

Insurance Institute of India



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Happenings at Institute Monthly e-Newsletter June 2013

Message



Dear All,

Your 'College of Insurance' is in the process of setting up of "Research Cell" and we expect a final nod from University of Mumbai very soon. College has also announced "Post Graduate Diploma In Health Insurance" in collaboration with University of Mumbai, from the academics year 2013-14. With these new initiatives College of Insurance is certainly expanding its horizon and moving toward achieving the dream cherished by our founders. College of Insurance has a glorious history as many of its alumni are successfully heading public and private sector insurance companies. In continuation of this legacy "College of Insurance" is working with renewed vigor from its sprawling new state-of-the-art campus from BKC- Mumbai.

During the year 2012-13 we successfully conducted various training programs covering almost all the areas of General Insurance like Marine Hull, Marine Cargo, Aviation Insurance, Fire Insurance, Engineering Insurance, Miscellaneous Insurance, health Insurance, Liability Insurance, Effective Claims Management etc. College also arranged a two weeks session on "Non-Life Insurance- A comprehensive overview", "Life Insurance" and one week session on "Reinsurance" for employees of overseas insurance companies mainly for SAARC based insurance companies. Our team of faculty also conducted a one week technical session in Colombo for Sri Lanka based General Insurance Company and trained more than 100 Executives of the company. Besides these regular training sessions College of Insurance developed a customized training modules to train more than 125 Management trainees and 350 Direct Recruit Officers of Leading private and public sector general insurance companies. These Induction training programs named as "Firming the Fundamentals" helps in imparting skills-based knowledge and inculcating organizational ethos, ease the process of assimilation and prepare employees to tackle their job roles and responsibilities in a focused manner.

In this fiercely competitive and evolving market dynamics the skill based training with academic flavor certainly helps the organization to keep its employees sharp edged and competitively attuned to the rigors of doing business.

For current year i.e. F.Y.2013-14 We have announced many new programs like Distribution Channel Management', 'Bridging: A power tool of for Agency Managers', 'Program for Potential MDRT', 'Sales Enhancement Program', 'Excellence in Broking Business', 'Leadership program for Women Executives', 'Excellence in Management' for entry level supervisory staff. The enormous response we are getting for all these new programs will certainly motivate us to design more such programs in future which will help the Industry to keep pace with the fast changing market dynamics and also help its human resources to understand the nuances of Insurance business well. Kindly visit our website www.coi.org.in and I am confident that you will find some of these programs useful to hone your skills in the areas of your operations.

With warm regards

N. D. Kokare
Secretary



Conference/Seminar/Workshop

College Of Insurance goes Global

SBI Life Insurance Company invited Insurance Institute of India to conduct a motivational training program for nearly 2000 star performers of its bancassurance distribution channel.

College of Insurance, the training arm of Insurance Institute of India, conducted the two - week training program, aptly called PRIDE, at Dubai from 27th May to 12th June.

The participants were from different offices of State Bank of India, which was the bancassurance partner of SBI Life.

Our team, led by Prof Pranab Misra, Faculty and ably supported by guest faculties, Mr. Ravinder Singh Chawla and Mr. Hariharan Iyer, delivered valuable inputs, encompassing several aspects of life insurance including positioning of life insurance, connecting with customers, personal branding and ethical practices in life insurance.

Certificates were awarded to all participants at the conclusion of the program.



Professional Examination

CALENDAR OF IMPORTANT DATES OCTOBER 2013 EXAMINATION

(Registration for October 2013 Examination starts from 15/06/2013)

Sr. No.	DESCRIPTION	CLOSING DATES
1	Enrollment of papers and application for claiming exemption	31/07/2013
2	Withdrawal from Examinations under Regulation 11 (c)	31/08/2013
3	Enrollment by all candidates with Late fees Rs. 500/- for every request (only through ONLINE).	31/08/2013
4	ONLINE change of Center without fees.	31/08/2013
5 *	ONLINE change of Center with fees Rs. 250/- for every request.	30/09/2013
6 *	ONLINE change of center with TATKAL late fees Rs. 1,000/- for every request.	15/10/2013
7 #	ONLINE change of Subjects.	31/08/2013
8	Examinations Dates	26/10/2013 (Saturday) 27/10/2013 (Sunday) 09/11/2013 (Saturday)

NOTICE TO CANDIDATES:

- 1) * For Sr. No. 5 & 6 FEE will not be accepted through Cash/Cheque/DD i.e. candidates have to pay through ONLINE.
- 2) A candidate can appear for only one subject in one session
- 3) Please see detailed examination time table and take care that papers selected by you do not clash



with one another. If you select more than one paper of the same time-slot, no refund of fee will be made.

4) # Change of Subject is not allowed (with or without fees) after 31/08/2013.

Service Tax is payable along with fee for examination to be conducted at the centers in India.

College of Insurance

Training Schedule for July – September 2013

Training Programs	Dates	Fees for participants	Residential/Non-Residential
International Reinsurance Program	08-13 July	Rs.19200 + Service Tax	Residential
Management of Liability Insurance	08-09 July	Rs.6400 + Service Tax	Residential
Insurance Regulatory Environment	15-17 July	Rs.9600 + Service Tax	Residential
Business Ethics in Life Insurance	15-17 July	Rs.9600 + Service Tax	Residential
Sales Performance Enhancement	29-31 July	Rs.9600 + Service Tax	Residential
25hrs. Renewal Program	05-08 Aug	Rs.7800 + Service Tax	Non-Residential
Management of Property Insurance – Fire	12-14 Aug	Rs.9600 + Service Tax	Residential
Bancassurance	19-21 Aug	Rs.9600 + Service Tax	Residential
Certified Insurance Trainer	19-22 Aug	Rs.12800 + Service Tax	Residential
General Management for Insurance Executives	02-06 Sept	Rs.16000 + Service Tax	Residential
Health Medical Management including frauds control	12-14 Sept	Rs.9600 + Service Tax	Residential
General Insurance - International program	16-28 Sept	Rs.41600 + Service Tax	Residential
Micro Insurance	23-25 Sept	Rs.9600 + Service Tax	
Customised Programs for Corporates			
General Insurance Appraisal		Training for National Insurance Co. Ltd. employees	
Excellence in Management			
Business Centre Heads			
Leadership Program for Women Executives			

Details of Fees and Registration form for the above programs can be accessed through www.coi.org.in.

Knowledge Management Center

Books

To view New arrival of Books [Click here](#).



Examination & Training

Notification to III Members

Limited Offer – Free Designation Examination and Training from ACORD

ACORD, the US-based, global insurance data standards organization, is offering interested students with a limited time offer of free examination (usually US\$295) for its coveted ACORD Certified Expert (ACE) designation.

Courses conducted by Insurance Institute of India (III) are recognized by ACORD as valid prerequisite for industry knowledge.

Interested Members of III may register for ACE, by clicking on <http://www.acord.org/Knowledge/Education/ACE> and take your exams before 25 October 2013 to benefit from the free of charge offer.