

College of Insurance
Insurance Institute of India, Mumbai
Advanced Program for Young Leaders: Life
Program ID: CPL6
(From: 17th to 21st December, 2018)

Relevance of the Program:-

Over the last decade, a number of young people have joined the life and general insurance industries at various executive and managerial positions. Their technical knowledge and skills would have been enhanced and sharpened over the initial years and they would have acquired the competencies required for managing various functions efficiently. After the introductory years, these executives have to face newer challenges and on the ground realities.

Simultaneously, the industry is also witnessing marked changes, both due to changes in regulation and market competition. Insurance enterprises are ultimately holistic systems that would need to learn, unlearn and transform if they are to leverage opportunities and face the challenges that are set to emerge. The program for young executives is designed to help organisations in grooming and preparing their young executives to take up senior positions in the coming years.

Program Objective:-

Participants of the program would understand and get insights on

- ✓ Current and emerging challenges in the life insurance market environment
- ✓ An integrated perspective on the elements of Customer value in life insurance
- ✓ Capital and profits – a perspective on the financial management of a life office, including the actuarial control cycle
- ✓ Winning and keeping customers – key insights from best practices
- ✓ Leveraging information technology to make a difference
- ✓ Regulatory compliance – the key issues
- ✓ Building a vibrant organization – people engagement in insurance
- ✓ Personal effectiveness and Inner mastery

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Program Content:-

- ✓ Life insurance business - emerging environment, industry responses and the experience
- ✓ What customers would buy – elements in creating irresistible value propositions in Life insurance
- ✓ How champions sell – lessons on what constitutes selling competence
- ✓ Financial management of a life office - from pricing to ALM
- ✓ Regulations and compliance - spirit and expectations from a life insurance manager
- ✓ Winning in the digital age – strategies for leveraging information and communication technology
- ✓ Developing strategy for growth and profits – a hands on exercise
- ✓ Managing a team – key insights on team building and team management
- ✓ Leading through building leaders – insights in performance management
- ✓ Building a great organization – insights from global best practice
- ✓ “It all begins with me” – lessons in self - development

Participant Profile:-

Young Managers / Executives drawn from life insurance companies, who are at the junior and middle management levels.

Timing : 10.00 a.m. to 05.00 p.m.

Enrolment:-

To enrol for the training program please download the enrolment form and after filling in the necessary details, submit your form and fees to the office of the College of Insurance, Insurance Institute of India, Plot C-46, G-Block, Near Dhirubhai Ambani International School, Bandra-Kurla Complex, Bandra (East), Mumbai – 400 051 by [10th December, 2018](#)

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You can also do the enrolment online through the College of Insurance's website www.coi.org.in on or before **10th December, 2018**.

Program Duration: - 5 days from 17th to 21st December, 2018

Course Fees:-

- a) **Participants requiring residential facilities: Total amount Required –Rs.25370/-i.e. (Rs. 21500/- plus 9% CGST and 9% SGST).**

The fees cover tuition, course material, A/C single room accommodation in the Institute's campus and full boarding (bed tea/coffee, breakfast, lunch, light refreshments in the evening and dinner). All rooms are fully furnished with attached bathroom and Internet facility.

Rooms are reserved from 12.00 noon onwards the day prior to the commencement of the program. The participants can stay till 12.00 noon next day after the conclusion of the program.

- b) **Non-residential participants: Total amount Required –Rs. 18290/-i.e. (Rs. 15500/- plus 9% CGST and 9% SGST).**

The fees cover tuition, course material and day boarding (i.e. tea/coffee during tea breaks and lunch for actual days of training).

Payment Terms and Conditions:-

- 1) The payment should be received by the College of Insurance before the commencement of the program.
- 2) The confirmation of registration for the program will be subject to receipt of payment.
- 3) We do not consider any refund request or adjustment of fees against future programs in case of non attendance.

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- 4) Fees should be paid by Demand Draft drawn in favour of “Insurance Institute of India” payable at Mumbai and forward it together with the “Enrolment form” available from College of Insurance’s website www.coi.org.in or by online payment mode by following the below link <http://www.coi.org.in/web/guest/program-calender>

Training Venue:-



Insurance Institute of India
(College of Insurance),
G Block, Plot No. C-46,
Near American Consulate,
BandraKurla Complex,
Bandra (E),
Mumbai – 400051.



 **Parking Facility:**

"VEHICLE PARKING IS NOT ALLOWED IN OUR CAMPUS".

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Course Co-ordinator:

Dr S Kutty – 022-26544296 Email : kutty@iii.org.in

Respond to :-

Ms S S Vaidya	college_insurance@iii.org.in	022-26544266
Ms Y S Kulkarni		022-26544251

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Nomination Form

1) Name: _____

2) Address: _____

3) Educational Qualification: _____

4) Date of Birth: _____

5) Position Held.: _____

6) Mobile No : _____

7) Telephone No. : _____

8) Fax No: _____

9) E-Mail: _____

10) Alternate E-Mail: _____

11) Sponsoring Organisation: _____

12) Food preference: Vegetarian Non-Vegetarian

13) Hostel Facility Required: Yes No

14) Details of Fee Paid: Cheque / D.D. No. _____ dt. _____

Drawn on _____ Bank, for Rs. _____

Please
affix your
photograph
here

Signature & seal of the authority
of the Sponsoring organisation

Signature of the Participant

*Name of Co-ordinator: _____

Mobile No: _____ Tel. No.: _____

Email-Id.: _____ Company Name: _____

*This column is mandatory for those participants who are sponsored by company.