

**College of Insurance  
Insurance Institute of India, Mumbai  
Program for Young Leaders  
Program ID: CPC10  
(From: 12<sup>th</sup> to 14<sup>th</sup> October, 2020)**

**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. As decade of experience in managing various functions has perhaps helped to hone their technical knowledge and skills and enhanced their competencies towards discharging their roles more efficiently.

In recent decades, the industry has been witnessing marked changes, ushered by technology and changing customer expectations, as much as by regulation and market competition. Insurance enterprises are ultimately holistic systems that would need to learn, unlearn and transform if they are to embrace the future. Sustainability may be a major challenge in the next two to three decades, and it may call for experimenting with and adopting very different perspectives, concepts and practices. The leaders of tomorrow may need to grapple with issues that are quite different from what is faced today.

The program for young executives is designed to help organisations in grooming and preparing their young executives to understand and anticipate these challenges of leadership in coming years.

**Program Objective:-**

Participants of the program would understand and get insights on

- Current and emerging challenges in the market environment of Insurance
- An integrated perspective on the elements of Customer value in insurance
- Capital and profits – a perspective on the financial management of an Insurance company
- 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

**Program Content:-**

- Insurance business - emerging environment, industry responses and the experience
- What customers would buy – elements in creating irresistible value propositions in insurance
- How champions sell – lessons on what constitutes selling competence
- Financial management of an insurance company - from pricing to ALM
- Regulations and compliance - spirit and expectations from an 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 and general insurance companies, brokerage companies and other insurance marketing institutions who are at the junior and middle management levels.

### Course Coordinator:-

Dr. S Kutty – 022-26544296 Email: [skutty@iii.org.in](mailto:skutty@iii.org.in)

### Program Duration & Timing: -

3 days & from 10.00 a.m. to 05.00 p.m.

### Course Fees:-

- **Participants requiring residential facilities: Total amount Required –Rs. 17700/- i.e. (Rs. 15000/- plus 9% CGST + 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.

- **Non-residential participants: Total amount Required –Rs. 12744/- i.e. (Rs.10800/- plus 9% CGST + 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).

### Training Venue:-

Please follow below link / QR Code for Training Venue

<https://qr.go.page.link/qs2Qb>



### Parking Facility:-

Public parking available at 5 minutes walking distance (Behind US Consulate).

### Respond to:-

Ms E. D'souza	<a href="mailto:college_insurance@iii.org.in">college_insurance@iii.org.in</a>	022-26544210
Mr D V Govekar		022-26544247
Ms S S Vaidya		022-26544266
Ms A P Dalvi		022-26544254
Mr P M Tare		022-26544251
Ms N B Bagde		022-26544234

**College of Insurance  
Insurance Institute of India,  
G Block, Plot No. C – 46, Near American Consulate, Bandra Kurla Complex,  
Bandra (East), Mumbai – 4000051**

**Information for Registration**

**Registration:-**

- To register online, visit menu Enrolment – Online Enrolment on website [www.coi.org.in](http://www.coi.org.in) else follow link - <http://www.coi.org.in/web/guest/programme-calendar>
- For offline registration, mail us at [college\\_insurance@iii.org.in](mailto:college_insurance@iii.org.in) and please see below details for bank transfer.

Name of the Beneficiary:-	Insurance Institute of India
Name of Bank & Address :-	Axis Bank Ltd, Fort Branch, Jeevan Prakash Building, Sir P M Road, Mumbai – 400001.
Account No.:-	<b>0040 10100 143462</b>
IFSC Code:-	<b>UTIB 000 000 4</b>
MICR Code:-	400211002
Swift Code:-	AXISINBB004

- The confirmation of registration for the program will be subject to receipt of payment before the commencement of the program.

**Training Venue:-**

Insurance Institute of India, (College of Insurance), G Block, Plot No. C – 46, Near American Consulate, Bandra Kurla Complex, Bandra (East), Mumbai – 4000051

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**Nomination Form**

- 1) Participant Name: \_\_\_\_\_
- 2) Program Name: \_\_\_\_\_
- 3) Program Period: \_\_\_\_\_
- 4) Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
- 5) Educational Qualification: \_\_\_\_\_
- 6) Date of Birth: \_\_\_\_\_
- 7) Position Held: \_\_\_\_\_
- 8) Mobile No: \_\_\_\_\_
- 9) Telephone No.: \_\_\_\_\_
- 10) E-Mail: \_\_\_\_\_
- 11) Alternate E-Mail: \_\_\_\_\_
- 12) Sponsoring Organisation: \_\_\_\_\_
- 13) Food preference:  Vegetarian  Non-Vegetarian
- 14) Hostel Facility Required:  Yes  No
- 15) 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.