

Insurance Institute of India



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Happenings at Institute Monthly e-Newsletter April 2018

Research

Research Project for Transport Corporation of India Ltd.

III was awarded a research project by Transport Corporation of India Ltd. (TCIL) to evaluate the 'Insurance requirements of the Indian Logistics and Warehousing industry and their Customers (Focus: In-country operations)'. This report explored the need for insurance in India's logistics sector.

The report of research study was launched on 17th April 2018 by Shri Nitin Gadkari, Honorable Union Minister for Road Transport & Highways, Shipping and Water Resources, River Development & Ganga Rejuvenation at Transport Bhawan, New Delhi. The study recommends mandatory insurance of cargo by shipper & a comprehensive risk management policy for logistics service providers.

Dr. George E. Thomas, Professor, III and Prof. Archana Vaze, Asst. Professor, III presented the findings and recommendations of the study. The report was launched in the presence of Shri G. Srinivasan, President, III and CMD, The New India Assurance Co. Ltd., Shri Yudhvir Singh Malik, Secretary of Ministry of Road Transport & Highways, Shri D.P. Agarwal, VC & MD-TCI Group, Shri Vineet Agarwal, MD-TCI Group, Shri Chander Agarwal, MD - TCI Express Ltd. & Director - TCI Group, Shri P. Venugopal, Secretary General, III, Shri A. Mukherjee, Director, College of Insurance, Shri N.D. Kokare, Secretary, III and many seniors of the Insurance and Logistics industry.

The joint exploratory study found that Logistics Service Providers (LSPs) continue to be highly vulnerable due to the often; unfair allocation of risk between them and shippers. Shippers are sometimes absolved of liability even where they are at fault, and these costs are borne by the LSPs. With this in mind, the study recommended that LSPs appeal to the government to mandate the insurance of goods in freight by the cargo owner. It also suggested that the sector build internal capacity to understand insurance needs, evaluate its own risk capacity, and make informed decisions with respect to insurance purchases in the future.

Dr. George E. Thomas, Professor, COI, presenting the finding and recommendation of the research study



Prof. Archana Vaze, Asst. Professor, COI, presenting the finding and recommendation of the research study



Shri Vineet Agarwal, Shri Yudhvir Singh Malik, Shri D. P. Agarwal, Shri Nitin Gadkari, Shri G. Srinivasan, Dr. George E. Thomas, Shri Chander Agarwal



Shri Yudhvir Singh Malik, Shri D. P. Agarwal, Shri Nitin Gadkari, Shri G. Srinivasan, Dr. George E. Thomas, Shri Chander Agarwal



Training Programs

Training Schedule for June - August 2018

Program	Date From - To	Fees for Residents	Fees for Non-Residents	Designed For
June 2018				
Aviation Insurance	4-6 Jun, 2018	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Executives Working in the Aviation Department of General Insurance Companies / Brokers / Surveyors.
Engineering Project Claims	11-12 Jun, 2018	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Insurance Officials / Brokers / Surveyors / Customers Having Awareness about Project Insurance Basics.
International Program - Reinsurance Management	18-23 Jun, 2018	\$ 600 USD		International Participants- Executives Working in General Insurance Companies in Re-Insurance, Underwriting and Claims
Appreciation Program on Liability Lines	25-26 Jun, 2018	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Junior and Middle Level Executives Dealing with Liability Insurance
July 2018				
Motor Insurance Liability Workshop	2- 3 Jul, 2018	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Junior and Middle Executives Working for Insurance Companies, Broking Firms and Surveyors.

Marketing Strategies – for Branch and other Marketing Unit Heads : Life	2- 3 Jul, 2018	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Branch Managers / Marketing Unit Heads with 2-3 Years Experience
Bancassurance for Bankers : Life	9-10 Jul, 2018	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Managers / Executives Dealing with Bancassurance in Banks
Health Insurance	9-11 Jul, 2018	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Middle Level Executives of Third Party Administrators, Insurance Companies, Broking Firms and Hospitals.
Marine Cargo Insurance	16-19 Jul, 2018	Rs 17200 + G.S.T.	Rs 12400 + G.S.T.	Junior and Middle Level Executives Dealing with Marine Cargo From Insurance Companies, Brokers, Surveyors and Customers
Certified Insurance Anti Fraud Professionals	19-21 Jul, 2018	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Exclusive Program for Those Registered for The Certified Insurance Anti-Fraud Professionals Course.
Claims Management of Property Insurance	23-24 Jul, 2018	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Middle Level Executives of General Insurance Companies
Rural and Micro Insurance	30 Jul - 01 Aug, 2018	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Insurance Executives Looking after Rural and Micro Insurance in General Insurance Companies, Brokers, Communities, Reinsurers and Banks.
Excellence in Insurance – Technical	30 Jul - 11 Aug, 2018	\$ 1200 USD		Junior and Middle Level Executives of the International Insurance Industry
August 2018				
Liability Insurance Focus - Cyber Crime	20-21 Aug, 2018	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Practitioners From Insurance Companies, Brokers, Customers, The Information Technology Industry and Related Areas.
Technical Aspects of Various Fire Protection Systems	20-21 Aug, 2018	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Insurance Officials Working in Risk Management Inspection as Underwriting / Brokers, Surveyors and Customers.



Mega Risk Insurance	27-29 Aug, 2018	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Insurance Executives Looking after Property / Engineering in Insurance Companies, Brokers, Reinsurers, Surveyors and Customers.
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Associated Institute

Ahmedabad Insurance Institute

Ahmedabad Insurance Institute conducted a Local Seminar on the topic of “Scope and Future of Young Agents of Life & General Insurers with Insurance Education” on 24.03.2018 at Conference Hall, LIC DO, Jeevan Prakash, 4th Floor, Relief Road, Ahmedabad.

The topics such as latest development in Industry for Agents and Marketing Personnel's, Need of Insurance Education etc. were discussed during the seminar.

Speakers –

- 1) Shri. Prashant Chaudhary SDM, LIC, DO, Ahmedabad
- 2) Shri. Himanshu Patel, Manager, Sales, LIC, DO, Ahmedabad
- 3) Shri. A.M. Sahai, Manager, LIC, DO, Ahmedabad
- 4) Shri. Gopal U. Thaker, Hon. Secretary, Ahmedabad Insurance Institute.

Total nos. 54 participants were present for the seminar.



Bikaner Insurance Institute

Bikaner Insurance Institute conducted a Local Seminar on the topic of “High Sum Assured Proposal – Make it Easy” on 14.03.2018 at CTC Hall, LIC, Bikaner.

The topics such as history of III, various aspects of underwriting of High Sum Assured Proposals, importance of special reports and medical reports, importance of income proof etc. were discussed during the seminar.

Key Speakers –

- 1) Sh. Sudhanshu Mohan Mishra, Sr. D.M, LIC of India
- 2) Sh. B.L. Sharma, Marketing Manager
- 3) Sh. Dinesh Sharma, Actuarial and Admin. Officer
- 4) Sh. Deepak Vijayvergia, Council Members, Bikaner Insurance Institute.
- 5) Mrs. Monika Goyal

Total 60 nos. participants were present for the seminar.



Kolkata Insurance Institute

Kolkata Insurance Institute conducted a seminar on the topic of "A Regulators view of IRDAI Investment Regulation, 2016 in the light of Amendment to Insurance Act, 1938 and its implications" on 03.03.2018 at Auditorium, College of Insurance, Rajarhat, New Town, Kolkata.

In the seminar, topics such as amendment of Investment regulations, Investment part of Insurance companies, scope of Investment Regulations, 2016 in light of Insurance Act, 1938, Solvency Margin of Insurance Companies, implications of amendment of Investment Regulations etc. were discussed.

Key Speaker –

- 1) **Shri. M. Vasantha Krishna, General Manager/Director, National Ins. Co. Ltd.**
- 2) **Shri. R.K Mahesh, C.A., Financial Advisor, Jamuna Lal Bajaj Management Institute, Mumbai**
- 3) **Shri. S.N. Jaisimhan, General Manager, IRDAI**
- 4) **Dr. George E. Thomas, Professor, College of Insurance**
- 5) **Shri. A. K. Acharya, General Manager, National Ins. Co. Ltd. & President, Kolkata Ins. Inst.**

Total 56 nos. participants were present for the seminar.



Nellore Insurance Institute

Nellore Insurance Institute conducted a Local Seminar on the topic of "Life Style Diseases – Relevance to Insurance Policies – New Initiatives" on 28.03.2018 at LIC, DO, Nellore.

The topics such as lifestyle diseases, Wellness Program, Disease Management Program etc. were discussed during the seminar.

Key Speakers –

- 1) Shri. M.V. Ramanaiah, Sr. Doctor, Dr. Ramchandra Reddy People's Poly Clinic and State Health Convener, APJVV
- 2) Shri. P. Satyanarayana, LIC.

Total 58 nos. participants were present for the seminar.



Pondicherry Insurance Institute

A National Seminar on the theme "Health Insurance" was organised by Pondicherry Insurance Institute on 24.03.2018 at Pondicherry University, Karaikal Campus, Karaikal

The objective of the seminar is to give the audience, information regarding the concept and scope of Health Insurance, its needs and importance, Health Insurance offered by General Insurance Companies, Health Insurance offered by Life Insurance Companies etc.

Key Speaker :

- 1) Ms. M. Srividhya, Asst. Manager, National Ins. Co. Ltd. Pondicherry
- 2) Shri. G. Jaswanth Singh, Insurance Expert, Bengaluru
- 3) Chief Guest - Shri. P. Venugopal, Secretary General, Insurance Institute of India

The Seminar was attended by 93 members.



Rajahmundry Insurance Institute

Rajahmundry Insurance Institute conducted a seminar on the topic of "Marketing of Insurance Products and Insurance Services" on 21.03.2018 at V.K.V. Govt. Degree College, Kothapeta, East Godavari District, Andhra Pradesh.

The topics such as Marketing of Insurance Products and Insurance Services, Strategies for Insurance Marketing, Understanding Insurance Market, Promotion of Insurance etc. were discussed during the seminar.

Key Speakers :

1. Shri Ch. Tata Rao, A.O., LIC, Rajahmundry
2. Shri M. Kodandaram, Hon. Secretary, Rajahmundry Ins. Inst.

Total 59 nos. participants were present for the seminar.



Rajahmundry Insurance Institute conducted a seminar on the topic of "Pension Policy is the need of the Hour" on 27.03.2018 at D.T.C. Hall, LIC of India, Rajahmundry.

The topics such as Importance of Pension, Pension Arrangements, Pensionary benefits, Reasons for investments, Family Responsibilities etc. were discussed during the seminar.

Key Speakers :

- 1) Shri A. Sessaiah, Asst. Divisional Manager, LIC, D.O., Rajahmundry.
- 2) Shri K. Srinivas, Dy. Manager, Direct Marketing, LIC, D.O., Rajahmundry.

Total 70 nos. participants were present for the seminar.



Udupi Insurance Institute

Udupi Insurance Institute conducted a Local Seminar on the topic of "Career Opportunities in Insurance Sector" on 26.03.2018 at Poornaprajna College Udupi.

The topics such as various career opportunities available in insurance sector, Study Courses of III, Courses offered by III etc. were discussed during the seminar.

Key Speakers –

- 1) Smt. Suman L. Upadhyaya
- 2) Shri. R. M. Samaga

Total 52 nos. students alongwith Lecturers and Faculties were present for the seminar.

