



# 1 Day Training Programme on **MARINE (CARGO) INSURANCE**

**09:30AM - 05:30PM**  
**Friday, 6 September 2024**

**HOTEL AFRICA AVENUE GK-1**  
**B-104, Greater Kailash-1, New Delhi- 110048**  
(Nearest Metro Station - Moolchand, Chirag Delhi, Kailash Colony)



**TRAINING PROGRAMME  
WITH PRACTICAL  
ORIENTATION  
AS OUR FACULTY IS  
DRAWN FROM INSURANCE  
COMPANIES, INSURANCE  
BROKERAGE FIRMS,  
INSURANCE  
CONSULTANTS,  
INSURANCE SURVEYORS  
AND LOSS ASSESSORS,  
LAWYERS & INSURANCE  
INVESTIGATORS.**

## **INSURANCE FOUNDATION OF INDIA**

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

Om Plaza (1st Floor), 430/7, Sant Nagar, East of Kailash, New Delhi - 110065 (India)

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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.

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#### 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:

- ❖ **Mr. Jyoti Shahi**, Vice President, Marine, AON Insurance Brokers Private Limited, Formerly Marsh, Tata AIG, ICICI Lombard
- ❖ **Mr. S. K. Jain**, Insurance Expert, Author, Formerly VP & Director, Insurance Brokers Association of India
- ❖ **Mr. Mahesh Mittal**, formerly Deputy General Manager, Oriental Insurance Co. Ltd.
- ❖ **Mr. Abad Khan**, Managing Director, AK Insurance Marketing Pvt. Ltd.
- ❖ **Dr. Yoginder Paul**, Advocate, Formerly Regional Manager, National Insurance Company Limited
- ❖ **Mr. Sameer Nandwani**, Lawyer, Specializing in Insurance
- ❖ **Mr. S K Sethi**, Founder & CEO, Insurance Foundation of India & Director, RIA Insurance Brokers Pvt. Ltd.

#### Training/ Delegate Fee:

Participation fee (Including Training, Study Materials & Lunch)

- ❖ Individual participation fee: **Rs. 3800/**
- ❖ Group participation fee (team of 3 persons and above): **Rs. 3400/-** each.
- ❖ Group participation fee (team of 5 persons and above): **Rs. 3200/-** each.

#### Accommodation:

This is nonresidential Programme; however reasonable hotels/ guest houses are available in surrounding areas such as Nehru Place, Greater Kailash I & II, Panchsheel Enclave. (Nearest Metro Station Nehru Enclave & Nehru Place) Programme Coordinator will be ready to assist you in arranging the same (if required)

#### Certificate:

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

#### About the Organizers:

**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 and abroad 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](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 they are 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 any Government support.

IFI got international appreciation when it organized a 2 Days Extensive International Training Programme on “**Crop Insurance**” in 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, Media, Agricultural Analysts, 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**.

In association with Professional Advancement



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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 in 2019 on **"Transmitting Global Knowledge for Promoting Crop Insurance in Bangladesh"**.

Our effort towards reducing Insurance Frauds in the country and our project **"India Needs Insurance Fraud Control Act"** is widely appreciated. We look forward for the support of Insurance Companies to support us so that this major project results in discussion, approval by the parliament and implementation of the Act, as a replacement of outdated IPC. We are sure that reduction of frauds will result in support to genuine insurance buyers. The profitability of the insurance industry will increase, and penetration of insurance as % of GDP will reach greater heights.

The recent events organized by IFI are:

- ❖ **Full Day Training Programme on "Risk Assessment & Fire (Property) Insurance"**: Realizing the need and importance for Insurance Training well known NGO of the country Insurance Foundation of India has been Conducting Insurance Training Programmes, Seminars & Webinars on regular and monthly basis in New Delhi. Full Day Training Programme on "Risk Assessment & Fire (Property) Insurance" was organized successfully on Fri, 21 June 2024 in New Delhi.
- ❖ **Round Table on "Cyber Security, Cyber Insurance & Importance of Data Protection Act"**: Realizing the need and importance for Insurance Training well known NGO of the country Insurance Foundation of India has been Conducting Insurance Training Programmes, Seminars & Webinars on regular and monthly basis in New Delhi. Round Table on "Cyber Security, Cyber Insurance & Importance of Data Protection Act" was organized successfully on Monday, 04 March 2024 in New Delhi.
- ❖ **Points Emerging Out from Webinar on "Gratuity Insurance- Implications of Gratuity Act for Directors/ Top Management"** on Tuesday, 12 September 2023

- ❖ **Points Emerging Out from Webinar on "Trade Credit Insurance and Export Credit & Guarantee Insurance"** on Friday, 4 August 2023
- ❖ **Important Speeches from Webinar on "Implications of Taxation in General Insurance Industry"** on Wednesday, 28 June 2023
- ❖ **Important Speeches from Webinar on Bima Sugam- "The Game Changer in 2023"** on Thursday, 4 May 2023
- ❖ **1 Day Training Programme on "Emerging Risks & Liability Insurance"** on 6 Jan 2023, New Delhi

IFI will be pleased to have your support for events/ conferences/ research studies. Reach us at [vp@ifingo.org](mailto:vp@ifingo.org) or WhatsApp 9810090853

### Training Programme Calendar (2024-25)

S.No.	Events Planned	Date & Time
1	Full Day Training Programme on <b>"Marine (Cargo) Insurance"</b>	<b>Delhi:</b> Friday 6 Sep, 2024
2	Seminar on <b>"Insurance Growing Need of MSME Sector"</b>	<b>Delhi:</b> Friday 18 Oct, 2024
3	1 Day Training Programme on <b>"Engineering Insurance"</b>	<b>Delhi:</b> Friday 22 Nov, 2024

### Recent Successful Programmes

S.No.	Successful Events	Date
1	1 Day Training Programme on <b>"Risk Assessment &amp; Fire (Property) Insurance"</b>	21 June, 2024
2	Round Table on <b>"Cyber Security, Cyber Insurance &amp; Importance of Data Protection Act"</b>	4 Mar, 2024
3	Webinar on <b>"Gratuity Insurance- Implications of Gratuity Act for Directors/ Top Management"</b>	12 Sep, 2023
4	Webinar on <b>"Trade Credit Insurance and Export Credit &amp; Guarantee Insurance"</b>	4 August, 2023
5	Webinar on <b>"Implications of Taxation in General Insurance Industry"</b>	28 June, 2023
6	Webinar on <b>"Bima Sugam – The Game Changer in 2023"</b>	4 May, 2023
7	1 Day Training Programme on <b>"Emerging Risks &amp; Liability Insurance"</b>	6 Jan, 2023
8	1 Day Training Programme on <b>"Risk Assessment and Fire (Property) Insurance"</b>	4 Nov, 2022
9	Workshop on <b>"Cyber-Security, Crime &amp; Insurance 2022"</b>	15 July, 2022

and many more...

### To Register

Scan This QR Code  
or Click Below Link:



<https://forms.gle/qbtwXuKEEXaVMg5v6>

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

**Mr. Ashwani Chauhan**

(Programme Co-ordinator)

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