

Versicherungsmedizinischer Service Hannover

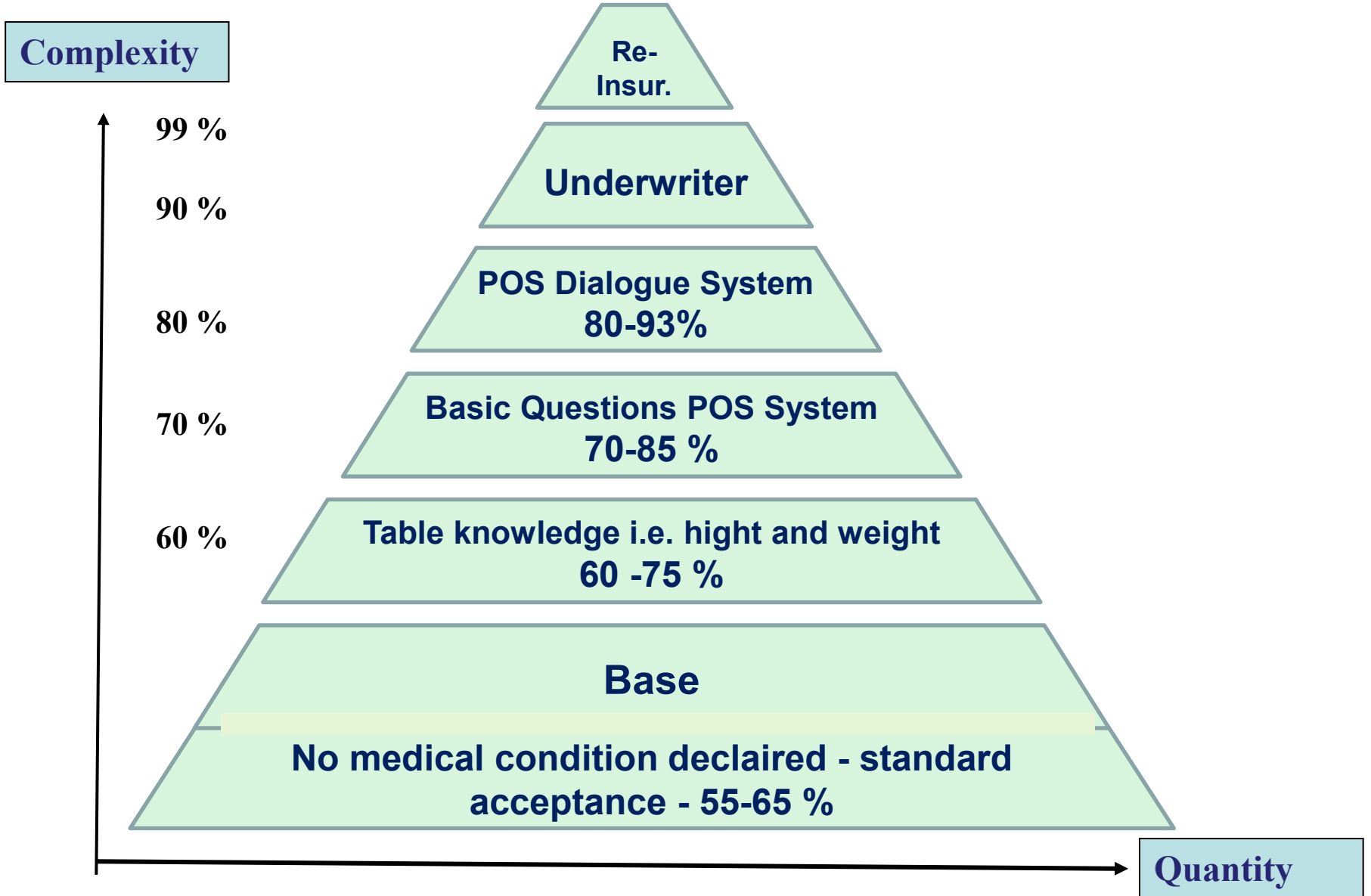
Basics of Point of Sale Systems

- Pyramid of Complexity -

Dr. Nicola-Alexander Sittaro
VMS-Hannover

POINT OF SALE – UNDERWRITING

Quantity and Complexity – 5-Layer- Model



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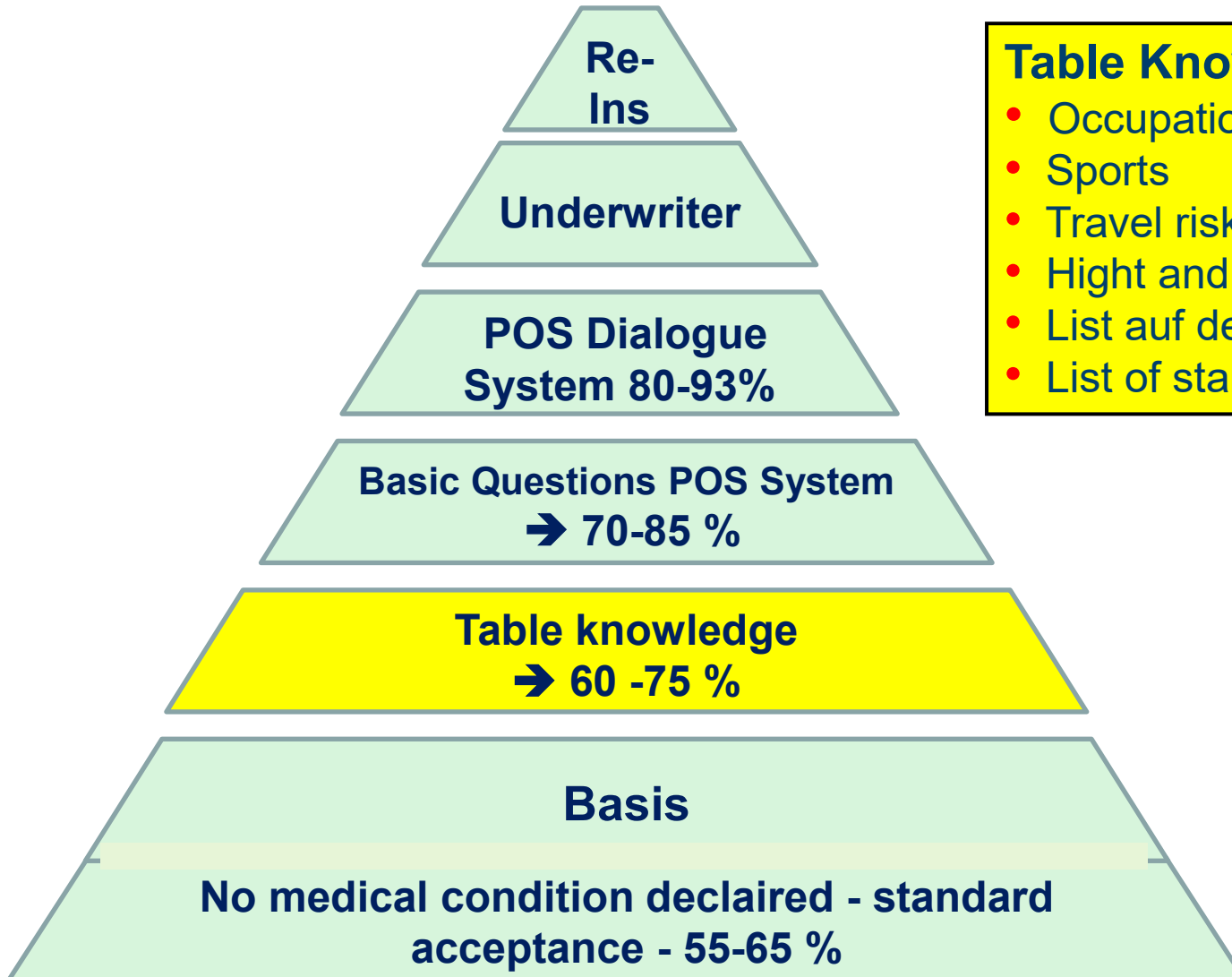
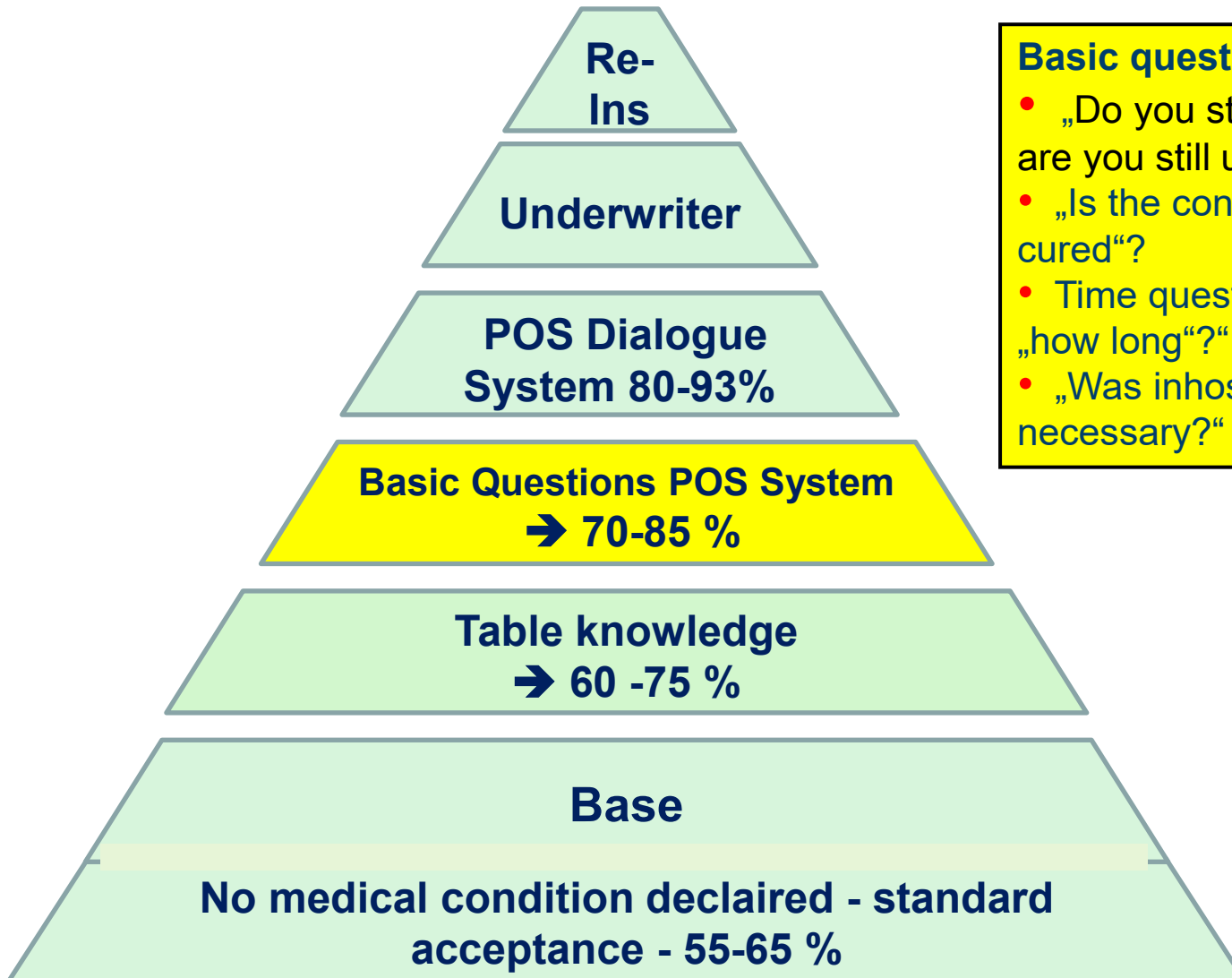


Table Knowledge

- Occupational risks
- Sports
- Travel risks
- Hight and Weight
- List auf decline conditions
- List of standard acceptance

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Quantity and Complexity – 5-Layer- Model

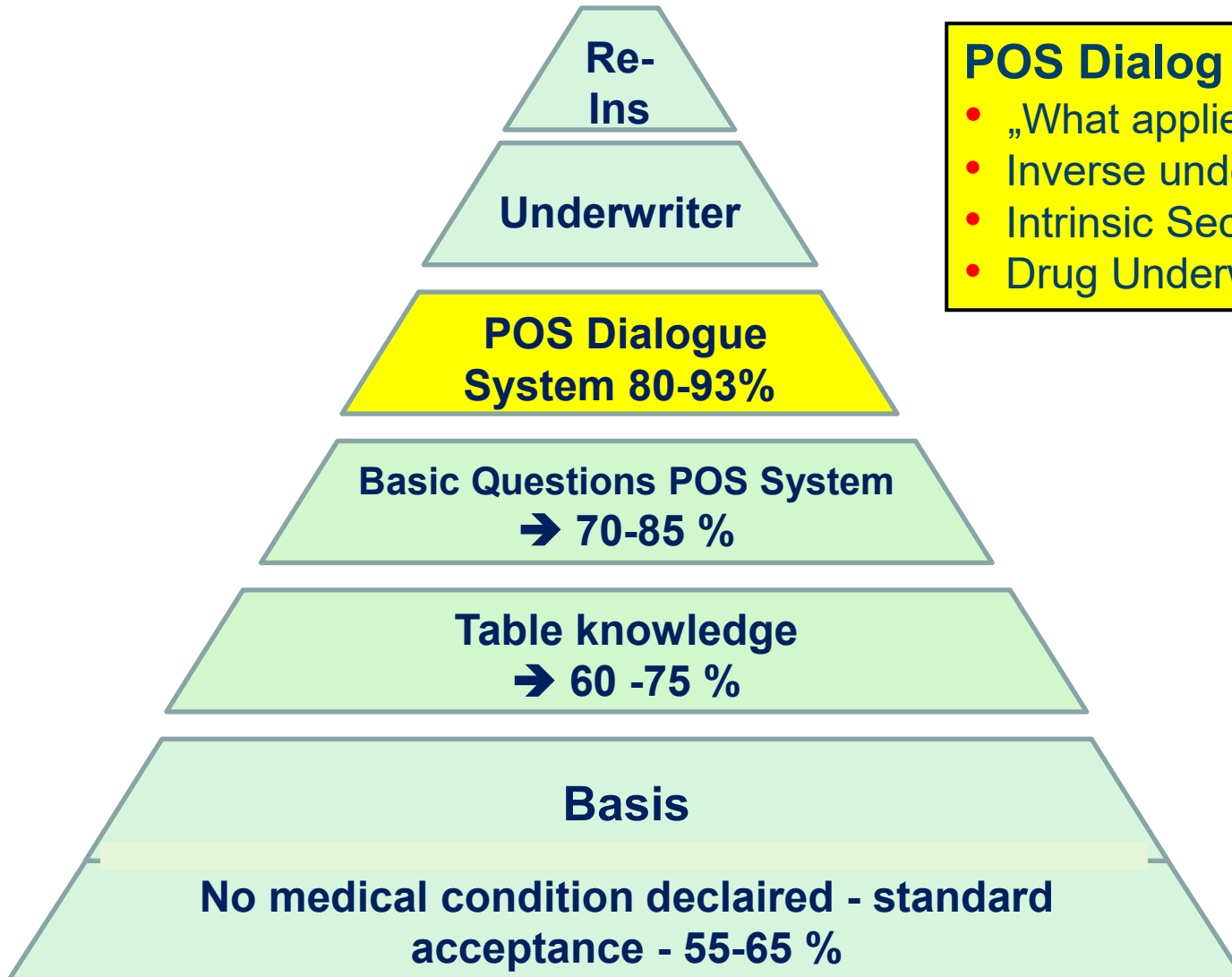


Basic questions in POS Systems

- „Do you still have symptoms or are you still undergoing treatment?“
- „Is the condition completely cured“?
- Time questions such as „when“ or „how long“?
- „Was in hospital treatment necessary?“

POINT OF SALE – UNDERWRITING

Quantity and Complexity – 5-Layer- Model



POS Dialog Level

- „What applies to your condition?“
- Inverse underwriting
- Intrinsic Security
- Drug Underwriting System

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