

Classroom Training Session on Innovating on Product Development in the Current Detariffed Scenario (CT) (Program ID: CPC) 26 to 27 February, 2026

Program Concept and Objectives: Most of the Policies meant for corporates and business are seen very traditional for long and set within the framework of the earlier Tariff regime (AIFT, AIET etc), done almost 3 decades back. So also the framework of AIMT for Motor Insurance.

The expectations of customers have changed. People want simple and comprehensive products which should be completely hassle free and transparent in getting the services. Lot many terms and conditions and complex sentences with difficult jargons are creating hindrances in getting services. These often lead to service disputes and litigations that antagonize the market! People look at insurance with suspicion, affecting the trustworthiness of the products.

Short and crisp policies need to be designed to serve the peoples' need. The prospects can read and understand easily the proposed covers and other terms & conditions of the policies before buying them. Recent judgements of different courts in India including the Arbitration have gone heavily against the Insurers with beneficial interpretations in favour of the customers.

Insurers have not come forward much to design innovative policies though complete de-tariffing has been done since April 2024. It's time to innovate on products and lead the market with acceptability of people. Simple and comprehensive products are keys to boost insurance "Penetration" also.

Key Takeaways from the Program: It aims at making the participants be aware of:

- The scope of innovations in product concepts and designing them
- How servicing shall be better for both, the Insurers and the customers
- How the number of service disputes can be reduced drastically
- How this curtails fraud and misrepresentations
- How training on and publicity of the products becomes easier
- The greater role of Actuaries

Participant Profile: The Program is designed for Executives from Insurance Companies, Brokers, Freelancers, and officials dealing with Solar and Wind power generation and distribution.

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 Date: 26 to 27 February 2026

Program Duration: 2 days (CT)

Program Time (IST): 10 AM to 05.30 PM (6 Hrs. Every Day)

Program Coordinator: Mr. Subrata Ghoshal, Faculty, Email ID: ghoshal@iii.org.in, Contact No: 8697265355



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.

Or

Please click below link for Training Venue

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