



COMPREHENSIVE TECHNICAL PROGRAMME IN GENERAL INSURANCE

17th Nov. to 07th Dec. 2025



COMPREHENSIVE TECHNICAL PROGRAMME IN GENERAL INSURANCE

The globalisation of insurance practices has necessitated all stakeholders in the insurance ecosystem to be aware of one another's practices, which will immensely contribute in building regional capacities. The Comprehensive Technical Programme in General Insurance aims at developing the pool of knowledge on the practices prevalent in the different regions which are a part of the Global Insurance ecosystem. The programme facilitates in building up the concepts of common theoretical base that remains true across the global market, and enables the participants to develop a holistic understanding of all major lines of insurance business. The participants will also have an opportunity to find efficient solutions to the problems of their respective markets from the knowledge that they will gain during this training programme.

The pedagogy comprises of:

- ✦ Classroom session which includes extensive discussion
- ✦ Case studies
- ✦ Practical learning through visits to facilitate deeper understanding and learning
- ✦ Group work and group presentations

Objectives

The programme aims to equip the participants with knowledge of:

- ✦ Principles and practices of general insurance
- ✦ Main General insurance covers and their applications
- ✦ Best practices in underwriting
- ✦ Best practices in claims management



CONTENTS

GENERAL INSURANCE



- Global General Insurance Scenario
- Principles & Practice of Insurance

MAIN CLASSES OF GENERAL INSURANCE

a. Fire Insurance

- Fire Insurance Policies - concepts, cover, extensions, add-ons
- PML concepts & its importance in underwriting
- Business interruption concepts, cover and extensions
- Claims Management with case studies



b. Marine Insurance (Cargo & Hull)

- Institute Cargo Clauses 1982 and 2009
- Payment and Documentary Credit System
- Inco terms
- Bulk Cargo Clauses and Inland Transit Clauses
- Subrogation & Recovery
- Marine Claims Management with case studies
- Protection & Indemnity
- Marine Hull (Basics, Clauses & Relation to Cargo insurance)
- Visit to Maritime Institute

c. Motor Insurance (Own Damage & Third Party)

- Anatomy of Automobiles
- Motor Insurance Policies - concepts, cover, extensions, add-ons
- Management of Claims
- Role of Technology in motor insurance
- Motor TP Insurance
- Insurance of Electric Vehicles



d. Health Insurance

- Health Insurance Policies - concepts & coverage
- Health Insurance Underwriting & Claims

e. Engineering Insurance

- Project Insurance Policies - Coverage, Underwriting & Claims
- Engineering Insurance Policies - Coverage, Underwriting & Claims



f. Liability Insurance

- Public & Product liability, CGL - concepts, cover, extensions, add-ons
- E&O, D&O & Cyber

g. Crop Insurance

- Rural & Micro Insurance
- Agriculture insurance



h. Miscellaneous

- Miscellaneous insurance policies - conventional & transformational products - Coverage, Underwriting & Claims
- Aviation Insurance
- Oil & Energy Insurance

3 REINSURANCE

- Fundamentals of Reinsurance - Proportional; Non-Proportional; Facultative
- Global Programmes - Understanding the concepts, Methodology & working of Programme
- Role of Intermediaries in Reinsurance Markets



4 OTHERS

- Insurance Frauds Management
- Customer Service
- Product Distribution

PARTICIPANTS' PROFILE

Junior & Middle level insurance Executives handling insurance in overseas General Insurance companies, Consulting firms, Brokers; Government, Regulators and Government undertakings.

DURATION & DATES

3 Weeks | 17th November to 07th December 2025

PARTICIPATION FEES

FAIR Members / Organisations from SAARC countries	USD 3,115/- (US\$2,640 + 18% GST)
Organisations from other countries	USD 4,059/- (US\$3,440 + 18% GST)
Organisations from Nepal and Bhutan	INR 2,36,000/- (INR2,00,000 + 18% GST)
Programme fee covers tuition fees, course material, accommodation and all meals.	

BANK DETAILS

Account Holder	National Insurance Academy
Name of the Bank	Bank of Maharashtra, Pune
Branch Code	1121
Account No. & Type of Account	20008885848 - Savings Account
Mode of payment	SWIFT / IFSC
IFSC Code	MAHB0001121
SWIFT Code	MAHBINBBOCP

Kindly pay an additional amount of US \$ 8 towards SWIFT transfer charges

CONTACT

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NATIONAL INSURANCE ACADEMY

NIA was established in 1980, primarily as an apex training institute for executives of Indian insurance industry by the Life Insurance and General Insurance companies with active support from the Government of India. Over the years, the Academy's activities have diversified and it now encompass training, education, research, consultancy and publications.

The Academy has been recognized as an associate member of the Federation of Afro Asian Insurers and Reinsurers (FAIR) .

The Academy conducts two year residential Post Graduate Diploma in Management (PGDM), presently open for Indian students only.



Venue & Address for Communication



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