

**PROGRAM DURATION & TIMING:**

**Program Date:**

**21 to 22 April 2026**

**Duration:**

**2 days (CT)**

**Program Time (IST):**

**10.00 AM to 05.00 PM**

**PROGRAM COORDINATOR:**

**Mr. Sudip Dutta, Faculty**

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Contact No: 9769606484

**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

[Click Here](#)

**WEBSITE:**

[www.insuranceinstituteofindia.com](http://www.insuranceinstituteofindia.com)

**Program Concept and Objectives:**

Motor Insurance was the largest segment of Non-Life Insurance in India comparable only with the Health Insurance segment. This segment constitutes about 36% of total general insurance business in the country. Though is an important segment for insurers it is considered highly competitive, and there challenges in making the segment grow profitably. With the market for automobiles rising, especially in high end segment, the fast developing traffic infrastructure, the demand for more Add-On covers and the changes in the Motor Vehicle Act, this segment is evolving very fast in terms of use of technology and services.

The response time for services and strategic tie-up are some of the key factors to drive growth in motor insurance business. Digital marketing of Motor Insurance, reducing response time, providing comfort to the customers through Road Side Assistance (RSA), hassle free cashless claim settlements, arranging substitute transport during repairs etc. are today some of the key considerations and challenges for the insurers to provide the ease and pleasure of having insurance. Intermediaries through MISP arrangements with dealers, are trying to attract the retail segment of motor insurance.

Technology can also provide value additions in service. However, fraud and over assessment have remained concerns. The fast transition to EV and the frequent changes vehicle models pose challenges to those in the motor insurance product development.

**Key Takeaways from the program:**

- Growing motor business leveraging technology and improving on service
- Understanding the extant provisions of AIMT and rating pattern vis-à-vis de-tariffed regime. Add-on Covers with implications. Get new vision on product innovation
- Provisions of Law (MV Act) in terms registration, type & validity of DL, Types of Permit, PUC etc
- Underwriting considerations, inspections etc
- Digital Marketing and Web Aggregation for easy sale and purchase
- RSA, Claim procedures, Survey (In-house and external), Telematics, AI driven claim settlements, Settlement of claims arising out of catastrophic events.

**Participant's Profile:**

This program is designed for Executives from Insurance Companies, Brokers, Clients' Executives and Surveyors.

**PROGRAM FEES:**

- Participants requiring residential facilities: Total amount Required – Rs. 11800/- i.e. (Rs. 10000/- plus 9% CGST + 9% SGST).
  - (The fees cover tuition, course material, A/C single room accommodation in the Institute's campus and full boarding (bed tea/coffee, breakfast, lunch, light refreshments in the evening and dinner). All rooms are fully furnished with attached bathroom and Internet facility.
  - Rooms are reserved from 12.00 noon onwards the day prior to the commencement of the program. The participants can stay till 12.00 noon next day after the conclusion of the program.
- Non-residential participants: Total amount Required – Rs. 5900/- i.e. (Rs. 5000/- plus 9% CGST + 9% SGST).
  - (The fees cover tuition, course material and day boarding (i.e. breakfast, lunch and tea/coffee during tea breaks for actual days of training).)

**Program Team:**

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