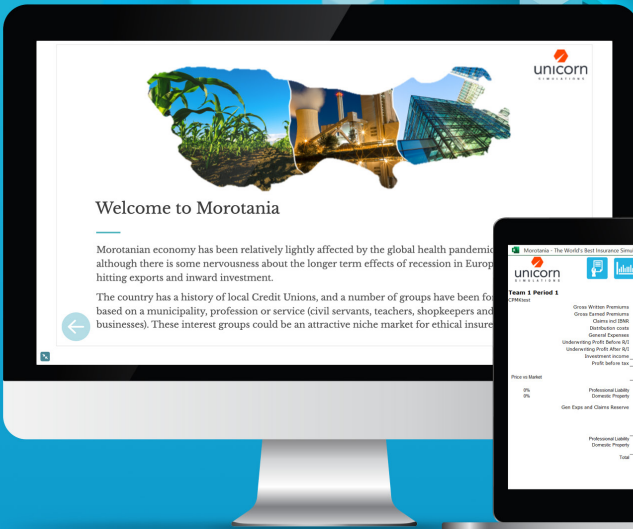


# Welcome to Morotania



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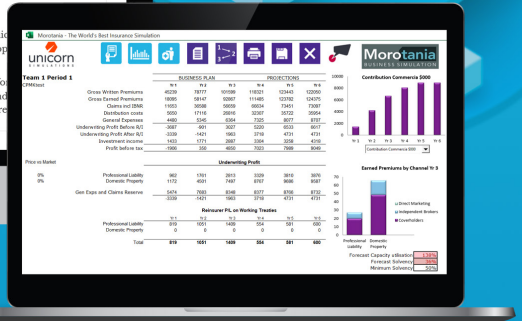
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## Welcome to Morotania

Morotanian economy has been relatively lightly affected by the global health pandemic although there is some nervousness about the longer term effects of recession in Europe hitting exports and inward investment.

The country has a history of local Credit Unions, and a number of groups have been formed on a municipality, profession or service (civil servants, teachers, shopkeepers and businesses). These interest groups could be an attractive niche market for ethical insurance



**BUSINESS PLAN**

	Y1	Y2	Y3	Y4	Y5
Gross Written Premiums	80732	81711	82690	83669	84648
Gross Earned Premiums	18095	38410	52687	111485	122382
Claims and CBMs	11053	30309	40009	90009	74811
Distribution costs	3050	1718	2816	32387	36722
General Expenses	4982	3245	4504	5262	6027
Underwriting Profit Before ITC	3087	4971	3087	1220	6511
Underwriting Profit After ITC	2269	1421	1663	274	4719
Investment Income	1403	1771	2007	2284	2558
Pre-Issue Tax	2250	225	402	702	1200

**Underwriting Profit**

	Y1	Y2	Y3	Y4	Y5
Professional Liabilities	802	1551	2011	2229	2610
Domestic Property	1152	4025	7461	1317	8408
Gen Exp and Claims Reserve	5474	7025	8348	8737	8732

**Reserve FC on Working Times**

	Y1	Y2	Y3	Y4	Y5
Professional Liabilities	810	1025	1420	54	581
Domestic Property	0	0	0	0	0
<b>Total</b>	<b>810</b>	<b>1025</b>	<b>1420</b>	<b>54</b>	<b>581</b>

# MOROTANIA SIMULATION

## Abstract

“Morotania” is a strategic business simulation which challenges participants to manage a general insurance company in a highly competitive market on the imaginary island-state of Morotania.

The simulation is a powerful tool for graduate induction / on-boarding activities for new recruits, but it has also been widely used with more senior level and non-underwriting participants. The simulation is highly flexible, with the tutor able to switch business classes and decisions on and off depending on the required learning outcomes.

*“Impressive in terms of its educational design, business relevancy, and technological performance. We are equally impressed with your industry and operational acumen.”*

Participants work in small teams to plan and manage their business, making a range of commercial decisions across up to four classes of business with the aim of growing their written premiums and earning underwriting profits, while providing high levels of customer service and remaining solvent.

The simulation can be run as a face-to-face workshop or as a distance learning activity using standard video conferencing tools such as Webex, Teams, or Zoom.

In a face-to-face setting the simulation is typically run over two half-day sessions, covering six simulated years in all. When run remotely there is flexibility to mirror the classroom experience, or to allow teams to manage their own time, although we strongly recommend a final plenary session for team presentations, consolidation of the key learning outcomes and, where appropriate announcement of the winning team.

## Learning Objectives

At the end of this workshop delegates will be able to:

- Communicate in the language of insurance and reinsurance
- Apply the key drivers of underwriting profitability in your day-to-day decision making
- Analyse business performance using insurance KPIs
- Explain the importance of reinsurance to a growing insurance company
- Describe the roles of cedant, broker and reinsurer in the reinsurance process

*“There is not an iota of doubt that this is the finest product on the market and would serve our industry partners and students well.”*

## MOROTANIA SIMULATION

### Benefits of Simulation based learning

**Engagement:** with so many staff working remotely, keeping employees engaged and encouraging networking is of even greater importance. The simulation with the scope to build local teams or to mix participants from different locations and backgrounds, and the element of competition and fun, is a great way to encourage collaboration.

**Flexibility:** Prior to each event, the simulation can easily be tuned to reflect market conditions, appropriate underwriting classes, set the size and timing of natural catastrophes, and to focus on your own KPIs and learning objectives.

**Scope:** The range of decisions includes underwriting, HR, marketing, channel management, back office expenses and reinsurance; giving participants a holistic view of the insurance business.

**Credibility:** Although set on a fictitious island state, the simulation is based on a real-world business, albeit simplified, and the tuning options enable the model to remain up to date and relevant.

**Robust software:** Morotania is continually developing and improving, but at its heart is a simulation model that has been run for thousands of delegates from across the globe, ranging from graduate induction to executive away days and even as a hands-on activity at a large global conference for the International Co-operative and Mutual Insurance Federation. The simulation model itself is a macro-driven Excel spreadsheet. Team results are automatically sent to our cloud-based Content Management System, that provides the tutor with reports and charts tracking team progress and comparative results.

**Teaching Resource:** Our team includes learning and development experts in the insurance sector, who can set up and facilitate your simulation events, including formal input sessions where required. Alternatively, we can provide a “train the trainer” service with second-line expert support available from the Unicorn team throughout each run of the simulation.

*“I can proudly reflect on what I have learnt as a life time experience which will be applied not just at work but also in my personal life.”*





## FIND OUT MORE

Unicorn Simulations have over 30 years' experience in planning and conducting training simulation events, including live events in over 40 countries. Our workshops and seminars are renowned for the learning effectiveness of the training.

We are CPD (continuing professional development) accredited by the CII and the independent CPD certification service, as our simulations come with expertise and value added to professionals across a range of industries; we carry across this ethos to our Morotania Simulation.



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*For more about how you can experience our simulations contact us at:*

 [info@unicornsolutions.com](mailto:info@unicornsolutions.com)

 [unicornsolutions.com](http://unicornsolutions.com)

Visit our website to learn more about Unicorn Simulations and our world class insurance simulations Morotania, Underwriting DNA and ReAction.