

## Classroom Training Session on IAR and Mega Risks Insurance (Large Risk): Marketing, Underwriting and Claims (CT) 6<sup>th</sup> – 7<sup>th</sup> May, 2025

### Program Concept and Objectives:

India is aspiring for and making conducive to become the power house of manufacturing, for the world, through it's Make in India and Atma Nirbhar Bharat initiatives. Large manufacturing and industrial houses make for high concentration of physical assets with greater risk exposures that need special care in terms of specialized insurance covers.

Covers, Exclusions, Endorsements, Policy excess and Add-On Covers have been crucial to the Fire, IAR and Mega Risk Policies desired by Large Risk clients. High severity claims are experienced including on BI and AOG perils. Risk management on the part of the risk owners and inspections of risks do play crucial roles. Risk Coverages and ratings are mostly experience driven, PML based and RI driven. Marketing, Underwriting and Claims management of the Large Risks need, undoubtedly, special expertise!

Keeping in view of the above facts, College of Insurance has devised the above program for two days to impart knowledge in the relevant areas on Fire, IAR and Mega Risk Insurance Underwriting, in particular.

### Key Takeaways from the program:

- Necessity and contents of industrial risk inspections and continuous risk improvements
- Handling the marketing role and communications for covering the large-corporate risks
- Learning on rating procedures and RI
- Understanding the nuances of Fire, IAR and Mega risk covers, exclusions and Add-Ons
- Handling the large and catastrophe-caused claims effectively
- Relevance of complete de-tariffing to product designing

**Participant Profile:** The Program is designed for Executives from Insurance Companies, Brokers, Surveyors and Customers dealing with or shall be dealing with large risk category.

### Program Team:

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Program ID : CPG

### PROGRAM DURATION & TIMING:

Duration: 2 days  
Time: 10.30 a.m. to 05.30 p.m.

### PROGRAM COORDINATOR:

**Mr. Sreekanta Patra**

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### PROGRAM FEES:

#### Residential Participants:

₹ 10,000/- + GST

#### Non-residential participants:

₹ 5,000/- + GST

**FOR REGISTRATION  
CLICK HERE**

### PROGRAM VENUE:

College of Insurance  
Insurance Institute of India,  
2nd Floor – 2A & 2C,  
CBD/1, Synthesis Business Park,  
Action Area II, Newtown,  
Kolkata – 700 156.

Please follow below link for  
Training Venue

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