Insurance Institute of India, COI, Kolkata

Classroom Training Session on
Managerial Skills for Life Insurance Managers (CT)
8th December 2026

Program Concept and Objectives:

Organizations often set lofty goals and objectives and expect the Managers to work hard and smart to get these translated into reality. Managers need many skills for transforming themselves into Leaders to get the full backing of their teams. Managerial skills are required for one's own performance, as well as for building, motivating and getting the performance of the team at optimal levels. Besides, Managers need to communicate clearly with their subordinates, peers and superiors to align themselves to the organizational objectives. Above all, Managers need to set themselves as examples for their team as well as to others in the organization. Even the Managers who have many years of experience, often need to review and reorient themselves to the Management Concepts and Leadership Lessons and keep themselves alert to the ever changing challenges that Managers tend to face in modern times. Again, dealing with the newer generations needs a good appreciation of the current managerial trends.

With this background in mind, the College of Insurance has designed this program to provide a deeper understanding and an upgrading of Managerial and Leadership skills to the Team Leaders in the Insurance Entities.

Key Takeaways from the program:

The program is designed to provide deeper understanding and insights to the participants in the following areas:

- **Relearning management concepts relevant for the present day and for Insurance Sector**
- **Aligning themselves with corporate goals and communicating these goals to the team**
- **Understanding the concept and Implementation of Change Management**
- **Understanding Leadership skills and Effective Delegation**
- **Navigating changes due to technology and leveraging it**
- **Conflict Management**
- **Personal values, ethics and Integrity**
- **Organisation Culture of Compliance**

Participant Profile:

Junior to Middle level Executives in Insurance Entities, Working in the Marketing, Technical, and Human Resources Departments, Newly Promoted Team Leaders.

Program Fees

- **Non-residential participants: Total amount Required – Rs. 2950/- i.e. (Rs. 2500/- 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 Coordinator:

Mr. Subrata Ghoshal, Faculty, Email: ghoshal@iii.org.in, Contact: 8697265355

Program Date: 8 December 2026 | **Program Duration: 1 day (CT)** | **Program Time (IST): 10.30 am to 05.30 pm**

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 follow below link for Training Venue
Click Here

PROGRAM TEAM:

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