



# Learning objectives: Cyber Masterclass

By the end of CFC's Cyber Masterclass, you'll be able to:

- Describe the evolution of cyber insurance, the economics of cybercrime, and why hackers engage in cybercrime, while explaining the role of cyber insurance in mitigating these risks and how policies respond to claims.
- Summarise how to communicate the value of cyber insurance to businesses, address common client objections, and successfully position cyber insurance policies.
- Explain how cyber insurers assess risk using a layered security approach, identifying and understanding key cybersecurity measures that impact underwriting decisions.
- Demonstrate how proactive cyber services can complement cyber insurance policies. Show an understanding of how insurers help businesses strengthen their cybersecurity posture and prevent cyber attacks.
- Analyse cyber risk through an industry specific lens by identifying key exposures across major sectors, mapping these to relevant insurance responses, recommending essential controls, and using targeted conversation prompts to surface client risks and address objections.