

Insurance Institute of India



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www.insuranceinstituteofindia.com

Happenings at Institute Monthly e-Newsletter March 2016

Professional Examination

We would like to inform that, next enrollment for June 2016 has commenced from 16th April 2016, as per below schedule:-

Details	Dates
Online Registration*, Paper Enrollment (Subject fee), Change of subject.	16th April 2016 to 30th April 2016
Slot / Subject Booking Period	16th May to 30th May 2016
Examination Period	10th June to 30th June 2016

* New candidates need to register with III and then pay paper enrollment fees. Please refer "Help Manual for New Candidates" available on our website under Help Desk menu for help.

In case of any help regarding online examination, please mail atonlineexam@iii.org.in or call on 022-26544200 (Dial 5)

PGDHI and PGDIM

University of Mumbai, Department of Economics (Autonomous) and Insurance Institute of India (College of Insurance) Jointly offer One year Part Time Professional Courses "PG Diploma in Insurance Marketing" and "PG Diploma in Health Insurance"

The college of Insurance, the training arm of Insurance Institute of India was established in 1966 and since then round it is engaged in imparting insurance knowledge and training on all technical domains of Life and General Insurance, Regulatory Compliances, CRM and related areas, to the all private and public sector insurers, brokers and surveyors, etc.

Insurance Institute of India (College of Insurance) along with the Department of Economics (Autonomous) of the University of Mumbai is proud to launch a new part time one year course "PG Diploma in Insurance Marketing"

The "PG Diploma in Health Insurance" started in 2013-14 is running successfully. The third batch 2015-16 of the Part time one year PG Diploma in Health Insurance is underway.

The admissions for both courses are open for the academic year 2016-17 and applications are invited from interested candidates. The courses are scheduled to commence in July/August 2016.

Recognizing the importance of both courses to the insurance industry, the General Insurance Corporation of India (GIC-Re) has come forward to sponsor the course fees of a few deserving students who have an income (individual and family combined) of less than Rs.3 lakhs per annum through their Scholarship Schemes "GIC Re-III Vima Vidya Visharad" and "GIC Re-III- Insurance Marketing".



The basic eligibility for admission to both these courses is 3 years' Graduation; however, students appearing in the final year of graduation are also eligible to apply. After successful completion of this course, the candidates will receive a Diploma awarded jointly by the University of Mumbai and the Insurance Institute of India.

The PGDIM Course shall be conducted in a classroom mode on week-ends across two semesters in the College of Insurance (the training arm of IIR) campus at Bandra-Kurla Complex, Mumbai. The faculty includes Insurance experts drawn from the industry.

Among all the careers in Insurance, marketing has been and will continue to be prime, accounting for 80% or more of jobs and careers in this sector. Marketing professionals have bright prospects as insurance advisors and personal financial planners, as sales / business development managers who will lead and manage sales teams of insurance companies, as employees and managers in insurance brokerage companies, corporate agents including banks, as professionals engaged in BPOs/ Call centres and in Digital marketing and as middle and senior marketing professionals heading branches, territories and entire regions and at the corporate level, as brand and product managers, and finally, as business development managers in the insurance domain for IT companies. In short, a vast vista of exciting career opportunities awaits those who are ready to take the plunge.

An Insurance marketing career calls for a sound knowledge of the fundamentals of Insurance as well as the various nuances of marketing. It requires self-drive and a keen interest to connect and engage with people. It also calls for optimism and resilience in the face of uncertainty and challenge. For those who develop the right mindset, skills and knowledge, the sky is the limit. It can serve as an excellent career launching pad for students who are seeking to make a successful and satisfying career in Insurance.

For details please log on to www.insuranceinstituteofindia.com www.coi.org.in

College of Insurance

Training Schedule for May – July 2016

PROGRAMME	Date	Fees for Residential	Fees for Non-Residential	Design For
May-16				
Crop and Weather Insurance	02-03 May 2016	Rs.7800 + S.T.	Rs.5600 + S.T.	Executives working in the marketing and servicing of rural insurance in insurance companies, broking companies, NGO's and similar areas
Management of Property Insurance - Engineering (Underwriting)	02-04 May 2016	Rs.11700 + S.T.	Rs.8400 + S.T.	Middle Level Executives from the underwriting department of Insurance Companies
Regulatory Compliance (Life Insurance)	02-03 May 2016	Rs.7800 + S.T.	Rs.5600 + S.T.	Compliance officials of life insurance companies
Compliance Governance and Risk Management in	02-04 May 2016	Rs.11700 + S.T.	Rs.8400 + S.T.	Associate / Fellow members of Insurance Institute of India and Institute of

Insurance				Company Secretaries of India
Building Blocks of Broking	09-14 May 2016	Rs.23400 + S.T.	Rs.16800 + S.T.	Young Executives working with Insurance Broking Firms
New Vistas in Online Insurance Marketing	09-10 May 2016	Rs.7800 + S.T.	Rs.5600 + S.T.	Managers involved in online/ direct marketing in insurance companies
Agency Management (General Insurance)	09-11 May 2016	Rs.11700 + S.T.	Rs.8400 + S.T.	Managers at different levels responsible for Business development including developing various sales channels
International Program - Reinsurance Management (Concept Level)- GIC RE	09-14 May 2016	-	-	International participants - Executives working in General Insurance Companies and looking after Re-insurance, Underwriting and claims (Sponsorship only through GIC RE)
Bancassurance	16-17 May 2016	Rs.7800 + S.T.	Rs.5600 + S.T.	Managers / Executives dealing with Bancassurance both in insurance companies and banks
Workshop for Corporate Agents	16-18 May 2016	Rs.11700 + S.T.	Rs.8400 + S.T.	Certified Insurance Executives of Corporate Agents as per IRDAI Guidelines
June-16				
Handling of Consumer Courts and Ombudsman - Legal Scenario (Life Insurance)	06 - 07 Jun 2016	Rs.7800 + S.T.	Rs.5600 + S.T.	Executives dealing with Grievances redressal, underwriting and the Ombudsman department in insurance companies
Marine Cargo Insurance	06 - 09 Jun 2016	Rs.15600 + S.T.	Rs.11200 + S.T.	Junior and middle level Executives dealing with Marine Cargo from Insurance Companies, brokers and surveyors
Basic of Insurance Broking	6-11 June 2016	Rs.23400 + S.T.	Rs.16800 + S.T.	People who aspire for a career in Insurance Broking and those newly joined broking companies
Motor Insurance Liability Workshop	13-14 Jun 2016	Rs.7800 + S.T.	Rs.5600 + S.T.	Junior and Middle Executives working for Insurance companies,



				<i>Broking firms and Surveyors</i>
<i>Challenges in Management of Project Insurance</i>	<i>13-15 Jun 2016</i>	<i>Rs.11700 + S.T.</i>	<i>Rs.8400 + S.T.</i>	<i>Middle Level Executives from underwriting and Claims dept of insurance companies</i>
<i>Aviation Insurance</i>	<i>20-22 Jun 2016</i>	<i>Rs.11700 + S.T.</i>	<i>Rs.8400 + S.T.</i>	<i>Executives working in the Aviation department of General Insurance Companies</i>
<i>Liability Insurance Focus - Event Insurance</i>	<i>20-21 Jun 2016</i>	<i>Rs.7800 + S.T.</i>	<i>Rs.5600 + S.T.</i>	<i>Junior & Middle level Executives of insurance companies who are interested in Event Insurance</i>
July-16				
<i>Specialised Program on Liability Insurance</i>	<i>04-05 Jul 2016</i>	<i>Rs.7800 + S.T.</i>	<i>Rs.5600 + S.T.</i>	<i>Junior and Middle Level Executives dealing with liability Insurance</i>
<i>Health Medical Management including Fraud Control</i>	<i>11-13 Jul 2016</i>	<i>Rs.11700 + S.T.</i>	<i>Rs.8400 + S.T.</i>	<i>Executives working in claims depts of health insurance and TPAs and also Associates / Fellows and others having a fair awareness of health insurance.</i>
<i>Customer Service Management in Life Insurance</i>	<i>11-12 Jul 2016</i>	<i>Rs.7800 + S.T.</i>	<i>Rs.5600 + S.T.</i>	<i>Managers in life insurance companies working in the departments dealing with Customer services and operations.</i>
<i>Marine Hull Insurance</i>	<i>11-14 Jul 2016</i>	<i>Rs.15600 + S.T.</i>	<i>Rs.11200 + S.T.</i>	<i>Middle Level Executives working in the marine hull depts of Insurance companies</i>
<i>International Program on Fire Project/Mega lines (GIC Re)</i>	<i>18-23 Jul 2016</i>	<i>-</i>	<i>-</i>	<i>International Participants- Experienced participants having exposure to fire insurance/ infrastructure, small and mega size projects, preferably as insurance executives/ technical managers. (Sponsorship only through GIC RE)</i>
<i>Appreciation Course- Actuarial Science for</i>	<i>25-27 Jul 2016</i>	<i>Rs.11700 + S.T.</i>	<i>Rs.8400 + S.T.</i>	<i>Middle Level Executives General Insurance</i>

Non-Life Insurance				<i>Companies, Professionals from brokers firms, consultants, III Fellows and those who are pursuing actuarial studies.</i>
Liability Insurance Focus - Cyber Crime	25-26 Jul 2016	Rs.7800 + S.T.	Rs.5600 + S.T.	<i>Practitioners in Insurance Companies, information technology and related areas.</i>
Claims Management of Property Insurance	25-26 Jul 2016	Rs.7800 + S.T.	Rs.5600 + S.T.	<i>Middle Level Executives of General Insurance Companies</i>

Associated Institute

Bikaner Insurance Institute

Local Seminar on 'Career in Insurance Industry – Role of Insurance Institute of India

Bikaner Insurance Institute had conducted a local seminar on 26.02.2016 at College of Engineering and Technical, Bikaner on the topic "Career in Insurance Industry-Role of Insurance Institute of India".

Mrs.Ruma Bhadoria, Training and Placement officer of the college inaugurated the seminar. In her address after introducing the speakers she stressed on how these days Insurance industry is growing very fast and there is a wide scope for young generation.

Mr. Mahesh Purohit briefed the gathering about the Insurance Institute of India. He also informed that Insurance Institute of India is the only institute which provides Technical Education in Insurance sector in India and also in abroad.

Mr. V.P. Vyas Vice president of Bikaner Insurance Institute explained the Vision and Mission of the Insurance Institute of India through Power Point presentation. He also informed that the main object of the III is to provide professionals to the Insurance Industry.

Mr.M.R. Mughal, Retd. Adm.Officer, United India Insurance has told about the job profile in General Insurance Industry. He explained the eligibility conditions for Surveyor jobs and Pre-Licensing examination of III. He also focused on role of surveyors in GIC through power point presentation.

Mr.Rakesh Kumar Joshi Honb. Secretary of Bikaner Insurance Institute replied participant's queries one by one.

Mrs.Ruma Bhadoria, Training and Placement officer also addressed the seminar. She asked the students to think about career in insurance industry and to join the III courses.

In all more than 70 participants including Lecturers, Students and other members participated in this seminar





Insurance Awareness program and Career in Insurance

Bikaner Insurance Institute had organized a workshop at Azit foundation, Bikaner, Social welfare Institution, on Insurance Awareness on 05.03.2016.

Mr. Sanjay Kumar, the Secretary of foundation inaugurated the workshop and briefed about the insurance and how an individual can build his career in insurance industry.

Chief guest of workshop Mr. Narsing Das Binani, Sr. Professor, Business Administration, Baba Chhotunath Govt. College Nokha, highlighted the present scenario of Insurance Industry and briefed the gathering how due to disinvestment and introduction of various players there are variety of products to choose from in the market which are profitable for an individual and also in turn creating more job opportunities.

Hon.Secretary Mr. Rakesh Kumar Joshi explained the role of Insurance Institute of India in improving insurance education throughout the country by conducting various types of courses. He briefed the gathering about the process of registration and type of examination by both online and offline mode. Beside these examinations various type of Diploma and certificate course are available for the students.

Mr. Deepak Vijayvargia, underline the available jobs in insurance industry and how Insurance Institute of India is helpful for this purpose.



Ernakulam Insurance Institute

Seminar on 'Customer Service in Insurance Sector'

A Seminar on "Customer Service in Insurance Sector" was organized by Ernakulam Insurance Institute on 13.02.2016 at the Conference Hall of LIC of India, Divisional Office Building, Ernakulam.

The seminar was inaugurated by Sri.A.Soojai Manickam, Senior Divisional Manager, LIC of India, Divisional Officer, Ernakulam. He explained that in a scenario where Policy conditions remaining more or less the same, those companies who have an edge in Policy servicing will only survive in the competitive market.

The key speaker was Sri.P.K.Vijayakumar, IRS, Insurance Ombudsman, Kochi. He dwelt in detail, with the help of figures, the present scenario existing in policy servicing and customer satisfaction in our country. In many cases, the policy conditions are not clearly stated in the documents, as a result, when the claim arises, the policy holders are put in a tight spot because of this ambiguity. He urged the insurance companies to be more customers centric without clinging on the nitty gritty of conditions and rules.

Sri.T.K.Sadasivan, National Insurance Co.Ltd. (Retd) also spoke at the Seminar.

Sri.E.P.Joy, Council member, III, Mumbai, welcomed the gathering and Sri.John Mathew, Honorary Secretary, Ernakulam Insurance Institute, proposed vote of thanks.

The seminar was attended by total 70 members.



Kottayam Insurance Institute

Local Seminar on 'Insurance Marketing : Potential and Opportunities'

Kottayam Insurance Institute in association with Department of B. Voc, Kuriakose Elias College, Mannanam conducted a local seminar on the topic 'Insurance Marketing : Potential and Opportunities' on 10th February 2016 at KE College, Mannanam.

Dr. Antony Thomas, Head of the Dept., delivered the welcome address.

Sri. Uthup Joseph, Senior Divisional Manager, LIC of India, Divisional Office, Kottayam was the key speaker. He explained the criteria to assess the insurance market and also the main challenges that the insurance market faces are distribution channels, regulatory interfere and political interfere.

In his address he explained the role of the Insurance Institute of India in imparting insurance education by conducting professional examinations and variety of educational programs in various parts of India.

90 students participated in the programme. Hon. Secretary, Council Member and other committee members of Kottayam Insurance Institute were actively involved in the programme.



Lucknow Insurance Institute

Insurance Awareness Program

Two Insurance Awareness Program were organized by Lucknow Insurance Institute on 28th March, 2016 at Tribhuvan Nath Shiksha Niketan, Pure Kesari, Gauriganj, Dist. Amethi and at P. M. Vidyalaya, Anni Baijal, Gauriganj, Amethi respectively .

The Topics of the program was "Basic knowledge of Life Insurance & General Insurance and its need in the changing scenario".

The main speaker of the Seminar, Mr.A.P.Saraf, (A I.I.I), Rtd .Dy. Manager, National Insurance Co .Ltd. R.O., Lucknow was briefly narrated on the above topics.

His topic also covered how Insurance is helpful to the family due to Loss of human life or loss of property and how Insurance cover compensate the loss of Human Life and property.

Mr.U.P.Singh, Hon. Secretary, Lucknow Insurance Institute gave detailed information about the Insurance education and the courses conducted by Insurance Institute of India, Mumbai. He also briefed how one can make his career by passing the Examinations conducted by Insurance Institute of India, Mumbai.

In all total 160 students at P.M.VIDYALAYA and 200 students at Tribhuvan Nath Shiksha Niketan attended the above awareness programme.



Madurai Insurance Institute

Seminar on 'Insurance Needs and Solutions'

Madurai Insurance Institute has organized an Insurance awareness seminar on the topic of Insurance Needs and Solutions at Mangayarkarasi College, Madurai on 23.02.2016. The program was presided over by Mr. N.Mohan, Voting Council Member, Madurai Insurance Institute.

Mr. R.Elanchezian, Administrative Officer and Fellow of III, LIC of India, CA Branch, Madurai delivered the key note address. In his speech along with power point presentation, he simply outlined the need for insurance and the solutions available in the market. He also guided the students to take their career in insurance sector which will make their life flourishing. The program was well attended by total 300 second year & 3rd year students of Commerce Dept, Mangayarkarasi College. The HOD of the commerce Department appreciated their efforts in bringing out insurance knowledge to the students level.

Mr. G.Seenivasan, Secretary, Madurai Insurance Institute proposed vote of thanks.



Pondicherry Insurance Institute

National Seminar

The National Seminar was conducted by Pondicherry Insurance Institute on 27.02.2016 at Shenbaga Hotel and Convention Center, Pondicherry.

Shri k.Narayanasamy, Honorary Secretary addressed the gathering. He briefed about the function and activities of Insurance Institute of India, Mumbai and also about Pondicherry Insurance Institute.

The inaugural address by Shri K.Nagarajan, chairman, Pondicherry Insurance Institute/Senior Branch Manager National Insurance Co.Ltd., Branch Office-1,Pondicherry.

Topic covered	Speaker
Motor Vehical Act	Shri. D. Nadhamuni, Advocate, Chennai High court, Motor Vehical Act DGMdgm (retd.), national insurance co.ltd., regional office, hydrabad.
Defending of cases in the company's interest	Shri. G. Udayashankar, Advocate, Chennai High Court, Defending of cases legal officer/divisional manager (retd), The New india Assurance Co.Ltd.,Chennai
Liabilities arising out of simple, Grevious injuries and death	Dr. D. K. Dubey, Ortho Speacialist, Pondicherry
Role of regional transport authority in connection with motor third party claims	Shri Seetharama Raju, Senior motor vehicle inspector, Transport department, Govt. of Pondicherry

There was an interactive session, wherein lot points discussed more effectively.

Vote of thanks was given by Shri.N.Ulaganathan,Managing Committee member, p.i.i.

In all 102 advocates from Pondicherry and Tamilnadu (8 districts courts) attended the programme.



Rajahmundry Insurance Institute

Insurance Awareness Program

Rajahmundry Insurance Institute had conducted an Insurance Awareness Program on 17.02.2016 & on 08.03.2016 at Government IASE School, Rajahmundry and at SKVT High School respectively.

Total 225 students at Government IASE School and 100 students at SKVT High School participated in the program.

They have explained the following topics in the Insurance Awareness program

- 1. Concept of Insurance*
- 2. Importance of Life Insurance and Health Insurance*

Sri Ch. Tata Rao, Administrative Officer and Sri M. Kodanda Ram, Hon Secretary, Rajahmundry has explained on the above mentioned topics.

It was a great experience for them since the awareness programme was received with a lot of enthusiasm.

