



Virtual Training Session on Life Insurance Underwriting Challenges– (CVT –LIUC) 14th-15th September, 2020



Underwriting is the principal gateway through which all proposals for life insurance have to pass before they become policies. The challenge facing underwriters everywhere is to walk the tight rope between being too liberal and too conservative. The first option can lead to anti selection and mispricing problems that ultimately threaten the insurer's solvency and financial position.

Too rigid a policy and practice can, on the other hand, lead to distancing the insurer from its prospective customers and rendering it uncompetitive. In recent years the world of underwriting has come to witness both challenge and opportunity. The challenge comes from a range of environmental and social risks that can impact the sustainability of the business. At the same time there are new developments in the field that can impact the way risks are assessed and anticipated. The opportunity comes from rising to the challenges and overcoming them with better knowledge and insights, better information processing and better execution on the field.

This session on underwriting management would not only highlight and bring out the deeper nuances of underwriting management but also some of the new vistas being opened up, which might impact underwriting in future.

COI has created '*Virtual Training (CVT) Rooms*' as a cost-effective mechanism for participants to equip themselves academically at their respective locations. This program all underwriting is part of these efforts.

Program Deliverables:

The program is designed to enable participants to:

- ✓ The changing context of wellness and disease and what this means for underwriters
- ✓ Medical diagnosis and prognosis - new concepts and approaches
- ✓ Bodily systems and their pathology - what medical science tells us
- ✓ The role of Underwriters in the modern context
- ✓ Non-medical issues in underwriting- challenges and approaches for addressing Moral Hazard
- ✓ Alternative medicine - lessons for underwriters

Who should attend: Underwriting Managers and executives in life insurance companies.

Duration	Date	Time (IST)	Hours
Two Days	14 th –15 th September 2020	10.00 hrs.-13.00 hrs.	03.00 Hours/Day

How to enroll: You may send nominations by mail on college_insurance@iii.org.in

Course Fees: Rs.3540/- (Rs.3000/- + 9% CGST + 9% SGST)

Certificate of Participation: Online Certificate will be issued to all the participants.

Programme Co-coordinator: Dr. S Kutty, Faculty,

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