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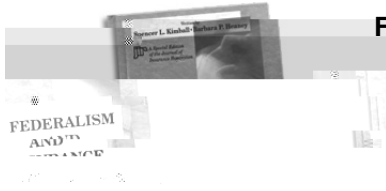
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## Regulation and the Casualty Actuary

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The *Journal of Insurance Regulation* is sponsored by the National Association of Insurance Commissioners. The objectives of the NAIC in sponsoring the *Journal of Insurance Regulation* are:

1. To provide a forum for opinion and discussion on major insurance regulatory issues;
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3. To make state insurance departments more aware of insurance regulatory research efforts;
4. To increase the rigor, quality and quantity of the research efforts on insurance regulatory issues; and
5. To be an important force for the overall improvement of insurance regulation.

To meet these objectives, the NAIC will provide an open forum for the discussion of a broad spectrum of ideas. However, the ideas expressed in the *Journal* are not endorsed by the NAIC, the *Journal's* editorial staff, or the *Journal's* board.

ORVV ZLWKLQ ODZ HQIRUFHPPHQWHKRLQVHQLXFLQVRQEVH UHQDWHG WR PR  
RUGHU WR UHGXFH WKH ULVN RI WKHXWXLQFLGHOV IURP RFFXUULQJ  
SURYLGHV VLPXODWRU WUDLQLQJ IRU UMWLPIREHWKH \$V GRFXPHQWHG  
OLWHUDWXUH D TXHVWLRQ WKDWSKDRUUMWXGLHG ODUWKH\ XQDQVZHU  
HIILDFD\ RI WKLVLQRULWIRJDWLQJUEQWVFDQDMRIHQWWXG\  
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Reducing the Number of OITCs

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## The Impact of Motor Vehicle Simulator Training

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7KH WDNHDZD\ IURP WKLW VWXG\ LQJ WKH LQWHUHUPLQDWLRQ WKDW  
FRQVLVWLQJ RI ERWK (92& WUDLQLQJ HFRVLYH) H6ZDUWRQ LQJ LV WKH PRVW  
UHGXFH WKH QXPEHU RI 2,7&V 7KH 2&RQGHQVFDV LQJ LQJ WKDW ZKLOH  
FDQ UHGXFH WKH QXPEHU RI 2,7&RQGHQVFDV LQJ LQJ WKDW ZKLOH  
2,7&V LV QRW DV PXFK UHODWHG WRWQZ QVNOHQG EXW UDWKHU PRUH  
MXGJPHQW DQG GHFLVLRQ PLN EDQGHU /MXGJPHQW HFRVLYH  
GHFLVLRQ PDNLQJ SHULRU QVFDV EDQGHU DWLRQ WKH SRWKHQW LDO  
WR KDUP) WKH RPEYLRXV UHDVRQV WKH VFHQDULRV LQFOXGHG LQ (92&  
LQFOXGH OHW WKH EDQGHU LQJ HSDUDPHWHUV 6LPLODUO\ (92&V FDQQRW D

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FDQ EH DGGUHVHVBOPR UGHH SHHGWLYUHQDQLQD JSU'BJWDP  
UDWKHU WKDQ LQ DQ (92& FRXUVHODZUH D OFU RH PWHQH  
GHSDUWPHQW FDQ PRVW HHHFWLYHQF QXGLXCFH EWRKWK  
(92& WUDLQLQJ DQG /('6 WUDLQLQJ LPHQ FRPSUHKHQY  
,Q DGGLWLRQ WR WKH &DOLIRUQLDW 3Q 67 DWHS RH QW  
KDYH SXEOLVKHG VWXGLHV WKDW UNLSSLRQJWL QV KHH GHX FH  
2,7&V ,Q WKH HQWD R'ISS EOWP 6 DKHWW R8 L36S OHRPH Q

## The Impact of Motor Vehicle Simulator Training

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DIWHU WUDLQJWUDGHV<sup>2</sup>LQFOXGLQJ DYLDWLRQ PHGLFDO WUDLQLQJ  
PDLQWHQDQFH PLOLWDU\ FRPEDW DQG HSOXPHQWV QKDYH DOVR VXFFH  
VLPXODWRUV LQWR WUDLQLQJ SURJUDPV  
7KH ODZ HQIRUFH QDWLQJ XRW W\K HWXLQ /R VLPXODWRU

< 1DWLRQDO \$VVRFLDWLRQ RI ,QVXUDQFH & RPPLVVLRQHUV



# The Impact of Motor Vehicle Simulator Training

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2XWVLGH RI ODZ HQBUFWPQW %HGVQXWVKWKMR DG  
TXHVWLRQ RI KRZ HIIHFWLYH GULYRURDGDLDIHW\ EDV EHHQ LQ LPSURY  
QHZZHU GULYHUV 7KH\ DSSURDFKHG P\$KJHKTQVLMWLRQ E\ FRQGXFWLQJ  
UHYLHZ RI WKH OLWHUDWXUH IRU VRKHS\$HRWRGWXG\$HV 7KHLU UHYLH  
VXJJHVWV WKDWLW\$HQGHWLRQDOL\$W\$SURJUDPV KDYH QRW UHGXFHG FUD  
DPRQJ \RXQJ GULYHUV +RZH\HLFH\WKH\WIRXQGLQWK\$WRS\$D\$V  
LQFOXGLQJ WKRVH XWLOLJLQJ VLPX\$D\$WRW\YHQH\WKRVZ VRPH HYLGHQF  
+RZHYHU WKH\ FDXWLRQ WKDW L\$ULH\VR\$RWH\HU\KRZWWULQ\$QVIHUDEOH W  
7KH\ FRQFOXGHG WKDW HYDOXDWLRQW\$E\$H\JH\$HU\$DOO\ GH\$P\$W\$D\$W\$

< 1DWLRQDO \$VVRFLDWLRQ RI ,QVXUDQFH &RPPLVVLRQHUV

ZRUNHUV† FRPSHQVDWLRQ FRVWVDEWODKFR ERQGFLUHL  
WR ILQG

Officer Downtime



## The Impact of Motor Vehicle Simulator Training

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FRPELQDWLRQ RI IUHTXHQF\ DQG VCH YHRU\LVV\V FGUX UKIRQZJ KD JK WKH ILQDQF  
JLYHQ SHULRG XVXDOO\ D \HDUKH QHWMK V HHW R R S R Q HDOW R IRFXV RQ W

### Frequency Measure

6HYHUDO PHDVXUHV RI IUHTXHQF\ LOR XHO G PHDFKRUWHQ 7KH NH\ LV WR  
WKDW DGMXVWV IRU H[SRVXUH GLIIHUHTQ FHOV\EM KZWH HQJ KQLWV OHDVXU  
DGMXVWHG IRU H[SRVXUH DUH RLWHQ WKHSUHTDWRIRBFXLQFLGHQW UDW  
RI WKLW VWXG\ ZIRUFKFEVH W R KOG QXV VRIW IRUHD RFIQFN E\  
WKH QXPEHU RI /(2V ZLWKLQ D ODZ HQORU FHZHQW GHSDUWPHQW 6  
FRPSXWH WKH QXPEHU URU HDG FELGDH Q WVR UUHDF KD UHVRUHQW  
DQG WKHQ ZH GLYLGH WKDW QXPEHU B\ WKH HQG K B E W RUDWZV WR FDOFX  
IRU WKDW PHPEHU DFKS D U D U P HQWP R R O R U W R H K W F O H L Q L Q J X  
FRQGXFWHG E\ /\*5 Q Q L M H S M F I E Q W L W K H Q Q X P E Q B X R U U H F F L Z H  
VKRXOG ILQG D QHJDWLYH UHODWLRQ WKLW VE H D L Z Q H Q Q WKH LQFLGHQW  
YDULDEOH

### Severity Measure

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## The Impact of Motor Vehicle Simulator Training

◀ 1DWLRQDO \$VVRFLDWLRQ RI ,QVXUDQFH &RPPLVVLRQHUV

FRQGXFV WUDLQLQJ EXW XQFRUUHQDQWLGHQZWWKDWKH  
 DYHUDJH VHYHULW\ ,GHQWLI\LQJLFXQWLWKEOHIRQVW  
 XVH DQ DOWHUQDWLYH PHWKRQ WPKDWWERHQGVROIRU  
 WUDLQLQJ YDULDEOH DV VKRZQ LQ ORGHO D DQG OF

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1DWLRQDO \$VVRFLDWLRQ RI ,QVXUDQ



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 )UHTXHQF\ 5HJUHVVLRQ 5HVXOWV \$ & & \*

Dependent variable: number of accidents incurred divided by the number of officers (incident rate)		
Variable	Estimate	t-value
Intercept	-6.8843	-4.8536**

LQGLFDWHV VWDWLVWLFDQ VLJQLILFDQFH DW WKH OHYHO  
 LQGLFDWHV VWDWLVWLFDQ VLJQLILFDQFH DW WKH OHYHO  
 LQGLFDWHV VWDWLVWLFDQ VLJQLILFDQFH DW WKH OHYHO

7DEOH  
 6HYHULW\ 5HJUHVVLRQ 5HVXOWV \$ & & \*

Dependent variable: sum of all losses incurred divided by the number of accidents incurred (average severity)		
Variable	Estimate	t-value
Intercept	-1411753.559	-2.0547*
Trained	-2088.283	-0.7042
Urban	23717.048	7.8534**
Member Fixed Effects	Yes	
Year Fixed Effects	Yes	
R <sup>2</sup> (%)	6.78	
Observations	1,159	

LQGLFDWHV VWDWLVWLFDQ VLJQLILFDQFH DW WKH OHYHO  
 LQGLFDWHV VWDWLVWLFDQ VLJQLILFDQFH DW WKH OHYHO  
 LQGLFDWHV VWDWLVWLFDQ VLJQLILFDQFH DW WKH OHYHO

%DVHG RQ WKHVVH PRGHO UHVXOWV WRUP \$ & & G PWHIE I  
 ILVFDQ LPSDFW RI WKHVVH ILQGLQJHGXKFWLRQ HLVXOWV  
 DFFLGHQW FRVWV SDWHEDU RPD SDUHQ QVLLP VAEKDW  
 XVHG WUDLQLQJ RIIHUG E\ /\*506 6SDILILFDQ\  
 FRHILFLHQW RQ WKH WUDLQLQJ \$ & & L DGDWD VZKDW Z  
 7KLV PHDQV WKDW WUDLQLQJUHFXKQWHVSHUQRDIL  
 RI SHU DQQXIP D%BU DGHRODQKPV VMYKHUHWWRP DW  
 UHGXFWRQ LQ FRVWV SHU RIILFHUHGVRQ WKH WRW D

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## The Impact of Motor Vehicle Simulator Training

RIILFHUV LQ FRXQWLHV WKDSDKFDGZDMDLQLQJ WKH WRWDO ILVFDO  
[ [ \$GGLWLRQDOO\ RXU DQDO\VLV VHGJHQWRHFWHUV LI WUDLQLQJ ZDV

◀ 1DWLRQDO \$VVRFLDWLRQ RI ,QVXUDQFH & RPPLVVLRQHUV

LQ DYHUDJH VHYHULW\ DQG & Q W DN HW WIKH UHWXO  
VWDWLVLWLFDO DW WIKH LIL EDHO

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6HYHULW\ 5HJUHVVLRQ 5HVXOWV \*0\$

LQGLFDWHV VWDWLVLWLFDO VLJQLILFDQFH DW WKH OHYHO  
LQGLFDWHV VWDWLVLWLFDO VLJQLILFDQFH DW WKH OHYHO  
LQGLFDWHV VWDWLVLWLFDO VLJQLILFDQFH DW WKH OHYHO

%DVHG RQ WKHVH PRGHO UHVXOWV FZIRIK WYKH VHV  
ILQGLQJV 7KHVH UHVXOWV WUDLGHODW FRLOWR SDH W HK  
DSSUR[LPDWHO\ PLOOLRQ IRU PXPPEHUJ HPG QLUFD SO  
RIIHUHG E\ /\*506 WKH HVWLPDWHG QXEDHUZ SVRDFK  
DQG FDOFXODWL RQ DERYW KRUVHWKHSRGL QDWKH ZDW H  
WKH \*0\$ GDWD 7KH FRHILFLHQW RQ WKH FDWUHG LQQV  
\*0\$ GDWD ZDWDV UHSRUWHG LQ 7DEOH 7KH DYHUDJH  
DQG WKH QXPEHU RI /(2V LQLXQZDV LQFOXGH  
WUDLQHG PXQLFLSDOLWLHV DQG KLOHQXQHWWDQ  
YDULDEOH ZDV VWDWLVLWLFDOO\$ L X Q I L B Q W K H Q F W K H  
WKH \$&&\* GDWD WR HUURU RQ WKH QXPEHU FRUHQX  
LQ WKH DYHUDJH VHYHULW\ ZKHQ LPDNLQ R MLQDQFI  
DFFLGHQW FRVWV DGG L W L R Q D Q D L V K W K V W L L O V J H C  
PHPEHU FRXQWLHV WKDW KDYH QR V W H L Q E H H Q X W K O  
UHGXFWL R Q H I Q W F R W D V S F I E H W D L Z Q V R E H W H P 5

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VWDWLVWVLFDOO\ VLJQLILFDQW LPSYDHFUWLQ :UHG RFWQLWKH DYHUDJH O  
 EHFDXVH ZH GLG QRW DLQVGDMLVGLVHFDXOFWLIRJQLIQFVQW  
 DYHUDJH ORVV VHYHULW\ LQ WKH SH&SRQVHGDKDQDQX WVR VKRXOG DO  
 PLVVLQJ GDWD VRPH PHPEHUV ZHHVHQRWHGKFXHG H G W QHWKH DQDO\VLV  
 UHGXFHG ORVV FRVWV DVVRFLDWKHQV ZLHWK VGLLPLVQH KHPXODWRU WUDLQ  
 FRXOG EH UHDOLJHG E\ WKHVH RWKHLVPHFKLV ERXQV LHV DQG PXQLF  
 OHDG WR HYHQ JUHDWHU WRWDO FRVW UHGXFWRQV

Robustness and Additional Testing

\$ SRWHQWLDQ FRQFHUQ ZLWK WKH XQSGFDFRYH YDULDEOH DSSURDFK  
 WKDW WKH FKRLFMEWR FBXQWRQV J IPPX CEDWFRWWV YDWHG  
 E\ KLJKHU ORVVHV WKDW DUH EHLGLVFXVHLEGDFFGYE\ WKDW PHPEHU  
 WKLV W\SH RI SKHQRPHQRQ LQ DVVWDOOHLF/WLFFQ CEVHQVU LV UHIHUHG  
 HQGRJHQHLW\ ,I DYHUDJH SRWHQWLDQHRXWVFBWPHVOWHLQRW LQGHSHQ  
 WKLV FDVH VLPXODWRU WUDLQLQV LWQRQ WKKDDYWRDWHKHUHDWPHQV  
 GLIIHUHQFH LQ REVHUYHG PHDQV ZWKFKV KH ZKXDPZH DUH PHDVXULQJ  
 YDULDEOH DSSURDFK LQ RXU EDDPFRQW RWKRWHLQVORGHWKLV ZH XVH  
 EHIRVQ DQG VUWHQ YDULDEOHV GHRFLWLRO WWDLQLDSSURDFK ZDV  
 SUHVHQWHG DERYH DV ORGHO D DQGHORGDQDQCEJ WR LWKFDVH HDVHG ORVVH  
 GHFLVLRQ WR RIIH WUDLQLQJ ZHUVRHQG MDSLHVEWKWR/LJQ RQ WKH E  
 EH SRVLWLYH DQG VWDWLVWLFDXFLQJQRVLFHQVZ H, ZR\KHGWUDLQLQJ LV  
 H[SHFW WKH GLIIHUHQFH SHUWUHQV YKULDEORIVHWR EH QHJDWLYH  
 DQG VWDWLVWLFDQO\ VLJQLILFDQV FKHQMVXDWV RQV&&V HVWLPLDWF  
 GDWD DUH SUHVHQWHG LQ 7DEOH

7DEOH  
 %HIRUH DQG \$IWHU±7JHQVHQBLBBOVH\$V&LRQ 5HVXOVV

Variable	Estimate	t-value	F-Value
Intercept	-7.0930	-3.9454**	
Trained Before	0.0023	1.4401	5.432** negative
Trained After	-0.0051	-4.6083**	
Urban	-0.0185	-2.7382**	
Member	0.0001	1.2452	
Year	0.0035	3.9983**	
R <sup>2</sup> (%)	2.90		
Observations	1,463		

LQGLFDWHV VWDWLVWLFDQ VLJQLILFDQFH DW WKH OHYHO  
 LQGLFDWHV VWDWLVWLFDQ VLJQLILFDQFH DW WKH OHYHO  
 LQGLFDWHV VWDWLVWLFDQ VLJQLILFDQFH DW WKH OHYHO

◁ 1DWLRQDO \$VVRFLDWLRQ RI ,QVXUDQFH &RPPLVVLRQHUV



# The Impact of Motor Vehicle Simulator Training

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/\*506 6LPXODWRU 7UDLQLQJ &RVWV

## Conclusions and Opportunities for Additional Research

/\*506 LQGLFDWHV WKDW LWV 1R QDZXVZLWRKEQ ODZ HQIRUFHPPHQW  
UHODWHG WR PRWRU YHKLFOH LQRFWGHQWV LQGLFHHQWUWRUPHGXFH WKH  
RFFXUULQJ LQ WKH IXWXUH /\*506 ISWRYRHEH VLPXODWRU WUDLQLQJ I  
GRFXPHQWHG E\ RXU UHYLHZ RI WKH PDLQHUJ ODUHHO\ TXHVWLRQ WKD  
XQDQVZHUG E\ WKHRIILWESLRLVQLQJ LQRBLWRUJ DWUDQJ ULVN  
PDQDJHPPHQW FRVWV

%DVHG RQ GDWD VXSIOERGGKFW\*5G6UMR/HMDKJFK UHODWHG  
HIILDFD\ RI PRWRU RYHMLFDLQVQPXOD (DVVLNQLQJLJHPPHQW  
FRVWV \$NH\ TXHVWLRQ WKDW ZHZKRIYJKHWVDRDGLGKXIFWLRQWKLV VWXG  
LQ PRWRU YHKLFOH DFFLGHQW IUHZLWHQFWKDHQBRRURVHYHULW\ DVVRF  
YHKLFOH VLPXODWRU WUDLQLQJ SURYWHGHWKENF\*506WRILWV PHPEHUV  
SURYLGLQJ WKLV WUDLQLQJ /\*506VQRWOPDQRUSWBDLGHQJPRWRU YHKLFO  
WR LWV PHPEHUV EXW LW DOVR RYHUHKLFOHWRBFQGMQWFRVW GDWD IR  
LQYROYLQJ /(2V HPSOR\HG E\ LWV PHEHUVXQSTXHUHVXOW /\*506 ZDV  
SRVLWLRQ WR IDFLOLWDWH WKH DQDO\VLV FRQGXFWHG LQ WKLV VWXG  
%DVHG RQ RXU DQDORWKDQWZMKHHVFMURPHHQW/DQGXDO LQYH  
PDNHV LQ SURYLGLQJ PRWRU YHKLFOH 52LPAEDLWRU WUDLQLQJ LV SU  
PHPEHUV RI URXJKO\ L H ORJWHUFRWVQDQHWKXFDQDQDQDO WLPHV OD  
PRWRU YHKLFOH VLPXODWRU WUDLQLQJ FRVWV 000,,QX` V QXP `PPPP `X

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VLPXODWRU XVH DV SDUW RI WKH IUT XLWDIWH QW V LZFRXOG LQJ DQG LQVXU  
SURYLGH LPSRUWDQW EHQHILWV WR WKH SXEOLF LQ WKHLU VWDWH  
\*LYHQ RXU RYHUDOO ILQGLQJ WKDW RUMODUWHY G KLRDH VLPXODWRU W  
UHGXFWRQ LQ ORVV IUHTXHQF\ UHXUWK WKH H/SHHDFU FKF WDUJHWHG DW  
DVSHFWV RI WUDLQLQJ SURJUDP ZRXOGWE FRZD WUJDEQW HGWWR WKLV UHGX  
6XFK UHVHDFK FRXOG LPSURYH WKH DTW BOLDQ GD G G KH UHFWLYHQHV R  
PRWRU YHKLFOH WUDLQLQJ SURJUDJ DW L SQAR LQ \*ROW KDQG UHODWHG RUJ  
VWDWHV FRXOG SURYWDH DQ GHHS HFWLWV @RUBI QWR R SDQVORQ RI  
WKH IRFXV RI WKLV FXUUHQW VWXG\

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# Journal of Insurance Regulation

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Submissions must be original work and not being considered for publication elsewhere; papers from the 470(d)-11(t)(g)-1. t , who & dr pr p documents the sources of information and distinguishes opinions or judgment from empirical or factual information. The paper should recognize contrary views, rebuttals, and opposing positions.

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Cummins, J. David and Richard A. Derrig, eds., 1989. *Financial Models of Insurance Solvency*, Norwell, Mass.: Kluwer Academic Publishers.

Manders, John M., Therese M. Vaughan and Robert H. Myers, Jr., 1994. "Insurance Regulation in the Public Interest: Where Do We Go from Here?" *Journal of Insurance Regulation*, 12: 285.

National Association of Insurance Commissioners, 1992. *An Update of the NAIC Solvency Agenda*, Jan. 7, Kansas City, Mo.: NAIC.

"Spreading Disaster Risk," 1994.



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Cassandra Cole and Kathleen McCullough  
jireditor@gmail.com

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