



GEICO's Education Requirements ***(For Management Positions)***

Associates, who are in management or want to job post for a Management position, need to meet GEICO's Education Requirements. The Education Requirements are as follows:

1. Have an undergraduate degree or be actively pursuing one
2. Have completed 8 Business Core Courses or be actively pursuing their completion.

Actively pursuing means completing at least two college courses (6 credit hours) in the previous 12 months. For non-degree associates who have not completed all 8 Core Courses, at least 1 of those courses (3 credit hours) must be a Core Course. The requirements of 2 courses (at least 1 Core Course) in each 12-month period continues until the Core Course requirement has been met. Upon completion of the 8 Core Courses, associates must continue to take at least 2 courses toward their degree in each 12-month period.

NOTE: To apply for the Supervisor Preparation Program (SPP) or the trainer Preparation Program (TPP), associates must have completed a minimum of 1 college course in the prior 12 –month period. To apply for a Supervisor or Trainor position, associates need to have completed a minimum of 2 college courses in the prior 12-month period including 1 Core Course, if any are outstanding.

Required Core Business Courses

Must Complete All 5

1. Accounting I (*Financial*)
2. Accounting II (*Managerial*)
3. Economics (*Macro or Micro*)
4. Finance (**CPCU 540 Equivalent**)
5. Statistics or Quantitative Analysis for Business I

Elective Core Courses

Must Complete a Minimum of 3

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| 1. Organizational Behavior | 7. Marketing |
| 2. Leadership Theory & Practice (Mgmt Prin.) | 8. Management Information |
| 3. Business Ethics | 9. Business Writing |
| 4. Data Science / Analytics | 10. Business Law & Ethics (CPCU 530 Equivalent) |
| 5. Human Resources Management | 11. Negotiation Skills |
| 6. Risk Management (CPCU 551/ 555 Equivalents) | 12. Public Speaking |