

**College of Insurance**  
**Insurance Institute of India, Mumbai**  
**Classroom Training Session on Understanding Life Insurance**  
**Operations for Middle Level Managers**  
**Program ID - CPL16**  
**(From: 8<sup>th</sup> to 9<sup>th</sup> June 2023)**

**Relevance of the Program:-**

When one , after having got adequate insights of life insurance operations , steps further as middle manager, he has greater role to pay not only for his efficient discharge of assigned functions but also in supervising and guiding the new entrants and , therefore, he needs to be aware of all complexities of various aspects of life insurance business.

Keeping the aforesaid in mind, this program is designed to cover the areas necessary for grasping for middle level managers under multiple disciplines so that participants are not only able to discharge their functional responsibilities more effectively but also build their ability and confidence for taking on higher responsibilities in their organization.

Participation in this course would provide a unique opportunity to learn from esteemed faculties with rich industry experience along with interaction with exchange of ideas with professionals coming from different insurance organizations, which can benefit one another with the best practices adopted across the industry.

**Program Objectives:-**

Understanding complexities of Life Insurance operations so that middle level managers are better equipped to supervise and guide their subordinates and add value to what they are contributing to take their company to the next level of growth and proficiency in today's competitive era.

**Program Contents:-**

- Foundation of Actuarial science and product development
- Benefits of Life Insurance/Group Insurance
- Insurance Risk and Underwriting
- Role of Mortality/Investment/Expenses in arriving valuation results for Policyholders/Shareholders' perspective
- Asset Liability Management and Risk Management in Life Insurance Business
- Insurtechs and its impact on the industry
- Human Resources and operational aspects for the Life Insurance industry
- Role of ethics in business, internal audit and overview of fraud detection
- Regulatory Compliances for Life Insurance Companies
- Life Insurance Distribution- Challenges and the Future
- Strategic Management of a Life Office
- Other topics of relevance

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**Participant's Profile:-**

The Program is mainly designed for insurance executives of the middle management level from various life insurance companies as well as those working in broking firms to enable them understand complexity of life insurance operations. It may also be useful for insurance professionals seeking to update their knowledge and skills in various aspects of life insurance business.

**Course Coordinator:-**

Mr Vepachedu Jayanth Kumar 022-26544285      Email: [vjayanth@iii.org.in](mailto:vjayanth@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.

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

**Training Venue:-**

4) For online payment mode by following the below link

[https://www.insuranceinstituteofindia.com/o/COI\\_WebPortal/cmc/regDetails.htm?eventid=1704](https://www.insuranceinstituteofindia.com/o/COI_WebPortal/cmc/regDetails.htm?eventid=1704)

**Please follow below link / QR Code for Training Venue**

<https://qrco.page.link/qs2Qb>



**Parking Facility:-**

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

**Respond to:-**

Ms. M. M. Satam	<a href="mailto:college_insurance@iii.org.in">college_insurance@iii.org.in</a>	022-26544216
Ms. J. P. Salian		022-26544324
Ms. V. V. Nagwekar		022-26544266
Ms. S. H. Vartak		022-26544251
Ms. N. B. Bagde		022-26544234
Mr. P. D. Palav		022-26544254
Mr. V. M. Rane		022-26544297

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**Nomination Form**

1) Name:

2) Address:

Please affix  
your  
photograph  
here

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:

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.**