the price of reinsurance contracts. Range of weight: 5-10 percent	a. Pricing for reinstatements, loss corridors, clash, profit and sliding scale commissions, and other common provisions in reinsurance contracts
<b>READINGS</b>	
Clark	

## Complete Text References for Exam 8

Text references are alphabetized by the citation column.

Citation	Abbreviation	Learning Objective	Source
American Academy of Actuaries Committee on Risk Classification, "Risk Classification Statement of Principles," June 1980. (Available at no charge from the American Academy of Actuaries at (202) 223-8196 or on the Academy's Web Site at www.actuary.org.)	AAA	A1	W
Anderson, D.; Feldblum, S; Modlin, C; Schirmacher, D.; Schirmacher, E.; and Thandi, N., "A Practitioner's Guide to Generalized Linear Models" (Third Edition), CAS Study Note, February 2007, pp. 4-39 only. [Note: the study note edition is a revised version of a paper from the <i>CAS Discussion Paper Program</i> . Candidates must use the study note edition.]	Anderson et al.	A3	W
Bailey, R.A.; and Simon, L.J., "An Actuarial Note on the Credibility of Experience of a Single Private Passenger Car," <i>PCAS XLVI</i> , 1959, pp. 159-164. Including discussion of paper: Hazam, W.J., <i>PCAS XLVII</i> , 1960, pp. 150-152.	Bailey & Simon	A1-A2	W
Brosius, J.E., "Table M Construction," CAS Study Note, 2002.	Brosius	B2, B5	W
Clark, D.R., "Basics of Reinsurance Pricing," CAS Study Note, 1996. Candidates are not responsible for Section 6 of the paper.	Clark	C3-C4	W
Cummins, J.D.; Smith, B.D.; Vance, R.N.; and VanDerhei, J.L., <i>Risk Classification in Life Insurance</i> , 1983, Kluwer-Nijhoff Publishing, Chapter 3, excluding the following two sections: "Additional Welfare Considerations" and "Effects of the Assumptions" (pp. 48-59). Candidates are not responsible for mathematical proofs.	Cummins et al.	A1	SK
Feldblum, S.; and Brosius, J.E., "The Minimum Bias Procedure, A Practitioner's Guide," CAS Study Note, April 2003, including errata. Formulae in the summary section (pp. 53-54) are for reference only and need not be memorized.	Feldblum & Brosius	A1-A2	W
Fisher, G.K., "Pricing Aggregates on Deductible Policies," CAS Study Note, 2002.	Fisher	B6, B7	W
Gillam, W.R., "Workers' Compensation Experience Rating: What Every Actuary Should Know," <i>PCAS LXXIX</i> , 1992, Sections 1-5, pp. 215-239.	Gillam	B3, B4	W
Gillam, W.R.; and Snader, R.H., "Fundamentals of Individual Risk Rating," National Council on Compensation Insurance (Study Note), 1992, Part I.	Gillam & Snader 1	B1, B3	W
Gillam, W.R.; and Snader, R.H., "Fundamentals of Individual Risk Rating," National Council on Compensation Insurance (Study Note), 1992, Part II.	Gillam & Snader 2	B2, B5, B6	W
Gillam, W.R.; and Snader, R.H., "Fundamentals of Individual Risk Rating," National Council on Compensation Insurance (Study Note), 1992, Part III.	Gillam & Snader 3	B7	W

Citation	Abbreviation	Learning Objective	Source
Grossi, P. and Kunreuther, H. editors, <i>Catastrophe Modeling: A New Approach to Managing Risk</i> , 2005, Springer, Chapter 2 - 7, (excluding references at the end of each chapter).	Grossi & Kunreuther	C1	L
Insurance Services Office, Inc., <i>Commercial General Liability Experience and Schedule Rating Plan</i> , 2006. Excerpts from the <i>ISO Commercial General Liability Experience and Schedule Rating Plan</i> will be provided with the exam. Candidates are not required to memorize the details, but will be expected to be able to use them on the exam. Since they will be included with the exam, candidates will not be allowed to bring copies of the documents into the examination room.	ISO	B3	SK
Lee, Y.S., “The Mathematics of Excess of Loss Coverages and Retrospective Rating—A Graphical Approach,” Sections 1-3, <i>PCAS LXXV</i> , 1988, pp. 49-64.	Lee 1	B1	W
Lee, Y.S., “The Mathematics of Excess of Loss Coverage and Retrospective Rating—A Graphical Approach,” Section 4, <i>PCAS LXXV</i> , 1988, pp. 64-78. Candidates are not responsible for “Other Applications” on pp. 75-76.	Lee 2	B2, B5, B6	W
Mahler, H.C., “An Example of Credibility and Shifting Risk Parameters,” <i>PCAS LXXVII</i> , 1990, pp. 225-282. Candidates will not be tested on the Appendices.	Mahler 1	A1	W
Mahler, H.C., Discussion of “Retrospective Rating: 1997 Excess Loss Factors,” <i>PCAS LXXXV</i> , 1998, pp. 316-344. Appendices B-D are for reference only; candidates do not need to memorize formulas in Appendices B-D. Including Errata.	Mahler 2	B1	W
Mahler, H.C., “Workers Compensation Excess Ratios: An Alternative Method of Estimation,” <i>PCAS LXXXV</i> , 1998, pp. 132-156.	Mahler 3	B2	W
Miccolis, R.S., “On the Theory of Increased Limits and Excess of Loss Pricing,” <i>PCAS LXIV</i> , 1977, pp. 27-59 excluding “Risk Reduction by Layering” (pp. 45-49). Including discussion of paper: Rosenberg, S., <i>PCAS LXIV</i> , 1977, pp. 60-73.	Miccolis	B1	W
National Council on Compensation Insurance, <i>The 1998 Adjustment to the Experience Rating Plan: Your Guide to Understanding the Changes</i> .	NCCI 1	B3	SK

Citation	Abbreviation	Learning Objective	Source
National Council on Compensation Insurance, <i>Experience Rating Plan Manual for Workers Compensation and Employers Liability Insurance</i> (as of June 30, 2010). Candidates are responsible for only the excerpted material. Excerpts from the NCCI <i>Experience Rating Plan Manual for Workers Compensation and Employers Liability Insurance</i> will be provided with the examination. Candidates are not required to memorize the details, but will be expected to be able to use them on the examination. Since they will be included with the examination, candidates will not be allowed to bring copies of the documents into the examination room.	NCCI 2	B3	SK
National Council on Compensation Insurance, <i>Retrospective Rating Plan Manual for Workers Compensation and Employers Liability Insurance</i> (as of June 30, 2010). Candidates are responsible for only the excerpted material. Exclude Part 2, Section III, on cancellation provisions. Excerpts from the NCCI <i>Retrospective Rating Plan Manual for Workers Compensation and Employers Liability Insurance</i> will be provided with the examination. Candidates are not required to memorize the details, but will be expected to be able to use them on the examination. Since they will be included with the examination, candidates will not be allowed to bring copies of the documents into the examination room.	NCCI 3	B5	SK
Skurnick, D., "The California Table L," <i>PCAS LXI</i> , 1974, pp. 117-140. Including discussion of this paper: Gillam, W.R., <i>PCAS LXXX</i> , 1993, pp. 353-365.	Skurnick	B2, B6	W
Teng, M.T.S., "Pricing Workers' Compensation Large Deductible and Excess Insurance," <i>Casualty Actuarial Society Forum</i> , Winter 1994, pp. 413-437.	Teng	B7	W
Venter, G.G., "Experience Rating—Equity and Predictive Accuracy," <i>NCCI Digest</i> , April 1987, Volume II, Issue I, pp. 27-35. (Pages are shown as 1-9 in the Study Kit version.)	Venter	B3, B4	SK

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- SK** Represents material included in the 2011 CAS Study Kit.
- W** Represents material in the 2011 Web Notes that is available at no charge from the "Study Tools" section of the CAS Web Site. A printed version may be purchased from the CAS Online Store.



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Cummins, J.D.; Smith, B.D.; Vance, R.N.; and VanDerhei, J.L., *Risk Classification in Life Insurance*, 1983, Kluwer-Nijhoff Publishing, 101 Philip Drive, Norwell, MA 02061; telephone: (781) 871-6600; fax: (781) 871-6528.

Insurance Services Office, Inc., 545 Washington Boulevard, Jersey City, NJ 07310-1686; telephone: (800) 888-4476.

National Council on Compensation Insurance, 901 Peninsula Corporate Circle, Boca Raton, FL 33487; telephone: (800) NCCI-123.

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