

**PROGRAM CONCEPT AND OBJECTIVES:**

India is witnessing rapid industrialization with the Government of India's focus on infrastructure development and the initiatives like 'Make in India' and 'Atma Nirbhar Bharat'. The Government is incentivising industries that meet certain prescribed norms to develop further and promoting investment in various sectors. This has increased the demand for more IAR and Mega Policies.

The Indian insurance industry is expanding rapidly and both PSUs and Private Sector insurers are augmenting their capacities to provide the requisite coverages that the development in the country has ushered in. Hence, there is a critical need for the insurance professionals to understand All Risk Packages like the Industrial All Risk Policy (IAR) and Mega Policies in detail, including the coverages, terms and conditions and warranties applicable as well as the Add-on covers available. A better equipped insurance professional would be able to ensure proper and informed sales leading to better customer experience.

College of Insurance has devised a two-day training programme which aims to delve into the intricacies of underwriting, managing and mitigating risks associated with such large-scale industrial operations and mega projects.

**KEY TAKEAWAYS FROM THE PROGRAM:**

The program is designed to empower the participants in the following areas:

- Building conceptual clarity on insuring Mega Risks and large industries.
- Helping participants to understand risk exposures of different industries.
- Discussing underwriting concerns for Mega Risk Policies and IAR Policies.
- Learning rating procedures and Reinsurance aspects of Mega and IAR.
- Appreciating new approaches in claims management and claims procedures.

**PARTICIPANT PROFILE:**

The Program is designed for insurance company officers in the junior and middle management level from marketing, underwriting and claims departments, inspecting engineers, brokers, and loss adjustors who have exposure to Property & Engineering insurances.

**PROGRAM DURATION:** 2 days

**PROGRAM DATE:** 15 to 16 September 2025

**PROGRAM TIME(IST):** 10 AM to 5 PM - (6 Hrs. Every Day)

**PROGRAM COORDINATOR:** Mr. Deepak Sangal, Faculty  
(Email: [dsangal@iii.org.in](mailto:dsangal@iii.org.in), Contact No: 022-69654203)

**PROGRAM FEES:**

- **Participants requiring residential facilities: Total amount Required – Rs. 12980/- i.e. (Rs. 11000/- 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. 9440/- i.e. (Rs. 8000/- 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).)

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