

College of Insurance
Insurance Institute of India, Mumbai
Classroom Training Session on Innovative learning & Development
(L&D) Strategies for Life Insurance Industry - Program ID – CPL56
(From: 4th – 5th January 2024)

Relevance of the Program:-

Modern offices and work places require innovative learning and development (L&D) strategies to provide on-the-job training to their employees. Even the insurance industry is affected by this change. Efficient training programs and talent development sessions will help to empower workforce of sales, marketing, operations and HR. Implementing and successfully executing insurance training programs is one of the biggest challenges for the L&D function and the leaders. Because technology and the associated digital skills are fast-moving, L&D programs must be adaptable to help the workforce refresh its capabilities.

Each training method has its own challenges, such as reduced employee engagement and participation, substandard learning experiences, etc. The same is true with the insurance industry; setting clear objectives, implementing game-based elements, focusing on reskilling and then upskilling, promoting a learning performance ecosystem will help the L&D to meet its expected role and objectives, in the insurance sector.

Insurance Institute of India designed the above program to enable the L&D teams of Life Insurance companies with the L&D strategies that work for Life Insurance companies.

Program Objectives:-

After this program intervention the participants learn:

- The challenges of L&D in the Insurance Sector
- The need for up skilling and reskilling of Work force
- The traditional learning approach and the blended learning approach the pros and cons.
- How L&D strategy can be instrumental in Organisational Development (OD).
- How to do the Training Need Analysis (TNA)
- The Adult learning principles-process-CASE STUDIES-the training life Cycle
- Some important principles of Instructional design
- Shifting focus from content centricity to participant centricity-models.
- The training Facilitation skills and training delivery methods
- Creating comprehensive training strategy focused on end results.
- Measurement of training Impact on the participants-the Methods-the templates etc

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Participant's Profile:-

L&D officers and managers who deliver sales and operation training programs and HR managers who are connected with L&D strategies and content development departments of Life Insurance companies.

Course Coordinator:-

Mr Krishnamohan Y – 022-69654209 Email: ykmohan@iii.org.in

Program Duration & Timing: -

2 days & from 10.00 a.m. to 05.00 p.m.

Course 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. 8496/- i.e. (Rs. 7200/- plus 9% CGST + 9% SGST).**
The fees cover tuition, course material and day boarding (i.e. tea/coffee during tea breaks and lunch for actual days of training).

Payment Terms and Conditions:-

- 1) The payment should be received by the College of Insurance before the commencement of the program.
- 2) The confirmation of registration for the program will be subject to receipt of payment.

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3) Please see below details for Bank Transfer.

Name of the Beneficiary	Insurance Institute of India
Account No.	004010100143462
IFS Code	UTIB0000004
MICR Code	400211002
Swift Code	AXISINBB004
Name of Bank	Axis Bank Ltd
Address	Fort Branch, Universal Insurance Building, Ground Floor, Sir P M Road, Fort, Mumbai – 400001.

4) For online payment mode by following the below link

https://www.insuranceinstituteofindia.com/o/COI_WebPortal/cmc/eventDetails?eventid=1927

Training Venue:-

Please follow below link / QR Code for Training Venue

<https://qr.go.page.link/qs2Qb>



Parking Facility:-

Public parking available at 5 minutes walking distance (Behind US Consulate).

Respond to:-

Mr. Vivek Rane	college_insurance@iii.org.in	022-69654284
Ms. Nilambari Bagde		022-69654234
Ms. Snehal Vartak		022-69654251
Ms Vrushali Nagawekar		022-69654266
Ms Jayashree Salian		022-69654249
Ms. Sneha Pednekar		022-69654270
Ms. Mrunal Satam		022-69654216

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Nomination Form

- 1) Name: _____
- 2) Address: _____
- 3) Educational Qualification: _____
- 4) Date of Birth: _____
- 5) Position Held.: _____
- 6) Mobile No : _____
- 7) Telephone No. : _____
- 8) E-Mail: _____
- 9) Alternate E-Mail: _____
- 10) Sponsoring Organisation: _____

Please affix
your
photograph
here

- 11) Food preference: ☐ Vegetarian ☐ Non-Vegetarian
- 12) Accommodation Required: ☐ Yes ☐ No

13) Details of Fee Paid: Cheque / D.D. No. _____ dt. _____
Drawn on _____ Bank, for Rs. _____

Signature & seal of the authority
of the Sponsoring organisation

Signature of the Participant

*Name of Co-ordinator: _____

Mobile No: _____ Tel. No.: _____

Email-Id.: _____ Company Name: _____

**This column is mandatory for those participants who are sponsored by company.*