



2 Days Extensive International Training Programme on “Crop Insurance”

Tue & Wed, Bangladesh (Dhaka), 27-28 Feb, 2019



- ❖ Training Programme will be conducted & coordinated by Dr. Olena Sosenko an International Authority on Crop Insurance.
- ❖ Supported by leading experts of India
- ❖ An Opportunity to share experience with International participants.

Insurance Foundation of India

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

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Why the need for Specialized Industry Focused Training Programme on Crop Insurance?

Agriculture is the backbone of the Economy of any country. A large number of farmers are engaged in agriculture production and are a significant contributor to the GDP of any country. They need to be insured so that we can strengthen the economy of the country.

This Extensive International Training Programme on Crop Insurance is being organized, where we will have an International Faculty. All aspects of crop insurance will be covered under this program. The participants will be coming from various countries:

ASEAN	SAARC
Myanmar	Afghanistan
Thailand	Bangladesh
Philippines	Bhutan
Malaysia	Maldives
Cambodia	India
Singapore	Nepal
Indonesia	Pakistan
Vietnam	Sri Lanka
Laos	

Objectives of the Training Programme:

This unique training program will introduce participants to principles, techniques, and infrastructure of agricultural risk insurance with examples from different countries. After the training the beginners will be able to start operating with agricultural risk, the professional will deepen their knowledge and skills in this area. Participation in the training might improve the insurer's performance in agricultural insurance and expand the business volume.

Topics to be covered:

- Risks in agricultural production
- Risk management techniques
- Farm as a social entity
- Types of agricultural insurance
- Adopted practices in agricultural insurance worldwide
- Insurer infrastructure for agri insurance.

- Portfolio management
- Principles of underwriting, data collection, risk pricing
- Loss adjustment principles and techniques
- Agricultural insurance markets
- Agricultural reinsurance
- Innovative technologies in field monitoring, loss adjustment, MISes

Who Should Attend the Training Programme (Target Participants)?

This is a good opportunity for:

- Managers and employees of insurance and reinsurance companies
- Senior officials of state Government handling Crop Insurance
- Weather Forecasting companies
- Meteorological Departments
- Brokers, Aggregators, Intermediaries engaged in insurance distribution
- NGOs/ INGOs, Development Organisations, Donor Organisations
- Consultants/Advisors
- Students of agricultural universities
- Companies engaged in crop cutting experiments/claim surveyors
- Product/service providers/Banks/MFIs providing agricultural finance/loans
- Managers and employees of government bodies (e.g. Ministry of Agriculture)
- Insurance and Finance Regulatory Organisations
- Personnel from Print and Electronic media engaged in covering Agri-Business

What you can expect from the Training Programme?

This training Programme on Crop Insurance will provide the participants with a comprehensive, multifunctional perspective on principles involved in crop insurance. This training will provide an opportunity to listen to experts from not only within the country but also from foreign countries. The national and international participants together at a single platform stands with a better opportunity to interact and get evolved.

Eminent Faculty Conducting this Training Programme:

Dr. Olena Sosenko at present is an independent Consultant at Zurich, Switzerland. Her 22 years of career experience has taken her through many prestigious positions of Consultant, Trainer, Analyst, Creator, Project and Team Manager, Management Advisor, Risk Manager.

She is a well-qualified and trained person. She holds her Doctorate Degree from Institute of Plant Protection, Ukraine and Diploma MSc Biology (with distinction) from Taras Shevchenko National University, Kyiv. She is Specialist in Biology from Kiev National University, Ukraine.

Dr. Olena has a vast experience working with:

Company Name	Designation	Location
Alianz Re	Senior Agricultural Underwriter	Zurich, Switzerland
SCOR Reinsurance	Senior Agricultural Underwriter	Winterthur, Switzerland
Primacy Underwriting Agency (Agricultural Insurance)	Technical Manager	Sydney, Australia
Credo-Classik (now Uniqa)	Head of Agricultural Department	Kyiv, Ukraine
Oranta	Head of the agricultural department	Kyiv, Ukraine
Ochadmarket	Director of executive department	Kyiv, Ukraine
Rolikon	Deputy director, subsidiary manager	Kyiv and Chernihiv Oblast, Ukraine

Her Supplementary Collaborations:

- Australian Government Department of Primary Industry
- Private website www.agroinsurance.com
- "Balance-Agro," the Ukrainian magazine for agro managers and accountants
- "Organizing of insurance products' trading", the Russian magazine for banks and insurance companies
- The World Bank
- Center for Ukrainian reform education (CURE) – international charitable organization (grants from USAID)
- The European Commission (Project on Agro risk management)
- The International Financial Corporation (Project on Agro development)

List of Invited Faculty Comprises of:

- **Dr. Ajay Verma**, Founder Director, Arthgram Agri and Business Services, Mumbai
 - **Mr. Dharmendra Sharma**, Consultant, Crop Insurance Haryana State Government
 - **Mr. S.K Sethi**, Vice President, Insurance Foundation of India
 - **Mr. Ali Tareque Parvez**, Deputy Senior Vice President, Underwriting Management, GDIC
- *Confirmation awaited

Training/ Delegate Fee:

Participation fee (Includes Training, Study Materials & Lunch)

Fee for the Participants from Bangladesh:

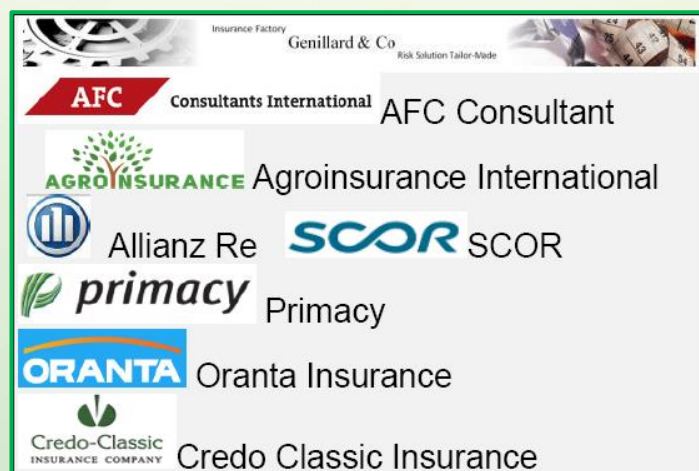
- **BDT 16,000** per participant & a discount of 10% for 2-4 participants and 20% for 5 and above participants from one organization.
- Students – **BDT 10,000** per student.

For Foreign Participants: US\$ 300

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

Accommodation:

This training is a non-residential Training Programme; however good hotels are available around Six Seasons Hotel, Dhaka. Programme Coordinator will be ready to assist in arranging the same (if required).



Certificate:

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

Speaker/Sponsorship Slots:

We are open to Sponsorship/ Speakers Slots. IFI will be pleased to have your support regarding advice and or financial support. All payments are having the benefit of 80(G). A suitable receipt will be issued

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://goo.gl/AieFFW>

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.

The best part of the Training Programmes being organized by us is that faculty comprises of those, who have up to date knowledge of working in Insurance Companies, Insurance Brokerage Firms, Insurance Surveyors & Loss Assessors, Law Firms or Insurance Buyers. This results in the sharing of practical and up to date knowledge by all stakeholders and hence up gradation of the skill in Indian Insurance Industry. This aspect is being highly appreciated in Social Media on global basis and now Insurance Foundation of India is rated as the top NGO in Insurance Training in the country and that too without Government support.

Recently we had a **2 Days Extensive International Training Programme on “Crop Insurance”** on Monday & Tuesday, 19 – 20 Nov, New Delhi. There was a tremendous response from Foreign Regulator, Insurance Companies, Insurance Brokerage Firms, State Government Agriculture Ministry Officials (who buy insurance), Micro Finance Companies, Reinsurers, Agricultural Analysts, Media, Technology Companies. In addition to participants from all over India we had the proud privilege of having participants from all over India and from various countries such as Jordan, Kenya, Sri Lanka and Nepal.

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

Any Query or Registration for this Training Programme, please contact:
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Training Programme Calendar (2019)

SNo	EVENTS PLANNED	DATE
1	Training Programme on Marine Cargo Insurance	Delhi - Mon, 21 Jan, 2019
2	Training Programme on Engineering Insurance	Delhi - Fri, 22 Feb, 2019
3	2 Days Extensive International Training Programme on “Crop Insurance”	Bangladesh (Dhaka) - Tue & Wed, 27-28 Feb, 2019*
4	Seminar on Protection & Insurance of Art, Artifacts, Art Galleries and Museums	Delhi - Fri, 29 Mar, 2019
5	Risk Assessment and Fire (Property) Insurance	Delhi - Fri, 12 Apr, 2019
6	3 Days Training Programme on Public Health Financing	Delhi - Wed, Thurs & Fri 24 – 26 Apr, 2019
7	Training Programme on Project Insurance	Delhi - Fri, 24 May, 2019

*Dates are Tentative