

# Insurance Institute of India



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**Happenings at Institute  
Monthly Newsletter  
January 2013**

## Message



*Dear friends,*

*Wish you all happy, prosperous and fruitful new year 2013. You all must have started your year with full of energy and enthusiasm. We wish coming months of year 2013, may be great learning year for you.*

*We as a professional Insurance Institute, trying our best to introduce various training programs, conduct seminars / conferences as per the needs of the Insurance Industry and introducing specialized courses. As one of the small step towards contribution to the insurance industry, we are happy to inform you all that, we have launched “Certificate Programme in Advanced Insurance Marketing”. This program has been designed for the individuals involved in Sales and Marketing related roles of the Insurance Companies, Agents & Corporate Agents, Broking firms, Bancassurance and others. The objective of this course is to enable participants to achieve excellence in insurance marketing through providing the required perspectives, analytical tools, skills and values. Dominant personalities from the insurance industry have contributed for this course and the finest study material has been produced. For more details please visit our website.*

*With intention to bring the Indian Insurance Industry closer to the Global best practices through active sharing of knowledge, the seminar on theme “Principles for Sustainable Insurance” was conducted on 11th January 2013 jointly with “The United Nations Environment Program Finance Initiative (UNEP Fi).*

*The flexibility of selection of subjects is available to the candidates, after introduction of Credit Point System (CPS) from May 2012 examination. This is helping our candidates in selection of papers as per their area of interest or job profile in their organization and also get certifications. With the help of entirely revamped website, candidates can view their own details related to examination and apply for examinations also. It is our appeal to all the individuals associated with us to update their details on our website from time to time, which will enable us to reach you all with our initiatives and updates related to training programs, seminars and examination.*

*As one of the unique Library Concept, , addition to Walk in Library & Online Lending Library, we have introduced Group Corporate Membership for Library, which will help companies to access rich and useful resources available in our Library.*

*As per the saying “Change is static”, we are in the process of improving ourselves as a professional institute with the help of feedbacks, suggestions received from our candidates and industry.*

*With Best Wishes & Regards,*

**P. Mehta**  
Secretary

## Seminar/Conference

### **International Conference on 'Principles for Sustainable Insurance'**

Insurance Institute of India conducted an international conference, "Principles for Sustainable Insurance" on 11th January at the Vivanta by Taj-President in Mumbai. The seminar was widely attended by insurance practitioners and representatives from the regulator, among others.

The conference attempted to bring the Indian insurance industry closer to the global best practices through active sharing of knowledge.

The conference was inaugurated by Mr. J. Hari Narayan, Chairman, IRDA. In his welcome address, Mr. Sushobhan Sarkar, President, Insurance Institute of India, spoke of the principles of sustainable insurance, which, he said was a new concept and very relevant in today's scenario.

In his inaugural address, Mr. J. Hari Narayan discussed the relation between regulation and growth, stating that a good regulation ensures better development and a better insurance industry. He reiterated the need for financial hygiene in India, stated that IRDA was concerned about genuine insurance products for people and not on issues of solvency margins of companies. Mr. Narayan also deliberated on environment, social and governance issues.

The theme of the conference was introduced by Mr. Butch Bacani, Program Leader, The UNEP FI PSI Initiative. He stated that in the last 20 years, the world had changed politically, environmentally and socially while focusing on global sustainability issues. Giving examples of ESG issues, he said that UN goals were linked to these issues. He congratulated Insurance Institute of India for being a signatory to the PSI initiative.

The panel discussion on "Turning the Principles into Practice -PSI signatory companies " was chaired by Dr. T. Jayaraman, Prof & Dean, School of Habitat Studies, Tata Institute of Social Sciences. The discussion was kickstarted by Mr Andreas Spiegel, Head, Sustainability and Political Risk, Swiss Re, who spoke on sustainable risk management. The next speaker, Ms Doina Palici-Chehab, CEO, Axa Business Services, discussed the importance of corporate social responsibility and its implications on society. Mr Masaki Nagamura, General Manager, Tokio Marine & Nichido Fire Insurance Co Ltd highlighted the protection of the global environment and the work done by his company. The last speaker, Mr Sanjib Choudhuri, Chief Representative for India, Munich Re, observed that GDP growth was occurring in countries at the cost of environment.

The Round Table session, with the theme "Taking the PSI movement forward - leaders of the Indian insurance industry, had Mr. R. Chandrasekharan, Secretary-General, General Insurance Council, as the session head. Speaking first, Mr. Jagath Alwis, Director-Technical, Ceylinco Insurance PLC, presented his company's role in managing risk in Sri Lanka. The second speaker, Mr. Joseph Augustine, Chief Representative in India, Catlin Insurance Co Ltd, zeroed in on the initiatives taken by Catlin. The third speaker, Mr Joydeep Roy, CEO & Wholtime Director, L&T General Insurance Co Ltd stated that sustainability and social awareness need to go together. Dr Shashidharan Kutty, Director, AICAR Business School, who spoke at the end, dwelt on issues relating to catastrophic natural risks.

The valedictory session started with Mr Butch Bacani giving his views on how to take the PSI movement forward. Mr Sudhin Roy Choudhury, Member(Life), IRDA, focussed on the role of the regulator with regards to the conference theme.

The conference concluded with a vote of thanks by Mr. P. K. Rath, Director, College of Insurance.

<p><i>Lighting of lamp</i></p>	<p><i>Mr.Sharad Shrivastva, Mr. Sushobhan Sarker, Mr .J. Hari Narayan, Mr.Butch Bacani, Mr. P.K. Rath (From L to R)</i></p>	<p><i>Panel Discussion on Turning the Principles into Practice - PSI Signatory Companies - Dr. T. Jayaraman, Mr. Andreas Spiegel, Ms. Doina Palici-Chehab, Mr. Masaaki Nagamura, Mr. Sanjib Chaudhuri) (From L to R)</i></p>
		
<p><i>Round Table session - Taking the PSI Movement Forward - Leaders of the Indian Insurance Industry - Mr. R. Chandrasekaran, Dr. Jagath Alwis, Mr. Joseph Augustine, Mr. Joydeep Roy, Dr. Shashidharan Kutty (From L to R)</i></p>	<p><i>Valedictory Session - Mr. P.K. Rath, Mr. Sudhin Roy Choudhury, Mr. Buth Bacani (From L to R)</i></p>	<p><i>Audience</i></p>
		

## College of Insurance

### Training Schedule for February – March 2013

Training Programs	Dates	Fees for Residential participants	Residential/Non-Residential
CIE Workshop	11-13 February	Rs.7800 + Service Tax Rs.5100 + Service Tax	Residential Non Residential
Micro Insurance	11-13 February	Rs.7800 + Service Tax Rs.5100 + Service Tax	Residential Non Residential
International Life Insurance Program	11-23 February	Rs.29900 + Service Tax Rs.18700 + Service Tax	Residential Non Residential
Effective Underwriting practices - Non Life	18-20 February	Rs.7800 + Service Tax Rs.5100 + Service Tax	Residential Non Residential
CIE Workshop	04-06 March	Rs.7800 + Service Tax	Residential
25 hrs Renewal Program for Brokers	04-07 March	Rs.6800 + Service Tax	Non Residential

Details of Fees and Registration form for the above programs can be accessed through the news update on our website [www.coi.org.in](http://www.coi.org.in)

## Professional Examination

We are pleased to inform that Licentiate ONLINE Examination - March- 2013 will be conducted as per scheduled given below:-

Sr.No	Description	Dates
1	ONLINE Registration / Enrollment	Closed on 31 <sup>st</sup> January, 2013
2	Slot / System booking ( For selection of date of examination by candidates)	15 <sup>th</sup> February 2013 to 28 <sup>th</sup> February 2013
3	Examination dates	15 <sup>th</sup> March 2013 to 28 <sup>th</sup> March 2013

Interested Candidates for Licentiate ONLINE examination have to register through Website only.

Refund or adjustment against any other fees of Examination Fee/Registration fee is strictly not allowed.

## Knowledge Management Centre

### Books

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

## Knowledge Management Centre

### Group Corporate Membership

Insurance Institute of India is introducing a new segment in Online Lending Library named Group Corporate Membership (GCM) especially for corporates. In GCM, various branches/depts. of a Company can enjoy library facility. Corporates can enjoy rich collection of books on Insurance, Risk, Reinsurance, Liability insurance, Finance, Tax, Law, Management & many more.

#### GCM Membership

Particulars	Plan 1	Plan 2	Plan 3
No. of branches/dept.	5	10	15
Refundable Security deposit	100000	200000	300000
Annual fee	75000	125000	175000
Service Tax	12.36% on Annual Fee	12.36% on Annual Fee	12.36% on Annual Fee
No. of login	5	10	15
No. of books per login	5	5	5
Issue period	1 Month	1 Month	1 Month
Renew Period	1 Month	1 Month	1 Month

### GCM Services

More than 5000 books to choose from

Free office delivery & pick up of books.

Delivery within 48 hours from order.

Multiple logins for each Company.

Back issues of last 6 months of National/International Journals on Insurance/Finance/Management will be issued.

Maximum 20 books in total will be issued to Cos. against GCM.

For more details please visit [www.insuranceinstituteofindia.com](http://www.insuranceinstituteofindia.com)



## Associated Institutes

### Raipur Insurance Institute

A National Seminar was organized by Raipur Insurance Institute on “Insurance in Liberalized Era” at Raipur on 12th January 2013.

Mrs. Jayati Ghosh, Professor, Centre for Economic Studies and Planning, Jawahar Lal Nehru University, New Delhi was the inaugurator and Chief Speaker. Shri Amanulla Khan, President, AIEA and Shri Sharad Shrivastva, Secretary General, Insurance Institute of India, Mumbai were the other eminent orators on this occasion.

The national seminar was presided by Mr. Sudhanshu Shekhar, Chairman and Sr. Divisional Manager, LIC of India, Raipur Division, Raipur with vote of thanks given thereafter. The seminar was conducted by N. Jagannath Rao, Honorary Secretary of the institute. Around 350 participants attended the Seminar.



### Utkal Insurance Institute

An international seminar, “Indian Insurance Industry : Sustainability in the era of Globalisation,” was held on 24th and 25th January, 2013 at Utkal University, Bhubaneswar, jointly organised by the PG department of Commerce and Utkal Insurance Institute, which was attended by insurance practitioners, academicians, corporate leaders, educationists, research scholars and students of PG Dept. of Commerce, Master of Finance and Control and MBA.

The seminar was inaugurated by the Chief Guest, Dr. P. K. Sahu, Vice-Chancellor of Utkal University with Dr. K. C. Misra, Vice-Chancellor of Sri Sri University and Mr. Sadashiv Misra, General Manager, New India Assurance as Guests of Honor and Mr. Baghrai Majhi, SDM, LIC, Bhubaneswar Division as keynote speaker.

There were two international speakers, Dr M. Z. Mamun from University of Dacca, Bangladesh and Dr. Geeta Pradhan from Pokhara University, Nepal.

Prof. Pranab Misra of Insurance Institute of India participated as a keynote speaker in a technical session and was a member of a panel discussion during the seminar.

The plenary session focused on the sustainability of the general insurance industry in India, micro insurance and rural insurance scenario and role of bancassurance.

The technical sessions focused on emerging issues in insurance, innovative insurance products, FDI in insurance, social insurance with reference to agriculture insurance, micro insurance and crop insurance.

There was an interactive session where the panelists answered queries relating to health insurance, careers in insurance, future of pension schemes in India and features of non-life plans.

The seminar ended with a vote of thanks proposed by Dr. J. K. Parida and Mr. Dinesh Kumar, Seminar Convenor, Utkal Insurance Institute.



### Lucknow Insurance Institute

Lucknow Insurance Institute conducted an International Seminar "Microinsurance - A Macro Opportunity" at the historic venue of Rai Umanath Bali Auditorium on 24th January 2013.

The Seminar was inaugurated by Dr. Dinesh Sharma, Mayor of Lucknow. The Keynote Speaker Mr. Chandra Schaffter, Deputy Chairman, Janashakthi Insurance PLC, Srilanka in his paper "Microinsurance: Insights from Overseas Markets" spoke about the evolution of microinsurance and gave meaningful insights into the mechanics of microinsurance as practiced in various countries focusing on countries in BRICS and SAARC Regions.

Mr. K. Sanath Kumar, General Manager, The New India Assurance Co. Ltd., Mumbai spoke on the topic "Microinsurance: Indian Market Challenges" and Mr. V. Sai Kumar, Deputy Director, Insurance Information Bureau, IRDA, Hyderabad made a presentation on "Microinsurance Market and Regulations: Indian and Global Perspectives".

Speakers included Mr. Sharad Shrivastva, Secretary General, Insurance Institute of India, Mr. P.K. Rath, Director, College of Insurance, Mr. Hemant Bhargava, E.D., Marketing, LIC of India and Mr. T. T. Kabui, Zonal Manager, North Central Zone, Kanpur, LIC of India.

The technical sessions were followed by a panel discussion on the topic "Microinsurance: A Look at the Future". Mr. Anand P. Shrivastava, Usha Deep Academy of Insurance and Finance, Mr. Govind Johari, Usha Deep Academy of Insurance and Finance, Dr. V. K. Sharma, Development Officer, LIC of India and Dr. George E Thomas, Associate Professor, College of Insurance, Insurance Institute of India were the Panel Members.

Mohd. Azeezuddin, Sr. Divisional Manager and Chairman of Lucknow Insurance Institute welcomed the guests and Mr. U. P. Singh, Secretary, Lucknow Insurance Institute proposed the vote of thanks.

