



One Week Certificate Programme on
“RISK MANAGEMENT AND PROPERTY INSURANCE”
(FIRE & ENGINEERING)

Mon - Fri, 14 -18 Oct, 2019 | 09:30 AM to 05:00 PM

PHD House, New Delhi



Training Programme with Practical Orientation as our Faculty is drawn from Insurance Companies, Insurance Brokerage Firms, Insurance Consultants and Insurance Surveyors & 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 - One Week Extensive Certificate Programme on Risk Management and Property Insurance (Fire & Engineering) ?

The wealth of any Nation or Corporate lies in Assets - whether these are Buildings, Plant & Machinery, Dams, Airports, Highways, Railway or anything connected with infrastructure.

This programme will be an extensive programme to build capabilities at working level so that participants can understand

- ❖ Risk Management
- ❖ Fire (Property) Insurance
- ❖ Engineering Insurance
- ❖ Project Insurance
- ❖ Loss of Profit (Business Interruptions)

And that too with practical knowledge of Experts with support of

- ❖ Case Studies
- ❖ Group Discussions
- ❖ Question & Answer Session

Fire Insurance

Fire and allied perils are devastating for any business venture whether it is a manufacturing unit or service provider such as hospitals and hotels.

Most businesses realize at the time of claim that the claim amount is not payable because proper risk assessment has not been done at the time of taking the policy. Businesses fail to realize that risk cannot be managed only by taking insurance policy. It is their responsibility for maintaining the safe environment 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 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.

Fire not only causes losses to organization's assets and life but severely affects the goodwill and future growth of the organization. In many cases owner, promoter and directors face prosecution as we have noticed in the case of fire in certain cinema halls/hospitals in the recent years in different parts of the country.

Engineering Insurance

The rapid industrialization of our country has led to

increasing use of machines in industry. We know that use of modern/advanced/electronically controlled machinery results in improved quality and increased output. We also realize that in spite of proper care and maintenance of machinery, in the event of mishap, accident and break downs may yet occur and in generally the extent of damage will be quite high and may also lead to fatal or non-fatal injuries to human beings nearby which can be potential sources of financial loss and could even result in the closure of business.

In any large manufacturing project Engineering insurance is having high focus because Breakdown of Machinery/ Electronic Equipment (many a times having imported equipment) can result in time taken for import/ procurement of parts/ need specialist engineers to set it right and during this period production may be affected. This necessitates importance of Engineering Insurance with focus on

- ❖ Machinery Breakdown (MBD) Insurance
- ❖ Electronic Equipment Insurance (EEI)
- ❖ Steam Pressure Vessel Material Damage Policy
- ❖ Loss of Profit (Consequential Loss)
- ❖ Business Interruption

Project Insurance

Indian Economy is growing at a fast pace and large amount is being invested in the following projects:

Infrastructure

- ❖ Ports/ Airports
- ❖ Highways
- ❖ Roadways
- ❖ Metro/ Rapid Metro
- ❖ High Rise Buildings
- ❖ 300 Smart Cities

Country is also focusing on "Make in India" and large amount is being invested in setting up of various manufacturing projects:

- ❖ Defence Infrastructure
- ❖ Petro Chemicals
- ❖ Power Generation
- ❖ Food Processing/ Cold Chain Supply Line
- ❖ FMCG
- ❖ Electronics/ Electrical Manufacturing

All these projects need Project Insurance Policies where all aspects of Risk are covered and hence we find that there is need for specialized training Programme on:

- ❖ Contractors All Risks (CAR) Insurance Policy
- ❖ Erection All Risks (EAR) Insurance Policy

- ❖ Advance Loss of Profit Policy
- ❖ Marine Loss of Profit Policy

All major projects and investments present great opportunities, but also have many unforeseen risks as well. The management of risk in construction projects involves both the allocation of risk under the project contracts and the management of those risks through insurance. The ability to recognize and overcome risks is crucial to the success or failure of any project.

Investors, lenders, contractors and implementers of projects are exposed to a wide range of risks which may:

- ❖ Impact the asset base
- ❖ Interrupt the revenue stream
- ❖ Affect repayments to lenders and investors

The potential risks can be divided into following four groups:

- ❖ Physical Assets Protection
- ❖ Design Engineering Risks
- ❖ Management Liability
- ❖ Financial Market and Economic Reforms

Project Insurance should cover 'All-Risks' of loss or damage to the permanent and temporary works comprising the contract, including the materials and all things used for or intended for incorporation within the contract, throughout various phases of the construction/ erection, including testing.

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 Fire and Allied Perils, Engineering and Project Insurance. 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 Fire Insurance Policies, Project Insurance Policies and Engineering 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
- ❖ General Insurance Company involved in business development, selling, underwriting and

managing Engineering Insurance Claims

Topics to be Covered:

Every session will be followed by Questions/ Answers so that high level of clarity is achieved.

- ❖ Risk Assessment – Necessity
- ❖ Fire Hazards and Fire Prevention – Importance
- ❖ Underwriting/ Evaluation
 - ◆ Important Clauses under Project Insurance
 - ◆ Important Clauses under Fire Insurance
 - ◆ Important Clauses under Engineering Insurance
 - ◆ Machinery Breakdown (MBD) Insurance
 - ◆ Electronic Equipment Insurance (EEI)
 - ◆ Steam Pressure Vessel Material Damage Policy
 - ◆ Perils and Add on Covers
- ❖ Mega Projects
- ❖ Legal Aspects/ Litigation
- ❖ Business Interruption
- ❖ Project Insurance
- ❖ Project Cargo Insurance & Marine DSU Cover
 - ◆ 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 Fire Insurance, Engineering Insurance and Project Insurance Claims

Who Should Attend the Training Programme (Target Participants)?

This is a good opportunity for:

- ❖ Middle/ Senior level managers in General Insurance/ Reinsurance Companies involved in business development, selling, underwriting and management of claims
- ❖ Surveyors & Loss Assessors
- ❖ Managers/ Executives of Insurance Brokerage Firms - Business Development/ Underwriter/ Claims Department
- ❖ Consulting Firms providing services to infrastructure & large projects.
- ❖ Decision makers in the large infrastructure companies
- ❖ Risk Managers/ Managers handling purchase of insurance policies and lodging of claims on behalf of:

1. Large Corporates
 2. Implementors of Large Projects
 3. Manufacturing Firms
 4. Large Construction Companies
 5. EPC Contractors
 6. Large Real Estate Developers
 7. Hospitals
 8. Hotels
 9. Shopping Malls/Multiplexes
 10. IT Companies
 11. SME's e.t.c
- ❖ Academic-Faculty members/ students special-izing in General Insurance who intend to make career in Property Insurance

What you can expect from the Training Programme?

This extensive Training Programme on Risk Management and Property Insurance (Fire & Engineering) 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. Mohinder Jindal, the Principal Faculty conducting this programme is a Chartered Engineer, Fellow of Institution of Engineers and Fellow of Insurance Institute of India. He has worked with Oriental Insurance, India's leading Public Sector Insurance Company, for 35 years.



During his tenure with Oriental, **Mr. Jindal** has had several achievements. To mention a few, his leadership and management in handling of Gujarat Earthquake claims, Gujarat Super cyclone and Gujarat riots claims were appreciated in print and electronic media in Gujarat and common public at large. During his posting in Mumbai where he was the regional head of Western India, he successfully handled de-tariff regime in Mumbai. During his posting in Oriental's corporate office, he led mega reinsurance negotiations with prominent reinsurers and reinsurance brokers from European and London Reinsurance market.

Mr. Jindal is widely recognised in the Insurance Industry as an expert on Fire & Engineering Insurance, Risk Management Study & Analysis, Loss Prevention & Loss Minimisation, Catastrophic Loss Management and also in Reinsurance in the International markets. He is also an expert faculty at recognised institutes like National Insurance Academy (NIA) Pune, Insurance Institute of India, Mumbai, National Institute of Criminology and Forensic Science, Rohini, Delhi. Even though **Mr. Jindal** retired from the corporate world in 2010, he continues to stay engaged by way of advisory role and by sharing his experience with the wider Industry through talks and panel discussions.



Mr. Atiqur Rahman, Regional Head, Proclaim Insurance Surveyors & Loss Assessors Pvt. Ltd.



Mr. Saumitra Sharma, Deputy General Manager, IFFCO TOKIO General Insurance Co. Ltd.



Mr. Sameer Nandwani, Lawyer, Specializing in Insurance



Mr. S. K. Sethi, Founder & Vice President, Insurance Foundation of India

Training/ Participation Fee:

Participation fee (Includes Training, Study Materials & Lunch)

- ❖ Individual participant fee: **Rs. 20000/- each**
- ❖ Group participation fee (team of 3 persons and above): **Rs.19000/-each.**
- ❖ Group participation fee (team of 5 persons and above): **Rs 17500 /-each**

Individual **Foreign Participant** fee : US \$ 400

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 in arranging the same (if required).

Certificate:

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

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 "**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 2 Days Extensive International Training Programme on "**Crop Insurance**" on 19 – 20 Nov 2018 at New Delhi. This was well attended by participants from Foreign Regulator, Insurance Companies, Insurance Brokerage Firms, State Government Agriculture Ministry Officials, Micro Finance Companies, Reinsurers, Media, Agricultural Analysts, Technology Companies from all over India as well as various countries such as Jordan, Kenya, Sri Lanka and Nepal.

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**".

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.

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

TRAINING PROGRAMME SCHEDULE

DAY 1

Time	Topic	Faculty
10.00 AM-01.00 PM	Project Insurance	Mr. Mohinder Jindal, Formerly, Deputy General Manager, Oriental General Insurance Company Ltd.
01.00 PM-02.00 PM	Lunch/Networking	
02.00 PM-05.00 PM	Case Studies & Problem Solving Exercise	Mr. Mohinder Jindal

DAY 2

Time	Topic	Faculty
10.00 AM-01.00 PM	Engineering Annual Policies	Mr. Mohinder Jindal
	Surveyor's Perspective	Mr. Atiqur Rahman, Regional Head, Proclaim Insurance Surveyors & Loss Assessors Pvt. Ltd.
01.00 PM-02.00 PM	Lunch/Networking	
02.00 PM-05.00 PM	Case Studies & Problem Solving Exercise	Mr. Mohinder Jindal Mr. Atiqur Rahman

DAY 3

Time	Topic	Faculty
10.00 AM-01.00 PM	Loss Of Profit (Business Interruption)	Mr. Mohinder Jindal Mr. Saumitra Sharma, Deputy General Manager, IFFCO TOKIO General Insurance Co. Ltd.
01.00 PM-02.00 PM	Lunch/Networking	
02.00 PM-05.00 PM	Case Studies & Problem Solving Exercise	Mr. Mohinder Jindal Mr. Saumitra Sharma

DAY 4

Time	Topic	Faculty
10.00 AM-01.00 PM	IAR & MEGA Policies, Fire Insurance	Mr. Mohinder Jindal
1.00 PM-02.00 PM	Lunch/Networking	
02.00 PM-05.00 PM	Case Studies & Problem Solving Exercise	Mr. Mohinder Jindal

DAY 5

Time	Topic	Faculty
10.00 AM-01.00 PM	Developments in Insurance Industry (Recent & Forthcoming)	Mr. Mohinder Jindal
1.00 PM-02.00 PM	Lunch/Networking	

02.00 PM-05.00 PM	Case Studies & Problem Solving Exercise Legal Perspective	Mr. Mohinder Jindal Mr. Sameer Nandwani, Lawyer, Specializing in Insurance
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Training Programme Calendar (2019- 2020)

S No	EVENTS PLANNED	DATE
1	Full Day Training Programme on "Insurance Frauds – How to Control it?"- 2019	Delhi - Fri 20 Sep, 2019
2	In House Training Programme for Senior & Top Management of Leading Insurance Companies (General & Life) on "Artificial Intelligence in Insurance Industry"	Mumbai - Mon 23 Sep, 2019
3	1 Week Extensive Certificate Programme on Risk Management and Property Insurance (Fire & Engineering)	Delhi - Mon - Fri 14- 18 Oct, 2019
4	One Week Certificate Programme on "Emerging Risks and Liability Insurance"	Delhi - Mon - Fri 11- 15 Nov, 2019*
5	2 Days Training Programme on "Reinsurance for Executives." An Extensive Programme for those who are aspiring for career growth in Reinsurance	Mumbai - Mon - Tue 18-19 Nov, 2019*
6	2 Days Extensive International Training Programme on "Crop Insurance" by International Faculty Dr. Olena Sosenko from Switzerland	Delhi -Thu - Fri 12-13 Dec, 2019*
7	2 Days Training Programme on "Reinsurance for Middle Management." An Extensive Programme for those who are getting ready for senior positions in Reinsurance	Mumbai - Fri -Sat 27-28 Dec, 2019*
8	1 Day Training Programme on "Reinsurance for Senior Management." An Extensive Programme for those who are responsible for Procurement & Placement of Reinsurance portfolio in Insurance & Reinsurance companies	Mumbai - Mon 20 Jan, 2020*
9	Full Day Training Programme on "Marine (Cargo) Insurance"	Delhi - Fri 24 Jan, 2020*
10	Full Day Training Programme on Engineering Insurance with focus on – Machinery Breakdown (MBD) Insurance/ Electronic Equipment Insurance (EEI)/ Steam Pressure Vessel Material Damage Policy and Loss of Profit (Consequential Loss)	Delhi - Fri 21 Feb, 2020*
11	Full Day Training Programme on "Risk Assessment and Fire (Property) Insurance"	Delhi - Fri 22 May, 2020*

*Dates are Tentative

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

Ms. Shveta Kaushal
Programme Co-ordinator

INSURANCE FOUNDATION OF INDIA

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