



**Full Day Training Programme  
on  
“Marine (Cargo) Insurance”**

**Date: Friday, 09<sup>th</sup> Feb 2018**

**Time: 09.30 am to 05.00 pm**

**Place: PHD House, New Delhi**



**Training Programme with Practical Orientation as our Faculty is drawn from Insurance Companies, Insurance Brokerage Firms & Insurance Surveyors and Loss Assessors**

**Insurance Foundation of India**

**(A not for profit organization under Trust Registration Act, 1882)**

**Om Plaza (1<sup>st</sup>Floor), 430/7, Sant Nagar,**

**East of Kailash, New Delhi- 110065**

**Phone: 011 – 46581577, Mob: 9015406030**

**Email: vp@ifingo.org, Web: www.ifingo.org**

## Why need for Specialized Industry Focused Training Programme on Marine (Cargo) Insurance?

Most businesses realize at the time of claim that the claim amount is not payable because proper risk assessment has not been done and right insurance policy has not been purchased with proper policy wording at the time of taking the policy. Businesses fail to realize that risk cannot be managed only by taking any insurance policy without going into depth. It is their responsibility for maintaining proper accounts to conduct the business. The insurance policy will not cover the risks associated with organization if it fails to fulfill the conditions attached to policy.

This training programme will give an opportunity to participants to interact with faculty, who have vast experience of dealing with businesses and claims worldwide. Participants will be able to learn about common mistakes that cause hardship to organizations.

As the trade increases the importance of Marine (Cargo) Insurance has increased. It is important to cover:

- Incoming Import Cargo
- Incoming Domestic Purchases
- Export Cargo
- Domestic Sales Cargo
- Inter Branch Transfer

In many cases importers & exporters of many organization insure heavy loss due to wrong coverage.

## Objectives of the Training Programme:

This training programme is very practical in nature and is case study based to provide practical understanding of risks associated with Marine (Cargo) and allied perils. The aim is to discuss and come out with solutions for difficulties faced during purchase of insurance policy, lodging and settlement of claims.

The programme is structured in such a way that

it promotes interaction among managers/ executives of:

- Firms who purchase Marine Insurance Policies
- General Insurance company involved in business development, selling, underwriting and managing fire insurance claims
- Insurance brokers who are most important insurance intermediary
- Surveyors who are an important link in processing/ settlement of insurance claims

## Topics to be covered:

Every session will be followed by Questions/ Answers so that high level of clarity is achieved, which assists you in your career development.

- Introduction, Types of Marine Cargo Policies & Growth of Marine (Cargo) Insurance
- Relevance of Principal of Insurance for Marine Cargo
- Incoterms
- Marine Cargo Clauses
  - International Trade
  - Inland Transit
- Underwriting of Marine Insurance
  - Important Clauses under Marine Insurance
  - Critical Underwriting Aspects
- Claims Procedure - how to expedite it with real cases (Insurers/ Surveyors View Point)
  - Procedural Aspects
  - Case Studies on Claims
- Tips to avoid disputes in Marine Insurance Claims
- Legal Aspects/ Litigation
- Documents Associated with Marine Cargo Insurance

## Who Should Attend the Training Programme ((Target Participants)?

This is a good opportunity for:

- Managers/ Executives of General Insurance/ Reinsurance Companies involved in business development, selling, underwriting and management of claims
- Managers/ Risk Mangers handling purchase of insurance and lodging of claims from

1. Corporates
  2. Trading companies
  3. Manufacturing firms
  4. Exporters/ Importers
  5. Educational institutes
  6. Hospitals
  7. Hotels
  8. Shopping Malls/ Multiplexes
  9. IT companies
  10. SME's e.t.c
- Managers/ Executives of Insurance Brokerage Firms – Business Development/ Underwriter/ Claim Department.
  - Surveyors (members of Indian Institute of Insurance Surveyors and Loss Assessors)
  - Consulting firms providing risk management services, claims management services
  - Academic-Faculty members/ students specializing in Insurance planning to make career in General Insurance.

### What you can expect from the Training Programme?

This training programme on Marine (Cargo) Insurance will provide the participants with comprehensive, multifunctional perspective on how to assess risk, maintain processes for risk mitigation, comply with statutory procedures on containment of risk and management of claims.

1. How to get a claim payment in 60 days – Insurance client
2. How to get your client's claim settled in 60 days – Insurance Brokers
3. How to complete your assignment in 30 days – Insurance Surveyor
4. Managing your risk - cost effectively - Insurance client/ Managers of Insurance companies.

60 days to passing of an insurance claim is what we will focus on. Time is money, as the claims process gets extended the cost for all the stakeholders goes up. It results in financial and goodwill loss for all the stakeholders, who are involved.

### Eminent Faculty Conducting this Training Programme:

Our faculty comprises of people who have worked in Insurance Industry and are up to date in their knowledge.

- **Mr. Mridul Gupta**, Dy. General Manger Underwriting (Marine), Future Generali India Insurance Co. Ltd.\*
- **Mr. Navneet Singh Bawa**, DGM, Marine Claims, IFFCO Tokio General Insurance Co. Ltd.
- **Mr. Vinod Sahgal**, Managing Director, Bajaj Capital Insurance Broking Limited
- **Mr. Vimal Goyal**, Associate Director, SMC Insurance Brokers Pvt Ltd.
- **Mr. Naveen Chander Marwah**, Principal Officer & Head - Underwriting and Claims (Technical), My Cover Risk Insurance Brokers Pvt Ltd.
- **Mr. Sameer Nandwani**, Lawyer, Specializing in Insurance
- **Mr. Anupam Suri**, Formerly Prof., Amity University/ National Insurance
- **Mr. S. K. Sethi**, Vice President, Insurance Foundation of India & Director, RIA Insurance Brokers Pvt. Ltd.

### Traning/ Delegate Fee:

Participation fee (Includes Training, Study Materials & Lunch)

- Individual participant fee: **Rs. 2500/**
- Group participation fee (team of 5 persons and above): **Rs.2250/-each.**
- Group participation fee (team of 10 persons and above): **Rs.2000/-each**

**Note:** Prior registration/ confirmation are requested to attend this Training Programme so that Certificates/ Logistics/ Study Material & Lunch can be arranged accordingly.

### Certificate:

Certificates will be issued to the participants on completion of this Training Programme.

## Accommodation:

This is non residential Training Programme; however reasonable hotels/ guest houses are available in surrounding areas such as Panchsheel Enclave, Hauz Khas, Greater Kailash & South Extension. Programme Coordinator will be ready to assist you in arranging the same (if required)

## About the Organizer:

**Insurance Foundation of India (IFI)** is set up under Trust Registration Act 1882 of Government of India as a Not for Profit Organization. The main objective of IFI is to promote awareness of Insurance among masses. IFI has successfully organized various Executive Development Programmes/Skill development Programmes of International standards in India with world-class faculty.

Under CSR project supported by PNB MetLife India Insurance Company Ltd we produced a Film “**Khushiyan Ki Suraksha**” for spreading awareness of insurance in rural areas. It is available on <https://www.youtube.com/watch?v=hzbADulCWuU>

Our project “Bima Jagrukta Abhiyan” has been awarded **Skoch Award** as one of the 100 top Projects undertaken in India during 2016.

We are approved under 80G of the Income Tax Act 1961. IFI will be pleased to be associated with CSR Project to be undertaken by you.

## Tailor Made Training Programme:

We will be pleased to conduct Training Programmes as per your requirement at your location. Let us know your requirement at [vp@ifingo.org](mailto:vp@ifingo.org)

## Any Query or Registration for this Training Programme, please contact:

**Mr. Rajesh Kumar**

Programme Coordinator

Insurance Foundation of India

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## Training Programme Calendar for 2017-2018

S No	EVENTS PLANNED	DATE
1	Risk Assessment and Fire (Property) Insurance	<b>Delhi-</b> 08-Dec-17
2	Insurance Needs of MSME Sector	<b>Jaipur-</b> 02 Feb 18*
3	Marine Cargo Insurance	<b>Delhi-</b> 09-Feb-18
4	Machinery Breakdown (MBD) Insurance Policy/ Electronic Equipment Insurance (EEI) Policy	09-Mar-18*
5	Employee Benefits	13-Apr-18*
6	Erection All Risks (EAR) Insurance Policy/ Contractors All Risks (CAR) Insurance Policy	11-May-18*
7	Consequential Loss of Profit Insurance Policy	08-Jun-18*
8	Liability Insurance-Product Liability	13-July-18*
9	Liability Insurance - D & O Insurance Liability	10-Aug-18*
10	Cyber- Security, Crime & Insurance	14-Sep-18*
11	Health Insurance	12-Oct-18*
12	Title Insurance	09-Nov-18*
13	Protection & Insurance of Art, Artifacts, Art Galleries and Museums	08-Dec-18

\* Dates are Tentative