

College of Insurance
Insurance Institute of India, Mumbai
Workshop on Team Dynamics and Interpersonal Relationships
Program ID- CPC11
(From: 19th – 20th July, 2023)

Relevance of the Program:-

Successful organizations bring together people who share similar aims, objectives, and goals to work together to achieve greater things that are beyond the ability of individuals to achieve themselves. Organizations having goal-oriented workforce tend to enjoy better interpersonal relationships, as the individual teams get driven by the goals before them without focusing on what divides them. Hence, progressive organizations, especially those having a strong marketing focus, try to promote healthy interpersonal relationships within the organization, and positive team dynamics within the workforce.

The insurance industry has been consistent in its attempts at fostering strong interpersonal relationships at the organizational level. The insurance industry has also been taking pains for inculcating the spirit of working together for common good and building the right teams.

In today's highly competitive world, insurers require to make qualified individuals work together as teams, and train them to cooperate professionally to work in different projects of the organization. Though profit making is essential, good Interpersonal Relationships and Teamwork help organizations to transcend profit making agenda, and build teams of people who are passionate about delivering much more than profits over many years.

Program Objectives:-

- The programme is designed for junior and middle level officers to give them the following takeaways.
- Appreciate the long-term priorities of the organization and the need of people to achieve in life
- Understand the organization's need to make people achieve greater objectives that they may not be able to achieve individually
- Appreciate concepts of promoting healthy relationships and giving employees a sense of belonging, leading to their motivation and improved performance of the organization
- Learn the importance of building strong interpersonal relationships as a core strategic management practice
- Understand the dynamics of teamwork and the challenges of making people work together
- Discuss case studies of strategies adopted by organizations to build teams

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Participant's Profile:-

The course is designed for people working in Marketing and HR functions in Insurance Companies, Broking, IMFs, as well as Agent Managers. The above topics will be discussed by domain experts in marketing and human resources from the insurance industry and the academia.

Course Coordinator:-

Mr Arun Bhatia – 022-26544247 Email: arunbhatia@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:-

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

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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. |

1) For online payment mode by following the below link

https://www.insuranceinstituteofindia.com/o/COI_WebPortal/cmc/regDetails.htm?eventid=1748

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 | 022-26544297 |
| Ms. Nilambari Bagde | | 022-26544234 |
| Ms. Snehal Vartak | | 022-26544251 |
| Ms Vrushali Nagawekar | | 022-26544266 |
| Ms Jayashri Salian | | 022-26544324 |
| Ms. Sneha Pednekar | | 022-26544290 |
| Ms. Mrunal Satam | | 022-26544216 |

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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.