



**भारतीय बीमा संस्थान**  
**INSURANCE INSTITUTE OF INDIA**

# HAPPENINGS AT THE INSTITUTE

**Monthly e-Newsletter**  
May, 2019

**Insurance Institute of India, Plot No. C-46, 'G' Block,  
Bandra-Kurla Complex, Bandra (East),  
Mumbai – 400051.**



# AIP 23rd Edition Conference: "Risk Summit, 2019: Managing New Universe of Risks"

**31 MAY, 2019**

Asia Insurance Post (AIP) conducted its Risk Summit, 2019 on 31st May 2019 on the theme Managing New Universe of Risks. Insurance Institute of India was the Knowledge Partner for the conference.

Mrs. T Alamelu, CMD, AIC, (Member - Designate - Non-Life - IRDAI) was the Chief Guest for the summit and Mrs. Alice G Vaidyan, CMD, GIC Re, Mr. G Srinivasan, Director, National Insurance Academy and Dr. Rabi Mishra, Principal Chief General Manager, RBI were the Guests of Honor. Along with them was Prof Rajni M Shah Editor of AIP, ex-GM of New India Assurance Co. Ltd and ex-MD of the Loss Prevention Association of India, who coordinated the Conference.

There was a Panel Discussion on Claims Settlement Efficacy: Unique Value Proposition for Insurance Industry which was moderated by Dr. George E. Thomas, Professor of the College of Insurance. The Panel members were Mr. R M Singh, GM and Chief Underwriting Officer of the New India Assurance Co. Ltd., Mr. Rajnish Madhukar, Sr. Vice President and Head - Claims of SBI Life Insurance Co. Ltd., and Mr. Jon Pipe, CEO of Anviti Insurance Brokers. They deliberated on the new challenges in settling claims. The changing aspirations of the new age insurance customer, the increased service dependencies of insurers, the challenges and opportunities ushered in by new technologies, the regulatory environment and the industry's concerns about frauds were discussed by the panel.





# Report on the International Seminar on “Changing Regulatory Provisions and its Effect on Management of Risk by Insurance Companies and its Stakeholders”

BY INDIAN INSURANCE INSTITUTE

Indian Insurance Institute conducted a seminar on the topic of “Changing Regulatory Provisions and its Effect on Management of Risk by Insurance Companies and its stakeholders” on 08.12.2018 at Lalit Great Eastern Hotel, Kolkata.

## Main theme of the seminar:

The major discussions were carried on Key Risks and Mitigations undertaken by Insurance Companies, Major IRDAI regulations post 2015 & effect of changes in Sec.45, Management Response to changing Regulatory environment & Precautions to be taken by Sales force & Underwriters. Information / Cyber Security Guidelines 2017. How to face forthcoming challenges and remain competitive in the backdrop of changing regulatory provisions of Life Insurance Market. Some of the major regulations formulated by IRDAI.

## Speakers :

- 1) Sri NKV Roopkumar (Executive Vice President and Chief of Risk, Info & Cyber Security Management, SBI Life Insurance Co. Ltd.)
- 2) Mr. Jamal Mohammed Abu Naser (CEO of National Insurance Co., Bangladesh)
- 3) Sri. D. C. Chakraborty, Actuary

Total 160 nos. participants were present for the seminar.





# Report on the National Seminar on “Role of Insurance in National Economy”

BY BANGALORE INSURANCE INSTITUTE

Bangalore Insurance Institute conducted a National seminar on the topic of “Role of Insurance in National Economy” on 14.02.2019 at Vijaya College Campus, R.V. Road, Basavagudi Bangalore.

## Main Theme of the Seminar :

- 1) Role of Insurance in National Economy
- 2) Insurance Penetration in India
- 3) Career Opportunities in Insurance Industry
- 4) Role of Insurance Institute

## Key Speakers:

- 1) Dr. Atre, Dean, Vijaya College, Bangalore
- 2) Sri. P. Venugopal, Secretray General, Insurance Institute of India, Mumbai
- 3) Sri Ashis Kumar, Sr. Divisional Manager, LIC, DO-1, Bangalore
- 4) Sri Amanullah Khan, President, All India Insurance Employees Association
- 5) Sri Surender, Regional Manager, National Insurance Co. Ltd., Bangalore
- 6) Sri Arun K., Manager Sales, LIC DO-1, Bangalore

About 150 persons comprising of commerce students, Faculty of college, Professionals from Insurance Industry and representatives from Christ College and Media reporters participated in the Seminar.





# Report on the Local Seminar on “Analysing Insurance needs & Providing Proper Product”

**BY AURANGABAD INSURANCE INSTITUTE**

Aurangabad Insurance Institute conducted a seminar on the topic of “Analysing Insurance Institute” on 12.03.2019 at WTC, C/o. Superintendent of Post Offices, Aurangabad Division, Juna Bazar, City Chowk, Aurangabad.

The main Purpose of the seminar is to discuss current scenario of Insurance Market, wrong Selling & reasons for same. Study Life Cycle needs, family size, financial planning etc. Analysis of Insurance needs of Customer through discussion and providing various options through suitable insurance products of Postal Life Insurance.

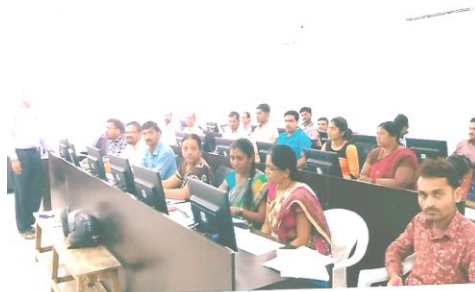
## **Key Speakers:**

Shri S.G. Bagle – Faculty Member, DTC, LIC, Aurangabad DO

Shri S.P. Mahajan – WTC Trainer, Aurangabad

Shri Shripad V. Pisu – Honorary Secretary, Aurangabad Insurance Institute

Total 47 nos. participants were present for the seminar







# Report on the Local Seminar on “Penetration of Insurance in Rural Market with RPLI products”

BY AURANGABAD INSURANCE INSTITUTE

Aurangabad Insurance Institute conducted a seminar on the topic of “Penetration of Insurance in Rural Market with RPLI products” on 16.03.2019 at Shrimati Shevantabai Khema Toke, Prathamik Vidya Mandir, Near Sharda Mandira, Sharda Colony, Mahabal Parisar, Jalgaon.

The main theme of the seminar is to discuss current situation of Rural Market, Various Govt. Insurance schemes implemented through Post Office anks, Creating awareness of savings Selling & reasons for same. Study Life Cycle needs, family size, financial planning etc. Analysis of Insurance needs of Customer through discussion and providing various options through suitable insurance products of Postal Life Insurance.

## Key Speakers:

- 1) Shri S.G. Bagle – Faculty Member, DTC, LIC, Aurangabad DO
- 2) Shri S.P. Mahajan – WTC Trainer, Aurangabad
- 3) Shri Shripad V. Pisu – Honorary Secretary, Aurangabad Insurance Institute

Total 47 nos. participants were present for the seminar





# Report on the Local Seminar on “Human Life Value & Insurance Protection”

**BY AURANGABAD INSURANCE INSTITUTE**

Aurangabad Insurance Institute conducted a seminar on the topic of “Human Life Value & Insurance Protection” on 24.03.2019 at WTC Bhusawal HO, 1<sup>st</sup> Floor, Bhusawal Head Post Office, Modern Road, Bhusawal.

The main theme of the seminar is to discuss current scenario of Insurance Market, wrong selling and reasons for same. Study Life Cycle needs, family size, financial planning etc. Concept of Human Life Value both for Employed and Professionals. Deciding scientifically the minimum Insurance protection needed to Customer per HLV. Various options available through suitable Insurance products of Postal Life Insurance.

## **Key Speakers:**

- 1) Shri A.M. Bhalekar – Faculty Member, Aurangabad Insurance Institute
- 2) Shri Shripad V. Pisu – Hon. Secretary Aurangabad Insurance Institute

Total 24 nos participants were present for the seminar.





# Report on the Local Seminar on “Health Insurances & Challenges”

BY MYSORE INSURANCE INSTITUTE ON 03.09.2018

Mysore Insurance Institute conducted a seminar on the topic of “Health Insurances & Challenges” on 03.09.2018 at Mysore.

The main theme of the seminar was about the challenges faced by the Hospitals, TPAs and patients. The growth of the Health Insurance segment over the last ten years.

About Health Insurance products sold by Public Insurance companies and private players. The need to create awareness among general public on Medical Insurance.

## Key Speakers

1. Dr. Nagedra Prakash, MBBS, MS, Cardio Vascular Surgeon, Apollo BGS Hospital
2. Sri. K. Ananthapadmanabha, Chairman, Mysore Insurance Institute

More than 100 people participated in the seminar. There was an interactive session among the participants.







## PROGRAM CALENDAR FOR 2019 - 2020

### Mumbai Campus

Sr. No.	Code	Sub Code	Program	Date	Fees for Residents	Fees for Non-Residents	Designed for
1	CP	B1	Appreciation programme for Principal Officers	6-7 Jun, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Principal Officers of Corporate Agents including Banks
2	CP	G5	Engineering Project Claims	10-11 Jun, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Officials having Insurance knowledge/ Brokers/ Surveyors/ Customers having awareness about Project Insurance.
3	CP	G6	Aviation and Satellite Insurance	10-12 Jun, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Executives working in the Aviation department of General Insurance Companies / Brokers / Surveyors.
4	CP	G7	Title Insurance - Liability	17 Jun, 2019	Rs 4300 + G.S.T.	Rs 3100 + G.S.T.	Participants dealing with/keen to learn about Title Insurance-Liability
5	CP	L3	Life Insurance Claims Management	20-21 Jun, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives Working at Middle Management levels in Life Insurance Companies
6	CP	G8	Appreciation Program on Liability Lines	24-25 Jun, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Junior and Middle Level Executives dealing with Liability Insurance
7	IP	G9	International Program - Reinsurance Management	24-29 Jun, 2019	\$ 600 USD		International Participants- Executives working in General Insurance Companies in Reinsurance, Underwriting and claims
8	CP	L4	Marketing Strategies – for Branch and other Marketing Unit Heads : Life	1-2 Jul, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Branch Managers / Marketing Unit Heads with 2-3 years experience
9	CP	B2	Bancassurance	8-9 Jul, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Managers / Executives dealing with Bancassurance in Banks
10	IP	C2	Regulatory Drawing Board - A Comprehensive Program for Insurance Regulators	15-19 Jul, 2019	\$ 500 USD		For Insurance Regulators and Self Regulatory bodies from all countries



11	CP	G10	Claims Management of Fire Insurance	22-23 Jul, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Middle Level Executives of General Insurance Companies
12	CP	C3	Certified Insurance Anti Fraud Professionals	22-24 Jul, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Exclusive program for those registered for Certified Insurance Anti-Fraud Professionals Course.
13	IP	G11	International Program - Excellence in Insurance Technical - Non Life	29 Jul - 9 Aug, 2019	\$ 1200 USD		International Participants - Mid/ Junior level Executives working in General Insurance Companies and Brokers
14	CP	G12	Rural Marketing (Insurance)	1-2 Aug, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives looking after Rural and Microinsurance in General Insurance Companies, Brokers, Communities, Reinsurers and Banks.
15	CP	L5	Finance and Accounts for Non Finance Executives of Life Insurance Companies	5-6 Aug, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives working at Senior and Middle Management levels in Non Finance departments of Life Insurance Companies
16	CP	G13	Special Purpose Policies- Jewellers' Block Policy And Bankers' Indemnity and other Special Contingency Policies	19-20 Aug, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Officials dealing with Special Purpose Policies/Miscellaneous policies in Insurance Companies, Brokers, Surveyors and Insured
17	CP	G14	Customer Relationship Management	19-20 Aug, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives handling Customer Relationship functions at Corporate offices and Divisional / Branch Managers of General and Life Insurance Companies having direct Client dealings. The Business/ Customer Service heads of Brokers may also attend the same
18	CP	G15	Liability Insurance Focus - Cyber Crime	26-27 Aug, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Practitioners in Insurance Companies, Brokers, Customers, Information Technology Industry and related areas.
19	CP	G16	Management of Fire Insurance	16-17 Sep, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives from the Underwriting Department of Insurance Companies



20	CP	S1	One Day Technical Workshop on Renewable Energy	20-Sep-19	Rs 4300+ G.S.T.	Rs 3100+ G.S.T.	Participants dealing with / keen to learn about Renewable Energy
21	CP	G17	ERM of Insurance Companies	23-24 Sep, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Risk Managers and Risk Analysts handling Risk Assessment functions in the Insurance Industry
22	CP	G18	Comprehensive Marine Hull Insurance	23-25 Sep, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Executives working in the Marine Hull departments of Insurance companies / Brokers / Loss Adjusters / Customers.
23	CP	G19	Comprehensive Port Package Policies	14-15 Oct, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Officials handling Port Policies in Insurance Companies and various Port Authorities in India and abroad
24	CP	S2	Data Analytics - Appreciation Program	14-15 Oct, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Participants working or interested to learn about the impact of digitization on Insurance and data analytics.
25	IP	L6	International Program - Life Insurance	14-19 Oct, 2019	\$ 600 USD		International Participants - Senior/ Middle level Executives working in Life Insurance Companies and Brokers
26	CP	G20	Reinsurance Treaty : issues and Challenges (Focus - Reinsurance treaty designing)	21-23 Oct, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Participants presently working in designing or placing treaties with Reinsurance Companies or RI Brokers
27	CP	G21	Comprehensive Motor Insurance Workshop	4-6 Nov, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Executives from Insurance Companies, Broking firms and Surveyors dealing with Motor OD and TP Insurance.
28	CP	C4	Compliance Governance and Risk Management in Insurance	4-6 Nov, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Exclusive Program for those registered for the Compliance Governance and Risk Management Course.
29	CP	G22	Comprehensive Program on Management of Engineering Projects	18-20 Nov, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Middle Level Executives from the Underwriting Department of Insurance Companies Brokers / Customers.
30	CP	L7	Appreciation of Insurance Regulations - Life	25-26 Nov, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Officers in Senior Level and Middle Management in Life Insurance Companies
31	CP	G23	Liability Insurance Focus - Financial Lines	2-3 Dec, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives of Insurance Companies, Brokers, Surveyors, Customers.



32	CP	B3	Appreciation programme for Principal Officers	5-6 Dec, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Principal officers of Corporate Agents including Banks
33	CP	G24	Advanced Program for Young Leaders (Life and General)	9 -11 Dec, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Young Managers / Executives keen to acquire leadership qualities from both General and Life Insurance Companies.
34	CP	G25	One day Technical Workshop on Nuclear Civil Liability	13 Dec, 2019	Rs 4300+ G.S.T.	Rs 3100+ G.S.T.	Participants dealing with / keen to learn about the impact of Nuclear Liability
35	CP	G26	Comprehensive Health Insurance	16-18 Dec, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Middle Level Executives of Third Party Administrators, Insurance Companies, Broking Firms and Hospitals.
36	CP	C5	Certified Insurance Anti Fraud Professionals	18-20 Dec, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Exclusive Program for those registered for the Certified Insurance Anti-Fraud Professionals Course.
37	CP	G27	Comprehensive Marine Cargo Insurance	13-15 Jan, 2020	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Junior /Middle level Executives dealing with Marine Cargo in Insurance Companies, Brokers and Surveyors and Insureds
38	IP	G28	International Program - Excellence in Insurance Technical - Non Life	13-24 Jan, 2020	\$ 1200 USD		International Participants - Mid/ Junior level Executives working in General Insurance Companies and Brokers
39	CP	L8	Finance and Accounts for Non Finance Executives of Life Insurance Companies	20-21 Jan 2020	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives working at Senior and Middle Management levels in Non Finance departments of Life Insurance Companies
40	CP	G29	Claims Management of Fire Insurance	20-21 Jan, 2020	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Middle Level Executives of General Insurance Companies, Brokers, Surveyors, Customers
41	IP	L9	International Program - Excellence in Insurance - Technical - Life	3-14 Feb, 2020	\$ 1200 USD		Senior and Middle level Executives of the International Life Insurance Industry



## PROGRAM CALENDAR FOR 2019 - 2020

### Kolkata Campus

Sr. No.	Code	Sub Code	Program	Date	Fees for Residents	Fees for Non-Residents	Designed for
1	CP	G2	Marine Cargo Underwriting & Claim	17-19 Jun, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Junior and Middle level executives who deal with Marine department
2	CP	G3	Program for empowerment of women employees of Insurance Industry	15-16 Jul, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Women Executives from Insurance Companies and Divisional/ Regional in charges
3	CP	G4	Management of FIRE INSURANCE (Material Damage and LOP)	29-31 Jul, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Junior and Middle level executives who deal with Fire Claims
4	CP	G5	Liability Insurance	19-20 Aug, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives who deal with Liability Insurance
5	CP	G6	Managing Grievance, Handling Consumer and Ombudsman Cases	02-03 Sept, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives who deal with Consumer and Ombudsman Cases
6	CP	G7	Management of Distribution Channel- Non-Life (within Frame work of IRDAI guidelines)	23-24 Sept, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives who are involved in Managing Distribution Channels in Operating offices
7	CP	G8	Handling Motor Third Party Claims and Controlling Fraud	04-06 Nov, 2019	Rs 12900 + G.S.T.	Rs 9300 + G.S.T.	Executives dealing with Motor TP claims
8	CP	G9	Managing Project Insurance	25-26 Nov, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives dealing with Project Insurance and claims
9	CP	G10	Motor OD Claims Workshop	09-10 Dec, 2019	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives who dealing with Motor OD claims
10	CP	G11	Aviation Insurance	20-21 Jan, 2020	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives working with the Aviation Department
11	CP	G12	Management of Marine Hull Underwriting and Claims	10-11 Feb, 2020	Rs 8600 + G.S.T.	Rs 6200 + G.S.T.	Executives working in the Marine Hull department