



भारतीय बीमा संस्थान  
**INSURANCE  
INSTITUTE OF  
INDIA**



# Transforming Talent for Tomorrow



**कॉलेज ऑफ इन्श्योरेंस**  
**COLLEGE OF INSURANCE**  
**2025-2026**

(General Insurance Training Programs)



## भारतीय बीमा संस्थान गीत III ANTHEM

अंधकार मिटे अज्ञान का, ज्ञान का प्रकाश हो ।  
बीमा का विस्तार हो, सुलाभ कारोबार हो॥

ज्ञान योग से सिद्धि हो, सक्षम हों समृद्धि हो॥  
यही हमारा नारा है । यही उद्देश्य हमारा है॥

पूरब हो या पश्चिम हो, उत्तर हो या दक्षिण हो ।  
गांव गांव में, शहर शहर में, बीमा ज्ञान दिलाते है ।

जन्म हुआ है पचपन में, एक नही एकनब्बे है ।  
भारत के संग विश्व में हम, बीमा ज्ञान फैलाते है ।

आओ सब प्रयास करे, जहाँ भी बीमा ज्ञान हो ।  
भारतीय बीमा संस्थान हो, भारतीय बीमा संस्थान हो ।

खेत हो खदान हो, वाहन हो विमान हो,  
जीवन हो या अजीवन हो। धन दौलत सामान हो ।

ज्ञान योग से सिद्धि हो, सक्षम हों समृद्धि हो॥  
यही हमारा नारा है । यही उद्देश्य हमारा है॥

सबका ज्ञान दिलाते है । बीमा ज्ञान दिलाते है॥  
देश का विकास हो, जन-जन का विश्वास हो ॥





## Vision

To be a professional institution of global repute, dedicated to education, training and research in insurance and allied services, thereby developing skill and competency, for all the associates of the insurance industry in India and abroad.

## Mission

- To conduct professional certification programs of international standard in the area of insurance, risk management and related subjects by offering high quality content and conducting examinations.
- To offer professional training through various pedagogy for entire insurance ecosystem.
- To disseminate knowledge through seminars, conferences, webinars, journals and newsletters.
- To work in collaboration with Corporates, Policy makers, Education Institutions and others to help spread the insurance awareness and education.
- To provide cutting-edge research in contemporary and critical areas of insurance, dissemination of insurance information to individuals, corporates, policy makers and other users of insurance.

### Introduction to III

The Insurance Institute of India (III) formerly known as the Federation of Insurance Institutes (J.C. Setalvad Memorial) was established in the year 1955, for the purpose of promoting Insurance Education and Training in the country. Institute qualifications are held in esteem both by the regulator and the industry. In its role as a leading education and training provider, I.I.I. is closely associated with all the segments of the insurance industry which include the Insurance Regulatory and Development Authority of India (IRDAI), and public and private sector insurance companies as well.

#### The main objectives of Insurance Institute of India are:

- ☛ To run College and conduct examinations, oral and written, in insurance theory and practice and related subjects for awarding certificates, diplomas and degrees to those interested in insurance. To give oral and postal tuitions, prepare and supply reading materials and similar other educative methods for encouraging and assisting the study of any subject bearing on any branch of insurance.
- ☛ To offer scholarships, grants and prizes for research or any other educational work bearing on insurance. To ascertain the law and practice relating to all matters connected with insurance and to disseminate such knowledge among those interested in insurance.
- ☛ The activities and programmes of the Institute, among others, assist people in the insurance Industry, to acquire the skills and expertise to meet the growing needs of multiplicity of customers- the objective being to enhance professional insurance service to the millions in this country.

The Institute's registered office is located at Mumbai and is registered under the Societies' Registration Act, 1980.

There are at present 91 Associated Insurance Institutes spread all over the country. The Sri Lanka Insurance Institute and Financial Institutions Training Institute, Bhutan are affiliated to the I.I.I. The members of the Associated Institutes and the Affiliated Institutes automatically become the members of the I.I.I.

### Introduction to COI

College of Insurance (COI), formed in 1966, the training arm of III, provides training in all technical domains of Insurance round the year. A large number of private and public sector insurers, brokers, surveyors and others from India and abroad benefit from its classroom sessions, workshops and seminars. College of Insurance is in the fifty-seventh year of its existence in Mumbai as of 2023. The College has a Kolkata Chapter, opened in November 2016 which caters to the training needs of the Eastern States of India and the countries in its neighborhood.

### Governing Body of III

**President:** The President of Insurance Institute of India is the Chairperson/ CMD's of LIC of India, GIC Re and The New India Assurance Company Limited by rotation. The term of President is for two years.

**Deputy President:** There are total Six Deputy presidents elected amongst the Council. The term of Deputy President is for one year.

#### Council:

- ☛ The management and control of the Institute and its property, affairs and business shall be carried on by and vested in the Council subject to the provisions of the Memorandum and Regulations of the Institute. Subject as aforesaid, the Council shall have power from time to time to make, revoke and vary rules and/or bye laws for the conduct of the business and affairs of the Institute and the Council, and to appoint Committees from among its own members and/or others and to delegate to such committees such of its powers as it may deem expedient.

- ☛ The Council is the governing body. It has 59 members of which 30 are Corporate Members (15 member from LIC of India and 15 members from GIC Re, The New India Assurance Co. Ltd., National Insurance Co. Ltd., The Oriental Insurance Co. Ltd. and United India Insurance Co. Ltd. (3 each)). The remaining 29 Voting Council Members are from the Associated Institutes of the Insurance Institute of India. Members representing the corporate sector are top executives of their respective insurance companies.



## President of Insurance Institute of India



**Shri. Siddhartha Mohanty**  
CEO & MD  
LIC of India

**Shri. Siddhartha Mohanty**, currently serving as the CEO & MD (erstwhile Chairperson) of LIC of India, one of the world's leading insurers, brings with him a wealth of experience and academic credentials. Holding a Bachelor's degree in Law and a Master's degree in Arts (Political Science) from Utkal University, Bhubaneswar, Odisha, along with a Post Graduate Certification in Business Management from the Xavier Institute of Management, Bhubaneswar, Odisha, he has been at the helm of LIC since April 29, 2023.

He was the company's Managing Director before taking on the current position. LIC underwent significant transformation at that point to become a listed entity. Prior to becoming Managing Director, Shri Mohanty held various important positions in the organization in a number of different capacities, including COO and CEO of LIC Housing Finance Limited. During the long and illustrious career, he has held various pivotal positions in LIC of India, such as, Senior Divisional Manager of multiple Divisions, Chief (Legal), Chief (Investment – Back Office), Executive Director (Legal), amongst others. During his tenure as Chief (Legal), Mumbai, the Corporation won the "Best Insurance In-House Legal Team of the Year" Award.

Beyond LIC, Shri. Mohanty chairs the boards of several national and international subsidiaries and associate companies. Additionally, he holds key positions such as Chairperson of the Council of Insurance Ombudsman, Chairman of the Governing Board of the National Insurance Academy, and membership in the Council of the Institute of Actuaries of India.

His leadership style, marked by innovation, analytical prowess, and strategic acumen, has consistently delivered success across diverse assignments. With a comprehensive understanding of the industry landscape, he advocates for digital transformation and investments in competency development as essential pillars for LIC's continued success.

## Message

***It is an immense pleasure to present the Annual Brochure 2025-26 of the College of Insurance (COI), the esteemed training arm of the Insurance Institute of India. This brochure transcends the role of a mere document; it serves as a testament to the institution's core principles – its vision for excellence, its deeply held values, and its unwavering dedication to cultivating a highly skilled and knowledgeable workforce within the dynamic insurance sector.***

*The COI's mission is intricately aligned with India's ambitious national objective of achieving "Insurance for all by 2047." To achieve this, the College meticulously designs its diverse range of courses to anticipate and address the continually evolving needs of the modern insurance industry. The carefully curated curriculum seamlessly integrates robust theoretical foundations with invaluable practical, real-world applications – a crucial element for fostering a truly effective, impactful and professional learning experience.*

*I extend my **best wishes to all members of the College of Insurance community** as they strive to achieve the institution's noble objectives and cultivate a thriving, impactful, and enriching learning environment for all.*



### Secretary General of III



**Shri. P. Jaipuria**  
Secretary General  
Insurance Institute of India

**Shri. P. Jaipuria** took over charge as Secretary General, Insurance Institute of India, Mumbai on 11th November, 2024. He began his career with LIC in September 1989 as a Direct Recruit Officer. He has worked in different assignments at Eastern Zone, East Central Zone, South Centre Zone, Northern Zone and Central office of LIC as Branch Manager, Senior Branch Manager, Chief Manager, Marketing Manager, and Senior Divisional Manager.

This apart, he has put in 15 years in administrative and managerial capacities in various departments such as New Business, Information Technology, Estate and Office Services, Estate Management, and Employees Relations Discipline.

Prior to his current role, he served as a Director of the College of Insurance at the Insurance Institute of India. He is passionate about project management, resource development, customer-centric strategies, and optimization of productivity and performance. His leadership is driven by a commitment to creativity, collaboration and fostering a strong organizational culture.

### Director of COI



**Ms. Kavita Manmohan**  
Director  
College of Insurance

**Ms. Kavita Manmohan** took over the charge as Director, College of Insurance, Mumbai on 22nd April 2025. She started her career with Life Insurance Corporation of India as a 17th Batch Direct Recruit Officer in 1989. Across a career spanning over 36 years, she has a rich experience in different operational areas like Personnel & Industrial Relations, Audit, Information Technology, Office Services and Claims.

She is a graduate with honors in Economics and further holds the distinguished fellowship of the Insurance Institute of India. She has a natural inclination towards training and human resource development, complemented by her strong interpersonal skills. A keen observer of socioeconomic, global, and political trends, she brings insightful perspectives on their impact on the insurance industry.

Prior to this assignment, she served as Regional Manager (Personnel & Industrial Relations) for the North Central Zone from May 1, 2023. In this role, she played a key role in the effective deployment of staff resources and the implementation of impactful training initiatives. Throughout her tenure with LIC, she has held several pivotal positions, including Secretary (P&IR) at Zonal Offices in Kanpur and Delhi, Secretary (Audit) at the Delhi Audit Centre, Faculty Member at the Zonal Training Centre in Agra, and Manager roles in IT, OS, and Claims across various Divisional Offices of LIC of India.



## Faculty Profile of COI, Mumbai



**Dr. George E. Thomas**  
Professor (Research and  
Non-Life Insurance)

**Dr. George E. Thomas** joined the Institute/College in 2010. His qualifications include Ph.D., FIII, ACII, MBA, MA (English), MA (Soc.) and BGL. He is a Chartered Insurance Practitioner (UK), Fellow of the Indian Council of Arbitration and Member of the Indian Institute of Public Administration.

His insurance industry exposure started with the Tariff Advisory Committee (TAC) where he joined in 1985 and served as Chief Manager from 2006 to 2010. He had a brief tenure in IRDAI as OSD in 2009-2010. His experience includes insurance regulation, tariff revision, product design, health insurance and non-life insurance. He has worked on various committees on policy wordings, data definitions, data analysis and contributed in creating TAC's data warehouse, the precursor of today's Insurance Information Bureau.

He is Member of the Law, Regulation and Resilience Policy (LRRP) Working Group of the Insurance Development Forum (IDF). He has served as International Insurance Society's Ambassador for India, Member, Academic Steering Committee on Financial Inclusion, International Cooperative & Mutual Insurance Federation, Member, Advisory Board for the 'ICMIF - Cambridge Institute for Sustainable Leadership (CISL), and Member, Advisory Group (NL), Finance Ministry, Govt. of India. An approved Research Guide of University of Mumbai, Dr Thomas' research experience/ interests include disaster risk financing, housing/ property, logistics/ marine, mutual/ microinsurance, health insurance, capacity development, insurance regulations and fraud prevention. He can be contacted at <thomas@iii.org.in>.



**Dr. Ramesh Kumar Satuluri**  
Assistant Professor  
(Research & Life Insurance)

**Dr. Ramesh Kumar Satuluri** joined College of Insurance (Insurance Institute of India) as Faculty-Research on 5th October 2023. Prior to this, he was working with HDFC Life Insurance as Zonal Training Manager & National Training Manager (Learning & Development) for 14 yrs. He was heading Variable Channel and Direct Channel as National Training Manager during his stint with HDFC Life. His earlier stint includes working with ICICI Securities and TATA AIA Life as Regional Product Manager and Regional Training Manager respectively. He has spent considerable time with NIIT limited as Faculty.

Dr. Ramesh Kumar Satuluri is a Commerce Graduate and Law Graduate. He completed his MBA, MCOM, MPHIL and PHD in Finance. On professional front, he is a FIII (Insurance Institute of India), ALMI (Life Office Management Association), Certified Financial Planner (FPSB), Master Financial Advisor (LIMRA), Certified Trainer (Kinder Brothers International), Certified MF Distributor (AMFI) and completed GNIIT (NIIT). He attended Executive Development Program from Indian Institute of Management, Bangalore.

Dr. Ramesh Kumar Satuluri was awarded PHD on "Factors influencing profitability of Life Insurance Companies in India". He has contributed many articles in peer reviewed journals/UGC Care/Financial Planning Journals. He has presented papers in various seminars on his area of study. He can be contacted at <ramesh@iii.org.in>.





**Shri. Krishna Mohan Y.**  
Faculty (Life Insurance)

**Shri. Krishna Mohan Y.** joined the college of Insurance as a Full time Faculty (life insurance) on 16th March, 2022.

He is a Graduate in Physics from Andhra University Visakhapatnam, fellow of Insurance Institute of India. He had Post Graduate Diploma in Financial Management from NMIMS Mumbai, Senior Management Program Certificate from IIM Calcutta & Leadership Development certificate from Jack Welch Institute.

He got more than 38 years of exposure in Life Insurance Industry with rich experience in Operations, Sales management, Channel development, Marketing, Sales Strategy, Project Management and Learning & Development (L&D)

He joined LIC of India in March 1986 and worked in Operations, IT, Sales and marketing in various capacities of AAO, AO and Branch Manager for 19 years. He then worked with HDFCLife and Edelweiss life Insurance and held Senior Management positions. During this period, he headed regional and zonal Sales and Marketing teams, Partnership Channel, Sales training teams, Learning and Development teams. He headed many projects at corporate offices, viz, New Branch opening, Performance turnaround for broken branches, Reward and Recognition schemes for Advisors, Unit Managers and Branch managers, long & short term strategies and tactical interventions. He personally conducted training programs like, induction training, Orientation training, Train The Trainer (TTT), MDRT motivational programs, Business Insurance, Agency Management, transformational and other leadership trainings for Senior Managers. He personally conducted more

than 50 diverse soft skill programs for middle to senior management teams. He can be contacted at <ykmohan@iii.org.in>.



**Shri. V. Jayanth Kumar**  
Faculty (Life Insurance)

**Shri. V. Jayanth Kumar**, a post graduate from Andhra University, Vishakhapatnam, is an Associate of Insurance Institute of India (III) and holds International Post Graduate Diploma in Life Insurance from Institute of Insurance and Risk Management (IIRM). Joined LIC of India as direct recruit officer in 1986 and worked for 25 years in various capacities which include being in charge of branches and divisions, faculty member at Zonal Training Centre, Regional Manager in charge of marketing through Bancassurance and alternate distribution channels.

After taking voluntary retirement from LIC of India, he joined Insurance Regulatory and Development Authority of India (IRDAI) in 2011 and worked for 11 years as Joint Director/General Manager and as Chief General Manager, heading life insurance department dealing with regulation and supervision of life insurance industry in India. During the stint with IRDAI, Shri. Jayanth Kumar had the opportunity to complete International Fellows program conducted by National Association of Insurance Commissioners (NAIC), USA in 2012.

He also represented IRDAI-India as member of Market Conduct Working Group of International Association of Insurance Supervisors (IAIS), attended several international conferences, participated in the IAIS work of revision of two of the ICPs pertaining to Intermediaries (ICP 18) and Conduct of Business (ICP 19) and preparation of various application and issues papers. His interests and passions include training/academics, music, spirituality, books and travel. He can be contacted at <vjayanth@iii.org.in>.





**Shri. Deepak Sangal**  
Faculty (General Insurance)

**Shri. Deepak Sangal** joined the College of Insurance as Faculty on 01 March 2023. He is a Graduate in Engineering and an Associate of Insurance Institute of India (III). He joined United India Insurance Co. Ltd. in 1988 as Risk Engineer. He has worked for 32 Years in various operational and controlling offices in the Western and Northern regions. Conducted extensive risk inspections ranging from Engineering Units, Steel Plants, Thermal Power Plants, Hydro Power Plants, Nuclear Power Plants, Petrochemical / Fertilizer Plants etc. Conducted training programs for various Corporates. Handled Underwriting & Claims of Mega Risks. He was on deputation to National Insurance Academy for a period of 3 years. He took VRS in the position of Regional Manager in 2020. His interest / hobbies include academics, sports, travel. He can be contacted at <dsangal@iii.org.in>.



**Dr. Sanjay N. Tupe**  
Faculty (Economics)

**Dr. Sanjay N. Tupe**, presently working as faculty in Economics at College of Insurance (Insurance Institute of India) Bandra- Kurla Complex, Mumbai. Earlier, he worked as Professor, and Head of Dept. of Banking and Finance at B.Y.K. College of Commerce, Nashik. He discharged responsibility as in-charge Principal and Director (Research), at RNC Arts, JDB Commerce, and NSC Science College, Nasik Road for one year. Also worked as Member on Board studies in Banking and Finance and Business Economics at S.P.P.U, Pune and Kaviyatri Bahinabai Chaudhari (North Maharashtra) University, Jalgaon, Dr. Homi Bhabha State University, Mumbai. He did master degree in Entire Economics from Pune University, earned M. Phil from Amravati University and LL.B. from Pune University. He is university first ranker (Pune University) in Post Graduate Diploma in Capital Market Management. He also obtained PhD (Economics and Finance) from Indian Institute of Technology Powai, Mumbai, in August 2009, He is Post Doctorate Fellow in Economics of OUCIP, Osmania University, Hyderabad (Funded by American Consulate). Visited Germany and Netherland for research paper presentation in the International conference.

He is life member of academic bodies: The All India Marathi Arthashastra Parishad Mumbai, Indian Economic Association, The Indian Econometric Society, Input-output Research Association of India and Think line. He can be contacted at <tupe@iii.org.in>.



**Shri. Subash Chandra  
Pattanayak**  
Faculty (Life Insurance)

**Shri. Subash Chandra Pattanayak**, joined Insurance Institute of India, Mumbai as a Faculty (Life Insurance) in the College of Insurance, Insurance Institute of India on 1st September, 2023 after his superannuation from LIC of India in the scale of Executive Director on 31st July 2023. Shri Pattanayak started his career in LIC of India as a Direct recruit Assistant Administrative Officer (AAO) in the year 1990 and carries a vast and rich experience of 33 years of various positions in LIC of India. He has overseen leadership assignments involving business development, profitability improvement, ensuring compliance and risk management, close interface with Independent Board on regulatory and governance matters. Prior to his present assignment at III, he has held several important positions in LIC of India such as CEO & MD LIC (Sri Lanka), CEO & MD LIC(Nepal), Senior Divisional Manager(In-charge) of 2 premier divisions – Pune 2 & Kolkata Metropolitan Divisional Office 1, Chief Administrator & Faculty – National Insurance Academy, Pune. He has undergone training on “Life Insurance Business Leading Towards Sustainable Profitability” from IIM, Bangalore, “Business Leadership” from Indian School of Business, Hyderabad (ISB, Hyderabad, India), “Case Writing Workshop” from The Case Centre, UK and Direct Trainer Skills Programme (DOPT, GOI). Shri Pattanayak was a part and parcel of Research Paper on the subject of “A Perception of the Middle and High-Income Millennials about the Need for Pension and their Retirement Preparedness” in National Insurance Academy, Pune. He was Conferred with “Awards of Excellence in Insurance” from Top Management Consortium, Pune in

2013-14. Shri Pattanayak holds a Bachelor’s Degree in Agriculture from College of Agriculture, Odisha University of Agriculture & Technology. He is also a Fellow member of Insurance Institute of India(FII). He can be contacted at <pattanayak@iii.org.in>.



## Secretaries of III

**Shri. Kedar P. Sant**

**Shri. Kedar P. Sant** is the Secretary of the Insurance Institute of India. He holds a B.Com. degree from Mumbai University as well as a post-graduate diploma in computer software, systems analysis, and application from the Board of Technical Education of the Government of Maharashtra. He joined the Insurance Institute of India in 1999 and has experience working with the institute's information technology department. At the present time, he is in charge of the departments of professional examinations, regulatory examinations, personnel and establishments.

**Shri. Manish Raikar**

**Shri. Manish Raikar** is presently the Secretary of Insurance Institute of India. He joined the Institute in 1999. Over a period of 25 years he has worked in the Institute in various capacities and handled various portfolios viz. Examination, Content Development, Secretarial, Accounts, Investment and taxation. Presently, he is handling College of Insurance, Accounts, Investment, Taxation, Sale of Study Courses and Secretarial department. He is Graduate in Commerce and completed Honors Diploma in Information and Systems Management. He is also a Fellow of Insurance Institute of India.

# COLLEGE OF INSURANCE



## Bespoke (Customised) Training Programs

During the last few years, the College of Insurance has been conducting Bespoke Training Programs which are designed for the Insurance Companies and other entities in addition to the calendar programs which are scheduled for the year. These programs are customised for Insurance Companies and entities like broking houses, the IIISLA, State Government departments, Banks, Regulators and, above all, for Regulators and Insurance Companies from abroad.

The customised training modules are developed keeping in view the academic requirements of each individual organization after discussion between their departments and the College of Insurance faculty. Topics include Life, Health, Fire, Marine, Liability, Aviation, Regulations, Marketing, Reinsurance, Motor, Claims, Underwriting, Micro Insurance, Anti-Fraud, Risk Management, Actuarial, etc. Enquiries can be sent to College of Insurance on the email id: <college\_insurance@iii.org.in> More importantly, Induction Programs of up to six weeks have been customized for different Insurance Companies.

The College of Insurance has already conducted 67 bespoke programs in Mumbai and 6 in Kolkata Campus in the financial year (i.e. 2024-2025)

## Program Calendar for 2025-26

## Mumbai Campus

Sr. No.	CP/ IP	Name of the program	Program Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
<b>April 2025</b>									
1	CP	Basics of Reinsurance Level : Basic	8-9 Apr., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Insurance Executives in Insurance, Reinsurance and Broking Companies Insurance Executives in Insurance, Reinsurance and Broking Companies.
2	CP	Agriculture Insurance for Surveyors Level : Basic/Advanced	11 Apr., 2025	CVT	1500/- + GST	-	-	Non Life	Professionals working as Agriculture Surveyors and those desirous of joining the profession. Professionals working in Insurance companies, Agriculture departments, Brokers, service providers and Students of Agriculture interested in building expertise in crop loss assessment and agriculture claims.
3	CP	Bancassurance in General Insurance Level : Middle	15 Apr., 2025	CVT	1500/- + GST	-	-	Non Life	Insurers working in the department of marketing, technical, finance of banking and micro insurance.
4	CP	Industrial Risks: Pre-Underwriting Inspection/ Survey - Methods & Report Writing Level : Basic/Middle	16-17 Apr., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Risk Engineers, Underwriters, Officials dealing with Property Insurance, and Middle Level Executives from Insurance Companies, Brokers, Surveyors, Investigators and other intermediaries.
5	CP	Challenges in Fighting Fraud - Motor OD Insurance Level : Intermediate	21-22 Apr., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Insurers and brokers involved in underwriting, risk management, claim processing, claim investigation, data analytics, insurance fraud. Surveyors, investigators, legal professionals and others interested in fraud fighting



Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
6	CP	Certified Insurance Anti Fraud Professional (CIAFP) Level : Advanced	21-23 Apr., 2025	CVT	7500/- + GST	-	-	Common	Minimum Licentiate from III who have already registered for III's Certified Insurance Anti-Fraud Professional (CIAFP) course.
7	CP	Engineering Project Claims - Dams, Tunnels, Bridges and Pipelines Level : Advanced	23-24 Apr., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Insurance company executives dealing with underwriting and claims functions. Executives from large and small construction firms, Insurance brokers, and loss adjustors may also attend.
8	CP	Property Insurance - Underwriting and Claims Level : Middle	24-25 Apr., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Junior and Middle Level Executives in Insurance Companies, Brokers, Agents including Corporate Agents, IMFs, Banks dealing in Marketing Fire/ Property Lines of Insurances, Underwriters, Risk Engineers and other Risk Management Professionals, Claims Adjusters, Claims Processors, Legal Professionals and Compliance Officers.
9	CP	Catastrophic challenges for insurance Industry Level : Middle	28-29 Apr., 2025	CT	-	11000/- + GST	8000/- + GST	Common	Practitioners in insurance and actuary areas, working in the technical, finance, and claims departments of insurance industries, and who are looking at developing effective managerial skills.
10	CP	Health Insurance - New Trends Level : Middle	29 Apr., 2025	CVT	1500/- + GST	-	-	Non Life	Executives from Health, General and Life Insurance Companies, Brokers, IMF, Hospitals, TPAs
<b>May, 2025</b>									
11	CP	Crop Insurance : Focus PM Fasal Bima Yojana Level : Middle	6-7 May, 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Marketing Executives and back office teams of Agriculture / General Insurance companies, Agriculture Surveyors and students.

Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
12	CP	Risk Inspection & Management for Risk Engineers Level : Middle	7-8 May, 2025	CVT	3000/- + GST	-	-	Non Life	Junior and middle level officers dealing with fire/ property lines of insurance from insurance companies, brokers, corporate agents, surveyors and corporate customers of the insurance industry.
13	CP	Compliance Governance and Risk Management (IRCC) Level : Advanced	7-9 May, 2025	CVT	7500/- + GST	-	-	Common	Associate / Fellow Members of Institute of Company Secretaries of India and Insurance Institute of India registered for the "Compliance Governance and Risk Management in Insurance.
14	CP	Fire Insurance - Standard Products Level : Middle	8-9 May, 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Junior and middle level officers dealing with Fire/ Property lines of insurance working in insurance companies, broking, corporate agencies, insurance surveying and related areas.
15	CP	Risk Based Capital Level : Middle	13 May, 2025	CVT	1500/- + GST	-	-	Common	Senior and middle level insurance executives interested in understanding the RBC Framework and its implications, Finance and accounting professionals, Risk managers in ERM or related departments.
16	CP	Engineering Insurance - Operational Policies Underwriting and Claims Level : Middle	19-20 May, 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Officers in Insurance companies in the Junior/ Middle management level from underwriting and claims departments. Engineers, Brokers, and Loss Adjustors who are working or wish to work in Property and Engineering lines of business.
17	CP	Health Insurance : Medical Management and Fraud Control Level : Advanced	22-23 May, 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Participants at all levels from the Insurance Companies/ Brokers/ TPAs.



Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
18	CP	Miscellaneous Insurance Management Level : Middle	26-28 May, 2025	CT	-	16500/- + GST	12000/- + GST	Non Life	Officials handling Miscellaneous Insurance (Underwriting and Claims) in General Insurance Companies, Brokers, Corporate Agents, Banks and Insurance Marketing Firms.
19	CP	Program on AML, KYC and CFT Requirements Level : Middle	27 May, 2025	CVT	1500/- + GST	-	-	Common	Junior and Middle management executives, Principle Compliance Officers, executives responsible for compliance of AML in Life/ General Insurance Companies, Corporate Agents, Brokers and other Intermediaries.
<b>June, 2025</b>									
20	CP	Recent Dynamics of Arbitration Clauses applicable to Insurance Industry Level : Advanced	4 Jun., 2025	CVT	1500/- + GST	-	-	Common	Insurers, Underwriters, and others who are involved in officer, Research and Managerial Roles. Officers and person concerned of the research and legal department, Ban6710Corporate Lawyers, students of law.
21	CP	Basics of Aviation Insurance Basic/Intermedite	5-6 Jun., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Executives from Insurance Companies, Intermediaries, Aviation Companies, and the Owners of Individual Aircrafts.
22	CP	Workshop on Soft Skills for Junior and Mid-level Operations Executives Level : Middle	10-11 Jun., 2025	CT	-	11000/- + GST	8000/- + GST	Common	Junior to Middle Managers from Sales, marketing, operations, New Team leaders of Life, General and Health Insurance companies and executives from Corporate Agents, Banks as well as Brokers.
23	CP	Liability Insurance : Focus Casualty Lines Level : Middle	11-12 Jun., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Practitioners in Liability Insurance. People working in Junior/ Middle management level from marketing, underwriting and claims departments in Insurance companies, Brokers, and buyers of insurance.

Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
24	CP	Health Insurance : Focus Hospital Management Level : Middle	16-17 Jun., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Hospital Administrators and Managers, Health Insurance Professionals, Claims Management Professionals, Medical Practitioners with Administrative Roles, official at all levels from the Insurance Companies / Brokers / TPAs / others professionals.
25	CP	Motor Insurance : Focus Electric Vehicles Level : Middle	23 Jun., 2025	CVT	1500/- + GST	-	-	Non Life	Practitioners working in Motor Insurance, Marketing and Technical, Auditors departments of Non-Life Insurance companies.
26	CP	Energy Insurance - Underwriting & Claims Level : Advanced	24-25 Jun., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Junior/ Middle/ Senior level executives from insurance companies, Brokers, Surveyors and Customers who are practicing or intend to practice Energy Insurance.
<b>July, 2025</b>									
27	CP	Basics of Health Insurance and Preventive Care Level : Basic	2 Jul., 2025	CVT	1500/- + GST	-	-	Non Life	Executives working in health departments of Insurance Companies, Brokers, TPAs, and those who are interested to work in areas related to Health Insurance.
28	CP	Liability Insurance : Focus Cyber & Crime Level : Middle/Advanced	2-3 Jul., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Practitioners in insurance, information technology, marketing and technical departments of various insurance and broking companies.
29	CP	Workshop on Synergy in Action: Mastering Team Dynamics and Building Strong Interpersonal Connections Level : Middle	2-3 Jul., 2025	CT	-	11000/- + GST	8000/- + GST	Common	Middle level executives working in Marketing and HR functions in Insurance Companies, Broking, IMFs, as well as Agent Managers.



Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
30	CP	Challenges in Fighting Fraud - Motor Third Party Insurance Level : Middle	8-9 Jul., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Executives working in Insurance Companies, Brokers and Corporate Agents, Surveyors, Investigators, Advocates.
31	CP	Marine Cargo Claims and Fraud Management Level : Middle	10-11 Jul., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	All levels of executives from Insurance companies, brokers, surveyors, shipping lines, logistics firms, investigators as well as buyers of Marine Cargo policies.
32	CP	Challenges in Miscellaneous Insurances Level : Basic	15 Jul., 2025	CVT	3000/- + GST	-	-	Non Life	Officials handling Miscellaneous Insurance (Marketing, Underwriting and Claims) in Offices of Public and Private Sector General Insurance Companies, Brokers, Corporate Agents, Banks and Insurance Marketing Firms.
33	CP	Enterprise Risk Management (ERM) Level : Middle	21-22 Jul., 2025	CT	-	11000/- + GST	8000/- + GST	Common	Risk Managers, Risk Analysts and others handling Risk Assessment / Risk Management functions in the Insurance Industry
34	CP	Engineering Insurance : Focus Project Policies Underwriting and Claims Level : Middle	23-24 Jul., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Project Financiers as well as consultants, Brokers involved in Project Management.
35	CP	Fire Insurance Underwriting Level : Middle	24-25 Jul., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Junior and middle level officers dealing with fire/ property lines of insurance from insurance companies, brokers, corporate agents, surveyors and corporate customers of the insurance industry.
36	CP	Leadership Reimagined: Elevating Managerial Excellence in Insurance Level : Middle	29-30 Jul., 2025	CT	-	11000/- + GST	8000/- + GST	Common	Junior to Middle level Executives in insurance entities, working in the marketing, technical, and Human resources departments.

Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
<b>August, 2025</b>									
37	CP	Health Insurance : Focus TPA Executives Level : Middle	4 Aug., 2025	CVT	1500/- + GST	-	-	Non Life	Executives working in TPAs .
38	CP	Ind-AS / IFRS-17 and Accounting Standards for Non Life Insurance Level : Middle/Advanced	4-5 Aug., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Executives and officials working in Insurance Companies and other financial institutions and those who are interested to enrich their knowledge regarding transition into Ind AS regime in Financial Reporting.
39	CP	Cyber Security and Cyber Hygiene for Insurance Industry Level : Basic	5 Aug., 2025	CVT	1500/- + GST	-	-	Common	Executives of Life & General Insurance companies/ Intermediaries who are exposed to data, technology and/ or have an interest in Cyber Security.
40	CP	Forensic Science in Insurance Investigations Level : Middle	8 Aug., 2025	CVT	3000/- + GST	-	-	Common	Employees in Fraud cells of the insurance companies, new and experienced investigators engaged by companies, fresh law graduates, ex-servicemen, retired police officers and surveyors.
41	CP	Risk Based Capital Level : Middle	13 Aug., 2025	CVT	1500/- + GST	-	-	Common	Senior and middle level insurance executives interested in understanding the RBC Framework and its implications, Finance and accounting professionals, Risk managers in ERM or related departments.
42	CP	Comprehensive Financial Planning : Focus Insurance Planning Level : Middle	14 Aug., 2025	CVT	1500/- + GST	-	-	Common	Executives working for Insurance Companies, Brokers, Corporate Agents, Specified Persons, Insurance advisors and persons who are interested in financial planning.

Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
43	CP	Crop Insurance : Focus Parametric Products Level : Middle/Advanced	18 Aug., 2025	CVT	1500/- + GST	-	-	Non Life	Professionals working with insurance companies, agriculture departments, and third-party service providers. Individuals interested in building expertise in crop loss assessment and agriculture claims handling as well as Agriculture Surveyors and the Agriculture Students.
44	CP	Compliance Management for Principal Officers of Corporate Agents (Including Banks) Level : Advanced	19 Aug., 2025	CVT	1500/- + GST	-	-	Common	Principal Officers of the Corporate Agents including Banks, the Employees Managing Corporate Agency, Bank tie-ups.
45	CP	Prevention of Sexual Harassment of Women (POSH) Level : Middle	21 Aug., 2025	CVT	1500/- + GST	-	-	Common	All employees, managers irrespective of genders and officials nominated on the POSH committee from Insurance as well as non-insurance industry – NGO, Law firms and other corporates, MSME.
46	CP	Agriculture Insurance and Insurtech Level : Middle	25 Aug., 2025	CVT	1500/- + GST	-	-	Non Life	Professionals working with Insurance companies, Agriculture departments, Brokers, and third-party service providers. Agriculture surveyors and students of Agriculture and Animal Husbandry.
<b>September, 2025</b>									
47	CP	Customer Grievance, Insurance Arbitration, Ombudsman and Consumer Cases Level : Middle	8-9 Sept., 2025	CT	-	11000/- + GST	Rs. 8000/- + GST	Non Life	Executives from the Insurance Companies, Brokers, Corporate Agents and officials from the Legal Fraternity.
48	CP	Regulatory Compliance for Insurance Brokers Level : Middle	10 Sept., 2025	CVT	3000/- + GST	-	-	Common	Senior and Middle level executives and those involved in Regulatory Compliances in the Broking Industry.



Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
49	CP	Risk Inspection & Management for Risk Engineers Level : Middle	10-11 Sept., 2025	CVT	3000/- + GST	-	-	Non Life	Junior and middle level officers dealing with fire/ property lines of insurance from insurance companies, brokers, corporate agents, surveyors and corporate customers of the insurance industry.
50	CP	Enterprise Risk Management (ERM) Level : Middle	11-12 Sept., 2025	CVT	3000/- + GST	-	-	Common	Risk Managers, Risk Analysts and others handling Risk Assessment / Risk Management functions in the Insurance Industry.
51	CP	Health Insurance: Underwriting Level : Middle	15-16 Sept., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Executives working in health departments of Insurance Companies, Brokers, TPAs and those who are interested to work in areas related to Health Insurance.
52	CP	Property Insurance - Management of Mega Risks Level : Middle	15-16 Sept., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Junior and middle management level from marketing, underwriting and claims departments, inspecting engineers, brokers, and loss adjustors who have exposure to Property & Engineering insurances.
53	CP	Cyber Security, Resilience and Cyber Claims Level : Basic	16 Sept., 2025	CVT	1500/- + GST	-	-	Common	Executives of life Insurance companies/ Intermediaries who have exposure to insurance sector, technology and cyber security.
54	CP	Program on AML, KYC and CFT Requirements Level : Middle	17 Sept., 2025	CVT	1500/- + GST	-	-	Common	Junior and Middle management executives, Principle Compliance Officers, executives responsible for compliance of AML in Life/ General Insurance Companies, Corporate Agents, Brokers and other Intermediaries.
55	CP	Liability Insurance : Focus Financial Lines Level : Middle	17-18 Sept., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Practitioners working in Liability Insurance, Junior/ Middle management employees in marketing, underwriting and claims departments in Insurance companies, brokers, and insurance buyers.

Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
56	CP	Fire Insurance - Management (Material Damage and Loss of Profits) Level : Middle	18-19 Sept., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Junior and middle level insurance professionals, including risk assessors, risk managers, underwriters, claim handlers, brokers, agents / corporate agents, surveyors, legal professionals and others interested in understanding Fire/ Property insurance.
57	CP	Corporate Social Responsibility and Governance for Insurance and other Industries Level : Basic	18-19 Sept., 2025	CT	-	11000/- + GST	8000/- + GST	Common	Practitioners in insurance, PSUs, Corporate Firms, Organisation and Academician and related areas, working in the Compliance and Human Resources Departments, who are looking for developing CSR policy and its Implementation, Skill set required for building a responsible organisation.
58	CP	Social Media Marketing-Tools and Techniques for Insurers Level : Middle	29 Sept., 2025	CVT	1500/- + GST	-	-	Common	Practitioners in insurance companies and broking, social media managers and co-ordinators, executives interested in enhancing their knowledge of social media marketing.
<b>October, 2025</b>									
59	CP	Investment Management in General Insurance Companies Level : Middle	3 Oct., 2025	CVT	3000/- + GST	-	-	Non Life	Investment managers at junior and middle level working in Investment department /other departments.
60	CP	Health Insurance : Focus Regulatory Compliance and Master Circular Level : Basic/Middle	6 Oct., 2025	CVT	1500/- + GST	-	-	Non Life	Executives from Health, General, and Life Insurance Companies, Professionals from Brokers, Insurance Marketing Firms (IMFs), Hospitals, and Third-Party Administrators (TPAs).

Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
61	CP	Crop Insurance : Focus Horticulture, Floriculture, Plantations and Vegetable Insurance Level : Basic	6-7 Oct., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Insurance practitioners including marketing executives and back office teams dealing with the nuances of Agriculture insurance. Those working in Rural and Agriculture departments in Insurance companies, brokers and agents, product developers, practicing and aspiring Agriculture Surveyors.
62	CP	Data Security for Insurance Industry Level : Middle	6-7 Oct., 2025	CT	-	11000/- + GST	8000/- + GST	Common	Practitioners in insurance and related areas, working in the marketing, technical, information technology and data security, and finance department of insurance industry.
63	CP	Bankers Indemnity : Focus Cyber Security and Computer Crime Level : Middle	7 Oct., 2025	CVT	1500/- + GST	-	-	Non Life	Executives from Insurance Companies, Banks and Insurance Intermediaries.
64	CP	Liability Insurance : Focus Cyber & Crime Level : Middle/Advanced	8-9 Oct., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Practitioners in insurance, information technology, marketing and technical departments of various insurance and broking companies.
65	CP	Marine Cargo Insurance - Underwriting and Claims Level : Middle	9-10 Oct., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Officials of Insurance Companies, Brokers, Insurance Marketing Firms, Surveyors, Insured and others dealing with the Marine Cargo portfolio.
66	CP	Enhancing the Productivity of Specified-Authorized Persons of Banks, other Corporate Agents and Brokers for Cas Level : Middle	13 Oct., 2025	CVT	1500/- + GST	-	-	Common	Specified/Authorized persons of banks, corporate agents and brokers involved in Insurance marketing and Principal Officers / Corporate Insurance Executives in banks, corporate agents, brokers.



Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
67	CP	Comprehensive Port Package Policies and Oil and Energy Insurance Level : Advanced	13-14 Oct., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Officials at all levels handling Port Package Policies and Oil and Energy Insurance in Insurance companies/ Brokers/ Surveyors and officials of Shipping lines/ Port Authorities/ Oil and Gas Companies in India and abroad.
68	CP	Engineering Insurance : Focus Project Policies Underwriting and Claims Level : Middle	14-15 Oct., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Project Financiers as well as consultants, Brokers involved in Project Management.
<b>November, 2025</b>									
69	CP	Compliance Management for Principal Officers of Corporate Agents (Including Banks) Level : Advanced	3 Nov., 2025	CVT	1500/- + GST	-	-	Common	Principal Officers of the Corporate Agents including Banks, the Employees Managing Corporate Agency, Bank tie-ups.
70	CP	Health Insurance : Medical Management and Fraud Control Level : Advanced	3-4 Nov., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Participants at all levels from the Insurance Companies/ Brokers/ TPAs.
71	CP	Creating High Performers in Bancassurance Channel Level : Middle	4 Nov., 2025	CVT	1500/- + GST	-	-	Common	Front line sales and marketing executives of Life Insurance companies responsible for Bancassurance Business who manage the Specified Persons from the Banks (B&Ac) of LIC.
72	CP	Comprehensive Financial Planning : Focus Insurance Planning Level : Middle	6 Nov., 2025	CVT	1500/- + GST	-	-	Common	Executives working for Insurance Companies, Brokers, Corporate Agents, Specified Persons, Insurance advisors.

Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
73	CP	Motor Insurance - Third Party (TP) Liability Claims Level : Middle	10-11 Nov., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Junior and Middle level insurance executives in the Sales, Underwriting and Claims side from insurance companies, brokers, corporate agents and individual agents.
74	CP	Crop Insurance : Focus PM Fasal Bima Yojana Level : Middle	12 Nov., 2025	CVT	3000/- + GST	-	-	Non Life	Marketing Executives and back office teams of Agriculture/ General Insurance companies, Agriculture Surveyors and students.
75	CP	Appreciation of International Classification of Diseases (ICD) and Health Insurance (CT-AICD) Level : Middle	18-19 Nov., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Insurance companies, third party administrators, brokers and those involved in data analysis. The program is open for medical doctors as well as to those who are not exposed to medical / paramedical knowledge.
76	CP	Basics of Reinsurance Level : Basic	20-21 Nov., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Insurance Executives in Insurance, Reinsurance and Broking Companies Insurance Executives in Insurance, Reinsurance and Broking Companies.
77	CP	Cattle Insurance, Live Stock and Pet Insurance and other forms of Rural Insurance Level : Middle	24-25 Nov., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Executives working in Rural and Agriculture departments in Insurance companies, practicing and aspiring Agriculture Surveyors, product developers, agriculture students, brokers and agents.
78	CP	Certified Insurance Anti Fraud Professional (CIAFP) Level : Advanced	24-26 Nov., 2025	CVT	7500/- + GST	-	-	Common	Minimum Licentiate from III who have already registered for III's Certified Insurance Anti-Fraud Professional (CIAFP) course.

Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
79	CP	Role of Consumer Protection Machinery (Court) in Insurance Industry Level : Middle	27-28 Nov., 2025	CT	-	11000/- + GST	8000/- + GST	Common	Insurers, persons in claim settlement department, underwriters, and others who are involved in officer, research and managerial roles of insurance, banks and legal department, corporate lawyers, students of law.
80	CP	Challenges in Miscellaneous Insurances Level : Basic	25 Nov., 2025	CVT	3000/- + GST	-	-	Non Life	Officials handling Miscellaneous Insurance (Marketing, Underwriting and Claims) in Offices of Public and Private Sector General Insurance Companies, Brokers, Corporate Agents, Banks and Insurance Marketing Firms.
<b>December, 2025</b>									
81	CP	Fire Insurance Claims Level : Basic/Middle	2-3 Dec., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Junior and middle level officers dealing with Fire/ Property lines of insurance from insurance companies, brokers, corporate agents, surveyors and corporate customers of the insurance industry.
82	CP	Data Analytics and Data Interpretation Level : Advanced	3-4 Dec., 2025	CT	-	11000/- + GST	8000/- + GST	Common	Insurance Practitioners who are working and/ or interested in the field of data analytics.
83	CP	Communication & Presentation Skills for connecting with Millennials and Gen-Z Customers Level : Middle	8-9 Dec., 2025	CT	-	11000/- + GST	8000/- + GST	Common	Junior to Mid-level executives working in Marketing, Sales, Customer Service and Engagement, Managing Teams and Leadership.
84	CP	Travel Insurance and PA Claims Level : Basic	10 Dec., 2025	CVT	1500/- + GST	-	-	Non Life	Executives involved with Travel Insurance, especially those dealing with Travel Claims working in Insurance Companies, Brokers, Third Party Administrators and Travel Agents. Frequent overseas/ domestic travelers.

Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
85	CP	Liability Insurance : Focus Casualty Lines Level : Middle	11-12 Dec., 2025	CVT	3000/- + GST	-	-	Non Life	Practitioners in Liability Insurance. People working in Junior/ Middle management level from marketing, underwriting and claims departments in Insurance companies, Brokers, and buyers of insurance.
86	CP	Agriculture Insurance for Surveyors Level : Basic/Advanced	15 Dec., 2025	CVT	1500/- + GST	-	-	Non Life	Professionals working as Agriculture Surveyors and those desirous of joining the profession. Professionals working in Insurance companies, Agriculture departments, Brokers, service providers and Students of Agriculture interested in building expertise in crop loss assessment and agriculture claims.
87	CP	Comprehensive Health Insurance Level : Middle	15-16 Dec., 2025	CT	-	11000/- + GST	8000/- + GST	Non Life	Executives working in health departments of Insurance companies, Brokers, TPAs.
88	CP	Compliance Governance and Risk Management (IRCC) Level : Advanced	17-19 Dec., 2025	CVT	7500/- + GST	-	-	Common	Associate/ Fellow Members of Institute of Company Secretaries of India and Insurance Institute of India registered for the "Compliance Governance and Risk Management in Insurance.
89	CP	Customer Grievance, Insurance Arbitration, Ombudsman and Consumer Cases Level : Middle	22 Dec., 2025	CVT	1500/- + GST	-	-	Non Life	Executives from the Insurance Companies, Brokers, Corporate Agents and officials from the Legal Fraternity.
90	CP	Understanding Bond Markets for Insurance Investments Level : Middle	22-23 Dec., 2025	CT	-	11000/- + GST	8000/- + GST	Common	Executives and officers working in Investment Departments of Insurance Companies and the officers responsible for managing Pension and PF funds and also the executives managing the Investment portfolios in Societies, etc.



Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
<b>January, 2026</b>									
91	CP	Crop Insurance - New Technologies and Insuretech Level : Middle	5 Jan., 2026	CVT	1500/- + GST	-	-	Non Life	Marketing executives and back office teams dealing with Agriculture Insurance in insurance and broking companies. Agriculture surveyors and students of Agriculture and Animal Husbandry.
92	CP	Engineering Insurance - Operational Policies Underwriting and Claims Level : Middle	5-6 Jan., 2026	CT	-	11000/- + GST	8000/- + GST	Non Life	Officers in Insurance companies in the Junior/ Middle management level from underwriting and claims departments. Engineers, Brokers, and Loss Adjustors who are working or wish to work in Property and Engineering lines of business
93	CP	Creating High Performers in Bancassurance Channel Level : Middle	8 Jan., 2026	CVT	1500/- + GST	-	-	Common	Front line sales and marketing executives of Life Insurance companies responsible for Bancassurance Business who manage the Specified Persons from the Banks (B&Ac) of LIC.
94	CP	Bankers Indemnity : Focus Cyber Security and Computer Crime Level : Middle	12 Jan., 2026	CVT	1500/- + GST	-	-	Non Life	Executives from Insurance Companies, Banks and Insurance Intermediaries.
95	CP	Claims Management of Fire Insurance Level : Middle	12-13 Jan., 2026	CT	-	11000/- + GST	8000/- + GST	Non Life	Junior and middle level officers dealing with Fire/ Property lines of insurance from insurance companies, brokers, corporate agents, surveyors and corporate customers of the insurance industry.
96	CP	Trade Credit Insurance Level : Middle	20 Jan., 2026	CVT	1500/- + GST	-	-	Non Life	People working in Junior/ Middle management level in marketing, underwriting and claims departments in General Insurance companies, Brokers, and corporates / buyers of insurance.

Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
97	CP	Program on AML, KYC and CFT Requirements Level : Middle	21 Jan., 2026	CVT	1500/- + GST	-	-	Common	Junior and Middle management executives, Principle Compliance Officers, executives responsible for compliance of AML in Life / General Insurance Companies, Corporate Agents, Brokers and other Intermediaries.
98	CP	Industrial Risks: Pre-Underwriting Inspection/ Survey - Methods & Report Writing Level : Basic/Middle	21-22 Jan., 2026	CT	-	11000/- + GST	8000/- + GST	Non Life	Risk Engineers, Underwriters, Officials dealing with Property Insurance, and Middle Level Executives from Insurance Companies, Brokers, Surveyors, Investigators and other intermediaries.
99	CP	Miscellaneous Insurance Management Level : Middle	26-28 Jan., 2026	CT	-	16500/- + GST	12000/- + GST	Non Life	Officials handling Miscellaneous Insurance (Underwriting and Claims) in General Insurance Companies, Brokers, Corporate Agents, Banks and Insurance Marketing Firms.
<b>February, 2026</b>									
100	CP	Management of Non-Renewable Energy Insurance -Thermal Power Plant Insurance Level : Advanced	3-4 Feb., 2026	CT	-	11000/- + GST	8000/- + GST	Non Life	Executives from Insurance Companies, Brokers, IMF, Surveyors and Customers / Marketing official/Corporate agents / Field Marketing force and officials of Thermal Power Companies.
101	CP	Cyber Security, Resilience and Cyber Claims Level : Basic	5 Feb., 2026	CVT	1500/- + GST	-	-	Common	Executives of life Insurance companies/ Intermediaries who have exposure to insurance sector, technology and cyber security.
102	CP	Liability Insurance : Focus Event and Film Level : Middle	6 Feb., 2026	CVT	1500/- + GST	-	-	Non Life	Practitioners in Liability Insurance. People working in Junior/ Middle management level from marketing, underwriting and claims departments in insurance companies, brokers, and insurance buyers.

Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
103	CP	Compliance Management for Principal Officers of Corporate Agents (Including Banks) Level : Middle	9 Feb., 2026	CVT	1500/- + GST	-	-	Common	Principal Officers of the Corporate Agents including Banks, the Employees Managing Corporate Agency, Bank tie-ups.
104	CP	Motor Insurance - Own Damage (OD) - Underwriting and Claims Level : Basic	9-11 Feb., 2026	CT	-	16500/- + GST	12500/- + GST	Non Life	Motor insurance professionals in insurance companies, brokers, agents, bancassurance, underwriters, risk assessors, claims adjusters, managers, product developers and others in the motor insurance sector.
105	CP	Marine Cargo Insurance - Underwriting and Claims Level : Middle	12-13 Feb., 2026	CT	-	11000/- + GST	8000/- + GST	Non Life	Officials of Insurance Companies, Brokers, Insurance Marketing Firms, Surveyors, Insured and others dealing with the Marine Cargo portfolio.
106	CP	Managing Marine Hull Insurance - Underwriting & Claims Level : Middle	16-17 Feb., 2026	CT	-	11000/- + GST	8000/- + GST	Non Life	Junior/ Middle/ Senior level executives from insurance companies, Brokers, Surveyors.
107	CP	Workshop on Soft Skills for Junior and Mid-level Operations Executives Level : Middle	16-17 Feb., 2026	CT	-	11000/- + GST	8000/- + GST	Common	Junior to Middle Managers from Sales, marketing, operations, New Team leaders of Life, General and Health Insurance companies and executives from Corporate Agents, Banks as well as Brokers.
108	CP	Forensic Science in Insurance Investigations Level : Middle	19 Feb., 2026	CVT	3000/- + GST	-		Common	Employees in Fraud cells of the insurance companies, new and experienced investigators engaged by companies, fresh law graduates, ex-servicemen, retired police officers and surveyors

## International Program Calendar for 2025-26

Sr. No.	Code	Name of the program	Program Date	Prog. Mode	Fees for Residential	Branch	Designed for
<b>April 2025</b>							
1	IP	Insurance Regulatory Drawing Board - A Comprehensive Program for Insurance Regulators Level : Middle/Advanced	21-26 Apr., 2025	CT	\$ 600 USD	Common	Senior/ middle level officials of Insurance Regulators and Insurance Companies involved in regulations, compliance and similar roles. Senior officials exposed to governmental functions of policy-making.
<b>June, 2025</b>							
2	IP	Reinsurance Management Program - International Level : Middle	16-21 Jun., 2025	CT	\$ 600 USD	Common	International participants interested in learning reinsurance management
<b>July, 2025</b>							
3	IP	Excellence in Insurance Technical - Non Life - International Level : Middle/Advanced	28 Jul. - 9 Aug., 2025	CT	\$ 1300 USD	Non Life	Senior and middle level executives in Insurance Companies and Regulatory bodies in the technical aspects of Non- Life insurance.
<b>December, 2025</b>							
4	IP	Reinsurance Program - International Level : Middle	15-20 Dec., 2025	CT	\$ 600 USD	Common	International participants interested in learning reinsurance
<b>January, 2026</b>							
5	IP	Excellence in Insurance Technical - Non Life - International Level : Middle/Advanced	12-24 Jan., 2026	CT	\$ 1300 USD	Non Life	Senior and middle level executives in Insurance Companies and Regulatory bodies in the technical aspects of Non- Life insurance.



## Program Calendar for 2025-26

## Kolkata Campus

Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
<b>April, 2025</b>									
1	CP	Motor OD Underwriting & Claims Handling - In the Macro Changing Scenario	24-25 Apr, 2025	CVT	6000/- + GST	-	-	Non Life	Executives from Insurance Companies, Brokers, Clients' Executives and Surveyors.
<b>May, 2025</b>									
2	CP	IAR and Mega Risks Insurance (Large Risk): Marketing, Underwriting and Claims	6-7 May, 2025	CT	-	10000/- + GST	5000/- + GST	Non Life	Executives from Insurance Companies, Brokers, Surveyors and Customers dealing with or shall be dealing with large risk category.
3	CP	Industrial Risk & Loss Inspections and Survey: Methods and Reporting	21 May, 2025	CVT	1500/- + GST	-	-	Non Life	Executives from Insurance Companies, Brokers, IMF, Surveyors and Industry representatives who deals with Insurance.
<b>June, 2025</b>									
4	CP	Marine Cargo Insurance Management: Underwriting Considerations and Claims Handling Procedures	17 -18 Jun., 2025	CT	-	10000/- + GST	5000/- + GST	Non Life	Executives from Insurance Companies, Brokers, Surveyors, Customers and freelancers having to manage the Marine Cargo portfolio effectively.
5	CP	Handling the Challenges of Catastrophe Claims	23 Jun., 2025	CVT	1500/- + GST	-	-	Non Life	Executives from Insurance Companies, Brokers, Clients' Executives and Surveyors.

Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
<b>July 2025</b>									
6	CP	Managing Liability Insurance: Underwriting and Claims (Otherthan Motor TP and Cyber Liabilities)	14-15 Jul., 2025	CVT	6000/- + GST	-	-	Non Life	Executives from Insurance Companies, Brokers, Advocates, Medical Establishments and other Clients.
7	CP	Renewable Energy Insurance - The emerging opportunities	24-25 Jul., 2025	CT	-	10000/- + GST	5000/- + GST	Non Life	Executives from Insurance Companies, Brokers, IMF, Freelancers, and officials dealing with Solar and Wind power generation and distribution.
<b>August, 2025</b>									
8	CP	Innovating on Product Development in the Current Detariffed Scenario	12-13 Aug., 2025	CT	-	10000/- + GST	5000/- + GST	Non Life	Executives from Insurance Companies, Brokers, Freelancers, and officials dealing with Solar and Wind power generation and distribution.
9	CP	Comprehensive Financial Solution for Retirement	19 Aug., 2025	CT	-	-	2500/- + GST	Common	Marketing executives, HR executives working Insurance Companies and any Individual interested to learn about Pension Products and Retirement Planning.
10	CP	Work Life Balance(WLB)- Theory, Practice & Outcome	28 Aug., 2025	CT	-	-	2500/- + GST	Non Life	Executives from Insurance Companies, Intermediaries, Aviation Companies, and the Owners of Individual Aircrafts.
<b>September, 2025</b>									
11	CP	Women in Leadership	10 Sept., 2025	CT	-	-	2500/- + GST	Common	Both women and men (so that men share the philosophy) in any profession and business. Working women in financial service sector; Students above 18 years are welcome to attend.

Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
12	CP	Managing Growing Threat of Cyber Risk & Evolving Insurance Cover for Corporates, SMEs and Individuals	16-17 Sept., 2025	CVT	6000/- + GST	-	-	Non Life	The Corporates, Business Houses, Insurers, Brokers, and Cyber Professionals, and above all the common men who are exposed to the cyber risk day in and day out.
13	CP	Handling Customer Grievances, Cases before Ombudsman, Consumer Cases, Mediation and Arbitration	25 Sept., 2025	CT	-	-	2500/- + GST	Common	Executives from the Insurance Companies, Brokers, Corporate Agents and officials from the Legal Fraternity who would like to understand various aspects of customer dispute resolution including Arbitration, Consumer Forum and Ombudsman mechanisms
<b>October, 2025</b>									
14	CP	Managing Marine Hull, Oil and Energy Insurance: Underwriting & Claims	14-15 Oct., 2025	CVT	6000/- + GST	-	-	Non Life	Junior/Middle/Senior level executives from insurance companies, Brokers, Surveyors and Customers who are in this trade or are intending to practice Marine Hull Insurance.
15	CP	Regulatory Changes in Insurance: Impact and Opportunities	29 Oct., 2025	CVT	1500/- + GST	-	-	Common	Executives and compliance officers of Insurance Companies, Intermediaries.
<b>November, 2025</b>									
16	CP	Communication & Soft Skills for Marketers	4 Nov., 2025	CVT	1500/- + GST	-	-	Common	Junior to Middle Managers from Sales, marketing, operations, New Team leaders of Life, General and Health Insurance companies and executives from Corporate Agents, Banks as well as Brokers.
17	CP	Handling Project & Engineering Insurance - Underwriting and Claims	18-19 Nov., 2025	CT	-	10000/- + GST	5000/- + GST	Non Life	All levels of Executives from Insurance Companies, Brokers, Surveyors and Customers, Construction and manufacturing sectors

Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
18	CP	Work Life Balance(WLB)- Theory, Practice & Outcome	19 Nov., 2025	CT	-	-	2500/- + GST	Common	Executives from Insurance Companies, Intermediaries, Aviation Companies, and the Owners of Individual Aircrafts.
<b>December, 2025</b>									
19	CP	Consequential Loss Cover: Fire, IAR and Engineering Policies	3 Dec., 2025	CVT	3000/- + GST	-	-	Non Life	Executives from Insurance Companies, Intermediaries and Insurance Managers of the Client companies.
20	CP	Handling Customer Grievances, Cases before Ombudsman, Consumer Cases, Mediation and Arbitration	19 Dec., 2025	CT	-	-	2500/- + GST	Common	Executives from the Insurance Companies, Brokers, Corporate Agents and officials from the Legal Fraternity who would like to understand various aspects of customer dispute resolution including Arbitration, Consumer Forum and Ombudsman mechanisms
<b>January, 2026</b>									
21	CP	Enterprise Risk Management (ERM), Key Roles of the Risk Owners and the CRO	13-14 Jan., 2026	CT	-	10000/- + GST	5000/- + GST	Common	Executives from Insurance Companies, Investigators and Advocates.
22	CP	Marketing of Insurance Services_New Vistas	18 Jan., 2026	CVT	1500/- + GST	-	-	Common	Executives from Insurance Companies, Brokers, IMF, TPAs and other professionals from marketing or any other field.
23	CP	Learning Aviation Insurance- The Opportunities ahead	28 Jan., 2026	CVT	3000/- + GST	-	-	Non Life	Executives from Insurance Companies, Intermediaries, Aviation Companies, and the Owners of Individual Aircrafts



Sr. No.	CP/ IP	Name of the program	Prgram Date	Prog. Mode	Online	Fees for Residential	Fees for Non Residential	Branch	Designed for
<b>February, 2026</b>									
24	CP	Workshop on improving Communication & Presentation skills and front line Marketeers	7 Feb., 2026	CVT	3000/- + GST	-	-	Common	Life Insurance Agents and all those associated in insurance marketing in their various capacities.
25	CP	Understanding Re-Insurance for Operations	14 Feb., 2026	CVT	3000/- + GST	-	-	Non Life	All middle level executives across the insurance organization, Product management team, Insurance Brokers' Executives.
26	CP	Women in Leadership	24 Feb., 2026	CT	-	-	2500/- + GST	Common	Both women and men (so that men share the philosophy) in any profession and business. Working women in financial service sector, Students above 18 years are welcome to attend.

## Details of Programs – Mumbai

[CPG- Calendar Program for General Insurance, CPL- Calendar Program for Life Insurance, CPC- Calendar Program for Common, IPG- International Program for General Insurance, IPL- International Program for Life Insurance, IPC- International Program for Common]

### BASICS OF REINSURANCE

**Program ID – CPG**      **08 - 09 Apr, 2025 (CT)**

**Program ID – CPG**      **20 - 21 Nov, 2025 (CT)**

**Key Takeaways from the Program:** The program is designed to enable participants to:

- Revisit the fundamentals of reinsurance
- Understand Reinsurance as a risk management tool
- Understand various kinds of Reinsurance arrangements
- Appreciate the terms and clauses of Reinsurance contracts
- Appreciate the current practices and trends in the global market in respect of reinsurance

**Participant Profile:** This two-day program is specially designed for insurance executives working in insurance, reinsurance and broking companies, whose roles require knowledge and skills relating to reinsurance.

### AGRICULTURE INSURANCE FOR SURVEYORS

**Program ID – CPG**      **11 Apr, 2025 (CVT)**

**Program ID – CPG**      **15 Dec, 2025 (CVT)**

### Key Takeaways from the Program:

- To understand the **concepts and framework** of agriculture insurance.
- To develop insights into **crop loss assessment methodologies** and related tools.
- To learn about **best practices** in survey and claim settlement for agriculture insurance.
- To enhance skills to ensure **accuracy, fairness, and efficiency** in claim processing.

**Participant Profile:** Professionals working as Agriculture Surveyors and those desirous of joining the profession. Professionals working in Insurance companies, Agriculture departments, Brokers, service providers and Students of Agriculture interested in building expertise in crop loss assessment and agriculture claims handling may join.

### BANCASSURANCE IN GENERAL INSURANCE

**Program ID – CPG**      **15 Apr, 2025 (CVT)**

**Key Takeaways from the Program:** The program is designed to empower participants to understand:

- Bancassurance ecosystem and its impact on general insurance.
- The leadership role of a Bancassurance Manager today.
- Strategies for **enhancing customer engagement** and improving service delivery.
- Identify challenges and opportunities in the bancassurance channel.

**Participant Profile:** Marketing Executives in Insurance Companies who are responsible for development of Bancassurance Business and/or managing Specified Persons in Banks/ Corporate agencies.

#### INDUSTRIAL RISKS: PRE-UNDERWRITING INSPECTION/ SURVEY - METHODS & REPORT WRITING

**Program ID – CPG**      **16 - 17 Apr, 2025 (CT)**

**Program ID – CPG**      **21 - 22 Jan, 2026 (CT)**

**Key Takeaways from the Program:** This program would provide the following:

- Appreciating the importance of Risk Inspection
- Providing knowledge about risk evaluation, risk improvement, risk control measures
- Understanding Probable Maximum Loss (PML) and related aspects
- Practical Report writing

**Participant Profile:** The program is designed for Risk Engineers, Underwriters, and Officials dealing with Property Insurance, and middle level executives from Insurance Companies, as well as Brokers, Surveyors, Investigators and other intermediaries.

#### CERTIFIED INSURANCE ANTI FRAUD PROFESSIONAL (CIAFP)

**Program ID – CPC**      **21 - 23 Apr, 2025 (CVT)**

**Program ID – CPC**      **24 - 26 Nov, 2025 (CVT)**

**Key Takeaways from the Program:** The Program aims to make the participants understand the following:

- Impact of Insurance Fraud on the industry
- Importance of Special Investigation Units (SIUs) and Fraud Investigations

- Understanding Insurance Fraud in Life, Health, Property, Motor and other contexts
- Importance of Forensic Science in Fraud Investigations
- Regulatory aspects and emerging challenges in Fraud fighting
- Health Frauds: Understanding concerns of Hospitals, Service Providers & Intermediaries
- Understanding Third Party Investigations in different insurance verticals

**Participant Profile:** (Eligibility of Candidates): This training is open only for Members of Insurance Institute of India having minimum Licentiate qualification who have already registered for III's Certified Insurance Anti-Fraud Professional (CIAFP) course.

#### CHALLENGES IN FIGHTING FRAUD - MOTOR OD INSURANCE

**Program ID – CPG**      **21 - 22 Apr, 2025 (CT)**

**Key Takeaways from the Program:**

- To appreciate the multifaceted challenges of fraud detection in Motor OD insurance.
- To provide the knowledge, skills and techniques needed to identify, prevent and combat Motor OD insurance fraud.
- To enhance the skills for fraud detection and investigation by using technology.

**Participant Profile:** Professionals working with insurance companies and brokers handling underwriting, risk management, claim processing, claim investigation, data analytics, and other areas related to insurance fraud.

The program can be attended by Insurance Surveyors, investigators, legal professionals and others interested in fraud fighting.

## INSURANCE REGULATORY DRAWING BOARD - A COMPREHENSIVE PROGRAM FOR INSURANCE REGULATORS

**Program ID – IPC                      21 - 26 Apr, 2025 (CT)**

**Key Takeaways from the Program:** COI-RDB is designed with the following takeaways for senior officials.

- Appreciate the nation building role of the insurance industry and the role of International Association of Insurance Supervisors (IAIS)
- Learn the logic behind insurance regulations
- Create regulatory ecosystems for a country
- Understand international regulatory practices and the concerns in corporate governance.
- Appreciate salient features of different lines of insurance, such as Life, Health, Marine, Property, Motor, Rural, Micro, Liability, Pension and Reinsurance.
- Understand the challenges in developing the market, protecting policyholders, regulating multiple entities and their operations
- Identify areas where market failures can happen and formulate preventive/ corrective action
- Evolve a regulatory vision/ implementation plan at a country level.

**Participant Profile:** This 6-day program is essentially designed for senior/ middle level officials of Insurance Regulators and Insurance Companies involved in regulations, compliance and similar roles. Senior officials exposed to governmental functions of policy-making, nation-building and development as well as Directors/ Senior Managers of insurance companies, teachers of insurance, compliance officials can join. Domain experts will deliberate on the topics in the context of the IAIS Core Principles and on how regulatory theory is actually applied on the field taking examples from the Indian Regulator

and other jurisdictions so that participants can understand how the theory is actually applied on the field.

## ENGINEERING PROJECT CLAIMS - DAMS, TUNNELS, BRIDGES AND PIPELINES

**Program ID – CPC                      23 - 24 Apr, 2025 (CT)**

**Key Takeaways from the Program:**

- Role of Risk Assessment and Risk Management in large projects at the Proposal Stage
- Types of Risks in construction of Bridges, Dams, Tunnels, Pipelines
- Best practices to be adopted in the effective handling of Project Claims
- Case studies on Dam/ Road/ Pipeline/ Bridge construction claims

**Participant Profile:** The program is specifically designed for insurance company executives dealing with underwriting and claims functions. Executives from large and small construction firms, Insurance brokers, and loss adjustors may also attend.

## PROPERTY INSURANCE - UNDERWRITING AND CLAIMS

**Program ID – CPG                      24 - 25 Apr, 2025 (CT)**

**Key Takeaways from the Program:** This two-day program seeks to equip the participants with the knowledge and tools necessary to navigate the complexities of Fire/ Property Insurance. The program is designed to empower participants in the following areas:

- Understanding the processes involved in managing risk in multiple industries
- Appreciating the roles and functions of underwriters, risk engineers and loss assessors

- Enhancing the understanding of different types of insurance policies under the Fire Line of business
- Deliberating on the nuances of Business Interruption Insurance

Familiarization with the concepts of 'All Risk' insurance and the working of Industrial All Risks (IAR) and Mega Risk Insurance Packages

**Participant Profile:** Junior and Middle Level Executives in Insurance Companies, Brokers, Agents including Corporate Agents, IMFs, Banks dealing in Marketing Fire/ Property Lines of Insurances, Underwriters, Risk Engineers and other Risk Management Professionals, Claims Adjusters, Claims Processors, Legal Professionals and Compliance Officers.

#### CATASTROPHIC CHALLENGES FOR INSURANCE INDUSTRY

**Program ID – CPC      28 - 29 Apr, 2025 (CT)**

**Key Takeaways from the Program:** The program is designed to provide insights to the participants in the following areas:

- To understand the catastrophic challenges in the Asia and in India particular
- How to assess the magnitude of losses created by catastrophic disaster
- How to manage the challenges emerged from climate change to insurance industry
- Aligning themselves with corporate goals of insurance companies and mitigation of risks
- Integrate modern technology for assessment of losses arising from natural disasters
- To learn the use of decision rules for insurance and reinsurance
- How to use catastrophic model for estimating future damage and deciding premiums.

**Participant Profile:** Practitioners in insurance and actuary areas, working in the technical, finance, and claims departments of insurance industries, and who are looking at developing effective managerial skills.

#### HEALTH INSURANCE - NEW TRENDS

**Program ID – CPG      29 Apr, 2025 (CVT)**

**Key Takeaways from the Program:** The health insurance sector is undergoing a transformation driven by technological evolution, shifting consumer expectations, and changes in the regulatory framework. Professionals operating in this dynamic environment must stay ahead of these changes and proactively address customer needs.

This training program aims to provide participants with insights into emerging trends in the health insurance industry and equip them with the knowledge to navigate the evolving ecosystem effectively, ensuring the sector's sustainability.

- Gain an appreciation of the new technologies influencing the health insurance market.
- Understand the innovative approaches to customer service delivery.
- Explore regulatory initiatives and their impact on the sector.
- Grasp the key highlights of the Master Circular on Health Insurance.

**Participant Profile:**

- Executives from Health, General, and Life Insurance Companies.
- Professionals from Brokers, Insurance Marketing Firms (IMFs), Hospitals, and Third-Party Administrators (TPAs).



### CROP INSURANCE: FOCUS- PM FASAL BIMA YOJANA

Program ID – CPG      06 - 07 May, 2025 (CT)

Program ID – CPG      12 Nov, 2025 (CVT-6hrs)

#### Key Takeaways from the Program:

- To familiarize participants with the history and evolution of crop insurance in India and Risk associated with agriculture activities.
- To provide an in-depth overview of the PMFBY and its operational modalities.
- Special Features of Revamped Pradhan Mantri Fasal Bima Yojna.
- To discuss the challenges in loss assessment and claim settlements under crop insurance schemes.
- To elucidate the roles and responsibilities of stakeholders in various risk-sharing models.
- To highlight the need for digitalization and technological advancements in crop loss assessment processes.

**Participant Profile:** The program is designed for professionals from insurance companies, government agencies, agricultural extension officers, academicians, and other stakeholders involved in the implementation and administration of crop insurance schemes.

### COMPLIANCE GOVERNANCE AND RISK MANAGEMENT (IRCC)

Program ID – CPC      07 - 09 May, 2025 (CVT)

Program ID – CPC      17 - 19 Dec, 2025 (CVT)

**Key Takeaways from the Program:** The Course covers diverse matters relating to Risk Management, Governance and Compliance in the Insurance industry. This would include:

- Understanding the conceptual framework of insurance regulation

- Becoming aware of the international regulatory scenario
- Knowing statutory provisions contained in various legislations applicable in the country
- Understanding some specific regulations drawn by the Insurance regulator,
- Appreciating the importance of proper market conduct and
- Learning the importance of the compliances required in the insurance sector.

#### Participant Profile:

- Associate/ Fellow Members of Institute of Company Secretaries of India and
- Associate/ Fellow Members of Insurance Institute of India

**This classroom training is open only for those who have already registered for the “Compliance Governance and Risk Management in Insurance” [Popularly known as Insurance Regulatory Compliance Course (IRCC)].**

### RISK INSPECTION & MANAGEMENT FOR RISK ENGINEERS

Program ID – CPG      07 - 08 May, 2025 (CVT)

Program ID – CPG      10 - 11 Sep, 2025 (CVT)

**Key Takeaways from the Program:** The program is design to empower the participants in the following areas:

- Understanding different industries and risk exposures involved
- Understanding the importance of safety measures
- Appreciating the need of hazard studies
- Appreciating the importance of conducting effective risk inspections

- Appreciating the importance of writing comprehensive risk inspection reports

**Participant Profile:** Junior and middle level officers dealing with fire/property lines of insurance from insurance companies, brokers, corporate agents, surveyors and corporate customers of the insurance industry.

### FIRE INSURANCE - STANDARD PRODUCTS

**Program ID – CPG**      **08 - 09 May, 2025 (CT)**

**Key Takeaways from the Program:** The program is designed for Fire/Property insurance professionals for making them clear about the fundamentals of property insurance. The participants would be able to:

- Understand the fundamentals of Standard Products in Fire/Property insurance
- Understand some important coverages and add-on covers
- Appreciate of the basics of Business Interruption insurance
- Appreciate the challenges in handling claims in the Fire/Property portfolio.

**Participant Profile:** Junior and middle level officers dealing with Fire/Property lines of insurance working in insurance companies, broking, corporate agencies, insurance surveying and related areas. Corporate customers of the insurance industry are also welcome to attend.

### RISK BASED CAPITAL

**Program ID – CPC**      **13 May, 2025 (CVT)**

**Program ID – CPC**      **13 Aug, 2025 (CVT)**

### Key Takeaways from the Program:

- Overview of RBC Framework
- Importance of RBC in ensuring financial stability
- Components of RBC Framework (Risk categories, Ratios)
- Case studies : RBC Applications in Insurance Companies
- Challenges and limitations of RBC Framework

**Participant Profile:** The Program is mainly designed for Senior and middle level insurance executives interested in understanding the RBC Framework and its implications, Finance and accounting professionals, Risk managers in ERM or related departments responsible for overseeing the financial stability of insurance companies. It may also be useful for insurance professionals seeking to update their knowledge and skills in various aspects of life insurance business.

### ENGINEERING INSURANCE - OPERATIONAL POLICIES UNDERWRITING AND CLAIMS

**Program ID – CPG**      **19 - 20 May, 2025 (CT)**

**Program ID – CPG**      **05 - 06 Jan, 2026 (CT)**

**Key Takeaways from the Program:** The program is designed to empower the participants in the following areas:

- Understanding various types of Operational Policies like MB, BPV & EEI
- Understanding the Coverages, Exclusions and Clauses of Operational Policies
- Appreciating the challenges in handling MB, BPV & EEI Claims

**Participant Profile:** The Program is designed for Officers in Insurance companies in the Junior/ Middle management level from underwriting

and claims departments. Engineers, Brokers, and Loss Adjustors who are working or wish to work in Property and Engineering lines of business may also attend.

### HEALTH INSURANCE : MEDICAL MANAGEMENT AND FRAUD CONTROL

**Program ID – CPG**      **22 - 23 May, 2025 (CT)**

**Program ID – CPG**      **03 - 04 Nov, 2025 (CT)**

**Key Takeaways from the Program:** The program is designed to equip participants in the following areas:

- Understanding Importance of Medical Management and its relevance in Health Insurance
- Importance of Wellness Initiatives and Appropriateness of Health Care
- Understanding about different types of Health Insurance Frauds
- Health Claims Analytics and Modern Trends on Medical Fraud Control
- Challenges in Claims - Insurers Perspectives on Controlling Fraud
- Learning how Health Insurance Frauds can be controlled.

**Participant Profile:** This 2-day classroom program is designed for participants at all levels from the Insurance Companies/ Brokers/ TPAs/ others professionally interested in the topic.

### MISCELLANEOUS INSURANCE MANAGEMENT

**Program ID – CPG**      **26 - 28 May, 2025 (CT)**

**Program ID – CPG**      **26 - 28 Jan, 2026 (CT)**

**Key Takeaways from the Program:** The program aims to equip participants with the following:

- Awareness of different types of products in Miscellaneous insurance,
- Understanding various traditional and emerging Miscellaneous insurance products
- Awareness of current trends and innovations, future prospects of growth, etc.
- Appreciating concerns in evaluating risk and underwriting Miscellaneous class of business
- Understanding Challenges in claims management,
- Understanding Packages and specialized insurance

**Participant Profile:** Officials handling Miscellaneous Insurance (Underwriting and Claims) in General Insurance Companies, Brokers, Corporate Agents, Banks and Insurance Marketing Firms.

### PROGRAM ON AML, KYC AND CFT REQUIREMENTS

**Program ID – CPC**      **27 May, 2025 (CVT)**

**Program ID – CPC**      **17 Sep, 2025 (CVT)**

**Program ID – CPC**      **21 Jan, 2026 (CVT)**

**Key Takeaways from the Program:** The Program aims to provide comprehensive understanding to the participants on the following

- PMLA Act provisions
- The latest Anti-Money Laundering Master Guidelines issued by IRDAI

- Further Circulars on the subject
- KYC Norms
- Provisions relating to Counter Financing Terrorism
- What are the noteworthy changes in the latest guidelines
- Systems and Processes for effective compliance with AML/CFT requirements

**Participant Profile:** Junior and Middle management executives in Insurance companies and Principle Compliance Officers and the executives responsible for compliance of AML in Life/ General Insurance Companies, Corporate Agents, Brokers and other Intermediaries.

#### RECENT DYNAMICS OF ARBITRATION CLAUSES APPLICABLE TO INSURANCE INDUSTRY

**Program ID – CPC      04 Jun, 2025 (CVT)**

#### Key Takeaways from the Program:

- Overview of The Indian Arbitration and Conciliation Act, 1996 in brief.
- Applicability of specific provisions of The Indian Arbitration act to Insurance policies.
- To discuss the cases of insurance claim in which arbitration act provisions were used.
- To focus on recent new provisions and guidelines brought out by the IRDAI applicable to insurance industry and its legal repercussions.
- Applicability of Arbitration provisions to existing and new insurance policies.

In this context, the College of Insurance has designed this webinar to provide a strong understanding of recent changes made by IRDAI in Arbitration clauses applicable to Insurance industry.

**Participant Profile:** Training would be beneficial to insurers, underwriters, and others who are involved in officer, research and managerial roles. Officers and person concerned of the research and legal department, bank personnel, corporate lawyers, students of law and anyone who is interested.

#### BASICS OF AVIATION INSURANCE

**Program ID – CPG      05 - 06 Jun, 2025 (CT)**

**Key Takeaways from the Program:** The program aims at providing the participants:

- A broad awareness about the Aviation industry and the insurance market
- A basic knowledge about modern aircrafts and the airports
- The Risks associated with Aviation operations
- Various types of Insurance covers for Aircrafts including liabilities
- Underwriting and Rating considerations
- Claims Management
- Aviation Re-insurance

#### Participant Profile:

- The Program is designed for Executives from Insurance Companies, Intermediaries, Aviation Companies, and the Owners of Individual Aircrafts.
- Certificates shall be earned by the participants on successful completion of the program.

## WORKSHOP ON SOFT SKILLS FOR JUNIOR AND MID-LEVEL OPERATIONS EXECUTIVES

**Program ID – CPC**      **10-11 Jun, 2025 (CT)**

**Program ID – CPC**      **16-17 Feb, 2026 (CT)**

**Key Takeaways from the Program:** The participants of the Program would get experience, insights and tools to understand and practice the following

- Communication Skills
- Customer Service and Relationship Management
- Teamwork and Collaboration
- Time Management and Productivity
- Emotional Intelligence
- Professionalism and Workplace Etiquette
- Basic Selling Skills
- Adaptability to Change
- Stress Management
- Presentation Skills

**Participant Profile:** Junior to Mid-level Executives from Sales, marketing, operations of Life, General and Health and Re-Insurance companies and executives from Corporate Agents, Banks as well as Brokers.

## LIABILITY INSURANCE: FOCUS CASUALTY LINES

**Program ID – CPG**      **11-12 Jun, 2025 (CT)**

**Program ID – CPG**      **11-12 Dec, 2025 (CVT)**

**Key Takeaways from the Program:** This program is designed keeping in mind the trends of times and is designed to empower the participants in following areas:

- Understanding the theoretical framework of Liability insurance
- Develop critical appreciation of concepts related to Public Liability, Product Liability and Commercial General Liability (CGL) etc.
- Comprehend factors critical to making underwriting decisions
- Understanding policy wordings, clauses and other nuances in Liability insurance policies
- Develop better insights into handling Liability claims

**Participant Profile:** The Program is designed for serious minded practitioners who have interest in Liability Insurance. People working in Junior/ Middle management level from marketing, underwriting and claims departments in Insurance companies, Brokers, and buyers of insurance may attend.

## HEALTH INSURANCE - FOCUS HOSPITAL MANAGEMENT

**Program ID – CPG**      **16-17 Jun, 2025 (CT)**

**Key Takeaways from the Program:** The program is designed to equip participants in the following areas:

- Understand the Role of Health Insurance in Hospital Management
- Enhance Claims Processing Efficiency
- Explore Patient-Centric Approaches
- Address Emerging Challenges and Innovations
- Understand Regulatory and Compliance Frameworks
- Optimum utilisation of resources to strengthen Coordination between Stake holders



**Participant Profile:** This 2-day classroom program is designed for participants of Hospital Administrators and Managers, Health Insurance Professionals, Claims Management Professionals, Medical Practitioners with Administrative Roles, official at all levels from the Insurance Companies/ Brokers/ TPAs/ others professionally interested in the topic.

### REINSURANCE MANAGEMENT PROGRAM - INTERNATIONAL

**Program ID – IPC                      16-21 Jun, 2025 (CT)**

**Key Takeaways from the Program:** The program is designed to provide a reasonable appreciation of reinsurance from a management perspective, including:

- Theoretical and practical aspects of Reinsurance,
- Reinsurance markets and pools
- Regulations in insurance/ reinsurance, and financial security aspects
- Importance of clauses and documentation
- Considerations in Controlling accumulations, NatCat exposures and fixing retentions
- Designing a reinsurance program
- Concerns in accepting Inward Reinsurance
- Placement of reinsurance in multiple markets, and roles of reinsurance brokers
- Appreciation of ART in risk management decision making process,
- Importance of quantitative techniques and significance of PML in reinsurance
- Appreciation of Modelling In Reinsurance
- Reinsurance Accounting – methods and procedures

- Details of claims procedures,
- Concerns in specialized lines - Aviation, Satellite, Marine Hull, Property, Engineering, Energy, Liability risks, etc.

**Participant Profile:** This program is specially designed to provide international participants an in-depth learning of reinsurance. The focus is on insurance/ reinsurance executives in the senior/ middle management levels who require specific knowledge and skills on multiple aspects of the reinsurance business, including processes and management of specialized classes or reinsurance business.

### MOTOR INSURANCE - FOCUS: ELECTRIC VEHICLES

**Program ID – CPG                      23 Jun, 2025 (CVT)**

**Key Takeaways from the Program:** The program is designed to provide insights to the participants in the following areas:

- To appreciate the roles and functions of electrical vehicles in Motor Insurance segment
- Familiarize themselves with electrical vehicle landscape
- Understanding the anatomy of Electric Vehicles
- Evaluating how Electric Vehicles will change the Motor Insurance landscape
- Appreciating the newer challenges which will emerge while servicing this segment.

**Participant Profile:** Practitioners in Motor Insurance and related areas, working in the Marketing and Technical (both underwriting and claims), Auditors departments of Non-Life Insurance companies.

## ENERGY INSURANCE - UNDERWRITING & CLAIMS

**Program ID – CPG**      **24-25 Jun, 2025 (CT)**

**Key Takeaways from the Program:** The Program is of two days duration. It aims at helping the participants to gain and improve their knowledge with practical orientations on:

- Oil & Energy – Upstream, Midstream Downstream operations, Coverages and Claims
- The Construction Policy
- The Operations Policy
- The types of Claims

**Participant Profile:** The Program of two-days is designed for Junior/ Middle/ Senior level executives from insurance companies, Brokers, Surveyors and Customers who are practicing or intend to practice Energy Insurance.

## BASICS OF HEALTH INSURANCE AND PREVENTIVE CARE

**Program ID – CPG**      **02 Jul, 2025 (CVT)**

**Key Takeaways from the Program:**

- Appreciate the environment in which health insurers are operating today
- Exploring Preventive Care, policy Features and Coverage
- Industry Efforts in Wellness and Preventive Healthcare
- Initiatives by Insurance Regulator to Promote Health Insurance

**Participant Profile:** The Program is designed for executives working in health departments of Insurance Companies, Brokers, TPAs and those who are interested to work in areas related to Health Insurance.

## LIABILITY INSURANCE : FOCUS CYBER & CRIME

**Program ID – CPG**      **02-03 Jul, 2025 (CT)**

**Program ID – CPG**      **08-09 Oct, 2025 (CT)**

**Key Takeaways from the Program:** The program is designed to enable participants to:

- Understand the magnitude of Cyber risk
- Become aware about various kinds of Cyber attacks
- Understand the basics of Cyber security framework
- Develop critical understanding of Cyber insurance policy and clauses
- Realign themselves with the technical and risk management aspects of Cyber liability
- Understand the challenges in pricing Cyber risks
- Appreciate the challenges in claims servicing
- Evaluate the legal aspects of Cyber crime

**Participant Profile:** The program is designed for practitioners in insurance, information technology and related areas. It is also for people working in the marketing and technical departments of various insurance and broking companies and in related areas. Hence, participants are expected to have around 2 years' exposure in the insurance industry or in information technology areas.

### WORKSHOP ON SYNERGY IN ACTION: MASTERING TEAM DYNAMICS AND BUILDING STRONG INTERPERSONAL CONNECTIONS

**Program ID – CPC      02-03 Jul, 2025 (CT)**

**Key Takeaways from the Program:** Participants of the Workshop would understand and appreciate:

- The long-term priorities of the organization and the need of people to achieve in life
- Concepts of promoting healthy relationships and giving employees a sense of belonging, leading to their motivation and improved performance of the organization
- The importance of building strong interpersonal relationships as a core strategic management practice
- The dynamics of teamwork and the challenges of making people work together
- The Lessons from Case studies of strategies adopted by organizations to build teams

**Participant Profile:** The course is designed for Middle level executives 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 HR from Industry and the academia and the in-house faculty.

### CHALLENGES IN FIGHTING FRAUD - MOTOR THIRD PARTY INSURANCE

**Program ID – CPG      08-09 Jul, 2025 (CT)**

**Key Takeaways from the Program:** The program aims to empower participants with knowledge and practical skills related to:

- Various types of fraud in Motor TP Insurance
- Integration of technology and data analytics in enhancing fraud prevention measures

- Practical skills and techniques for fraud detection, investigation and prevention
- Provisions of the Motor Vehicle Act relevant to TP Insurance
- Identifying defense mechanisms for fighting Court cases, and situations to go for appeals
- Legal aspects of fraud detection and landmark judgments
- Preparation of written statements and their importance during investigations
- Handling cases in Lok Adalat and other compromise modes

**Participant Profile:** The Program is designed for executives working in Insurance Companies, Brokers and Corporate Agents. Surveyors, Investigators, Advocates and those who are interested in understanding the challenges in fighting Motor TP Fraud cases are welcome to attend.

### MARINE CARGO CLAIMS AND FRAUD MANAGEMENT

**Program ID – CPG      10-11 Jul, 2025 (CT)**

**Key Takeaways from the Program:** The program is designed to enable participants to:

- Reconnect with the theoretical framework of marine insurance and important clauses in the context of claims.
- Learn how various losses occur in different types of cargoes
- Appreciate the role of technology in Marine insurance claims and fraud fighting
- Discuss case studies and claims settlements issues

**Participant Profile:** This program of 2 days is designed for all levels of executives from Insurance companies, brokers, surveyors, shipping lines, logistics firms, investigators as well as buyers of Marine Cargo policies.

### CHALLENGES IN MISCELLANEOUS INSURANCES

**Program ID – CPG**      **15 Jul, 2025 (CVT)**

**Program ID – CPG**      **25 Nov, 2025 (CVT)**

**Key Takeaways from the Program:** The programme aims to equip participants with knowledge of:

- Understanding and analysing some of the popular Miscellaneous products
- Current trends and innovations in the Indian market
- Challenges in Underwriting some of the popular Miscellaneous products
- Concerns in handling Miscellaneous Insurance Claims
- Package products / Special Contingency products and All Risk products
- Future perspectives in Miscellaneous Insurance

**Participant Profile:** Officials handling Miscellaneous Insurance (Marketing, Underwriting and Claims) in Offices of Public and Private Sector General Insurance Companies, Brokers, Corporate Agents, Banks and Insurance Marketing Firms are welcome to attend.

### ENTERPRISE RISK MANAGEMENT (ERM)

**Program ID – CPC**      **21-22 Jul, 2025 (CT)**

**Program ID – CPC**      **11-12 Sep, 2025 (CVT)**

**Key Takeaways from the Program:** The program is design to empower participants in the following areas:

- Basic concepts and practices of Enterprise Risk Management (ERM)

- Importance of Risk assessment, Risk reporting
- Regulatory and Compliance risks faced by Insurance Companies
- RBC Framework
- Sec 45 and Claims Risks in Life Insurance
- Risks pertaining to New Business Underwriting & AML
- Investment Risks

**Participant Profile:** Risk Managers, Risk Analysts and others handling risk assessment/ risk management functions in the Insurance Industry, and those who would like to be exposed to such functions may join.

### ENGINEERING INSURANCE : FOCUS PROJECT POLICIES UNDERWRITING AND CLAIMS

**Program ID – CPG**      **23-24 Jul, 2025 (CT)**

**Program ID – CPG**      **14-15 Oct, 2025 (CT)**

**Key Takeaways from the Program:** The program is design to empower the participants in the following areas:

- Revisiting the basics of Project Insurance policies such as EAR / CAR
- Understanding the coverages and terms offered under Project policies
- Understanding the concept of Business Interruption in Project Insurances
- Understanding the role of Risk Management in Project Management
- Appreciating the issues and challenges in claims processing with case studies

**Participant Profile:** This Program is designed for people working in insurance companies, Project Financiers as well as consultants, Brokers involved in Project Management.

### FIRE INSURANCE UNDERWRITING

**Program ID – CPG**      **24-25 Jul, 2025 (CT)**

**Key Takeaways from the Program:** The program is intended to firm up the basics of Fire insurance professionals, make them comfortable in underwriting and claims settlement.

- Understanding of Fire underwriting of diverse types.
- Understanding the Standard Fire Insurance products
- Pre-acceptance risk evaluation
- Implications of various terms and wordings on claims settlement

**Participant Profile:** Junior and middle level officers dealing with fire/ property lines of insurance from insurance companies, brokers, corporate agents, surveyors and corporate customers of the insurance industry

### EXCELLENCE IN INSURANCE TECHNICAL - NON LIFE - INTERNATIONAL

**Program ID – IPG**      **28 Jul - 09 Aug 2025 (CT)**

**Program ID – IPG**      **12 - 24 Jan 2026 (CT)**

**Key Takeaways from the Program:** *‘Technical Excellence in Non-Life Insurance’* is designed to provide a good understanding of the following:

- Risk management and insurance,
- Concerns in Product Development and Pricing,
- Challenges in Underwriting

- Insurance Marketing and Customer Relationship
- Concerns in Claims settlement,
- Insurance Fraud,
- Basics of Reinsurance,
- Practices in the Non-Life insurance industry.
- Different generic General Insurance products such as Property (Fire, Projects, Machinery Breakdown, Boilers and Pressure Vessels, Electronic equipment), Liability (General, Financial and Cyber), Marine Cargo, Marine Hull, Aviation, Motor/ Casualty, Health, Crop, Cattle, Micro insurance, Reinsurance etc.

**Participant Profile:** *‘Technical Excellence in Non-Life Insurance’* is designed to familiarize senior and middle level executives in Insurance Companies and Regulatory bodies in the technical aspects of Non-Life insurance.

### LEADERSHIP REIMAGINED: ELEVATING MANAGERIAL EXCELLENCE IN INSURANCE

**Program ID – CPC**      **29-30 Jul, 2025 (CT)**

**Key Takeaways from the Program:** The program is designed to provide deeper understanding and insights to the participants in the following areas:

- A comprehensive understanding of modern managerial trends and leadership principles.
- Practical tools to enhance team motivation, communication, and performance.
- Strategies to navigate generational differences and foster a culture of collaboration.



## Insurance Institute of India

- Insights to lead with confidence, adaptability, and a forward-thinking mindset.

This workshop will serve as a transformational journey for managers to not only meet but exceed the demands of their roles, inspiring trust and driving success within their teams and organizations.

**Participant Profile:** Junior to Middle level Executives in insurance entities, working in the marketing, technical, and Human resources departments, newly promoted Team Leaders.

### HEALTH INSURANCE : FOCUS TPA EXECUTIVES

**Program ID – CPG**      **04 Aug, 2025 (CVT)**

#### **Key Takeaways from the Program:**

- Enhance Knowledge of Regulatory Frameworks
- Understand Claims Settlement Constraints
- Explore Stakeholder Dynamics
- Promote Best Practices in TPA Operations
- Discuss the Way Forward for TPAs

**Participant Profile:** The Programme is designed for executives working in TPAs

### IND-AS / IFRS-17 AND ACCOUNTING STANDARDS FOR NON LIFE INSURANCE

**Program ID – CPG**      **04-05 Aug, 2025 (CT)**

**Key Takeaways from the Program:** Keeping in view we have designed a Virtual Program on Ind AS vis-à-vis Indian Accounting Standards, to interact the origin of Ind AS, details of various constituents of it, their relevance in Insurance Industry, implementation in Insurance

Industry. It is our endeavor to discuss their comparison with the Accounting Standards.

- Ind AS: How they have emerged from IFRS
- Constituents of Ind AS and transition
- Significance of the standards in Financial Reporting
- Advantages of IND AS
- Ind AS Vs. Accounting Standards
- Ind AS and its implementation

**Participant Profile:** Executives and officials working in Insurance Companies and other financial institutions and those who are interested to enrich their knowledge regarding transition into Ind AS regime in Financial Reporting.

### CYBER SECURITY AND CYBER HYGIENE FOR INSURANCE INDUSTRY

**Program ID – CPC**      **05 Aug, 2025 (CVT)**

**Key Takeaways from the Program:** The program is designed to empower participants in the following areas:

- Understanding the significance of Cyber threats and related challenges
- Awareness of various kinds of Cyber attacks
- Appreciating the roles of various parties in Cyber Hygiene
- Understanding the basics of Cyber security framework
- Understanding the basics of Cyber insurance policy

**Participant Profile:** The Program is designed for executives of Life & General Insurance companies/ Intermediaries who are exposure to data, technology and/ or have an interest in Cyber Security.

**FORENSIC SCIENCE IN INSURANCE INVESTIGATIONS****Program ID – CPC**      **08 Aug, 2025 (CVT)****Program ID – CPC**      **19 Feb, 2026 (CVT)**

**Key Takeaways from the Program:** The one day virtual training program will enable the participants to understand and appreciate the following

- Role of Forensic science in Insurance Investigations
- How Investigators can use the Forensic Science to arrive at meaningful conclusions
- Use of Forensics in solving Cyber-crimes
- Use of technology and Social Media in Insurance Investigations

Qualified and Experienced Professionals will impart the training with the help of Lectures, Presentations, Case studies and interaction.

**Participant Profile:** The course will be very useful for Employees in Fraud Cells of the Insurance Companies (Life, General and Health), New and experienced Investigators engaged by Companies, Fresh Law Graduates, Ex- Servicemen, Retired Police Officers and Surveyors as also anyone who has passed minimum XII Standard and has a flair for investigation.

**COMPREHENSIVE FINANCIAL PLANNING : FOCUS INSURANCE PLANNING****Program ID – CPC**      **14 Aug, 2025 (CVT)****Program ID – CPC**      **06 Nov, 2025 (CVT)**

**Key Takeaways from the Program:** The participants of the program will gain knowledge and insight into the following

- Life cycle needs and personal financial goals

- Personal Risks like early death, disability, morbidity, etc.,
- Risk management and risk management tools.
- Time value of money
- Risks associated with Financial Instruments
- How to make your Personal Financial Planning path risk proof
- Insurance products and Pension Products
- Comprehensive Planning and Monitoring
- Retirement planning

**Participant Profile:** Executives working for Insurance Companies, Brokers, Corporate Agents, Specified Persons, Insurance advisors and persons who are interested in financial planning.

**CROP INSURANCE : FOCUS PARAMETRIC PRODUCTS****Program ID – CPG**      **18 Aug, 2025 (CVT)****Key Takeaways from the Program:**

- Understand Key Concepts of Parametric Insurance.
- Data Requirements and Technology in Parametric Insurance.
- Challenges and Opportunities in Adoption.
- Emerging Trends in Parametric Insurance.
- Exploring Opportunities for Customization of Parametric Products

**Participant Profile:** Professionals working with **insurance companies, agriculture departments, and third-party service providers.** Individuals interested in building expertise in crop loss assessment and **agriculture claims handling as well as** Agriculture Surveyors and the Agriculture Students desirous of joining the profession may join.

## COMPLIANCE MANAGEMENT FOR PRINCIPAL OFFICERS OF CORPORATE AGENTS (INCLUDING BANKS)

**Program ID – CPC**      **19 Aug, 2025 (CVT)**

**Program ID – CPC**      **03 Nov, 2025 (CVT)**

**Program ID – CPC**      **09 Feb, 2025 (CVT)**

**Key Takeaways from the Program:** The program aims to provide the participants the knowledge and understanding of the following

- Conditions of grant of registration of corporate Agents
- Open Architecture and Conflicts of Interest
- Disclosures and other Compliance requirements to IRDAI
- Arrangements with Insurers for distribution of Products
- Record Maintenance and servicing of policyholders
- Tele marketing and Digital Marketing
- Regulatory Inspection of Corporate Agents
- Recent Changes in the Regulatory Framework
- Possible Amendments to the Insurance Act, 1938

### **Participant Profile:**

- Principal Officers of the Corporate Agents including Banks working as Corporate Agents.
- Those persons who aspire to be Principal Officer (or those assisting) including experienced Specified Persons of Corporate Agents, the employees managing Corporate Agency, Bank tie-ups.
- Anyone connected with Insurance Sector and keen to learn about the subject

## PREVENTION OF SEXUAL HARASSMENT OF WOMEN (POSH)

**Program ID – CPC**      **21 Aug, 2025 (CVT)**

**Key Takeaways from the Program:** The purpose of the program is to create awareness amongst all the employees and to sensitize management towards gender equality as well train POSH internal committee members on how to handle the grievances.

**Participant Profile:** All employees, managers irrespective of genders and officials nominated on the POSH committee from Insurance as well as non-insurance industry – NGO, Law firms and other corporates, MSME.

## AGRICULTURE INSURANCE AND INSURTECH

**Program ID – CPG**      **25 Aug, 2025 (CVT)**

**Key Takeaways from the Program:** The program is designed to create awareness in the following areas:

- Digital Technology initiatives in India
- E Nam (National Agriculture Market) portal for trading agriculture commodities
- National Land Records Modernization Program (NLRMP) for Digitizing Land Records
- Satellite based Remote Sensing Technology
- Artificial Intelligence and Machine Learning and Mobile Applications

**Participant Profile:** Professionals working with **Insurance companies, Agriculture departments**, Brokers, and **third-party service providers**. Individuals interested in building expertise in **crop loss assessment** and **agriculture claims handling**. Agriculture

Surveyors and the Agriculture Students desirous of joining the profession.

### CUSTOMER GRIEVANCE, INSURANCE ARBITRATION, OMBUDSMAN AND CONSUMER CASES

**Program ID – CPG 08-09 Sep, 2025 (CT)**

**Program ID – CPG 22 Dec, 2025 (CVT)**

**Key Takeaways from the Program:** The program is designed to provide the following:

- Awareness about Consumer Rights
- Knowledge to handle grievances effectively
- Awareness of different types of Customer Grievances and their causes
- Understanding various dispute resolution mechanisms and the functioning of the Insurance Ombudsman system
- Understanding Alternative Dispute Resolution methods in the insurance industry and the Arbitration system

**Participant Profile:** The programme is designed for Executives from the Insurance Companies, Brokers, Corporate Agents and officials from the Legal Fraternity who would like to understand various aspects of customer dispute resolution including Arbitration, Consumer Forum and Ombudsman mechanisms.

### REGULATORY COMPLIANCE FOR INSURANCE BROKERS

**Program ID – CPC 10 Sep, 2025 (CVT)**

**Key Takeaways from the Program:** COI-RCB two days virtual training program covers the following:

- Appreciate the purpose of regulatory compliances in the insurance industry

- Overview of new regulatory framework and understanding best practices
- Identify areas where failures can happen in a Broking Company
- Create appropriate systems and processes within the company to prevent violations.
- Importance of Regulations at Entity levels - Focus: Brokers and other Distribution Channels
- Importance of Regulations at Operations level

Domain experts will discuss the above topics in the context of recent Regulations issued by the Indian Regulator and International Regulatory Principles.

**Participant Profile:** This Program is designed for Senior and Middle level executives and those involved in Regulatory Compliances in the Broking Industry and those involved in marketing, also those aspiring to take up the higher responsibilities within broking companies.

### HEALTH INSURANCE: UNDERWRITING

**Program ID – CPG 15-16 Sep, 2025 (CT)**

**Key Takeaways from the Program:**

- Appreciate health insurance products and recent trends
- An overview of regulatory environment in which health insurers are operating today
- Understand human physiology and its impact on underwriting
- Understand Risk Management methods at proposal stage
- Learn effective and judicious Underwriting for a healthy portfolio.

**Participant Profile:** The Program is designed for executives working in health departments of Insurance Companies, Brokers, TPAs and those who are interested to work in areas related to Health Insurance.

## PROPERTY INSURANCE - MANAGEMENT OF MEGA RISKS

**Program ID – CPG**      **15-16 Sep, 2025 (CT)**

**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 adjusters who have exposure to Property & Engineering insurances.

## CYBER SECURITY, RESILIENCE AND CYBER CLAIMS

**Program ID – CPC**      **16 Sep, 2025 (CVT)**

**Program ID – CPC**      **05 Feb, 2026 (CVT)**

**Key Takeaways from the Program:** The program is designed to empower participants in the following areas:

- Understanding the significance of Cyber threats and related challenges

- Awareness of various kinds of Cyber attacks
- Appreciating the roles of various parties in Cyber Resilience
- Understanding the basics of Cyber security framework
- Understanding the basics of Cyber insurance policy

**Participant Profile:** The Program is designed for executives of Life and General Insurance companies/ Intermediaries who have exposure to the insurance sector and have an interest in technology or cyber security.

## LIABILITY INSURANCE : FOCUS FINANCIAL LINES

**Program ID – CPG**      **17-18 Sep, 2025 (CT)**

**Key Takeaways from the Program:** The program is designed to empower participants in the following areas:

- Firming up of the theoretical framework of Liability insurance
- Developing a critical appreciation of the concepts related to Financial Liability lines
- Understanding the issues and challenges in Directors & Officers Liability Insurance
- Appreciate the nuances of Professional Indemnity insurances
- Learning the basics of Crime/ Fidelity insurances
- Creating awareness on a broad range of claims scenario
- Empowering insurers in making insured understand how to select the Liability policies/ coverages appropriate for their businesses

**Participant Profile:** The program is designed for serious minded practitioners who have interest in Liability Insurance. Also people working in Junior/ Middle management levels in marketing, underwriting and claims departments in Insurance companies, brokers, and insurance buyers would benefit from these programs.



## FIRE INSURANCE - MANAGEMENT (MATERIAL DAMAGE AND LOSS OF PROFITS)

**Program ID – CPG      18-19 Sep, 2025 (CT)**

**Key Takeaways from the Program:** The Program intends to provide Participants the following:

- Developing a deep understanding of fire insurance and material damage.
- Understanding the working of Loss of profits/ Business interruption covers.
- Appreciating underwriting and claims management functions better.
- Developing the ability to make informed decisions by gathering knowledge about the risk.

**Participant Profile:** Junior and middle level insurance professionals, including risk assessors, risk managers, underwriters, claim handlers, brokers, agents/ corporate agents, surveyors, legal professionals and others interested in understanding Fire/ Property insurance. Corporate customers of the insurance industry are also welcome to attend.

## CORPORATE SOCIAL RESPONSIBILITY AND GOVERNANCE FOR INSURANCE AND OTHER INDUSTRIES

**Program ID – CPC      18-19 Sep, 2025 (CT)**

**Key Takeaways from the Program:** The program is designed to provide insights to the participants in the following areas:

- To learn the importance of CSR and provisions in the Act and Rules (Companies Act 2013 and CSR Rules 2014).

- To understand and learn experience of international practice and guidelines relating to CSR.
- To know the CSR implementation process and challenges while implementing it.
- To explore the CSR activities suitable for the organisation.
- To learn how to develop CSR policy, planning of CSR policy and its monitoring and reporting in the annual reports of the company and government department.
- To understand the practice of new governance and accountability.

**Participant Profile:** Practitioners in insurance, PSUs, corporate firms, organisation and academician and related areas, working in the compliance and human resources departments, who are looking for developing CSR policy and its implementation, skill set required for building a responsible organisation.

## SOCIAL MEDIA MARKETING-TOOLS AND TECHNIQUES FOR INSURERS

**Program ID – CPC      29 Sep, 2025 (CVT)**

**Key Takeaways from the Program:** This program is designed to help the participants:

- Learn the basics of Social Media Marketing and Mass Media Marketing
- Appreciate the tools employed in Social Media Management
- Recognize the importance of Social Media Tools and their optimization
- Appreciate the issues and challenges while marketing on the Social Media Platforms

- Understand Compliance and Risk Management related considerations in Social Media Marketing

**Participant Profile:** Practitioners in insurance companies and broking, social media managers and co-ordinators, legal and compliance professionals, as well as executives interested in enhancing their knowledge of social media marketing.

#### INVESTMENT MANAGEMENT IN GENERAL INSURANCE COMPANIES

**Program ID – CPG      03 Oct, 2025 (CVT)**

##### **Key Takeaways from the Program:**

The participants of the program would gain the knowledge and insight into the following

- Insurance Investments – basic distinctions: contractual and contingent nature of insurers' liabilities and their need to manage capital value and income risks; Canons of Investment; matching and immunization and other perspectives [from actuarial literature]; efficient portfolio management in the presence of liabilities; Investment and Asset Liability Management
- Regulations relating to Investments of Insurers, Capital Markets – the norms and their implications: a comprehensive review
- Investment Options: a review of market conditions with respect to various kinds of securities like Bonds, Debentures, Equities, Money market instruments, etc.,
- Investment Management functions: Investment policy, Operations, Monitoring and Accounting
- Portfolio Management, Asset allocation, Technical Appraisal, Accounting-Valuation of Investments

**Participant Profile:** Investment managers at junior and middle level working in Investment department/other departments, who may need to know about investment operations in insurance companies.

#### CROP INSURANCE : FOCUS HORTICULTURE, FLORICULTURE, PLANTATIONS AND VEGETABLE INSURANCE

**Program ID – CPG      06-07 Oct, 2025 (CT)**

**Key Takeaways from the Program:** The sessions would cover the following areas:

- Introduction of Horticulture, Floriculture, Plantations and Vegetables Insurance.
- Understanding the concept of Indemnity in Crop insurance
- Operational modalities and Importance of terms used in Crop insurance such as Input Cost, Minimum Support Price, Market Price, Crop Cutting Experiments, Climate Change etc.
- Potential of Crop, Horticulture and Plantation Insurances
- Importance of Weather-based Insurances, Index-based Insurances and Govt. initiatives
- Approaches in Underwriting different Crop Insurance products
- Challenges in Claims Settlement of Crop Insurance – use of innovations/ technology
- Concerns in dealing with Long-term Insurances.

**Participant Profile:** This training program on Crop and Horticulture insurance has been designed for Insurance practitioners including marketing executives and back office teams dealing with the nuances of Agriculture insurance. Those working in Rural and Agriculture departments in Insurance companies, brokers and agents, product developers, practicing and aspiring Agriculture Surveyors and students of Agriculture desirous of joining the profession are also welcome to attend.

## HEALTH INSURANCE : FOCUS REGULATORY COMPLIANCE AND MASTER CIRCULAR

**Program ID – CPG      06 Oct, 2025 (CVT)**

### Key Takeaways from the Program:

- Understand the Regulatory Framework
- To familiarize participants with Compliance Requirements and Responsibilities for Insurers and Intermediaries.
- To analyse critical provisions, including those related to standardization, disclosures, grievance redressal mechanisms, and product design.
- To highlight the role of regulatory compliance in mitigating risks and enhancing customer trust in Health Insurance Products.

### Participant Profile:

- Executives from Health, General, and Life Insurance Companies.
- Professionals from Brokers, Insurance Marketing Firms (IMFs), Hospitals, and Third-Party Administrators (TPAs).

## DATA SECURITY FOR INSURANCE INDUSTRY

**Program ID – CPC      06- 07 Oct, 2025 (CT)**

**Key Takeaways from the Program:** The program is designed to provide insights to the participants in the following areas:

- To overview the draft of Personal Data Protection Bill of 2019 (PDP Bill).
- To understand role Insur-Tech companies in big data storage and security, machine learning, internet of things, cloud computing, and distributed ledger technologies.

- To give exposure to alternative data.
- To make aware about potential risk of increased data sharing, unauthorised access to and use or transfer of such information to a wide variety of regulated and unregulated entities.
- To give exposure to the insurance-customer centric privacy principle of data protections.

**Participant Profile:** Practitioners in insurance and related areas, working in the marketing, technical, information technology and data security, and finance department of insurance industry.

## BANKERS INDEMNITY : FOCUS CYBER SECURITY AND COMPUTER CRIME

**Program ID – CPG      07 Oct, 2025 (CVT)**

**Program ID – CPG      12 Jan, 2026 (CVT)**

**Key Takeaways from the Program:** The program is designed to empower participants in the following areas:

- Revisit the fundamentals of Bankers Indemnity insurance
- Appreciate risks involving Cyber and Computer Crime
- Understand the coverages available for Cyber Liability and Computer Crimes in Banking operations
- Appreciate the add-on covers available under Bankers Indemnity
- Understand the issues and challenges in claims management

**Participant Profile:** The Program is designed for executives from Insurance Companies, Banks and Insurance Intermediaries.

### MARINE CARGO INSURANCE - UNDERWRITING AND CLAIMS

**Program ID – CPG**      **09-10 Oct, 2025 (CT)**

**Program ID – CPG**      **12-13 Feb, 2026 (CT)**

**Key Takeaways from the Program:** The Program of two days aims at empowering the participants in the following aspects:

- Understanding Marine Cargo insurance in the global and Indian contexts.
- Understanding of Institute Cargo Clauses
- Understanding various Non-Institute Clauses and Commodity Clauses
- Understanding the nuances of processing Marine Cargo Claims
- Identifying fraudulent claims and preventing recurrence of fraud.

**Participant Profile:** The Program is designed for officials of Insurance Companies, Brokers, Insurance Marketing Firms, Surveyors, Insured and others dealing with the Marine Cargo portfolio.

### ENHANCING THE PRODUCTIVITY OF SPECIFIED-AUTHORIZED PERSONS OF BANKS, OTHER CORPORATE AGENTS AND BROKERS FOR CAS

**Program ID – CPC**      **13 Oct, 2025 (CVT)**

**Key Takeaways from the Program:**

- Appreciate and understand the basic insurance concepts
- Understand the basic insurance product categories
- Exposed to fundamentals of life insurance selling
- Customer need assessment and Suitable Product recommendation

- Importance of bancassurance/ Corporate agency/ brokers in Customer financial need fulfilment & importance of non-interest income

**Participant Profile :** Specified/Authorized persons of banks, corporate agents and brokers involved in Insurance marketing and Principal Officers / Corporate Insurance Executives in banks, corporate agents, brokers.

### COMPREHENSIVE PORT PACKAGE POLICIES AND OIL AND ENERGY INSURANCE

**Program ID – CPG**      **13-14 Oct, 2025 (CT)**

**Key Takeaways from the Program:** The program is designed to empower participants in

- Understanding Risk Management in the Sea Port context
- Appreciating the technicalities of underwriting Port risks and issuing Port Package Policies
- Understanding the importance of certain clauses and extensions
- Learning about multiple claims that can arise in the Port context
- Understanding risk assessment, underwriting and claims management in the context of the Oil and Gas industry.
- Appreciating Onshore and Offshore Risks (Operational/ Drilling), Offshore Construction Risks and the broad contours of the WELCAR Policy.

**Participant Profile: :** The classroom program of 2 days is designed for officials at all levels handling Port Package Policies and Oil and Energy Insurance in Insurance companies/ Brokers/ Surveyors and officials of Shipping lines/ Port Authorities/ Oil and Gas Companies in India and abroad.

**CREATING HIGH PERFORMERS IN BANCASSURANCE CHANNEL****Program ID – CPC      04 Nov, 2025 (CVT)****Program ID – CPC      08 Jan, 2026 (CVT)**

**Key Takeaways from the Program:** The participants of the Program will get the knowledge, and appreciation of the following

- The Need for Banks to sell Insurance Products-Perspectives of Banks & Customers
- Core Distinctions, Issues and challenges of Bancassurance business.
- The leadership role of a Bancassurance Manager today.
- Enhancing Productivity of Specified Personas to achieve higher performance levels.
- Creating Win-win Situation for the Banker and the Insurer
- Ensuring Regulatory Compliance

**Participant Profile:** Front-line sales and marketing executives of Life and Non-Life Insurance companies responsible for Bancassurance business targets who manage the Specified Persons from the Bank

**MOTOR INSURANCE - THIRD PARTY (TP) LIABILITY CLAIMS****Program ID – CPG      10-11 Nov, 2025 (CT)**

**Key Takeaways from the Program:** The training will providing participants with a holistic understanding of the motor insurance TP claims process which will include:

- Conceptual clarity of the Motor Claims handling role
- Legal, customer and company level perspectives/ expectations

- Practical challenges in handling Motor TP Claims and Use of Technology in establishing the liability of the insurance company and processing the claim
- Challenges related to fraud detection and improvement in claims management.

**Participant Profile:** Junior and Middle level insurance executives in the Sales, Underwriting and Claims side from insurance companies, brokers, corporate agents and individual agents.

**APPRECIATION OF INTERNATIONAL CLASSIFICATION OF DISEASES (ICD) AND HEALTH INSURANCE (CT-AICD)****Program ID – CPG      18-19 Nov, 2025 (CT)****Key Takeaways from the Program**

- Providing the participants a basic understanding of human anatomy
- Understanding diseases and disease types, basic medical interventions and diagnostics
- Revisiting the health insurance practices and basic analysis based on granular data
- Understanding of standards in the medical domain
- Appreciation of ICD Coding.

**Participant Profile:** The program is open to persons having a fair awareness of health insurance and need to know more about classification of diseases, health analysis and coding.

Participants can be from insurance companies, third party administrators, brokers and those interested in data analysis. The program is designed for those who are not exposed to medical/paramedical knowledge.



### CATTLE INSURANCE, LIVE STOCK AND PET INSURANCE AND OTHER FORMS OF RURAL INSURANCE

**Program ID – CPG**      **24-25 Nov, 2025 (CT)**

**Key Takeaways from the Program:** The two days session is designed to discuss:

- Operational modalities of Cattle and Livestock Insurance schemes
- Assessment of Claims
- Use of Technology in Cattle Insurance
- Other Rural insurances

**Participant Profile:** Executives working in Rural and Agriculture departments in Insurance companies, practicing and aspiring Agriculture Surveyors, product developers, agriculture students, brokers and agents.

### ROLE OF CONSUMER PROTECTION MACHINERY (COURT) IN INSURANCE INDUSTRY

**Program ID – CPC**      **27-28 Nov, 2025 (CT)**

**Key Takeaways from the Program:**

- Overview of The Indian Consumer Protection Act, 2019 and Consumer Protection Act of 1986.
- To make discussion on the wording in the insurance contract and its implications.
- To facilitate stakeholder consultation on insurance cases in consumer commissions.
- To narrate some case laws pertaining to insurance and financial services.

- To understand the role of insurance employees in settling the claims.
- To overview the role of Ombudsman as supporting to insurance claim settlement procedures.

**Participant Profile:** Training would be beneficial to insurers, persons in claim settlement department, underwriters, and others who are involved in officer, research and managerial roles of insurance, banks and legal department, corporate lawyers, students of law and anyone who is interested.

### FIRE INSURANCE CLAIMS

**Program ID – CPG**      **02-03 Dec, 2025 (CT)**

**Key Takeaways from the Program:** The program is designed to provide insights to the participants in the following areas:

- Acquaint themselves with claims procedures
- Understand the processes involved in business interruption claims
- Enhance the understanding of different types of Fire Insurance products
- Appreciation of approaches in claims management and claims procedures

**Participant Profile:** Junior and middle level officers dealing with Fire/ Property lines of insurance from insurance companies, brokers, corporate agents, surveyors and corporate customers of the insurance industry.

## DATA ANALYTICS AND DATA INTERPRETATION

**Program ID – CPC      03-04 Dec, 2025 (CT)**

**Key Takeaways from the Program:** This program is designed to provide insights to help participants in the following areas of work:

- Data Visualization - to become internal thinkers of the enterprise who can visualize the corporate objectives of collecting data. They would be able to identify and appreciate various convergences – ranging from the organization’s vision, operational goals, market realities, and touch-points for engaging consumers as well as marketing and service level strategies and identify the bits of data that would serve the purposes best.
- Identifying and Defining Data Elements - to realize the importance of building clean databases comprising accurate and analysable data elements.
- Conforming to Standards - to appreciate why databases need to confirm to international quality standards relating to data security, professional and regulatory protocols.
- Appreciating Technology - to appreciate the importance of analytics, strategy formulation, predictive modelling and anomaly detection algorithms, etc.

**Participant Profile:** The program is designed for serious minded insurance practitioners who are working and/ or interested in the field of data analytics.

## COMMUNICATION & PRESENTATION SKILLS FOR CONNECTING WITH MILLENNIALS AND GEN-Z CUSTOMERS

**Program ID – CPC      08-09 Dec, 2025 (CT)**

**Key Takeaways from the Program**

- Tailor their communication strategies to align with the expectations of younger generations.
- Create impactful presentations that leave a lasting impression.
- Build stronger connections with Millennials and Gen-Z, enhancing customer satisfaction and loyalty.
- Improve their confidence and professionalism in customer interactions.

**Participant Profile:** Junior to Mid-level executives working in Marketing, Sales, Customer Service and Engagement, Managing Teams and Leadership.

## TRAVEL INSURANCE AND PA CLAIMS

**Program ID – CPG      10 Dec, 2025 (CVT)**

**Key Takeaways from the Program**

- the challenges faced due to mis-selling and the Insureds’ lack of awareness of policy terms
- the challenges due to lack of clarity on what to do in claims situations while in different countries
- the concerns due to lack of clarity on procedures of claims reporting and documentation
- the importance of sensitizing the Insured of the challenges arising from non-disclosure about pre-existing diseases
- how gaps in understanding deductibles can cause complications in claims settlements

**Participant Profile:** This Program is designed for executives involved with Travel Insurance, especially those dealing with Travel Claims working in Insurance Companies, Brokers, Third Party Administrators and Travel Agents. Frequent overseas/ domestic travelers and those interested in the subject may also attend.

### COMPREHENSIVE HEALTH INSURANCE

**Program ID – CPG      15-16 Dec, 2025 (CT)**

**Key Takeaways from the Program:** The program of 2 days is designed to give better focus to health insurance professionals in some areas of vital importance.

- Comprehensive understanding of the health insurance ecosystem
- Practical knowledge of compliance and recent regulatory frameworks
- Appreciation of telehealth services, digital wellness tools, data analytics and role of AI in underwriting and claims processing
- Insights into current challenges and future trends
- Understanding the importance of mitigating fraud and abuse in Health Insurance.

**Participant Profile:** The Program is designed for executives working in health departments of Insurance companies, Brokers, TPAs and those who are interested to work in areas related to health insurance.

### REINSURANCE PROGRAM - INTERNATIONAL

**Program ID – IPC      15-20 Dec, 2025 (CT)**

**Key Takeaways from the Program:** The program is designed to provide a reasonable appreciation of reinsurance including:

- Theoretical and practical aspects of Reinsurance,
- Reinsurance markets and pools,
- Regulations in insurance/ reinsurance,

- Considerations in fixing retentions,
- Designing a reinsurance program,
- Reinsurance and financial security,
- Placement of reinsurance in multiple markets,
- Controlling accumulations and NatCat exposures,
- Appreciation of ART mechanisms
- Appreciation of Modelling in Reinsurance

**Participant Profile:** This program is designed for international participants interested in learning reinsurance as an exclusive training package of 6 days, inclusive of a day for seeing the historic city of Mumbai.

### UNDERSTANDING BOND MARKETS FOR INSURANCE INVESTMENTS

**Program ID – CPC      22-23 Dec, 2025 (CT)**

**Key Takeaways from the Program:**

- To update the conceptual knowledge and skills of the diverse participants to a desired base level in Bond and Debt Markets
- To demonstrate the linkage between concepts and application with skill-based exercises and cases
- To familiarize the participants with investment and trading strategies in bonds
- Learning Outcomes: at the end of this programme, the participants will be able to:
- To spot anomalies between intrinsic values and prices
- To read and analyse trends in yields based on macroeconomic events and utilize Bloomberg and other news feeds
- To identify opportunities to engage in contrarian trades on the sell and buy side

**Participant Profile:**

- Topics relating Bond Markets and Bond trading - Bond trading strategies.
- Sessions will be conducted in interactive mode, aided by presentation material, practical examples.

**CROP INSURANCE - NEW TECHNOLOGIES AND INSURETECH****Program ID – CPG      05 Jan, 2026 (CVT)**

**Key Takeaways from the Program:** The program is designed to create awareness in the following areas:

- Introduction to Crop Insurance and InsurTech Innovations
- Technology-Driven Risk Assessment and Monitoring
- Block chain Technology and Parametric Insurance Satellite based Remote Sensing Technology
- Digital Platforms for Farmer Engagement
- Future Trends in Crop Insurance and InsurTech

**Participant Profile:** The course is designed for Marketing executives and back office teams dealing with Agriculture Insurance in insurance and broking companies. Agriculture surveyors and students of Agriculture and Animal Husbandry desirous of joining the insurance profession are also welcome to attend.

**CLAIMS MANAGEMENT OF FIRE INSURANCE****Program ID – CPG      12-13 Jan, 2026 (CT)**

**Key Takeaways from the Program:** The program is design to provide insights the participants in the following areas:

- Acquaint themselves with claims procedures
- Understand the processes involved in business interruption claims

- Enhance the understanding of different types of Fire Insurance products
- Appreciation of approaches in claims management and claims procedures

**Participant Profile:** Junior and middle level officers dealing with Fire/ Property lines of insurance from insurance companies, brokers, corporate agents, surveyors and corporate customers of the insurance industry.

**TRADE CREDIT INSURANCE****Program ID – CPG      20 Jan, 2026 (CVT)**

**Key Takeaways from the Program:** The program on Trade Credit Insurance is designed to provide insights to the participants in the following areas:

- Provide an overview of Trade Credit Insurance and the main features of the product.
- Comprehend the working of Trade Credit Insurance
- Appreciating Legal aspects of Credit Insurance
- Appreciating claims management and claims procedures
- Deliberations on popular coverages and wordings used.

**Participant Profile:** The Program is designed for serious minded practitioners who have interest to learn Credit Insurance. People working in Junior/ Middle management level in marketing, underwriting and claims departments in General Insurance companies, Brokers, and corporates / buyers of insurance are welcome to attend.

### MANAGEMENT OF NON-RENEWABLE ENERGY INSURANCE - THERMAL POWER PLANT INSURANCE

**Program ID – CPG      03-04 Feb, 2026 (CT)**

**Key Takeaways from the Program:**

- Working of Coal based thermal power plant
- Working of Gas Based Combined Cycle Power Plant
- Major equipment and its protection systems
- Typical breakdown and loss scenarios in the power plant
- Typical insurance coverage

**Participant Profile:** The Program is designed for Executives from Insurance Companies, Brokers, IMF, Surveyors and Customers / Marketing official/Corporate agents / Field Marketing force and officials of Thermal Power Companies and others involved in the area.

### LIABILITY INSURANCE : FOCUS EVENT AND FILM

**Program ID – CPG      06 Feb, 2026 (CVT)**

**Key Takeaways from the Program:** The program is designed to empower the participants in the following areas:

- To acquaint the participants with these upcoming policies under Liability Insurance
- To update and enhance the understanding of different clauses and wordings and how it will work for Event Liability and Film Production Insurances.
- Appreciate the increasing relevance of Event Liability and Film Production Insurances.
- Be appraised of Event Liability Insurance policies available in market and the events that qualify for such insurance.

**Participant Profile:** The Program is designed for serious minded practitioners who have interest in Liability Insurance and people who want to learn about this upcoming sub branch of liability insurance. People working in Junior/ Middle management level from marketing, underwriting and claims departments in insurance companies, brokers, and insurance buyers would also benefit from the program.

### MOTOR INSURANCE - OWN DAMAGE (OD) - UNDERWRITING AND CLAIMS

**Program ID – CPG      09-11 Feb, 2026 (CT)**

**Key Takeaways from the Program:** The three-day program is designed to:

- Discuss coverage under various Motor OD insurances as well as add-on covers.
- Equip insurance professionals with the knowledge and skills to assess risks effectively.
- Update the participants on emerging trends in Motor Insurance.
- Appreciate strategies and techniques used in underwriting and claim processing.
- Enhance abilities to streamline and improve claims processing.
- Provide an understanding of the regulatory landscape related to Motor insurance.

**Participant Profile:** This program is recommended for Motor insurance professionals in insurance companies, brokers, agents, bancassurance, underwriters, risk assessors, claims adjusters, managers, product developers and others in the motor insurance sector.

## MANAGING MARINE HULL INSURANCE - UNDERWRITING & CLAIMS

**Program ID – CPG      16-17 Feb, 2026 (CT)**

**Key Takeaways from the Program:** This Program aims at empowering the participants to gain and improve their knowledge with practical orientation.

- Awareness of Marine Hull insurance including conventions and practices, types of vessels, classification societies
- Understanding of Marine Hull Clauses, coverages, underwriting and rating practices
- Understanding the nuances of Marine Hull Claims - Hull & Machinery losses caused by perils of the sea
- Appreciating Concepts of Total Loss/ Constructive Total Loss, General/ Particular Average and Liabilities

**Participant Profile:** The Program of two-days is designed for Junior/ Middle/ Senior level executives from insurance companies, Brokers, Surveyors and Customers who are practicing or interested in learning Marine Hull Insurance.



## Details of Programs – Kolkata

### MOTOR OD UNDERWRITING & CLAIMS HANNG - IN THE MACRO CHANGING SCENARIO

**Program ID – CPG**      **24-25 Apr, 2025 (CVT)**

#### Key Takeaways from the Program:

- Growing motor business leveraging technology and improving on service.
- Understanding the extant provisions of AIMT and rating pattern vis-à-vis de-tariffed regime. Add-on Covers with implications. Get new vision on product innovation.
- Provisions of Law (MV Act) in terms registration, type & validity of DL, Types of Permit, PUC etc.
- Underwriting considerations, inspections etc.
- Digital Marketing and Web Aggregation for easy sale and purchase.
- RSA, Claim procedures, Survey (In-house and external), Telematics, AI driven claim settlements, Settlement of claims arising out of catastrophic events.

**Participant Profile:** The virtual Program is designed for Executives from Insurance Companies, Brokers, Clients' Executives and Surveyors.

### IAR AND MEGA RISKS INSURANCE (LARGE RISK): MARKETING, UNDERWRITING AND CLAIMS

**Program ID – CPG**      **06-07 May, 2025 (CT)**

#### Key Takeaways from the Program:

- 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.
- Understanding the nuances of Fire, IAR and Mega risk covers, exclusions and Add-Ons.
- Handling the large and catastrophe-caused claims effectively.
- Relevance of complete de-tariffing to product designing.

**Participant Profile:** The Program is designed for Executives from Insurance Companies, Brokers, Surveyors and Customers dealing with or shall be dealing with large risk category.

### INDUSTRIAL RISK & LOSS INSPECTIONS AND SURVEY: METHODS AND REPORTING

**Program ID – CPG**      **21 May, 2025 (CVT)**

#### Key Takeaways from the Program:

- The needs and the techniques of Risk Inspection.
- The methods of doing pre-insurance risk position.
- The Scope for risk improvement.
- The Significance of PML and its stress level on the capital assets.
- The Survey and assessment of losses in the event of claims.
- The nuances of claims/survey-sequence.
- The reporting procedures.

**Participant Profile:** The Program is designed for Executives from Insurance Companies, Brokers, IMF, Surveyors and Industry representatives who deals with Insurance.

### MARINE CARGO INSURANCE MANAGEMENT: UNDERWRITING CONSIDERATIONS AND CLAIMS HANDLING PROCEDURES

**Program ID – CPG      17-18 June, 2025 (CT)**

**Key Takeaways from the Program:** The Program is of two days duration. It aims at making the participants aware of–

- An overview of Marine insurance and trends in India.
- Proper understanding of the Inland and Institute Cargo Clauses.
- Understanding various Non-Institute Clauses and Commodity Clauses.
- Policy drafting for clarity.
- Protecting and pursuing the rights of recovery
- Managing Marine Cargo Claims.
- Handling GA Claims.
- Identifying and managing fraudulent claims contributing to Loss Control.

**Participant Profile:** The Program is designed for Executives from Insurance Companies, Brokers, Surveyors, Customers and freelancers having to manage the Marine Cargo portfolio effectively.

### HANDLING THE CHALLENGES OF CATASTROPHE CLAIMS

**Program ID – CPG      23 June, 2025 (CVT)**

**Key Takeaways from the Program:**

- Creation of mind-set for handling not only large but a large number of claims piling up at once.
- Role of business intermediaries in the given emergency situations to coordinate between the Insurers and the Insured.

- Improvising quick reaction team at the Insurer's end to handle the emergency "Claims" situations.
- Managing deployment of limited number of available Surveyors, and monitoring their activities.
- Setting guidelines for the Surveyors to handle large number of claims systematically while having vulnerability to fraud.
- Keeping close liaison with all stake holders. Art of creating feel good factor for the affected customers. Timely disposal of claims.

**Participant Profile:** The virtual Program is designed for Executives from Insurance Companies, Brokers, Clients' Executives and Surveyors.

### MANAGING LIABILITY INSURANCE: UNDERWRITING AND CLAIMS (OTHER THAN MOTOR TP AND CYBER LIABILITIES)

**Program ID – CPG      14-15 July, 2025 (CVT)**

**Key Takeaways from the Program:**

- Various liability policies(except Motor TP and Cyber liability)- Act policies and other than Act policies that may give rise to liability claims
- More popular Professional Indemnity Policy Claims with special reference to doctors and medical establishments
- Special Contingency Policies to meet the contingent liabilities
- Claims reporting, response and defense procedures.
- Court procedure in handling Liability Claims.
- Educating Advocates and case follow up.

**Participant Profile:** The Program is designed for Executives from Insurance Companies, Brokers, Advocates, Medical Establishments and other Clients.

### RENEWABLE ENERGY INSURANCE - THE EMERGING OPPORTUNITIES

**Program ID – CPG**      **24-25 July, 2025 (CT)**

#### **Key Takeaways from the Program:**

- Working of Hydro Power, Solar Power, Wind Power, Green Hydrogen and other sources of renewable energy as well as on the sources of clean energy including on Nuclear Power.
- Working of P&M, major equipment and its protection systems.
- Typical Fire Risks, breakdown, BI and other loss scenarios in those power plants.
- Specific insurance coverage to protect the assets against fortuity.
- Specialized knowledge on underwriting and claims procedures.

**Participant Profile:** The Program is designed for Executives from Insurance Companies, Brokers, IMF, Freelancers, and officials dealing with Solar and Wind power generation and distribution.

### INNOVATING ON PRODUCT DEVELOPMENT IN THE CURRENT DETARIFFED SCENARIO

**Program ID – CPG**      **12-13 Aug, 2025 (CT)**

#### **Key Takeaways from the Program:**

- The scope of innovations in product concepts and designing them.
- How servicing shall be better for both, the Insurers and the customers.
- How the number of service disputes can be reduced drastically.

- How this curtails fraud and misrepresentations.
- How training on and publicity of the products becomes easier.
- The greater role of Actuaries.

**Participant Profile:** The Program is designed for Executives from Insurance Companies, Brokers, Freelancers, and officials dealing with Solar and Wind power generation and distribution.

### COMPREHENSIVE FINANCIAL SOLUTION FOR RETIREMENT

**Program ID – CPC**      **19 Aug, 2025 (CT)**

#### **Key Takeaways from the Program:**

- Personal Financial Planning
- Retirement Planning
- Pension/Annuity Plans
- Immediate and Deferred Annuity Plans
- Types of Annuity Options
- Actuarial aspects relating to Pension Schemes
- Ulips & SWPS

**Participant Profile:** Marketing executives, HR executives working Insurance Companies and any Individual interested to learn about Pension Products and Retirement Planning.

**WORK LIFE BALANCE (WLB) - THEORY, PRACTICE & OUTCOME****Program ID – CPC**      **28 Aug, 2025 (CT)****Program ID – CPC**      **19 Nov, 2025 (CT)****Key Takeaways from the Program:**

There is no perfect, one size fits all, balance one should strive for in WLB. The best work-life balance is different because of different priorities and lives that everyone has. It does not mean an equal balance. It may vary over time though. Various researches have shown that Achievement and Enjoyment are the two most important aspects of Work-Life Balance. It means pride, satisfaction, happiness, celebration, love, a sense of wellbeing etc. Therefore, according to many, another good definition for Work Life Balance would be, “Meaningful daily Achievement and Enjoyment in Work, Family, Friends and Self” & the participants will be endowed with the practical & theoretical stand points to make WLB a success – both for the organisation & personal development.

**Participant Profile:** Practising HR professionals, individuals, even CEOs, Union representatives should join the Session.

**WOMEN IN LEADERSHIP****Program ID – CPC**      **10 Sep, 2025 (CT)****Program ID – CPC**      **24 Feb, 2026 (CT)****Key Takeaways from the Program:**

- Awakening positivity in the inner core instinct of the women folks
- The inspirations and motivations, make you scale the greater heights
- What and how, the society and the environment to change
- Developing the strength and self-confidence

- Acquiring knowledge and skill set in the focused area, to deliver better results
- Government’s facility and support available to the women
- Current provisions under the law & regulations, in favour of women. What betterment in regulations needed for the women to have more freedom and self-reliance
- Women leadership in collective role playing

**Participant Profile:** The Program is designed for both women and men (men should share the compatibility) in any profession and business. Working women in financial service sector, Students above 18 years.

**MANAGING GROWING THREAT OF CYBER RISK & EVOLVING INSURANCE COVER FOR CORPORATES, SMES AND INDIVIDUALS****Program ID – CPG**      **16-17 Sep, 2025 (CVT)****Key Takeaways from the Program:**

- The causes of cyber risk.
- The technological tools and techniques to use as protective measures for risk control.
- The cyber behavior, etiquette and hygiene for risk control.
- The reactive measures post incident/attack.
- The regulatory and legal provisions.
- The types of cyber covers available for all categories of clients and risks.
- The scope of cover, cyber underwriting and claims handling.
- The preparedness on the part of the Insurers to handle claims
- Newly enacted DPDP Act in 2023, in India vis-à-vis GDPR in Europe and PDPA in Singapore.

**Participant Profile:** The Program is designed for the Corporates, Business Houses, Insurers, Brokers, and Cyber Professionals, and above all the common men who are exposed to the cyber risk day in and day out.

### HANDLING CUSTOMER GRIEVANCES, CASES BEFORE OMBUDSMAN, CONSUMER CASES, MEDIATION AND ARBITRATION

**Program ID – CPC**      **25 Sep, 2025 (CT)**

**Program ID – CPC**      **19 Dec, 2025 (CT)**

#### Key Takeaways from the Program:

- Awareness about Consumer Rights
- Knowledge to handle grievances effectively
- Understanding different types of Customer Grievances and their causes
- Understanding various dispute resolution mechanisms and functioning of the Insurance Ombudsman
- Awareness of Alternative Dispute Resolution methods in the insurance industry - Focus on Arbitration

**Participant Profile:** The program is designed for Executives from the Insurance Companies, Brokers, Corporate Agents and officials from the Legal Fraternity who would like to understand various aspects of customer dispute resolution including Arbitration, Consumer Forum and Ombudsman mechanisms.

### MANAGING MARINE HULL, OIL AND ENERGY INSURANCE: UNDERWRITING & CLAIMS

**Program ID – CPG**      **14-15 Oct, 2025 (CVT)**

**Key Takeaways from the Program:** The Program is of two days duration. It aims at helping the participants to gain and improve their knowledge with practical orientations on:

- Marine Hull business - sources and environments.
- Regulatory Climate for Hull operations.
- Type of Vessels, Waterways, Classification Societies and type of available covers.
- Ship Builders' Risk Insurance.
- Rating and Underwriting strategy.
- Losses triggered by the perils of the sea causing H&M losses, TL/CTL, PA, GA, and the Liabilities.
- P & I Club Covers.
- Claims procedures and handling maritime fraud.
- Management of Oil & Energy Risk Underwriting and Claims.

**Participant Profile:** The Program is designed for Junior/Middle/Senior level executives from insurance companies, Brokers, Surveyors and Customers who are in this trade or are intending to practice Marine Hull Insurance.

## REGULATORY CHANGES IN INSURANCE: IMPACT AND OPPORTUNITIES

**Program ID – CPC**      **29 Oct, 2025 (CVT)**

**Key Takeaways from the Program:** It aims at making the participants aware of–

- The recent regulatory changes
- Current/previous state and the position post changes
- Impact of the regulatory changes on the insurance carriers, intermediaries and the customers
- How does the market react to such changes
- Forth coming changes, expected, to remain geared up

**Participant Profile:** The Program is designed for the Executives and compliance officers of Insurance Companies, Intermediaries.

## COMMUNICATION & SOFT SKILLS FOR MARKETERS

**Program ID – CPC**      **04 Nov, 2025 (CVT)**

**Key Takeaways from the Program:** The participants of the Program would get experience, insights and tools to understand and practice the following

- Communication
- Interpersonal Relationships through Self Awareness
- Work Ethic & Team Work
- Time Management
- Analytical and Critical thinking
- Emotional intelligence

- Conflict management
- Leadership

**Participant Profile:** Junior to Middle Managers from Sales, marketing, operations, New Team leaders of Life, General and Health Insurance companies and executives from Corporate Agents, Banks as well as Brokers.

## HANDLING PROJECT & ENGINEERING INSURANCE - UNDERWRITING AND CLAIMS

**Program ID – CPG**      **18-19 Nov, 2025 (CT)**

**Key Takeaways from the Program:** The Program is of two days duration. It aims at helping the participants to gain and improve their knowledge with practical orientations on:

- What are the infra and industrial projects and the befitting Policies & Coverage for them.
- Risk and Underwriting Considerations for the Project Policies.
- New Add-On covers available for the large projects. Important Warranties often ignored.
- Liabilities and Cross Liabilities associated with the Projects and Machineries.
- Link of Marine Cargo and Operational Policies to the Project Policies.
- Annual Policies for the completed projects.
- Relevance of Risk Inspections and PML determination
- Claims Handling and Documentations for each type of Policy.
- Points for client- interface.



**Participant Profile:** The program is designed for all levels of Executives from Insurance Companies, Brokers, Surveyors and Customers, Construction and manufacturing sectors.

### CONSEQUENTIAL LOSS COVER: FIRE, IAR AND ENGINEERING POLICIES

**Program ID – CPG**      **03 Dec, 2025 (CVT)**

#### **Key Takeaways from the Program:**

- What are the risks and losses that have huge consequential loss effects.
- Types of Policies that provide LoP covers along with the MD covers.
- The underwriting and rating OD risks.
- Methods of Loss Assessment on LoP.

**Participant Profile:** The Program is designed for Executives from Insurance Companies, Intermediaries and Insurance Managers of the Client companies.

### ENTERPRISE RISK MANAGEMENT (ERM), KEY ROLES OF THE RISK OWNERS AND THE CRO

**Program ID – CPC**      **13-14 Jan, 2026 (CT)**

#### **Key Takeaways from the Program:**

- Preparing the Risk Management Policy for the organization.
- Setting up of an ERM framework to manage the risk and to meet the compliance requirements as well.
- Identifying the risk factors and to set up an inventory of risk.
- Prioritizing the risk items and analyzing them.

- Choosing options on business, based on the risk appetite.
- Scanning on the physical risk factors and to address them.
- Examining the financial risk factors and the Risk Based Capital requirements.
- Preparing the annual Own Risk and Solvency Assessment (ORSA) report.
- Strengthening the financial and reputational position of the company.
- Leading role of the CRO and Risk Managers/ Risk Owners.

**Participant Profile:** The Program is designed for Executives from Insurance Companies, Investigators and Advocates.

### MARKETING OF INSURANCE SERVICES NEW VISTAS

**Program ID – CPC**      **18 Jan, 2026 (CVT)**

**Key Takeaways from the Program:** The program aims at making the participants unlearn and relearn:

- On all pervasive concept of marketing with a sense to practice
- On the marketing strategy
- On the branding strategy
- On Product and service innovations
- On making the competition irrelevant, creating a situation of an uncontested market

**Participant Profile:** The Program is designed for Executives from Insurance Companies, Brokers, IMF, TPAs and other professionals from marketing or any other field.

## LEARNING AVIATION INSURANCE - THE OPPORTUNITIES AHEAD

**Program ID – CPG      28 Jan, 2026 (CVT)**

### Key Takeaways from the Program:

- Broad awareness about the Aviation industry and the insurance market.
- Basic knowledge about the modern aircrafts and the airports.
- Risk associated with the aviation operations.
- Various types of covers for aircrafts including liabilities.
- Underwriting considerations and rating.
- Claims management and loss minimization.
- Aviation Re-insurance.

**Participant Profile:** The Program is designed for Executives from Insurance Companies, Intermediaries, Aviation Companies, and the Owners of Individual Aircrafts.

## WORKSHOP ON IMPROVING COMMUNICATION & PRESENTATION SKILLS FOR FRONT LINE MARKETEERS

**Program ID – CPC      07 Feb, 2026 (CVT)**

### Key Takeaways from the Program:

- To learn the basics of insurance selling.
- To learn about the different techniques of insurance selling.

- To understand as to how insurance is close to emotions.
- To learn about the art of patience in insurance selling till the sale finally materializes.
- To learn about various aspects of long term bondage with the one to whom insurance is finally sold.
- To understand various regulations with regard to insurance selling and their rights even after insurance is sold.
- To benefit from experiences of successful insurance salesperson.

**Participant Profile:** Life Insurance Agents and all those associated in insurance marketing in their various capacities.

## UNDERSTANDING RE-INSURANCE FOR OPERATIONS

**Program ID – CPG      14 Feb, 2026 (CVT)**

### Key Takeaways from the Program:

- Importance and procedures of Reinsurance
- Types of Re-insurance arrangements
- Re-insurance accounting and settlement

### Participant Profile:

- All middle level executives across the insurance organization
- Product management team
- Insurance Brokers' Executives

## Certificate Courses offered by College of Insurance

### ➤ CC1 - CERTIFICATE COURSE IN LIFE INSURANCE MARKETING

#### Course Structure -

Particulars	Details
Duration of the course	4 months
Mode of Teaching	Self-study + 3 days Online Contact Classes
Total hours of Teaching	18 hours for Online Contact Classes (to solve queries)
Exam pattern	MCQ pattern + Assignments
Target Group	Graduate / Post Graduate, Freshers as well as employees working in Insurance Companies
Fees for the course	₹5900/- (₹5000/- + 18% GST)

### ➤ CC2 - ADVANCED CERTIFICATE COURSE IN HEALTH INSURANCE

#### Course Structure -

Particulars	Details
Duration of the course	4 months (3 hours on weekends)
Mode of Teaching	Virtual Training
Total hours of Teaching	90 hours
Exam pattern	MCQ pattern
Target Group	Graduate / Post Graduate, Freshers as well as employees working in Insurance Companies
Fees for the course	₹11,800/- (₹10,000/- + 18% GST)

➤ **CC3 - CERTIFICATE COURSE IN GENERAL INSURANCE**

**Course Structure -**

Particulars	Details
Duration of the course	3 months (on weekends – Saturday and Sunday)
Mode of Teaching	Virtual Training from COI, Kolkata
Total hours of Teaching	100 hours
Exam pattern	MCQ pattern
Target Group	Fresh graduates/Post Graduates, Broking Companies, Insurance Companies, Freelancers
Fees for the course	₹ 14,160 /- (₹ 12,000/- + 18% GST for Virtual training)

➤ **CC4 - CERTIFICATE COURSE IN INVESTIGATION AND FRAUD DETECTION IN LIFE INSURANCE**

**Course Structure -**

Particulars	Details
Duration of the course	3 Days
Mode of Teaching	Virtual Training Sessions
Total hours of Teaching	15 hours for online classes
Exam pattern	MCQ pattern
Target Group	Employees working in Fraud cells/ Claims Department/ Audit functions of the company
Fees for the course	₹ 10620/- (₹ 9,000/- + 18 % GST)

➤ **CC5 - CERTIFICATE COURSE ON ARTIFICIAL INTELLIGENCE AND GENERATIVE AI IN INSURANCE**

**Course Structure -**

Particulars	Details
Duration of the course	2 days
Mode of Teaching	Virtual Training sessions
Total hours of Teaching	6 hours for Online contact classes
Target Group	Students as well as employees working in Insurance companies
Fees for the course	₹ 3540/- (₹ 3000/- + 18% GST)

## Post-Graduation programs in collaboration with Mumbai University

### POST GRADUATE DIPLOMA IN HEALTH INSURANCE (PGDHI)

The Insurance Institute of India, together with the Mumbai School of Economics & Public Policy (Autonomous) of University of Mumbai jointly launched this professional program “PGDHI” in 2013-14.

The Post Graduate Diploma in Health Insurance (PGDHI) is a one year part time post graduate (two semesters) program.

The PGDHI Course comprises 7 Papers and a Research Project.

The Course covers all aspects of Health Insurance including health economics, product development, rating, risk evaluation, human anatomy, diagnostics, underwriting, claims processing, importance of data analytics, fraud prevention and functioning of Third Party Administrators (TPAs).

### POST GRADUATE DIPLOMA IN INSURANCE MARKETING (PGDIM)

The Insurance Institute of India, together with the Mumbai School of Economics and Public Policy (Autonomous) of University of Mumbai has jointly launched this professional program “PGDIM” in 2018-19.

The Post Graduate Diploma in Insurance Marketing (PGDIM) is a one year part time post graduate (two semesters) program.

The PGDIM Course consists of 8 Papers and a Research Project.

The Course covers various topics relating to Insurance Marketing including Principles of Economics and Economic Environment, Risk Management and Underwriting of Life/ General/ Health Insurance lines, Understanding Buyer Behaviour, Marketing, Communication, Branding with specialization in Life Insurance or General Insurance.

- ☞ *These courses are designed to provide academic rigour and recognition of the University system along with the domain knowledge and expertise of insurance industry.*
- ☞ *Graduates (3 years) in any discipline from University of Mumbai and any recognized University are eligible to apply. Students appearing in the final year of graduation are also eligible to apply.*
- ☞ *These courses are designed as classroom programs conducted in III's College of Insurance at BKC, Mumbai on weekends.*
- ☞ *The Course is rolled out by faculty drawn from the College of Insurance, University of Mumbai and practitioners from Insurance industry.*
- ☞ *On successful completion of the course the Diploma is awarded jointly by the Insurance Institute of India and Mumbai School of Economics and Public Policy (Autonomous), University of Mumbai.*
- ☞ *A Cash prize of ₹15,000/- has been sponsored by the 1979 Batch GIC Direct Recruit Officers (GIC DRO) for the best student (based on overall performance) of this batch.*

## Other Activities of College of Insurance

### Research Centre

#### Promoting Research

Insurance Institute of India (III) has a stated objective of promoting insurance related research. The Institute, through its Research Centre, has positioned itself as a leader in insurance research over the last few years. III fosters various research initiatives, both in-house and external. III has various schemes to promote individual research initiatives done in various Universities. III recognizes research done by insurance professionals through its research based essay competitions as well.

The Research Centre spearheads III's internal research initiatives on matters relevant to the insurance industry in addition to supporting the external programs. It is recognized by the University of Mumbai as a Centre for Doctoral Research. The Centre supports research activities of the students of its Post Graduate Diploma Programs as well.

#### Research/Consultancy:

III Research Centre takes up Research/Consultancy projects. During the last decade, it has taken up/completed such assignments for GIZ, World Bank, GIC Re, Transport Corporation of India, National Housing Bank, IFSCA, UNDP, SDMC and NDMA in addition to Internal Research Projects.

#### Ph. D. in Business Management:

Insurance Institute of India (III) is a recognized Research Centre of the University of Mumbai for Ph.D. in Business Management under the Faculty of Commerce. The Ph.D. Program is offered on part-time basis. The Ph.D. Degree will be awarded by the University of Mumbai in the subject Business Management under the Commerce Department. It comprises initial six-months of course work if the candidate has not completed M. Phil. The Centre has Research Guide approved by the University of Mumbai.

#### Research Grants for Ph. D. Students

There are 3 types of grants awarded by the Insurance Institute of India for scholars doing for Ph. D. Research on Insurance related subjects with any Indian University.

- 1) Research grant for pursuing doctoral studies – full time – grant amount – maximum up to ₹ 1,00,000/- (Category 1)
- 2) Research grant for pursuing doctoral studies – part time – grant amount – maximum up to ₹ 50,000/- (Category 2)
- 3) One time Research grant for JRF candidates – grant amount – maximum up to ₹ 50,000/- (Category 3)



## List of Research Projects

Details of the various research studies done by the Research Centre are listed below. Names of organisations which have commissioned/ sponsored/ partnered in the research studies are also mentioned alongside.

Sr. No.	Topic	Organisation
1	PWC Project for Building Capacity of IDRA and the Bangladesh Market i) Awareness and Insurance Literacy Program ii) Asset Liability Management Study iii) International Regulatory & Supervisory Program	Insurance Institute of India and M/s. PriceWaterCoopers Ltd.
2	Performance Evaluation of the Tibetan Medicare System	The Tibet Fund (TTF) & Insurance Institute of India
3	Bridging the Protection Gap in Insurance - Drivers and Obstacles	General Insurance Corporation of India (GIC Re) & Insurance Institute of India
4	III Survey - "Telemedicine - New Trend in Health Care"	Internal (Insurance Institute of India)
5	Survey for knowing the risk perception in near future for Indian insurance industry	Internal (Insurance Institute of India)
6	Survey on "Impact Of Covid - 19 Pandemic On Insurance Fraud Risk Mitigation And Investigation"	Insurance Institute of India (III) along with the Association of Private Detectives and Investigators (APDI), the International Fraud Training Group (IFTG) and Lancers Network Ltd.
7	Survey on " Customer Behavior in Purchasing Life and Health Insurance"	Internal (Insurance Institute of India)
8	Survey on "Impact of Covid-19 on Health and Life Insurance"	Internal (Insurance Institute of India)
9	III Survey "Post Covid-19 Times - Strategic Concerns for the Insurance Industry"	Internal (Insurance Institute of India)
10	Giving Life to Life Insurance	Internal (Insurance Institute of India)
11	Challenges in insuring the flood prone areas in Mumbai	Internal (Insurance Institute of India)
12	Property Insurance in New and Existing Housing	General Insurance Corporation of India (GIC Re) & Insurance Institute of India
13	Insurance Requirements of the Indian Logistics & Warehousing Industry and its Customers (In-Country Operations)	National Housing Bank & Insurance Institute of India.
14	Country Landscape Study on Mutual and Cooperative Insurers in India	Transport Corporation of India Ltd. & Insurance Institute of India.
15	Design and Product Performance of the Industrial All Risks Policy	International Cooperative and Mutual Insurance Federation (ICMIF) & Insurance Institute of India
16	Building Financial Resilience of SAARC Countries against Natural Disasters: The Insurance Option	General Insurance Corporation of India (GIC Re)
17	Microinsurance Regulations in India - Situational Analysis and Assessment - GIZ report	Insurance Institute of India & SAARC Disaster Management Center
18	Insurance Products Designed for Rural India	GIZ
19	Customer Satisfaction on Services & Level of Awareness of Activities of Associated Institutes of Insurance Institute of India	Internal (Insurance Institute of India)
20	Buying Behaviour and Customer Satisfaction vis-a-vis Life Insurance in India	Internal (Insurance Institute of India)

## SEMINARS AND WEBINARS

Insurance Institute of India (III) has been conducting seminars, webinars and conferences of the following four categories for building/ developing professionalism in the industry and addressing the academic needs of the insurance fraternity, as also positioning the leadership the College/ Institute.

- Bonding by Professionalism (BBP)
- Look Beyond (LB) and
- Look Deep (LD)
- One-off Conferences (OOC)

Sr. No.	Name of Seminar
1	G V Rao Memorial Lecture and Seminar on Fighting Insurance Fraud through Technology
2	Career Opportunities in Insurance Industry
3	Role of Human Resource Management in Insurance Industry
4	69th Foundation Day Seminar on Actuarial Education and Cutting-edge Technologies for the Insurance Sector
5	Fraud Fighting Frameworks in the Indian Insurance Industry
6	G V Rao Memorial Lecture on Transition to International Financial Reporting Standard (IFRS) 17: Headwinds and Tailwinds
7	Seminar on Insuring a Sustainable Future: The Importance of ESG
8	68th Foundation Day Seminar on Technology: Changing the landscape of the Insurance Industry
9	Deeper Insights into Modern Day Insurance Fraud and the Psychology of the Fraudster: Focus - Social Media Fraud
10	Disaster Risk Resilience and the Insurance Mechanism
11	Strategies towards realizing a fully insured India: Focus – Life Insurance
12	Conclave on Fraud Prevention in Motor Insurance Claims
13	Increasing Insurance Penetration
14	67th Foundation Day Seminar on Health Insurance Emerging Skylines
15	Disaster and Insurance Awareness - Monthly Online Webinar (DIA-MOW) - Bihar, Jharkhand, Orissa, West Bengal, Delhi, Haryana, Jammu & Kashmir, Himachal Pradesh, UP, Punjab, Uttarakhand
16	Disaster and Insurance Awareness - Monthly Online Webinar (DIA-MOW) - Gujarat, Maharashtra, Goa, Rajasthan, Madhya Pradesh, Dadra & Nagar Haveli and Daman & Diu
17	Disaster and Insurance Awareness - Monthly Online Webinar (DIS-MOW) - Andhra Pradesh, Karnataka, Kerala, Pondicherry, Tamil Nadu and Telangana
18	Disaster and Insurance Awareness - Monthly Online Webinar (DIA-MOW) - Arunachal Pradesh, Assam, Manipur, Meghalaya, Mizoram, Nagaland, Sikkim and Tripura
19	Disaster and Insurance Awareness - Monthly Online Webinar (DIA-MOW) - for all states
20	III Webinar on Prospects of Education in Insurance Sector
21	III Webinar on Insurance Fraud and Investigation
22	III, RAUCH and ACMA Webinar on the Need of Crisis Resilience in the Insurance Sector
23	III Webinar on Road Safety
24	III and MSEPP Webinar on Career prospects of Insurance Education in Insurance Industry in the New Normal
25	III Webinar on Virtual Round Table Covid 19 Learnings for the Insurance Ecosystem

### III LIBRARY:

Institute has formed a **Knowledge Management Centre** to arrange seminars on insurance and related subjects, to conduct research work on various technical subjects of Insurance, to maintain library and to publish journal and e-newsletters.

**The Library** has a collection of books (around 8500) in the subject of Insurance, Management, Economics, Banking and Finance. The library also has a collection of Studies in insurance. The premium collection of books includes the publications of the Witherby Publishers, Lloyds, London and publications of eminent international institutes such as the Chartered Insurance Institute (CII London), American Institute for Chartered Property Casualty Underwriters (AICPCU), Life Office Management Association (LOMA) and Life Insurance and Market Research Association (LIMRA).

The library has subscribed to magazines/periodicals on insurance other subjects. Access to the library is available to Insurance Institute of India's (III) Members, Trainees of COI, Insurance Professionals, Researchers, Educational Institutes/Colleges, among others Corporates, Faculty members and III Staff.

### ONLINE LENDING LIBRARY (OLL)

Insurance Institute of India has initiated an Online Lending Library (OLL) for III members, college students, research scholars and insurance professionals.

OLL Members have the flexibility to order, renew and return books online as well as in person.

### GROUP CORPORATE MEMBERSHIP (GCM)

This facility is for corporates having multiple branches across India. Under the GCM, the companies are given multiple logins to use the library facility. A maximum of 20 books are issued to companies at any point of time.

- ☞ Free home delivery and pick up of books.
- ☞ Delivery within 48 hours from order.

Online Library Facility is available only for India. Study material of III is not available under Online Lending Library services.

### PUBLICATION:

#### ● THE JOURNAL

The Journal is a quarterly publication emanating from the Insurance Institute of India. It is listed with UGC Care List since January 2023.

It is published in the months of January / April / July and October every year in both hard and soft forms.

The Journal covers a wide range of issues related to insurance and allied areas.

#### ● e-PUBLICATIONS

- InsuNews - Weekly e-newsletter
- Happenings at the Institutes - Monthly e-newsletter

### Visiting Faculty / Industry Experts

#### (INDICATIVE LIST IN ALHPABETICAL ORDER)

Details of the various research studies done by the Research Centre are listed below. Names of organisations which have commissioned/sponsored/partnered in the research studies are also mentioned alongside.

Name	Position Held	Area of Expertise
Mr. A. K. Singhal	Head - Insurance Cum Advisor for Legal Firm	Legal, PSU Matters, HR
Mr. Ajay Kumar Kanth	Head – Fraud Risk Management Unit, Aditya Birla Finance Limited	Fraud Prevention & Control, Investigation, Compliance, Legal & Secretarial
Mr. Amitabha Ray	CEO, Swiss Re India Branch	Property Treaty Underwriting, alternative risk transfer solutions, parametric and index covers
Mr. Anabil Bhattacharya	Former Chief Manager, Head office, National Insurance Company Ltd, Kolkata	Principle & Practice of Insurance, Fire, Engineering, Misc. Insurance, Legal (Motor TP), RTI & HR and Risk Management
Mr. Anant R Nayak	Retd. Sr. Divisional Manager (LIC), CFA	Financial Markets
Dr. Aninda Chatterjee	Clinician, Ex-Panel Physician for LIC & National Insurance Company of India(NICL), Visiting Faculty	Healthcare Management, Hospital Operations, Quality Assurance Medico-Legal, Life & Health Insurance Fraud Management.
Mr. Anshu Shekhar	Deputy Manager (Legal) at Head Office, National Insurance Company Limited	Motor Third Party Claims Management
Mr. Anurag Rastogi	CEO, Insyght Analytics LLC UAE Chairperson, Education Committee, Institute of Actuaries of India Ex. Chief Actuary & Chief Underwriting Officer	Actuarial, Underwriting, Strategy, Insurance Profitability Turnaround, Mergers & Acquisitions
Ms. Archana Nirmal Kanthode	Regional Manager, Oriental Insurance Co. Ltd.	Marketing, Health Insurance, Motor Vehicles Insurance, Property Insurance, Training of agents, POSPs, Business Development Role Employees(BDE/BDM/SBDM),
Mr. Ashish Ajmera	Independent Surveyor	Motor Claims

Name	Position Held	Area of Expertise
Mr. Ashok M. Gawarikar	Proprietor, Transocean Marine & General Survey Agencies	Hull, Cargo, Energy - Loss Assessment and Investigation
Mr. Ashutosh Shukla	Puri Crawford Insurance Surveyors and Loss Assessors India Pvt Ltd	Engineering Project, ALOP Monitoring CAT Claims Fire Claims Breakdown Claims Business Interruption Claims Asset Valuation.
Mr. Avez Sayed	Chief Risk Officer; Bajaj Allianz General Insurance	Enterprise Risk Management, Operational Risk Management, Information & Cyber Security, Business Continuity Management, ESG and Climate Risk
Mr. Balachandran M K	Ex. Head of Rural and Micro Insurance, SBI General Insurance	Rural Insurance
Ms. Beena Mandrekar	Freelancer, Visiting Faculty, Symbiosis Institute of International Business	Business Communication, Soft Skills, Creative Problem Solving.
Dr. Bharatbhushan S. Powdwal	CEO & MD, Brilliant Solutions Management, Consulting Surgeon at various Hospitals in Mumbai.	Health Insurance, Health care Management, Insurance Frauds, Investigation, Process Automation in Underwriting, Claims and Frauds
Ms. Bharathy R. Iyer	General Counsel & CCO with Aon Ins. Brokers Pvt. Ltd., Mumbai.	Governance, Compliance and Legal Affairs, General insurance UW & Claims
Mr. Herpreet Singh Bright	Mechanical Engineer, IRDA License Surveyor	Surveys and Loss Assessment and Investigator In Insurance Industry, Specialist in high value High Profile Media high cases he has experience in flood and fire claims.
Mr. C L Baradhwaj	Practising Company Secretary (Insurance & Corporate Laws)	Regulatory Compliance, Corporate Governance and other Corporate laws
Mr. Charusheel K. Tandel	Freelancer, Chartered Insurer, Ex-Kuwait Insurance Co. Ltd.	Property Lines Claims
Mr. D. G. Halve	Consultant	Crop Insurance

Name	Position Held	Area of Expertise
Mr. Delzad D. T. Jivaasha	Deputy Vice President - Enterprise Risk Management and Information Security, ICICI Lombard General Insurance Company Limited	Enterprise Risk Management, Environmental, Social and Governance (ESG) Risk Management, Technology and Artificial Intelligence Governance and Risk Management, Solvency II, Risk Based Supervision, Basel III, Corporate Governance, Audit, Business Continuity Planning, Operational Risk Management, Market Risk Management, Credit Risk Management, Compliance, Geo Political Risk Management
Mr. Dhananjay Naidu	Manager Fire and Engineering Department, Head Office, National Insurance Co Ltd	Underwriting Mega Risks, Underwriting Fire policies, Projects/Engineering Risks, Inspection of Risks Assessment of PML, Reinsurance of Large Risks
Mr. Frederick Ronald Dsouza	Consultant	Insurance, Technology, Training and Development, Social Service
Mr. Frederick Wharton	President/CEO , North American Training Group and International Fraud Training Group	Insurance Fraud and Investigations, Financial Frauds, Health Care and Fraud Training
Mr. G S Krishnan	Consultant & Partner, Vignaharta Value Creators (Financial Planning & Advisory) Experience in Project Management for Regulatory Bodies and IT Companies	Project Implementation , Consultancy, Financial Planning, Rotarian Member, Music, Travel, Giving Lectures
Ms. Gomathi Shekar	Regional Manager, The New India Assurance Company Limited	Marine Cargo Insurance
Mr. Hitesh Joshi	Executive Director, Reinsurance Operations With General Insurance Corporation of India.	Aviation Insurance
Dr. J Michael Skiba	COO/President-International Fraud Training Group. Department Chair-Criminal Justice, Financial Crime, Colorado State University Global Campus	Fraud, Financial Crime, and Cybercrime
Mr. J V Prasad	Independent Actuarial Consultant	Pricing, Reserving, Capital Modeling, Risk Management, IFRS, Analytics In General Insurance



Name	Position Held	Area of Expertise
Mr. Jatin Punjani	Founder & CEO, Profound Risks Services LLP	Consulting In Liability, Sports, Entertainment and Aviation Risks
Mr. Jayasager Kt	Director, Actuarial Services, BDO INDIA LLP	Actuarial Science
Mr. Jitendra Tawarmalani	EX. Principal of Mumbai Regional Training Centre, The Oriental Insurance Co. Ltd.	Medicclaim, Motor, PA, All MISC. Policies, Softskills, Communication Skills, Marketing, Presentation, Motivational Speaking, Consumer Forum, Grievance Redressal, Ombudman, HR, Agents Grooming, Interpersonal Relationship, Claims Management, Customer Services
Mr. Joydeep Roy	ED, Saferisk Insurance Brokers Pvt Ltd, Ex. CEO, IFFCO Tokio Insurance Services, Ex. CEO Phoenix of Botswana, Botswana, Africa, Ex. COO Reliance Insurance Tanzania, Africa	Marine Cargo Insurance, Hull & Energy, Property, Distribution
Ms. Jui Buch	Strategic Insurance Advisor to various multinationals	Liability Insurances – D & O Liability, CGL, Cyber, Technology E&O, Professional Indemnity, Environmental Liability, Energy Insurances – Oil & Gas, Onshore and Offshore Energy, Drilling Insurances
Ms. Kasturi Sengupta	General Manager, National Insurance Co. Ltd. Executive Director(Designate),New India Assurance Co Ltd	Health Insurance Miscellaneous Insurance, Liability Insurance, Sports & Film Insurance
Mr. Kolli N Rao, PhD	President & Senior Advisor, Aon India	Agriculture Insurance, Reinsurance, Risk Management
Ms. Lata Shekhar Iyer	Dy. General Manager, The New India Assurance Co. Ltd.	Marketing Management, Motor Third Party and Consumer Cases Case Studies
Ms. Leena B. Mody	Proprietor, M/S. Leena Mody and Associates	Marine Hull Claims
Mr. M. Thiripalraju	Former Director, Indian Institute of Capital Markets	Capital Market, Finance, Economics

Name	Position Held	Area of Expertise
Ms. Madhulika Bhaskar	Deputy Secretary, General Insurance Council, Retired as General Manager & Director of GIC, Held the post of CMD, New India Assurance Company on additional charge basis for a period of 6 months.	Reinsurance
Mr. Manoj Kumar A. S.	Specialty Head, Aon India	Specialty Lines
Mr. Manoj Kunder	Head – Market Underwriting (VP), SBI General Insurance Company Limited	General Insurance Underwriting With Specialization in Aviation, Surety & Reinsurance
Mr. Mihir Vora	Head, Corporate Business, Edme Insurance Brokers Ltd	Property, Business Interruption, Engineering, Liability and Risk Engineering
Mr. Milind V. Kolhe	Head - Techno Commercial and Principal Officer IIO, GIFT City Gandhinagar, ICICI Lombard General Insurance Company Limited	Commercial Lines Underwriting, Reinsurance, Risk Management & Loss Control, Product Development, Claims Management, Agriculture Insurance, Project Insurance and Property Insurance, Structured solutions.
Adv. Mithilesh Pancholi	CEO, Think Advisors	Cyber Crime, Intellectual Property Rights, Software Development, Product and Project Manager, Digital Marketing and Customer Relationship Management
Mr. Milind Vasantrao Harsulkar	Free Lance Independent General Insurance Consultant	Fire, Engineering, Underwriting, Claims Management
Mr. Nadeem Mokashi	Vice President – Head of P&C Claim India	Property & Engineering – Large Claims Management
Capt. Mukesh Gautama	Advisor, Wilson Surveyors and Adjusters Pvt. Ltd Lloyd's Agents	Marine Hull and Cargo Surveys. Marine Hull, P&I, General Average and Cargo Claims Adjustments
Dr. (Maj) Mukund Kulkarni	Head of Life & Health Insurance, IIB	Data governance, Data driven decisioning, Risk assessment, Risk management, Underwriting, Claims, Products, Insurance medicine
Ms. Nandita Banerjee	Manager(Retired), National Insurance Co Ltd	Health Insurance, Miscellaneous Insurance

Name	Position Held	Area of Expertise
Mr. Nikhil Patil	Business Facilitator, Government E-marketplace Maharashtra,	Gem Portal F
Mr. Nivrtee Magar	Vice President : Forensic, ICS Assure Services Pvt Ltd	Forensic Science
Dr. Nutan Pakhare	B.A.M.S, Assistant Professor YOGA(UGC), MSC (YOGA), PGDYS, CCY, Fellowship in Ayurveda (UK)	Ayurveda Yoga Consultant and Educator
Mr. P Koteswara Rao	Chartered Accountant	Life Insurance Marketing, Finance and Accounts, Investment and Credit Appraisal, Individual Taxation, Audit and Internal Controls, Corporate Governance, Financial Review
Mr. P N Karmakar	Retd. Chief Manager, United India Insurance Co. Ltd	Technical-Fire, Loss of Profit, Health and Miscellaneous
Mr. P Ravi Kumar Reddy	Executive Director, Beacon Insurance Brokers	Fire Material Damage Claims & Business Interruption Insurance
Ms. Pallavi Sinha	Chief Manager, The New India Assurance Co Ltd	Casualty & Liability Insurance, Underwriting
Dr. Pandurang M Bhujang	President Emeritus Association of Hospitals, Visiting Faculty Tata Institute of Social Science, Sir H N Reliance Foundation Hospital	Medicine, Law, Hospital Management, Financial Management, Quality Management, Industrial Relations and Personnel Management
Mr. Parijat Dutta	Former General Manager, GIC Re	Reinsurance, Technical and HR Functions
Mr. Phalguni Purkayastha	Senior Surveyor & Loss Assessor, Risk Control Consultancy Organisation	Fire, Engineering, Risk Management , Loss Prevention & Safety Management
Mr. Pradip Sarkar	Ex. Chief Regional Manager, United India Insurance Company Ltd, Ex. Principal of The COI, Kolkata	ALL General Insurance Subjects
Mr. Pradipto Sen	Senior Consultant & Trainer - Anti Fraud, Operations, Risk Management & Compliance Expert	Life Insurance - Operations, Risk Management (FRMAI), Fraud Investigation & Monitoring (CIAFP), AM/CFT (NISM), Claims, ERM

Name	Position Held	Area of Expertise
Ms. Pragnya Acharya	Partner - HMR Risk Consultancy	Casualty & Liability Insurance Underwriting, Profit Centre Management, Product Development, Leadership and Team Collaboration
Mr. Prem Chandra Shukla	Fellow & A category surveyor and loss assessor & Ex. council member of Indian Institute of Insurance Surveyors & Loss Assessors	Fire, Enng., Inland Cago & Miscellaneous surveys and loss assessment
Ms. Priyanka Guatama	Chief Underwriter officer, Markel India	Casualty lines, Financial Lines, Cyber Underwriting, Liability claims, Team Management, Sales and Channel Management
Mr. R Balasundaram	Secretary General, Insurance Brokers Association of India (IBAI) and Sr. Advisor, CRB at WTW	Marine Insurance Underwriting , Claims , Channel Management, Soft Skills, Insurance Brokers' Regulations, management of broking firms.
Dr. R K Duggal	Principal Officer, KUWY, Ex. Faculty (General Insurance), Insurance Institute of India, AVP, Prudent Brokers (Government and Rural Business) Chief Manager, New India Assurance (Rural Micro and Agri. Business CSR, Health and RTI and Govt. Business)	Rural, Micro & Agri Business Dept., Animal and Sheep Husbandry Depat.
Mr. R Narasimhan	Head of Commercial lines underwriting	Property and Casualty Insurance, Underwriting and Risk Management
Mr. Raghunath Kopalle	Consultant, JB Boda Reinsurance Brokers & Freelance Faculty	Reinsurance
Mr. Rajesh Yagnik	Senior Executive Director J.B.Boda Insurance and Reinsurance Brokers Pvt. Ltd. Accomplished International Trainer	Insurance, Reinsurance
Dr. Ranjith Krishnan	Sustainability Consultant	Corporate Laws/ESG/Sustainability

Name	Position Held	Area of Expertise
Mr. Ravi Seshadri	Strategic Advisor - Insurance & Insurtech, Ex AXA Vice President	Risk Management, General Insurance, Marketing, Insurance Compliance, Labour Laws, Business Law, Compensation Management, Digital Transformation, Corporate Governance and Ethics
Mr. Ravinder M.	Executive Coach and Trainer- Insurance Domain and Leadership Development.	Accident, Health, Rural Social, Micro Insurance, Underwriting Claims Management, Product Design, Business Development, Channel Management, Leadership Training.
Mr. Ravinder Singh Chawla	Founder and Managing Partner - RSC Skillbuilding and Consulting Solutions LLP, Formerly Vice President (Emerging Markets) – HDFC Life Insurance Co. Ltd., CFP®	Financial Planning; Selling Skills; Customer Service, CRM
Mr. Ravindranath Nayak	EX. General Insurance Co. of India	Reinsurance, Reinsurance Accounts, Claims Management, Anti-Money Laundering, Solvency Margin & Solvency-II, Risk Based Capital.
Mr. Samir Kumar Das	Retired Chief (Investment), LIC of India, Central Office, Mumbai	Investment management of Life Insurance, ULIP & Annuities, Risk management, Customer Relationship Management
Dr. S. Kutty	Ex. Faculty (Life Insurance & Research), College of Insurance	Life Insurance, Micro-Insurance, Customer Relationship, Marketing and various Management Topics
Mr. S.V. Sunder Krishnan	CEO of Clarimonde Solutions - a consulting Company	Enterprise Risk Management, Internal Audit, Legal, Information Security, Claims and Compliance
Mr. Sai Srinivas Dhulipala	Consulting Actuary	Actuarial, Risk Management and IFRS17 Implementation
Mr. Saket Singhal	Actuary and Founder, Transvalue Consultant, The consulting and appointed Actuary, Oriental Insurance Co. Ltd. and Tata AIG General Insurance Co. Ltd.	Actuarial science, Investment, Employee Benefit, Valuation and Accounts, Risk Based Capital

Name	Position Held	Area of Expertise
Dr. Sangita R. Shinde	Consultant – The World Bank	Health Insurance Underwriting and Claims, Provider Network
Dr. Sanjay M Tiwari	Head – Internal Control and Loss Minimization (ICLM), ICICI LOMBARD GIC LTD	Organization Level Risk and Fraud Management Framework and Practices. Process Re-Engineering. Design Thinking. Health Insurance - Claims, Networking Underwriting and Fraud Risk
Mr. Sarbjit Singh Bright	Surveyor & Loss Assessor	Motor & Investigation
Mr. Sateesh Bhat	Appointed Actuary, General Insurance Corporation of India (GIC Re)	General Insurance
Mr. Satish Babu Khiradkar	Key Business Office Incharge (Divisional Manager), The New India Assurance Co Ltd	Fire Underwriting, Motor Own Damage, Motor Third Party, Reinsurance, General Insurance Finance and Investment
Mr. Satish Raju	APAC Lead Insurance and Banking- Planet, Ex. CEO Swiss re India Branch	Reinsurance, Disaster risk financing, Catastrophic Risk Management
Mr. Saumil D Mehta	Director, Mehta & Padamsey Insurance Surveyors & Loss Assessors Pvt. Ltd	Insurance survey and loss adjusting for property, miscellaneous, liability, Engineering Insurance, Business Interruption
Dr. Shariq Nisar	Professor of Finance At Rizvi Institute of Management Studies and Research	Islamic Finance, Takaful, Mutual Insurance and Microfinance
Mr. Shashwat Srivastav	Manager, National Insurance Co Ltd	Mega Risk, Project Insurance, Specialized Risk Insurance, Reinsurance
Mr. Sibesh Sen	Training Consultant	Marine Cargo Insurance, Agency and Broking Sales in GI
Dr. Sidheswar Madanlal Sharma	Vice President - Accident and Health Claims	Claims Management, Underwriting and Travel Insurance, Provider Management, Fraud and Abuse, Medical Coding and Medical Management, Stress Management



Name	Position Held	Area of Expertise
Mr. Sohesh Shah	Founder of Investrite Fintech LLP	Succession Planning & Estate Planning
Mr. Sourabh Roy	Legal Hub In-Charge, Ahmedabad Regional Office, National Insurance Co. Ltd.	Handling & Management of Motor Third Party, Consumer, Civil and Arbitration cases.
Ms. Suchitra R.	Chief Manager, The New India Assurance Co Ltd	Claims Management, Intemediary verticals, Underwriting ,Claims and Accounts, Reinsurance Fac
Ms. Suman Ganguly	Consultant for Marine Insurance	Marine Cargo Insurance
Dr. Sunder Ram Korivi	Adjunct Faculty, Indian Institute of Corporate Affairs (Ministry of Corporate Affairs, GOL)	Financial Markets
Mr. Suresh Balakrishnan	TransAsia Risk Advisors	Reinsurance, Liability Insurance-Cyber Security, Specialist/Bespoke Policy Wording
Mr. Suresh D. Shah	Independent Surveyor, Loss Assessor, Valuer and Chartered Engineer Having 45+ Years of Experience	Fire, Engineering, Miscellaneous, Marine and Loss of Profit Insurance, Advance Loss of Profit, Risk Inspection, Risk Management, Fixed Asset Valuation for various purposes etc.
Mr. Thomas Moffatt	Associate Director at Unison Insurance Brokers	Property Engineering Underwriting and Claims, Risk Management, Fire, Engineering, Miscellaneous Insurances
Mr. Uday Gurunath Bhogate	Partner, UBI Surveyor and Loss accessor	Marine, Marine Warranty , Oil and energy claims and Risk Management
Mr. Umesh Bagri	Consultant	Fire, BI, Marine, Motor, Miscellaneous Insurances , High Value Complex Claims, AIML Based IT Projects Implementation, Claims Management
Ms. Uttara Vaid	Founder -Uttara Vaid Advisory Services LLP.	Liability Insurance
Mr. Varun Ashok Gawarikar	Founder, V2RT Insurtech Solutions Pvt Ltd.	Cargo Insurance Claims, Cargo Frauds, Cargo Insurtech and Data Analytics, Cargo Loss Prevention
Mr. Vibhaw Kumar	Executive Vice President, Anand Rathi Insurance Brokers Ltd.	Liability Insurance, Fine Arts Insurance, Drone Insurance

Name	Position Held	Area of Expertise
Mr. Virendra Gupte	Formerly - Head - Trade Services and Chief Ethics Counsellor - TATA International Limited (TATA Group Company) Independent Director , Consultant , Corporate Trainer and Senior Visiting Faculty	Governance and Business Ethics, Global Risk Management, Business Excellence Processes, Social Accountability, Setting Up Companies Abroad, Export Procedures, RBI, ECGC and EXIM Bank Procedures, Advocacy, Corporate Induction and Training on Tata Code of Conduct /Business Ethics Management, Visiting Faculty in B Schools, Leadership Skills , Strategic Management , Decision Making , Sustainability in Business / ESG
Mr. Vishal Dubhashi	Executive Vice President & Head - Risk & Loss Mitigation Dept., HDFC ERGO General Insurance Company Ltd.	Core domain expertise lie in Policy & Strategy of Risk Management, Credit Control & Fraud Risk encompassing Legal, Audit & Compliance frameworks in Banking and Insurance sector.
Mr. Vivek Sawant	VP Motor Underwriting, ICICI Lombard	Motor Insurance-Underwriting, Operations, Claims

## Facilities at Insurance Institute of India

### CLASSROOMS



### AUDITORIUM



### LIBRARY

HOSTEL ROOMS, CAFETERIA AND RECREATION CENTER



# **PROFESSIONAL EXAMINATION**

## Courses Offered by III

### PROFESSIONAL CERTIFICATION

- Licentiate
- Associateship
- Fellowship

### SPECIALISED DIPLOMA

- Marine Insurance
- Fire Insurance
- Health Insurance
- Life Insurance Underwriting

### CERTIFICATE / DIPLOMA / ADVANCED DIPLOMA

- Foundation of Casualty Actuarial Science

### COURSES IN COLLABORATION

- Certificate Course On Compliance, Governance and Risk Management (with Institute of Company Secretaries of India)
- Certified Insurance Anti-fraud Professional (CIAFP) (with North American Training Group)
- Life Insurance Underwriting (with Association of Insurance Underwriters)

### COURSES WITH UNIVERSITY OF MUMBAI

- Post Graduate Diploma in Health Insurance (PGDHI)
- Post Graduate Diploma in Insurance Marketing (PGDIM)
- Ph.D. in Business Management



## **Regulatory Examinations**

**REGULATORY EXAMINATIONS - The Institute conducts online trainings and examinations authorized by the Insurance Regulatory and Development Authority of India (IRDAI)**

- Pre-licensing Examination For Insurance Surveyors And Loss Assessors
- Pre-licensing Examination of Web – Aggregators
- Pre-licensing Examination of Insurance Marketing Firms
- Pre-appointment Examination of Insurance Agents
- Pre-licensing Examination of Corporate Agents
- Pre-licensing Examination of Authorised Verifiers of Insurance Brokers

### **ONLINE TRAININGS**

- Insurance Broker - Training (Fresh and Renewal) - BQP and PO
- Insurance Agent - Training
- Corporate Agent - Training (Fresh and Renewal)
- Insurance Marketing Firm - Training (Fresh and Renewal)
- Web-Aggregators - Training (Fresh and Renewal)
- Authorised Verifiers of Insurance Brokers - Training
- POSP/MISP - Training and Examination

### **POSTAL LIFE INSURANCE**

- The INSTITUTE provides training and conducts the licentiate examination on behalf of the Postal Life Insurance Authority of India across the country in all major Indian languages for POSTAL LIFE INSURANCE AGENTS and RURAL POSTAL LIFE INSURANCE AGENTS.

## Online Examination Schedule for the Year 2025

	Steps & Details		Exam Month & Year			
			March - 2025	June - 2025	September - 2025	December - 2025
1	Registration (New Candidates) *		6 <sup>th</sup> to 12 <sup>th</sup> January 2025	7 <sup>th</sup> to 13 <sup>th</sup> April 2025	4 <sup>th</sup> to 11 <sup>th</sup> July 2025	3 <sup>rd</sup> to 9 <sup>th</sup> October 2025
	Subject Enrollment (Payment of fees)					
	Change of Centre **					
	Change of Subject **					
	(subject having similar credit points)					
2	Slot Booking - Book date & time of the examination for enrolled subjects		5 <sup>th</sup> to 10 <sup>th</sup> February 2025	5 <sup>th</sup> to 10 <sup>th</sup> May 2025	4 <sup>th</sup> to 9 <sup>th</sup> August 2025	6 <sup>th</sup> to 11 <sup>th</sup> November 2025
3	Examination Day & Dates	Saturday	01 <sup>st</sup> March, 2025	7 <sup>th</sup> June, 2025	13 <sup>th</sup> September, 2025	6 <sup>th</sup> December, 2025
		Sunday	02 <sup>nd</sup> March, 2025	8 <sup>th</sup> June, 2025	14 <sup>th</sup> September, 2025	7 <sup>th</sup> December, 2025
		Saturday	08 <sup>th</sup> March, 2025	14 <sup>th</sup> June, 2025	20 <sup>th</sup> September, 2025	13 <sup>th</sup> December, 2025
		Sunday	09 <sup>th</sup> March, 2025	15 <sup>th</sup> June, 2025	21 <sup>st</sup> September, 2025	14 <sup>th</sup> December, 2025
4	Last date to receive Scribe request for Physically/Visually Challenged candidates		24 <sup>th</sup> February, 2025	24 <sup>th</sup> May, 2025	26 <sup>th</sup> August, 2025	25 <sup>th</sup> November, 2025
5	Result to be declared on or before		31 <sup>st</sup> March, 2025	30 <sup>th</sup> June, 2025	30 <sup>th</sup> September, 2025	31 <sup>st</sup> December, 2025

\* New candidates have to first register as a member with III and then pay the paper enrollment fees.

For more details may refer Help manual available on our portal under Examinations >> Help Manual

\*\* Candidates can change centre & subject using own login id on or before last date of enrollment.

For **Professional Examination** related queries:- **022- 69654 244/238/250/239/223. (mrm@iii.org.in)**

For **Surveyor Examination** related queries:- **022- 69654 220/259. (surveyor@iii.org.in)**

**The examinations for the following certificate courses shall be conducted only in June & December every year.**

- 1) Advanced Diploma in Life Insurance Underwriting
- 2) Certificate Course on Compliance, Governance and Risk Management in Insurance (IRCC).

**Important Note:-** The dates given above are tentative and may be changed if required.

# PHOTO GALLERY

## National and International Association of III



**MOU signed with KES Shroff College of Arts and Commerce on 14th May, 2024**



**MOU Signed with FPSB India on 29th May, 2024 regarding Advance Financial Planning Education in the Country; Fellows of III to directly qualify for CFP® Certification via Fast Track Pathway**



**Anjuman-I-Islam`s - Allana Institute of Management Studies on 3<sup>rd</sup> October, 2024**



**MOU signed with Dr. Homi Bhabha State University, Mumbai on 27th March, 2025**

## Visit to III Office



### **Visit of Ms. Preeti Chandrashekhar, President, Institute of Actuaries of India**

Insurance Institute of India was privileged to host Ms. Preeti Chandrashekhar, The First Women President, Institute of Actuaries of India along with Ms. Asha Murali, Honorary Secretary, IAI at III Campus, Mumbai.

### **Visit of Mr. Siddhartha Mohanty, CEO & MD, Life Insurance Corporation**

Insurance Institute of India is privileged to host Mr. Siddhartha Mohanty, CEO & MD, Life Insurance Corporation at III campus. Mr. Siddhartha Mohanty is the President of Insurance Institute of India.





## Events Conducted by III

### Seminar on "Actuarial Education and Cutting-Edge Technologies for Insurance Sector" – 01st July 2024



Insurance Institute of India (III) conducted a seminar on **"Actuarial Education and Cutting-Edge Technologies for Insurance Sector"** on 01<sup>st</sup> July 2024 on the occasion of its 69th Foundation day. All through the 68 years of its existence, Insurance Institute of India (III) has been in the forefront in discussing critical issues confronting the industry. In the context of celebrating its 69th Foundation Day it was considered appropriate that III invites industry seniors to examine how the power of Actuarial Science can be used for improving the impact of insurance for the country and those who need it most. This Look Beyond category of seminar on the **'Actuarial Education and Cutting-edge Technologies for the Insurance Sector'** is presented in this context.

### MAHARASHTRA ECONOMIC DEVELOPMENT COUNCIL (MEDC) Insurance & Reinsurance Conference 2025 held on 23rd January 2025



Dr. George E Thomas, Professor (Research and Non-Life) and Dr. Ramesh Satuluri, Asst. Professor (Research and Life) represented Insurance Institute of India as panelist at MAHARASHTRA ECONOMIC DEVELOPMENT COUNCIL (MEDC) Insurance & Reinsurance Conference 2025 held on 23rd January 2025 in the Panel discussion on "Career Opportunities



## 18th India Rendezvous 2025 (Incorporating the 2nd IFSCA-IRDAI GIFT IFSC Global Reinsurance Summit 2025) from 20th to 22nd January 2025



III Representation in 18th India Rendezvous 2025 (Incorporating the 2nd IFSCA-IRDAI GIFT IFSC Global Reinsurance Summit 2025) - 20th to 22nd January 2025

Dr George E Thomas, Professor, (Research & Non-Life), COI participated in 2nd IFSCA-IRDAI GIFT IFSC Global Reinsurance Summit 2025 and moderated Panel discussion on “Unlocking Potential of Direct Insurance business in GIFT IFSC”.

Mr V. Jayanth Kumar, Faculty (Life Insurance), COI moderated Panel discussion on “Transforming India's Insurance Landscape & Strategies for Inclusive Growth and Universal Coverage by 2047”.

Dr Ramesh Kumar Satuluri, Assistant Professor (Research & Life), COI represented Insurance Institute of India in Education Panel on “Role of insurance training institutes in achieving India's vision of insuring every Indian by 2047”.

## G. V. RAO MEMORIAL LECTURE - 2024 (Edition: 2) on “Fighting Insurance Fraud through Technology” held on 10th December 2024



Insurance Institute of India (III) hosted G. V. RAO MEMORIAL LECTURE - 2024 (Edition: 2) on “Fighting Insurance Fraud through Technology” on 10th December 2024 at Courtyard by Marriot, Mumbai. Mr. G.V. Rao was a well-known personality who served the Indian insurance industry over fifty five years in various capacities, was also a member of III's Syllabus Revision Committee and involved in various activities of the Institute. In memory of late Mr. G.V. Rao his family set up the “G V Rao Endowment” with III for funding select academic activity to support and enhance professionalism in the areas of insurance and management.

## Seminar on Career Opportunities in Insurance Industry” - 5th December 2024



The Insurance Institute of India (III) proudly hosted a highly successful seminar on "Career Opportunities in the Insurance Industry" on 5th December 2024. The event witnessed an overwhelming response, with ~400 delegates attending in person and many others joining via live telecast on YouTube. The seminar offered invaluable insights into the dynamic and ever-expanding insurance sector, aiming to inspire and guide young professionals and students toward fulfilling careers in this industry.



## COI Training Programs



**Retiring Executives (Class III & IV) The New India Assurance Co.Ltd. (03.04.2024 – 05.04.2024)**



**Basics of Reinsurance (15.04.2024 – 16.04.2024)**



**Fire and Property Insurance (25.04.2024 – 26.04.2024)**



**Health Insurance: Medical Management and Fraud Control  
(28.05.2024 to 29.05.2024)**



**Basics of Aviation Insurance (06.06.2024 – 07.06.2024)**





**Liability Insurance: Focus - Casualty Lines (20.06.2024 – 21.06.2024)**



**Customised Comprehensive Technical Programme in insurance (24.06.2024 – 05.07.2024)**





**Specific miscellaneous Sectorial Training - The New India Assu. Co. Ltd. (08.07.2024 – 10.07.2024)**



**Specific Direct Recruit Automobile Engineers Training Programme (Batch-I)  
for The New India Assurance Co.Ltd. (29.07.2024 – 02.08.2024)**





**Challenges in Fighting Fraud - Motor Third Party Insurance (30.07.2024 – 31.07.2024)**



**Induction Training for GIC Re 2024 (01.08.2024 – 10.08.2024)**



**Technical Excellence in Non-Life Insurance: International  
(19.08.2024 – 31.08.2024)**





**Specific Direct Recruit Automobile Engineers Training Programme (Batch-II)  
for The New India Assurance Co.Ltd. (19.08.2024 - 23.08.2024)**



**Corporate Governance and Regulatory Compliance in Insurance (28.08.2024 - 29.08.2024)**





**Aviation Training program for New India Assurance Co. Ltd  
(02.09.2024 – 04.09.2024)**



**Classroom Training Program on Comprehensive Technical Program  
for Bhutan Insurance Co. Ltd (02.09.2024-13.09.2024)**



**Rural and Livestock Insurance (04.09.2024)**



**Liability Insurance Focus - Financial Lines  
(17.09.2024 – 18.09.2024)**





**Vigilance Workshop on Capacity Building Program for The New India Assurance Co. Ltd. (26.09.2024)**



**Training on Cyber Hygiene/ Security & Procurement for GIC of India (27.09.2024)**





**Retiring Executives (Scale I, II & Class II) & Class III & IV for The New India Assurance Co. Ltd (21.10.2024 - 23.10.2024)**



**Insurance of Power Transmission Risks - Program for ZESCO, Zambia (04.11.2024 - 16.11.2024)**



**Engineering Insurance: Focus Project Policies (21.11.2024 - 22.11.2024)**





**Pre Promotional Training for The New India Assurance Co. Ltd (Scale I to IV) (26.11.2024 -29.11.2024)**



**Training for CMD & GM Club Member Agents of The New India Assurance Co. Ltd. (03.01.2025)**





**Auto Claims Foundation Training for  
TATA AIG Insurance (06.01.2025 - 14.01.2025)**



**Comprehensive Technical Program in General Insurance for  
Rashtriya Bima Company Nepal (13.01.2025 - 24.01.2025)**



**Customer Grievance, Insurance Arbitration, Ombudsman and Consumer Cases (13.01.2025)**





**Training Program on Reservation for SC-ST-OBC Roaster Maintenance GIC Re (27.01.2025 - 29.01.2025)**



**Refresher & Motivational Training for Class III & IV Employees – The New India Assurance Co. Ltd. (29.01.2025)**





**Fraud Detection Prevention & Protection for GIC Re (30.01.2025)**



**Training on Non-suit Claims Management for The New India Assurance Co. Ltd. (30.01.2025 - 31.01.2025)**





**Technical Excellence in Non-Life Insurance Nepal Re (10.02.2025 – 18.02.2025)**



**Soft Skill Training for Junior Managers (Scale I & II) of GIC RE (20.02.2025 – 21.02.2025)**



# **CONTACT DETAILS**

**(As per Work Profile)**

## CONTACT DETAILS (AS PER WORK PROFILE)

SR. NO	NATURE OF WORK	EMAIL ID	NUMBERS
Professional Examination Department			
MRM Department+ (Members Relationship Management)			
1	Queries related to Professional Examination (Indian & Overseas)	mrm@iii.org.in	022-69654239
			022-69654250
			022-69654238
			022-69654230
			022-69654244
			022-69654259
			022-69654223
2	Queries related to Surveyor Examination	surveyor@iii.org.in	022-69654230
			022-69654244
			022-69654259
			022-69654223
3	Queries related to Credits for Prior Learning (Exemption)	mrm@iii.org.in	022-69654244
			022-69654223
			022-69654259
Continuing Professional Development			
4	Queries related to Continuing Professional Development	cpd@iii.org.in	022-69654223
			022-69654259
Regulatory Examinations (Broker/Corporate Agent/IMF/WA/Postal Life Insurance)			
5	Queries related IMF (Insurance Marketing Firm)/ Brokers/ Corporate Agents/ Agent Examination/ Web Aggregator/ PLI (Postal Life Insurance)	reg.exams@iii.org.in	022-69654220
			022-69654256
			022-69654208
			022-69654257
College of Insurance			
6	Training	college_insurance@iii.org.in	022-69654251
			022-69654254
			022-69654284
			022-69654234
			022-69654266
			022-69654249
			022-69654270
			022-69654216

SR. NO	NATURE OF WORK	EMAIL ID	NUMBERS
7	Seminar	seminar@iii.org.in	022-69654245
			022-69654281
			022-69654246
			022-69654266
			022-69654249
			022-69654270
			022-69654216
8	PGDHI (Post Graduate Diploma in Health Insurance)	pgdhi@iii.org.in	022-69654281
			022-69654216
			022-69654283
			022-69654285
	PGDIM (Post Graduate Diploma in Insurance Marketing)	pgdim@iii.org.in	022-69654209
			022-69654247
			022-69654270
9	Research	research@iii.org.in	022-69654266
			022-69654252
			022-69654271
Knowledge Management Centre			
10	Library/ Journal/ Newsletter	library@iii.org.in	022-69654270
		journal@iii.org.in	022-69654281
		newsletter@iii.org.in	022-69654242
			022-69654289
Regulatory Examinations (Broker/Corporate Agent/IMF/WA/Postal Life Insurance)			
11	Purchase of study material / queries to dispatch books / non-receipt of parce	studymaterial@iii.org.in	022-69654288
			022-69654267
			022-69654231
			022-69654264
			022-69654217

## Directions to Insurance Institute of India (III) and College of Insurance (COI)



**Address:**

**Insurance Institute of India (College of Insurance)**

G Block, Plot No. C-46, Bandra Kurla Complex,  
Bandra (E), Mumbai - 400 051.

⊙ Map not to scale



## कॉलेज ऑफ इन्शुरेन्स COLLEGE OF INSURANCE

Plot No. C-46, G - Block, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051, India.

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

[www.coi.org.in](http://www.coi.org.in)