

Insurance Institute of India, COI, Kolkata  
**Classroom Training Session on  
 IAR and Mega Risks Insurance (Large Risk):  
 Marketing, Underwriting and Claims (CT)**  
 6 to 7 May, 2026



**Program Concept and Objectives:**

India is aspiring to become a global manufacturing power house through Make in India and Atma Nirbhar Bharat initiatives. Large manufacturing and industrial houses have high concentration of physical assets with high risk exposures that need special care in terms of specialized insurance covers.

For insuring large industrial houses and their operations, for Fire, IAR and Mega Risk Policies, deep knowledge of insurance coverages, exclusions, endorsements, deductibles and add-on covers are crucial. High severity claims are experienced due to AOG perils having impact on Business Interruption also. Risk management on the part of the risk owners and inspections of risks do play crucial roles. Risk Coverages and ratings are mostly experience driven, PML based and RI driven. Hence, marketing, underwriting and claims management of the Large Risks need special expertise.

Keeping in view of the above facts, College of Insurance has devised the above program for two days to impart knowledge in the relevant areas on Fire, IAR and Mega Risk Insurance Underwriting, in particular.

**Key Takeaways from the program:**

- Understanding the nuances of Fire, IAR and Mega risk covers, exclusions and Add-Ons
- Necessity and contents of industrial risk inspections and continuous risk improvements
- Handling the marketing role and communications for covering the large-corporate risks
- Learning on rating procedures and RI
- Handling the large and catastrophe-caused claims effectively
- Relevance of product designing

**Participant Profile:**

The Program is designed for Executives from Insurance Companies, Brokers, Surveyors and Customers dealing with large risks.

**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 Duration & Timing:**

**Program Date:** 6 - 7 May 2026

**Duration:** 2 days (CT)

**Program Time (IST):**

10.00 AM to 05.00 PM

**Program Coordinator:**

**Mr. Sudip Dutta, Faculty**

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**Program ID : CPG**

**WEBSITE:**

[www.insuranceinstituteofindia.com](http://www.insuranceinstituteofindia.com)

**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.

Please follow below link for Training Venue

[Click Here](#)

**PROGRAM TEAM:**

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