



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

**Date:** Friday, 7 October, 2022

**Time:** 09.30 AM to 05.30 PM

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

### Programme Schedule

Time	Topic	Faculties
09.30 AM - 10.00 AM	<b>Registration and Welcome Tea</b>	
10.00 AM - 10.30 AM	<ul style="list-style-type: none"><li>➤ Introduction</li><li>➤ Importance of Marine Cargo Policies</li><li>➤ Growth of Marine (Cargo) Insurance</li></ul> <b>Questions &amp; Answers</b>	<b>Mr. S. K. Sethi</b> , Founder & CEO, Insurance Foundation of India & Director, RIA Insurance Brokers Pvt. Ltd.
10.30 AM – 11.15 AM	<ul style="list-style-type: none"><li>➤ Relevance of Principles of Insurance for Marine Cargo</li></ul> <b>Questions &amp; Answers</b>	<b>Mr. Anupam Suri</b> , Formerly Prof., Amity University/ National Insurance
11.15 AM - 11.30 AM	<b>Tea</b>	
11.30 AM - 12.00 PM	<ul style="list-style-type: none"><li>➤ Incoterms</li></ul> <b>Questions &amp; Answers</b>	<b>Mr. Anupam Suri</b>
12.00 PM - 01.00 PM	<ul style="list-style-type: none"><li>➤ Marine Cargo Coverages</li><li>➤ Assessment of Risk and Critical Underwriting Aspect</li></ul> <b>Questions &amp; Answers</b>	<b>Mr. Jyoti Shahi</b> , Vice President, Marine, AON Insurance Brokers Private Limited, Formerly Marsh, Tata AIG, ICICI Lombard.
01.00 PM- 01.30 PM	<b>Lunch/ Networking</b>	
01.30 PM – 02.15PM	<ul style="list-style-type: none"><li>➤ Important Clauses Under Marine Insurance</li><li>➤ What has changed in past half a decade?</li></ul> <b>Questions &amp; Answers</b>	<b>Mr. Jyoti Shahi</b>
02.15 PM - 03.00 PM	<ul style="list-style-type: none"><li>➤ Claims Procedure - How to expedite it with real case (Insurers/ Surveyors viewpoint)</li></ul>	<b>Mr. Shiv Wanchoo</b> , Senior Vice President, claims at AON (North & East India), has worked more than 16 years with Tata AIG General Insurance Co.

	<ul style="list-style-type: none"> <li>➤ Procedural Aspect</li> <li>➤ Case Studies on Claims</li> <li>➤ Tips to avoid disputes in Marine Insurance Claims</li> </ul> <p><b>Questions &amp; Answers</b></p>	Ltd. for distinguished role in Claims, Mentoring, Training of Employees.
03.00 PM - 03.30 PM	<ul style="list-style-type: none"> <li>➤ Major Claims - which got repudiated</li> <li>➤ Video film to be shown</li> </ul> <p><b>Questions &amp; Answers</b></p>	<b>CA. Sanjeev Soni</b> , B. Com(H), FCA, FIISA, S. Soni & Co.
03.30 PM - 03.45 PM	<ul style="list-style-type: none"> <li>➤ Claims - which got paid</li> </ul> <p><b>Questions &amp; Answers</b></p>	<b>Mr. Chirag Nihalani</b> , General Manager - General Insurance, Insurance Samadhan
<b>03.45 PM – 04.00 PM</b>	<b>Tea</b>	
04.00 PM - 04.45 PM	<ul style="list-style-type: none"> <li>➤ How Insurers look at the claims for Marine Cargo?</li> </ul> <p><b>Questions &amp; Answers</b></p>	<b>Mr. Rajiv Ranjan</b> , Advocate & Arbitrator, Specializing in Insurance Claims Formerly with IFFCO-Tokio General Insurance, Cholamandalam MS General Insurance and Oriental Insurance
04.45 PM - 05.05PM	<ul style="list-style-type: none"> <li>➤ Why are insurers using Insurance Investigators?</li> </ul> <p><b>Questions &amp; Answers</b></p>	<b>Mr. Abad Khan</b> , Managing Director, AK Insurance Marketing Pvt. Ltd.
05.05PM - 05.30PM	<ul style="list-style-type: none"> <li>➤ Litigation Option's available</li> </ul> <p><b>Questions &amp; Answers</b></p>	<b>Mr. Sameer Nandwani</b> , Lawyer, Specializing in Insurance