

ORGANIZERS



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PHD
CHAMBER OF COMMERCE AND INDUSTRY
— (1978-1982) —

SUPPORTED BY

RIA
INSURANCE BROKERS

TRIPAKSHA
LITIGATION
ADVOCATES & SOLICITORS

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



09:30AM - 05:30PM
Friday, 23 October 2026



Radico Room, PHD Chamber of Commerce and Industry
PHD House, 4/2 Siri Institutional Area, August Kranti Marg,
New Delhi-110016, (Nearest Metro Station – Hauz khas)

TO REGISTER,
SCAN QR CODE



OR
CLICK BELOW LINK:

<https://forms.gle/WQGMUSyQVSKW9Ufi8>

WITH PRACTICAL ORIENTATION

AS OUR FACULTY IS **DRAWN FROM**

- ✓ INSURANCE COMPANIES,
- ✓ CORPORATE INSURANCE CLIENTS,
- ✓ 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)



Sai Sadan, 252-K, 2nd Floor, Raja Dhirsain Marg,
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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.

Importance of Marine Cargo Insurance in the War Affected World

Importance of Marine Cargo Insurance has gained importance in the world affected by Middle East Conflict and Ukraine/Russia conflict.

Middle East Conflict has resulted in Hormuz blockade and this in turn has affected Cargo movement/ ships movement in the whole world.

Cargo being imported by India or exported by India is facing war risks as a result of this premium rates have hardened.

All aspects connected with this will be discussed in detail. Our experts will answer all questions to be raised by you.

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**, Growth Leader, Marine Insurance, AON Insurance Brokers Private Limited, Formerly Marsh, Tata AIG, ICICI Lombard
- **Mr. Shiv Wanchoo**, National Head Claims AON, has worked more than 16 years with Tata AIG General Insurance Co.
- **Mr. S. K. Jain**, Insurance Expert, Author, Formerly VP & Director, Insurance Brokers Association of India
- **Mr. R. D. Singh**, Senior Lawyer, Tripaksha Litigations
- **Dr. Yoginder Paul**, Advocate, Formerly Regional Manager, National Insurance Company Limited
- **Mr. Sumit**, Head Marine Cargo Group Surveyor, Tim Surveyor
- **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. 4,800/-**
- ❖ Group participation fee (team of 3 persons and above): **Rs. 4,500/-** each.
- ❖ Group participation fee (team of 5 persons and above): **Rs. 4,200/-** each.
- ❖ Special Discount for members of PHD Chamber of Commerce and Industry fee: **Rs. 3,800/-** each.
- ❖ The Practical Aspects of Marine (Cargo) Insurance Book (costing Rs. 800) authored by **Mr. S. K. Jain** will be given to all participants.



About the Organizers:

Insurance Foundation of India (IFI) was set up in 2009 under Trust Registration Act 1882 of Government of India as a Not-for-Profit Organization.

It is engaged in conducting:

- Training Programmes
- Seminars
- Webinars
- Conferences
- Workshops

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.

Conducted Training Programme for insurance heads/ senior management including directors of all Nuclear Power Plants (operating as well as under erection) of Nuclear Power Corporation of India Limited. This is a great honour for the faculty of our organization.

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.

S.K. Sethi, the founder of IFI is an author, speaker and opinion maker. The recent books authored by him are:

- **1 Cyber Attack Can Ruin Your Forever (Amazon Best Selling Author)**
- **Hindi edition of Cyber book**
- **Insurance Fraud Must Be Controlled- India Needs Insurance Fraud Control Act**

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

PHD Chamber of Commerce & Industry

PHD Chamber of Commerce and Industry, established in 1905, is a proactive National Apex Chamber working at the grass-root level and with strong national and international linkages. The Chamber acts as a catalyst in the promotion of industry, trade and entrepreneurship. PHD Chamber, through its research-based policy advocacy role, positively impacts the economic growth and development of the nation. PHD Chamber is more than an organization of the business community, as it lives by the chosen motto In Community Life & Part of It and contributes significantly to socio-economic development and capacity building in several fields.

"PHD Chamber of Commerce and Industry (PHDCCI) is one of the Premier Chambers in India to have been accredited with "Diamond Grade" by NABET(QCI), at national and international level.

PHDCCI is a National Apex Chamber having its international office at Bahrain for 6 GCC countries, with 1, 30,000 companies as its members base, as total focus on the development of small and medium businesses. PHDCCI has co-opted National and International Industry Associations and Organizations through over 100 MoUs signed between the parties."

Tripaksha Litigation

Tripaksha Litigation is a litigation-focused law practice providing strategic legal representation and dispute resolution support to individuals, businesses and institutions across India. With a

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.



documentation-first and result-oriented approach, the firm handles complex disputes involving insurance claims, commercial matters and allied litigation, with particular emphasis on careful scrutiny of contractual terms, evidence and legal strategy. Its insurance practice covers health, life, property, motor, marine, commercial, corporate and specialised insurance disputes, including claim repudiation, delayed or short settlements, coverage disputes and surveyor-related issues, with representation before appropriate courts, consumer commissions, commercial forums and other competent authorities.

RIA Insurance Brokers Private Limited

RIA Insurance Brokers Private Limited is an IRDA approved Insurance Brokerage Firm (IRDA Direct Broker License No. IRDA/DB 120/03) with over 2,500+ clients across corporates, SMEs, and individual customers.

As an insurance broker, we represent the client and ensure that the client's business interests are properly protected in their dealing with insurance companies. We use our domain knowledge and expertise to help the client properly assess their insurance needs, shop for the best value in insurance coverage and help the client in managing their claims.

Our focus is on:

- Professional Management
- Service with a Smile
- Cost Effective Solutions for clients
- With a view to achieve the above, our organization is divided into 4 groups:
- Risk Assessment Group
- Business Development Group
- Underwriting Group
- Claims Processing Group

Our Strength is client satisfaction in Claims Servicing & Policy Servicing:

As we handle the products of all the insurance companies, we are in a position to be a single point of contact for you to fulfill all your organizational needs for example:

- Property Insurance
- Project Insurance (CAR, EAR)
- Cyber Insurance
- Liability Insurance
- All Risk Insurance/ Industrial Insurance
- Life
- Motor Insurance
- Health

Training Programme Calendar (2026-27)

S.No.	Events Planned	Date & Time
1	1 Day Training Programme on "Marine (Cargo) Insurance"	Delhi: Friday 23 Oct, 2026
2	1 Day Training Programme on "Insurance Claims Management- How to Manage Claims Settlement Successfully?"	Delhi: Friday 27 Nov, 2026
3	1 Day Training Programme on "Engineering Insurance"	Delhi: Friday 18 Dec, 2026

Recent Successful Programmes

S.No.	Successful Events	Date
1	1 Day Training Programme on "Risk Assessment & Fire (Property) Insurance"	21 Sep, 2026 New Delhi
2	National Seminar on India's New Labour Codes	27 June 2026 Hyderabad
3	Stay Safe in the Digital World "Cyber Crime & Cyber Security"	10 May 2026 New Delhi
4	FMSAA Annual Alumni Meet-2025	15 Feb 2025 New Delhi
5	Conference on "Cyber Crime, Cyber Security & Cyber Insurance"	18 Feb 2025 Gurugram
6	Cooperative Technology Summit 2025	29 Aug 2025 Thiruvananthapuram
7	National Cooperative Banking Summit (NCBS)	17-18 Sept 2025 Goa
8	1 Day Training Programme on Project Insurance (CAR, EAR, CPM)	22 Oct 2024 New Delhi
9	WILL - DEED Why it is important ? Learn, how to write?	28 Sept 2024 New Delhi
10	1 Day Training Programme on "Risk Assessment and Fire (Property) Insurance"	21 June 2024 New Delhi
11	Round Table on "Cyber Security, Cyber Insurance & Importance of Data Protection Act"	4 Mar, 2024 New Delhi
12	Webinar on "Gratuity Insurance- Implications of Gratuity Act for Directors/ Top Management"	12 Sep, 2023
13	Webinar on "Trade Credit Insurance and Export Credit & Guarantee Insurance"	4 August, 2023

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

Mr. Rakesh Kumar
(Programme Co-ordinator)

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