

# Programme on Awareness of Economics for Middle Level Executives of Insurance Industry (Life & General) 23<sup>th</sup> to 25<sup>th</sup> June 2025



Through this programme, participants will gain insights into how economic policies, financial markets, and global trends shape the insurance landscape. They will also explore emerging issues such as digital transformation, ESG considerations, financial inclusion, and demographic changes - factors that are becoming increasingly relevant to their strategic vision.

By fostering economic awareness, this training will empower the executives to integrate economic intelligence into their daily functions, improve policyholder services and strengthen their role as a financial pillar in the Indian economy.

## Objectives of the Programme

1. To enhance participants' understanding of fundamental economic concepts relevant to the financial sector and insurance industry.
2. To develop awareness of macroeconomic indicators (GDP, inflation, interest rates, fiscal and monetary policies) and their impact on the insurance sector.
3. To analyse global and domestic economic trends and their implications for their business strategies.
4. To understand the role of financial markets, capital markets, and money markets in economic growth and insurance investment strategies.
5. To examine the effects of economic cycles and systemic risks on the insurance demands and policyholder behaviour.
6. To explore the economic rationale behind government policies, regulatory frameworks and their influence on the insurance sector.
7. To assess the impact of demographic and socioeconomic changes on insurance penetration and product innovation.
8. To strengthen decision-making skills by applying economic principles to strategic planning and risk management.
9. To discuss emerging economic challenges, including digital economy, sustainability, ESG considerations and financial inclusion.
10. To foster a long-term economic perspective to help executives align their company's growth with national economic priorities and customer-centricity.

## Course Contents

- Basic economic concepts: Scarcity, opportunity cost, supply & demand
- Micro vs. macroeconomics: Understanding their role in financial decision-making
- Economic systems: Market economy, mixed economy, and their impact on insurance
- Role of financial institutions in economic development
- The interplay between insurance, savings and economic stability
- Gross Domestic Product (GDP) and economic growth trends
- Inflation and interest rates: Implications for investment and policy pricing
- Fiscal policy: Government spending, taxation and its effect on disposable income
- Monetary policy: RBI's role, repo rate, liquidity management and insurance investments

- Unemployment and income levels: How they influence insurance demand
- Exchange rates, international trade and their impact on financial markets
- Role of insurance in financial inclusion and economic resilience
- Digital economy and its influence on financial services and insurance
- ESG (Environmental, Social and Governance) and sustainability in insurance
- Demographic shifts: Aging population, changing workforce and evolving insurance needs
- Financial literacy and its role in increasing insurance penetration
- Long-term economic strategies: Aligning with national and global economic priorities

## Participants Profile:

Middle level executives from all the departments of various insurance companies. (Both PSU & Pvt.)

**Date** 23<sup>rd</sup> to 25<sup>th</sup> June 2025.

**Last date of Registration:-** 18<sup>th</sup> June 2025.

## Programme Coordinator:

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## Participation Fees:

**Residential ₹ 40,000/- + 18% GST**

**Non-Residential ₹ 24,000/- + 18% GST**

**Register before 16<sup>th</sup> June 2025 to avail early bird discount.**

**For early bird discount, group discount & member organisations discount contact:**

**Ms. Ujwala Bagwan** | Email: [uebagwan@niapune.org.in](mailto:uebagwan@niapune.org.in) | Tel.: 020-27204053

## Bank Details for Remittance of Fee:

Account : National Insurance Academy  
 Bank : Bank of Maharashtra  
 Branch Code : 1121  
 Type of Account : Savings  
 Account Number : 20008885848  
 IFSC Code : MAHB0001121

## Contact Programme Secretary :

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## Venue & Address for Communication:



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 NIA P.O., Pune 411045  
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In an increasingly dynamic economic environment, the ability to comprehend and interpret economic trends, policies and market forces is essential for the executives of the insurance industry across various verticals.

Middle-level executives of insurance companies are responsible for strategic decision-making, policy implementation, investment planning, risk management, and customer engagement. Their roles require a broader understanding of economic fundamentals to assess macroeconomic trends, financial market movements, and regulatory changes that impact their business operations.

This Economic Awareness Programme is designed to equip the executives with a deeper understanding of economic concepts, indicators, and trends that influence the insurance industry. It aims to enhance their ability to make informed decisions, align business strategies with economic realities, and contribute effectively to their long-term sustainability and growth.