



# Insurance Institute of India, COI, Mumbai

## Classroom Training Session on International Program

### – Technical Excellence in Life Insurance (CT)

#### 17<sup>th</sup> to 29<sup>th</sup> November, 2025

#### PROGRAM COORDINATOR:

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#### PROGRAM DURATION:

This training package is of 13 days consisting of classroom sessions for 10 days and 2 days tour of the historic city of Mumbai and a day for local familiarization

#### PROGRAM DATE:

17th to 29th November, 2025

#### PROGRAM TIME(IST):

10.00 AM to 05.00 PM  
(6 Hrs. every day)

For Registration Mail @

college\_insurance@iii.org.in

Program ID : IPL

#### PROGRAM CONCEPT AND OBJECTIVES:

The twenty first century has been witness to significant growth of disposable incomes and savings for people in many emerging markets. Rapid urbanization coupled with the growth of a middle class has led to higher purchasing power and an increased need for both financial security and savings. This has opened huge opportunities for Life Insurance companies and other financial institutions to tap the potential. At the same time, they also have to face global competition and build capacity and resilience so that they are ready for the opportunities that are emerging. Critical to such capacity building is the development of an appropriate repository of knowledge, skill sets, values and attitudes that would enable life insurance managers to not only have a sound grasp of the basic fundamentals of life insurance but also to effectively connect with customers and market products. They also need to be adept in building the processes and best practices for a world class life insurance company.

Keeping the above background in view, this program is tailor made for the needs of all Senior and functional executives of established as well as upcoming life insurance companies and Regulatory Bodies. It covers both the principles and practice of life insurance. Proficiency in this business requires a deep understanding of multiple functions covering end to end the life insurance operations.

**KEY TAKEAWAYS FROM THE PROGRAM:** The participants of the program will acquire the knowledge and appreciation of

- Fundamentals of life insurance in the context of current and emerging trends in the marketplace
- The design and pricing of life insurance products - including profits and capital
- Traditional and Non - traditional Life insurance products - the changing contours of the global life insurance market
- Pensions and Health Insurance - the new dynamics of life insurance markets
- Marketing and distribution of life insurance - in the light of contemporary global practices
- Concepts and skills of Life insurance underwriting
- Life insurance Claims Management and Policy Servicing
- Applications of Information Technology in Life Insurance
- Financial Management of a Life office - basics in contemporary perspective
- Corporate Governance and Legal and Regulatory Compliance
- Risk Management in Life Insurance

**PARTICIPANT PROFILE:** Executives of the middle management level from various life insurance companies, regulatory bodies as well as those working in broking, corporate agency firms of emerging countries.

#### PROGRAM FEES:

Participants requiring residential facilities: Total amount Required – \$ 1300 USD + 18% tax.

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), airport pick-up and drop, and 2 days' conducted tour of the historic city of Mumbai. All rooms are fully furnished with attached bathroom and internet facility.

Rooms are reserved from 12.00 noon onwards on 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.

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