



# FULL DAY TRAINING PROGRAMME on MARINE (CARGO) INSURANCE

**Fri, 07 Oct, 2022**

**09:30 AM to 5:30 PM**

Venue :

**MUSE SAROVAR PORTICO**

Near Nehru Place, New Delhi  
(Nearest Metro Station - Nehru Enclave)



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

## **INSURANCE FOUNDATION OF INDIA**

(A not for profit organization under Trust Registration Act, 1982)

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## 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 insures 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 Principle 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:
  - ◆ Corporates
  - ◆ Trading companies
  - ◆ Manufacturing firms
  - ◆ Exporters/ Importers
  - ◆ Educational institutes
  - ◆ Hospitals
  - ◆ Hotels



- ◆ Shopping Malls / Multiplexes
- ◆ IT companies
- ◆ SME's etc.
- ❖ 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.

- ❖ How to get a claim payment in 60 days - Insurance client
- ❖ How to get your client's claim settled in 60 days – Insurance Brokers
- ❖ How to complete your assignment in 30 days – Insurance Surveyor
- ❖ 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/ are working in Insurance Industry and are up to date in their knowledge.

- ◆ **Mr. Jyoti Shahi**, Vice President, Marine, AON Insurance Brokers Private Limited, Formerly Marsh, Tata AIG, ICICI Lombard.
- ◆ **Mr. Anupam Suri**, Formerly Prof., Amity University / National Insurance

- ◆ **Mr. Rajiv Ranjan**, Advocate & Arbitrator, Specialising in Insurance Claims Formerly with IFFCO-Tokio General Insurance, Cholamandalam MS General Insurance and Oriental Insurance
- ◆ **Mr. Shiv Wanchoo**, Senior Vice President, Claims at AON (North & East India), Has Worked More Than 16 Years with Tata AIG General Insurance Co. Ltd. for Distinguished role in Claims, Mentoring, Training of Employees
- ◆ **CA. Sanjeev Soni**, B. Com(H), FCA, FIISA, S. Soni & Co.
- ◆ **Mr. Chirag Nihalani**, General Manager - General Insurance, Insurance Samadhan
- ◆ **Mr. Abad Khan**, Managing Director, AK Insurance Marketing Pvt. Ltd.
- ◆ **Mr. Sameer Nandwani**, Lawyer, Specializing in Insurance
- ◆ **Mr. S. K. Sethi**, Vice President, Insurance Foundation of India & Director, RIA Insurance Brokers Pvt. Ltd.

### Training/ Delegate Fee:

Participation fee (Including Training, Study Materials & Lunch)

- ◆ Individual rroup participant fee : **Rs. 3500/-** each.
- ◆ Group participation fee (team of 3 persons and above): **Rs. 3250/-** each.
- ◆ Group Participation fee (team of 5 persons and above) : **Rs. 3000/-** each

### Note:

Prior registration are requested to attend this Training Programme, Certificates/Logistics/Study Material & Lunch can be arranged Accordingly.

### Venue:

Muse Sarovar Portico, A-1, Chirag Enclave, Near Nehru Place, New Delhi- 110048 (Nearest Metro - Nehru Enclave)

### Certificate:

Certificate will be issued to the participants on Completion of this Training Programme.

### Accommodation:

This is non residential Trainin Programme; however reasonable hotels/ guest houses are available in surrounding areas such as Punchsheel Enclave, Hauz Khas, Greater Kailash & South Extension. Programme Cōordinator 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 capacity building and promoting awareness of Insurance among people. 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 "Khushiyon 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.

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 Full Day In-house Training Programme on Artificial Intelligence in Insurance Industry held on 23 September, 2019 at Mumbai for SBI General & SBI Life. Insurance Foundation of India successfully conducted 3 Days International In house Training Programme on "Property and Marine Insurance" from 29 June - 01 July 2019 in Dhaka, Bangladesh.

This was organized for Senior Management of Green Delta Insurance Company, Bangladesh. This was also attended by Private Insurance Companies from Bangladesh and Brokers from Malaysia.

In association with Professional Advancement Bangladesh Ltd. (PABL) and Green Delta Insurance Co. Ltd., Insurance Foundation of India successfully organized 2 Days Programme in Dhaka (Bangladesh) on 26 - 27 Feb 2019 on "Transmitting Global Knowledge for Promoting Crop Insurance in Bangladesh".

## Successful - Workshop / Seminar / Training (2022)

S.No.	SUCCESSFUL EVENTS	DATE
1	Workshop on <b>Health Insurance 2042: Let us Plan for Ambitious Target for 2042</b>	Delhi: 15 July 2022
2	Webinar on <b>Health Insurance 2042: Let us Plan for Ambitious Target for 2042</b>	Delhi: 10 May 2022
3	Webinar on "Challenges & Opportunities in implementation of IFRS in Insurance Sector in India"	Delhi: 06 May 2022
4	Conference on "Art Collection: building and Managing Programme by Rishiraj Sethi"	Delhi: 27 April 2022
5	Participant in the Webinar on "Securing Retirement with NPS & Insight for Employer"	Delhi: 15 March 2022
6	Webinar on "Insurance Claims Management- Growing Need of MSME Sector"	Delhi: 15 Feb. 2022
7	Webinar on "Investment Option - During Pandemic Time"	Delhi: 10 Feb. 2022

## Planned Programme Calendar (2022-23)

S.No.	EVENTS PLANNED	DATE & TIME
1	Full Day training Programme on " <b>Marine (Cargo) Insurance</b> "	Delhi: Friday 07 Oct, 2022
2	1 Day Training Programme on " <b>Risk Assessment and Fire (Property) Insurance</b> "	Delhi: Friday 28 Oct, 2022
3	1 Day Training Programme on " <b>Insurance Claims Management</b> " How to manage Claims Settlement?	Delhi: Friday 04 Nov, 2022
4	1 Day Training Programme on " <b>Emerging Risks &amp; Liability Insurance</b> "	Delhi: Friday 18 Nov, 2022
5	1 Day Training Programme on " <b>Project Insurance</b> "	Delhi: Friday 02 Dec, 2022
6	1 Day Training Programme on " <b>Artificial Intelligence</b> " in Insurance Industry	Delhi: Friday 16 Dec, 2022
7	1 Day Training Programme on "Insurance Frauds" How to Control it?	Delhi: Friday 06 Jan, 2022
8	Seminar on " <b>Horticulture Insurance</b> " Need for the Day	Delhi: Friday 20 Jan, 2022

Any Query or Registration for this Training Programme, Please Contact :

**Mr. Anirudh Katiyar** (Programme Co-ordinator)

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