

# ANNUAL REPORT 2015-16



**NATIONAL  
INSURANCE  
ACADEMY**

# VISION

NIA to be a global institution of excellence in learning and research in Insurance, Pension and allied areas.

# MISSION

- ❖ To build capacities in the management of Insurance, Pension and allied sectors.
- ❖ To create a stream of young talent for the Insurance, Pension and allied sectors.
- ❖ To provide strategic approaches in the Management of Insurance, Pension and allied sectors.
- ❖ To undertake and create an ambience for policy research in Insurance, Pension and allied sectors.
- ❖ To promote learning: education and training in Insurance, Pension and allied sectors.

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### **From the Director**



India is one of the fastest growing economies in the world. Showing such a tremendous economic growth does not come bare hand. The growth brings with opportunities and challenges. Anticipating the opportunities and new challenges, the industrial and corporate sector try to explore institutions of great importance that can offer them top-notch management professionals who are capable of seizing these opportunities and overcoming the new challenges. NIA with the vision of becoming a global institution of excellence in learning and research in Insurance, Pension and allied areas, produces professionals with required competencies develops in them a confidence to face all that the future has to offer.

Even when India continues to grow at prodigious rate, it has a lot of ground to cover in creating an unbiased society. To achieve this, insurance sector has to play a pivotal role by providing security to peoples' lives and organizations' assets. Insurance not only contributes to employment generation but also stimulates growth and development of the country in numerous ways. We at NIA, continue to foster the existing talent and provide impeccable talent to insurance industry, thereby contributing to our nation's cause while fulfilling our own mission.

Management Development Programmes continue to dominate the activities of the Academy and attracted 6749 participants in 2015-16 from India as well as from abroad for 222 training programmes.

The Academy's flagship programme, the two-year Post Graduate Diploma in Management has been catering to the needs of insurance industry and allied sectors. The year 2015-16 represented another successful landmark in 100% placement of 84 students. We have made special efforts to ensure that all students are placed through the campus and continue to serve the insurance sector in meaningful manner.

It will be the endeavour of NIA to concentrate on innovative teaching and insurance specific research and work closely with the insurance sector globally as well as in India.

**Sushobhan Sarker**

**NATIONAL INSURANCE ACADEMY GOVERNING BOARD  
AS ON 31.03.2016**

<p><b>Shri S. K. Roy</b> Chairman – NIA Governing Board Chairman Life Insurance Corporation of India</p>	<p><b>Shri G. Srinivasan</b> Chairman-cum-Managing Director The New India Assurance Co. Ltd.</p>
<p><b>Ms. Alice G. Vaidyan</b> Chairman-cum-Managing Director GIC Re</p>	<p><b>Shri K. Sanath Kumar</b> Chairman-cum-Managing Director National Insurance Co. Ltd.</p>
<p><b>Shri Milind Kharat</b> Chairman-cum-Managing Director United India Insurance Co. Ltd.</p>	<p><b>Dr. A. K. Saxena</b> Chairman-cum-Managing Director The Oriental Insurance Co. Ltd.</p>
<p><b>Shri V. K. Sharma</b> Managing Director Life Insurance Corporation of India</p>	<p><b>Shri N. Srinivasa Rao, JS</b> Economic Adviser Government of India Ministry of Finance, DFS</p>
<p><b>Shri G. N. Bajpai</b> Intuit Consulting Pvt. Ltd,</p>	<p><b>Ms. Usha Sangwan</b> Managing Director Life Insurance Corporation of India</p>
<p><b>Prof. Anil B. Suraj</b> Law and Public Administration Faculty Block 'D', No. 7 Indian Institute of Management Bangalore</p>	<p><b>Shri G. Ramesh</b> Associate Professor Indian Institute of Management</p>
<p><b>Mr. Sushobhan Sarker</b> Director National Insurance Academy</p>	<p><b>Shri Sanjay Vijay</b> Founder &amp; Principal Consultant Optimal Corporate Solutions</p>

Following members ceased to be on Governing Board during the current financial year 2015-16:

1. Shri S.B. Mainak
2. Shri P. J. Joseph

Following members have joined the Governing Board during the current financial year 2015-16:

1. Ms. Alice G. Vaidyan
2. Shri K. Sanath Kumar

Shri Ariful Hoda, Officiating CMD, United India Insurance company has joined the Governing Board in June 2016.

## Management Development Programmes

### On Campus Programmes

During the year 2015-16 Academy has successfully conducted 222 Management Development Programmes (MDP) where 6749 executives from public and private sector organizations including 112 overseas executives were trained. The Academy conducted 222 MDPs compared to 249 MDPs conducted in the previous year. The functional areas covered by these training programmes were as follows:

1. Programmes for Top Management
2. General Management, Education & Training
3. Marketing and Public Relations
4. Financial Management and Financial Services
5. HRM and Industrial Relations
6. Information Technology
7. Insurance Technical for Life and General
8. IT for Life & General Insurance Companies
9. Risk Management

The average participation per programme during 2015-16 worked out to 30.40 as compared to 26.75 in the year 2014-15. The number of participants for MDP from the year 2011-12 to 2015-16 is given in Figure-1.

**Figure 1: Number of Participants for MDP over the Years**

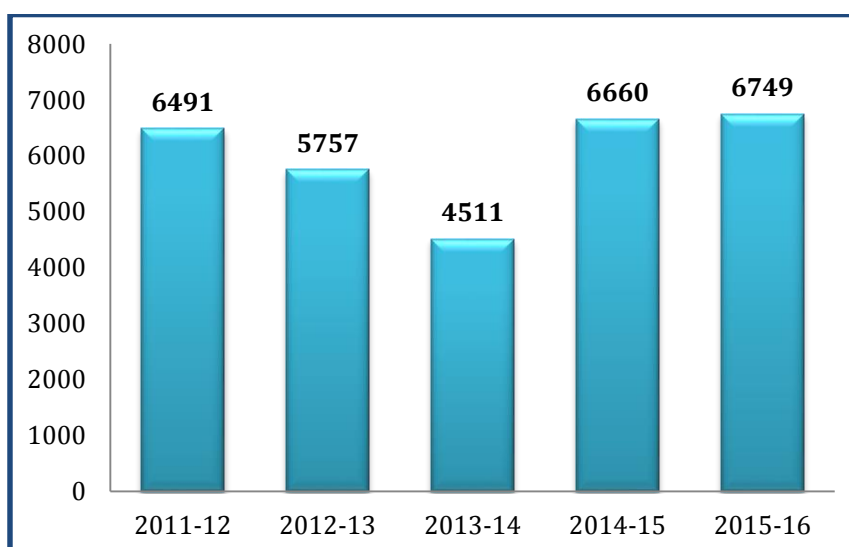
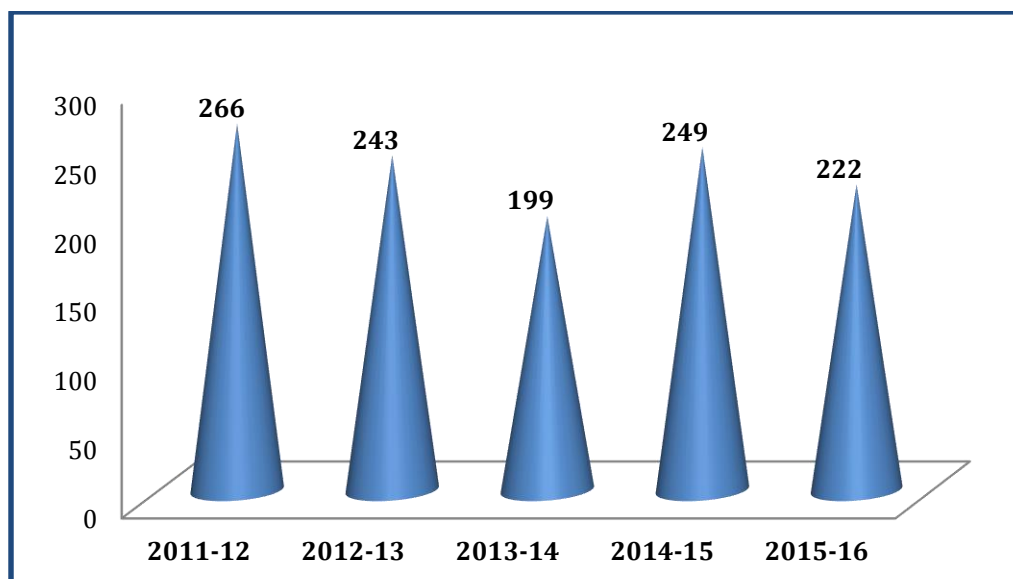


Figure-2 depicts the number of programmes conducted from the year 2011-12 to 2015-16:

**Figure 2: Number of Programmes Conducted - (2011-12 to 2015-16)**


The summary of these programmes is furnished hereunder in Table-1 and Table-2 and details of the same are furnished in Annexure -1.

**Table 1: Break-up of MDPs (Life, Non-Life & Combined)**

Particulars	No. of Participants	No. of Programmes	No. of Programme Weeks
Life	1736	70	66.50
Non-Life	3922	118	121.00
Combined	1091	34	32.00
<b>Total</b>	<b>6749</b>	<b>222</b>	<b>219.5</b>

**Table 2: Organization-wise number of participants at Programmes**

Particulars	Programme										
	No	Weeks	LIC	GIC	NIC	NIA	OIC	UII	OTH	OVR	TOTAL
<b>Life</b>	70	66.5	1654	0	0	2	1	0	51	29	1736
<b>Non-Life</b>	118	121	0	50	198	2061	432	812	288	81	3922
<b>Combined</b>	34	32	399	1	13	95	92	108	381	2	1091
<b>Total</b>	<b>222</b>	<b>219.5</b>	<b>2053</b>	<b>51</b>	<b>211</b>	<b>2158</b>	<b>524</b>	<b>920</b>	<b>720</b>	<b>112</b>	<b>6749</b>

**Abbreviations:**

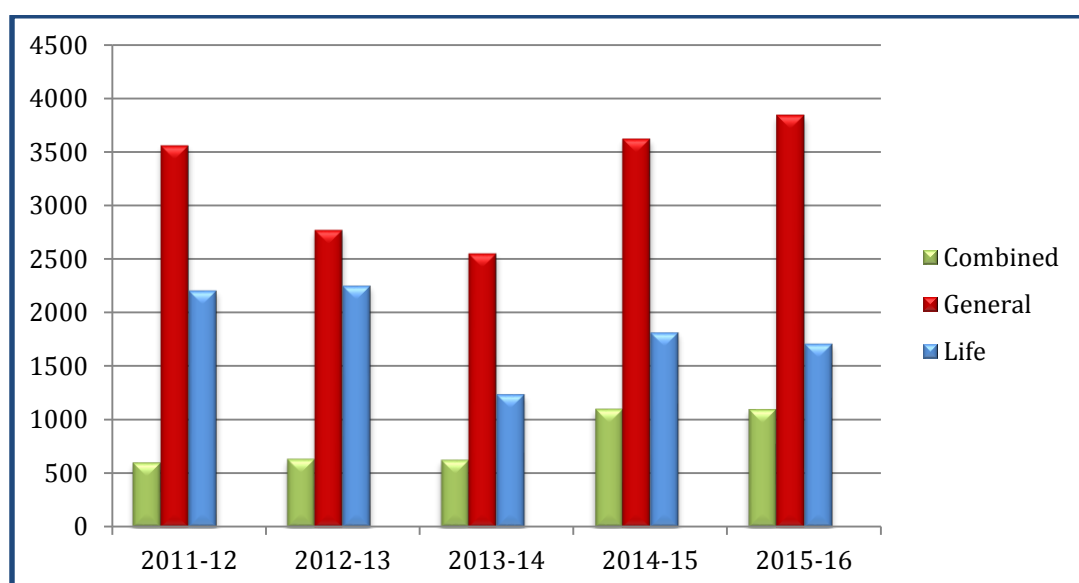


Life Insurance Corporation of India	LIC	Oriental Insurance Co. Ltd.	OIC
General Insurance Corporation of India	GIC	United India Insurance Co. Ltd.	UII
National Insurance Co. Ltd.	NIC	Other	OTH
The New India Assurance Co. Ltd.	NIA	Overseas	OVR

NIA also organizes company specific programmes as and when such requests are made by the companies. During 2015-16 the number of such company specific programmes conducted was 10.

The number of programmes during 2015-16 decreased to 222 as compared to 249 in the previous year mainly because of the additions of the 12 Induction Training Programmes of new recruit officers of the New India Assurance Co. Ltd., 3 Leadership Enhancement Programme for United India Insurance Company, Programmes for IRDAI, etc. The number of participants trained from the year 2011-12 to 2015-16 is given in Figure-3.

**Figure 3: Number of Participants (2011-12 to 2015-16)**



### On Request Programmes

In addition to Annual Calendar programmes, NIA has conducted On-request On-Campus Programmes as per Table-3, details of which are given as follows:

**Table 3: On-request Programmes conducted at NIA**

Sr.No.	Name of the Programme	From	To	Co-ordinator	On/Off site
1	Programme for Audit Officials (United)	27.04.2015	29.04.2015	Mr. Nanda S.P.	On-Campus
2	Training Programme for Qualifying Exam for Officers of GIC	27.04.2015	01.05.2015	Mr. Shaji Thomas	On-Campus
3	Induction Training Programme for Direct Recruits of New India - Batch A- Phase I	18.05.2015	12.06.2015	Mr. Singh Satyendra/ Dr. Vaishali Bhambure	On-Campus
4	Induction Training Programme for Direct Recruits of New India - Batch B- Phase I	18.05.2015	12.06.2015	Mr. Dholakia, H.J./ Mrs. YadhavRuchika	On-Campus
5	Programme on "RO-BSS Role Actualization" for RMs (IT) (New India)	01.06.2015-	02.06.2015-	Dr. Page S.D.	On-Campus
6	Induction Training Programme for Future Generali Insurance Company Ltd.	08.06.2015	03.07.2015	Mr. Dholakia, H.J./ Mrs. YadhavRuchika	On-Campus
7	Induction Training Programme for Direct Recruits of New India - Batch C- Phase I	15.06.2015	24.07.2015	Dr.Tiwari Shalini/ Dr.Uma S / Mr.Patwardhan M.C. / Dr.Doss S. / Dr.Vaishali Bhambure	On-Campus
8	Induction Training Programme for Direct Recruits of New India - Batch D- Phase I	15.06.2015	24.07.2015	Mr. Singh Satyendra	On-Campus
9	Induction Training Programme for Agriculture Insurance Company of India Ltd. (AICL)	06.07.2015	18.07.2015	Mr. James P.C./ Mrs. Archana Singh	On-Campus
10	Induction Training Programme for Direct Recruits of New India - Batch A- Phase II	13.07.2015	07.08.2015	Mr. PattnaikAsim Kumar/ Mrs. Yadav Ruchika	On-Campus
11	Induction Training Programme for Direct Recruits of New India - Batch B- Phase II	13.07.2015	07.08.2015	Mr. Dholakia, H.J./ Dr. Vaishali Bhambure	On-Campus
12	Programme for Junior Officers and Assistant Directors of IRDA	10.08.2015	14.08.2015	Mrs.Vijayalakshmi D. / Mrs. Anuradha B.	On-Campus
13	Induction Training Programme for Direct Recruits of New India -	10.08.2015	04.09.2015	Mr.PattnaikAsim Kumar	On-Campus

	Batch C- Phase II				
14	Induction Training Programme for Direct Recruits of New India - Batch D- Phase II	10.08.2015	04.09.2015	Mrs. Yadav Ruchika	On-Campus
15	Programme on Vigilance - Inquiry Officer / presenting Officer (National)	03.09.2015	04.09.2015	Mr. Singh Satyendra	On-Campus
16	Programme on Risk Management (SBI Life) I	10.09.2015	11.09.2015	Mr.Sinha Amarnath	On-Campus
17	Leadership Development Programme for Agriculture Insurance Co.of India Ltd.	14.09.2015	16.09.2015	Dr.Chaudhari Sushama	On-Campus
18	United India's Leadership Enhancement Programme II - I	21.09.2015	22.09.2015	Dr. Chaudhari Sushama	On-Campus
19	Programme on Risk Management (SBI Life) II	29.09.2015	30.09.2015	Mr. Ponpandian P.	On-Campus
20	United India's Leadership Enhancement Programme II - II	28.09.2015	29.09.2015	Dr. Chaudhari Sushama	On-Campus
21	Induction Training Programme for Direct Recruits of New India - Batch E- Phase I	28.09.2015	23.10.2015	Mr. PattnaikAsim Kumar	On-Campus
22	Induction Training Programme for Direct Recruits of New India - Batch F- Phase I	28.09.2015	23.10.2015	Mrs. Yadav Ruchika	On-Campus
23	United India's Leadership Enhancement Programme III	05.10.2015	06.10.2015	Dr. Chaudhari Sushama	On-Campus
24	Training Programme on Engineering and Project Insurance (Bharti AXA General)	18.11.2015	20.11.2015	Mr. Nanda S.P.	On-Campus
25	Induction Training Programme for Direct Recruits of New India - Batch E- Phase II	23.11.2015	18.12.2015	Mr. PattnaikAsim Kumar	On-Campus

26	Induction Training Programme for Direct Recruits of New India - Batch F- Phase II	23.11.2015	18.12.2015	Mrs. Yadav Ruchika	On-Campus
27	Refresher Training Programme of Sr. Asst. Directors of IRDA	07.12.2015	11.12.2015	Mr. Singh Satyendra / Mr. Gupta R.P.	On-Campus
28	Programme for Retiring Executives (United)	10.02.2016	12.02.2016	Mr. Patwardhan M.C.	On-Campus
29	Qualifying Examination for Promotion of Offices of AICL	09.02.2016	12.02.2016	Mrs. Singh Archana	On-Campus
30	Macros for Professional Spreadsheet Modelling using Excel (LIC)	15.02.2016	19.02.2016	Mrs. Deshpande Seema	On-Campus
31	Retiring Executives for (Scale V,VI and VII) IX	22.02.2016	24.02.2016	Mr. PattnaikAsim Kumar	On-Campus
32	Programme on Strategy Implementation for P&GS Dept. (LIC)	24.02.2016	26.02.2016	Mr. Saji Paul	On-Campus
33	Refresher Training for AICL	26.02.2016	26.02.2016	Dr. Chaudhari Sushama	On-Campus
34	Training Programme for ALPA, Afghanistan	29.02.2016	01.03.2016	Mr. Singh Satyendra/ Mrs. Singh Archana	On-Campus

## Academic Programme

### Post Graduate Diploma in Management (PGDM)

The two year Post Graduate Diploma (AICTE Approved) is the flagship programme of the Academy. This programme has also received MBA equivalence from Association of Indian Universities (AIU). The course meant to develop future insurance leaders attempts to inculcate knowledge, skills, human values and professional ethics in the students through a curriculum that balances academic rigour with co-curricular and extra-curricular activities. While 61 students were admitted into Batch 2016-18, 82 students of Batch 2014-16 graduated during the year.

### Admission to PGDM

Admission to the course is based on a two-stage screening process. The first stage screening is based on CAT/CMAT scores of the candidates, academic performance in Standards 10<sup>th</sup>, 12<sup>th</sup> and Graduation. Students scoring marks higher than the pre-decided cut-offs are called for Group Discussion and Personal Interview, which constitutes the second stage of screening. Based on the performance in both stages of screening process, final list is prepared for admission into the course.

The programme commencing June 2016 attracted 333 applications as against 285 applications received in previous year. Weightages adopted for different parameters in both the years were as per Table - 4:

**Table 4: Admission Parameters**

Criteria	Batch 2016-18		Batch 2015-17	
		Weight-age (%)		Weight-age (%)
Academic		20%		20%
- Graduation	10%		10%	
- HSC	05%		05%	
- SSC	05%		05%	
CAT / CMAT		50%		50%
Group Discussion & Personal Interview		30%		30%

Some highlights of the latest admission process are furnished below:

The Academy's admission process for the Batch 2016-18 complies with the reservation provisions as per rules of Government of India. The following Table-5 depicts the category-wise cut-offs and number of candidates admitted for the Batch 2016-18:

**Table 5: Category-wise Cut-offs and No. of Candidates Admitted**

	General Category	OBC-NC	SC/ST	Total
Overall cut-off for selection	73%	68%	63%	
No. of Admissions	52	8	1	61

The break-up of the above students category-wise, gender-wise and eligibility exam wise are tabulated in Table-6 and Table-7:

**Table 6: Break-up of Students Admitted  
(Category-wise & Gender-wise)**

Break-up of students who joined in July 2016			
	Male	Female	Total
General	36	16	52
OBC-NC	5	3	8
SC	1	-	1
ST	-	-	-
Disabled	-	-	-
Total	42	19	61

**Table 7: Break-up of Students Admitted  
(Entrance Exam-wise)**

<b>Break-up of students as per Entrance Exam taken</b>			
	Male	Female	<b>Total</b>
No. of CAT takers	4	4	8
No. of CMAT takers	38	15	53
<b>Total</b>	<b>42</b>	<b>19</b>	<b>61</b>

The strength of Batch 2016-18 is 61 students.

### **Registration and Orientation Programme (Batch 2015-17)**

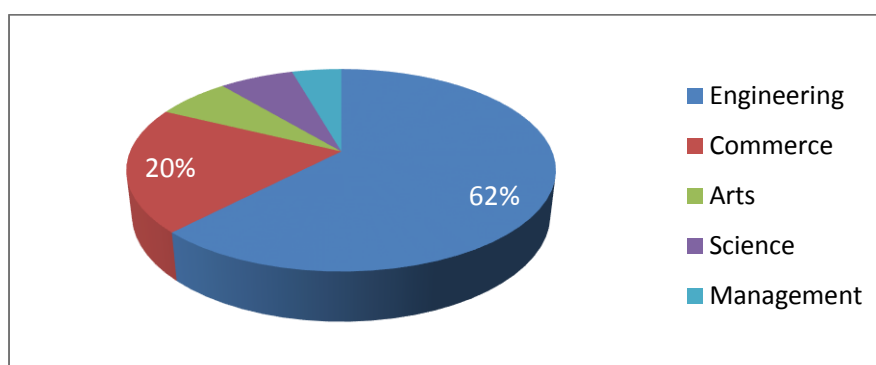
During a faculty meeting it was suggested that a joint meeting with parents and students should be part of our orientation programme. Accordingly, in the current year the registration and orientation programme of batch 2015-17 started joint meeting with students, NIA Faculty, officials and the participation of parents for the first time on 28.6.2015.

Students and parents were introduced to the important features of programme. Parents highly appreciated this initiative. This was followed by a week of orientation programme for students. The orientation programme is an attempt to acclimatising students to campus environment. It had two parts. First consisting of workshops on various topics like time management, team building, assertiveness and negotiation skills, stress management. Second part, consisting of students interaction with Faculty Members, Placement and Compliance Officer, Examination Controller, Chief Librarian, Computer Center Officials and introduction to various other campus facilities. Total of 45 students were enrolled for the programme.

### **Profile of the Students 2015-17**

The Academy receives applications from students with varied academic background viz. from Arts to Engineering, for its PGDM Programme. A graphic academic profile of Batch 2015-17 is given in Figure-5:

Figure 5: Qualification Profile Batch 2015-17



## **Curriculum and Pedagogy**

The curriculum of the course has been devised not only to inculcate knowledge and in-depth understanding of different functional areas, but also to introduce the students to techniques and skills required for a successful performance. It attempts to develop managerial / professional skills in the students by polishing their innate abilities and attitudes. It also imparts the values required for leadership.

The curriculum of the course consists of core subjects and elective subjects. Core subjects are compulsory for all students and form 89% of the total curriculum. The two year PGDM course comprises of six trimesters, three in the first year and three in the second year. Each trimester is of 12 to 14 weeks duration with intense academic work for the student. The elective courses are offered in the second year. Students have to opt for 1 elective in each trimester four, five and six. The student is also required to work on a Major Research Project (MRP) and submit a report to qualify himself / herself to the award of Diploma. Apart from this, the student has to complete an 8 week Summer Internship Programme (SIP) to qualify for the award of the diploma.

The pedagogy applied comprises of:

1. Case Study / Quiz
2. Insurance Laboratory (INLAB)
3. Use of Information Technology (viz. blogs, Wiziq, Udemy)
4. Digital Library
5. Self-Evaluation
6. Workshop mode for “Personal Financial Planning”
7. Industry Interface

During 2015-16 exercise for review and up gradation of syllabus was completed. Revised syllabus is filed with AICTE.

## **Evaluation & Grading**

The students’ performance in the course is evaluated not only through the term-end examination but also continuously. Both the components viz. continuous evaluation and term-end examination have equal weightage and form integral parts of course evaluation. Continuous evaluation comprises tests, quizzes, home assignments, term reports, individual as well as group exercises, classroom participation, online problem solving exercises, etc.

NIA follows a relative grading of its PGDM students. System involves initially awarding letter grades and subsequently converting letter grades into Grade Points (GP) Grade Point Average (GPA) and Cumulative Grade Point Average (CGPA).

## **Guest Lectures**

It has been the practice of the Academy to bring the students face to face with eminent academicians and practitioners. Guest lectures are regularly organized so that students benefit from the experience and wisdom of the speakers. Speakers from wide variety of fields, academicians, officials from government bodies, practitioners from public and private sector



insurance companies, financial institutions, IT and broking companies and corporate world visit the campus and interact with students. These guest lectures form an integral source of learning for the PGDM students. PGDM students had the privilege of being addressed by the following dignitaries during this year:

Mr. V K Sharma, Managing Director, Life Insurance Corporation of India  
Mr. Arun Agrawal, Lloyds Representative in India  
Mr. R K Nair, Ex-Member IRDAI  
Prof Ulhas Bapat, ILS Law College  
Mr. Nirmal Bhattacharya, Chief Underwriter, Universal Sompo General Insurance Co. Ltd.  
Mr. Nilesh Sathe, Member IRDAI  
Mr. P. Chandrshekhar, RPG Enterprises

## **Student Activities**

### **Insurance Summit**

Insurance Summit (Student driven initiative) - the flagship event of NIA is an event wherein the leaders of insurance industry and financial sectors discuss and brainstorm critical issues challenging the industry. The Summit aims to assess the potentials and shapes the contours of industry's emerging landscape with focus on its future development. It generates ideas beneficial to the industry leaders, practicing managers, consultants, academicians, business analysts, students and opinion makers, thus adding substantial value.



Students of NIA have been successfully organizing the summit for the last 11 years. This year it was held on 16th October 2015 at Hotel Trident, Nariman Point, Mumbai on the theme **“Enterprise Risk Management (Changing Risk Dynamics) Strategic Risk Mitigation Tool for Insurers”**. More than 400 delegates attended the Summit.

### **Other Seminars**

Participation of our students in various seminars and conferences organized by the Academy has always been an important source of learning for our PGDM Students. Like earlier years, during 2015-16 too, students gained knowledge and skill enhancing exposure and experience through several such seminars /conferences held on/off the campus.



## **Confluence of Maritime and Insurance Sector**

“Confluence of Maritime and Insurance Sector” was the theme of the Annual Conference on Risk and Marine Insurance which is Joint initiative of National Insurance Academy and Tolani Maritime Institute started during 2015-16. First conference was organized on 19.12.2015 at Induri Campus of Tolani Maritime Institute. Students of both the institutes were actively involved in this conference and papers were presented by two students of Tolani Maritime Institute.

## **India Rendezvous**

India Rendezvous of Asia Insurance Review is another traditional and prestigious event held at Taj Lands End Mumbai on 21st and 22nd January, 2016. Our students actively participated in this event to which Organizers have been regularly inviting our students for last several years.

## **Socially Relevant Activities**



*NIA Students briefing villagers*

The Academy is conscious of its social responsibility. As such, all activities with social content are given prominence and priority.

Insurance Awareness interactions with adjoining villages viz. Gunjawane, near Rajgad fort were conducted with help from local NGO. Villagers were informed about the recent launch of Pradhan Mantri Bima Suraksha Yojana, Crop Insurance and Pradhan Mantri Jeevan Jyoti Bima Yojana.

## **Cultural and Sports Events**

NIA campus was full of fun and festivity with regular events. Celebrations on Gokulashtami / Janmashtami Celebrations, Ganesh Chaturthi, Winter Sports, Management Festival Manthan (Primavera) Holi Celebrations, Independence Day, Republic Day. Apart from the above during the year NIA also celebrated Yoga Day and Birth Anniversary of Swami Vivekananda and Sadbhavana Diwas Constitution Day. Campus residents also participated in these events.



## Blood Donation Camp

PGDM Students organized a Blood Donation Camp on 15th August 2015 in the campus with the help of Pimpri Serological Institute. This has been a regular feature for last several years.

## Special Events

### International Yoga Day

Responding to the clarion call of our Hon. Prime Minister, NIA celebrated the occasion of International Yoga Day on 21st June 2015. As part of celebration NIA Library organized an essay competition on subject of “Benefits of Yoga”.



PGDM students, NIA Staff members and participants of ongoing MDP training programmes joined in celebrating the event. Dr. Gajanan Jog, Yoga Expert was invited to conduct the practical sessions. He explained Yogic Postures, Pranayama & conceptual part of Yoga and Meditation.



### 153<sup>rd</sup> Birth Anniversary of Swami Vivekananda

NIA on 12th January, 2016 celebrated birth day of Swami Vivekananda. As part of the event, a documentary on teachings of Swami Vivekananda was screened. Swami Buddhananda, a monk from Ramkrishna Math, Pune was invited to address the audience consisting of students, faculty and campus residents. On the occasion, Swami Buddhanand spoke on the topic “Message of Swami Vivekananda to Modern Youth”. A set of three books reflecting Swami Vivekananda’s teachings were distributed

to the audience. Exhibition cum sale of Books on the life and teachings of Swami Vivekananda was also organized.

The celebration not only remembered the invaluable contribution of Swami Vivekananda to the society, but also attracted the attention of students to the philosophy and ideals of Swami Vivekananda.

### **Sadbhavana Diwas**

National Insurance Academy organized a Sadbhavana Diwas program on Thursday, 20th August 2015. The event started with a get-together of staff members, PGDM students and MDP participants. The Chair Professor, Mr. P C James and Ms. D Vijayalakshmi addressed the staff members, students and all participants to develop and maintain communal harmony, peace, national integration, love and affection among each other.



The event was concluded with address by Shri Sushobhan Sarker, Director, NIA. At the end, the Director administered "Sadbhavana Day Pledge", the same was followed by all members of NIA.

### **Samvidhan Diwas / Constitution Day**



A program on 26th November 2015 was organized as an effort to increase the awareness and importance of Indian Constitution among our PGDM students. Two external academic and industry experts were invited to address the students. Prof. Ulhas Bapat, Professor of ILS Law College, Pune teaching Constitutional Law for the last 40 years addressed students about 'Democracy in India with reference to Preamble'. Adv. Vaishali Bhagwat who is a practicing lawyer with experience of over 18 years and heading a 50 year old law firm in

Pune, spoke about the Indian Constitution and Geographic origin and targets of internet frauds, how to identify fraudulent schemes and the need for Cyber laws in India and its advantages.

At the end of the session, the Preamble to the Constitution of India was read by PGP Coordinator and same was followed by students, faculty and staff members of NIA.

## Final Placements

Since the inception of the course we have been able to maintain our unblemished record of 100% placement. Batch 2014-16 with 84 students despite being the largest batch so far we able to place all the 84 students. The “Zero day” placement activity which saw participation by 23 recruiters (20 of them recruited our students) was smoother. Some of the students earned pre-placement offers from the recruiters with whom they had done their summer internship.

The prominent recruiters (in the order of number of students recruited) are listed in Table-8 below, Sector-wise Placement in Table-9 and compensation offered in Table-10 below:

**Table 8**

<b>Name of the Company</b>	<b>No. of students selected</b>	<b>% of students</b>
Universal Sompo General Insurance	10	12%
Syntel	7	8%
Bajal Alliance Life Insurance Co	7	8%
SBI General	6	7%
Majesco	6	7%
ICICI Lombard	5	6%
IFFCO TOKIO	5	6%
Exide Life Insurance	5	6%
Marsh India Insurance Brokers	5	6%
SBI Life Insurance	4	5%
Howden Insurance Brokers	4	5%
Cognizant	4	5%
Accenture Financial Services	3	4%
3i Infotech	2	2%
Bajal Alliance General Insurance Co	2	2%
Mahindra Brokers	2	2%
Reliance Industries Ltd.	2	2%
IBM	1	1%
Beacon Insurance Brokers	1	1%
ICICI Prudential	1	1%
JLT Brokers	1	1%
Salasar Brokers	1	1%
	84	100%



**Table 9: Sector-wise Placement (Batch 2014-16)**

Functional Area	No. of students	% of students
Insurance Companies	45	53
Information Technology	23	27
Insurance Broking	14	17
Others	2	3
Total Students	84	100%

**Table 10: Compensation Offered in Rs. Lakh Per Annum**

Package	Batch 2014-16
Highest	9.44 lakh
Average	6.80 lakh

### Summer Internship Programme (SIP)

The Summer Internship Programme of the Academy aims to integrate classroom learning with practical experience. Every student is required to complete eight weeks of Summer Internship Programme (SIP) to qualify for the Diploma. After completing the three trimesters of the first year, each student is placed with an organization with specific assignment on which the student has to work and report to the Faculty Guide. The objective is to expose students to the dynamics of an organization and the market. The project work is an integral part of the academic curriculum and must be completed satisfactorily.

Summer placement process was organized in the month of November 2015. In all 16 companies as per Table No. 11 participated in Summer Internship Programme.

**Table 11: Summer Internship Companies (Batch 2015-17)**

Sr. No.	Name of the Company	Sr. No.	Name of the Company
1	3i Infotech	9	Universal Sompo General Insurance Co. Ltd.
2	Transasia	10	ICICI prudential
3	Almondz Insurance Brokers pvt ltd	11	Liberty Videocon General Insurance
4	Marsh India Insurance Brokers Pvt. Ltd.	12	Bajaj Allianz Life Insurance Company Ltd.
5	Majesco	13	SBI Life
6	Ernst & Young	14	SUD life Insurance
7	Iffco Tokio	15	TATA AIG
8	The New-India Assurance Company Ltd.	16	SBI General

### Scholarships

Two years back scholarships schemes for PGDM students were started and the status of these schemes in last two years is as follows.

<b>GIC Re Scholarship (Five in number) of Rs 482500/- (50% of fees) per student</b>	
Batch 15-17	4 Students (No eligible student available in a particular category)
Batch 14-16	5 Students

<b>NIA Scholarship (Nine in Number) of Rs 100000/- per student</b>	
Batch 14-16	7 Students (No eligible candidates for remaining two scholarships)
Batch 13-15	8 Students (No eligible candidates for remaining one scholarships)

## Pravartak



The publication brought out through initiative of PGDM students has wide appeal amongst readers and stalwarts of insurance industry. In continuation with this tradition PGDM students brought out four issues touching upon relevant topics such as Consumer Protection, Reinsurance and Enterprise Risk Management. These issues were well received and appreciated by the readers for its insightful articles.



## Awards

NIA has received the Competition Success Review (CSR) Awards 2016 in the following two categories:



1. CSR Top Institutes of India Award
2. CSR Excellence in Education Award

On behalf of National Insurance Academy Mr. S.S. Nadkarni, Chief Administrator has received the award from the hands of Mr. S. K. Sachdeva, Managing Director, Competition Success Review at a function held in New Delhi.

## AlumNIA Activities

Alumni are one of the major assets of the Academy. AlumNIA was established with a vision to advance and promote the interest of NIA by connecting the Alumni with each other and with the Alma Mater. It serves as a foundation to foster development of members by providing a forum to enhance business relationships as well as rekindle the old ones. It also aims to provide opportunities for both the AlumNIA and NIA to strengthen their footing in the insurance industry.

## Research Centre for Ph.D.

National Insurance Academy is a recognized Research Centre of Savitribai Phule Pune University for doctoral studies to Ph.D. degree. During the year 2015-16 three faculty members viz. Dr. S. Doss, Dr.S. Uma and Dr. Shalini Tiwari have been recognized as Ph.D. Guide by Savitribai Phule Pune University respectively under the subject of Insurance & Transport, Financial Management and Marketing Management.

## Research and Publication

Apart from NIA's own in-house publications like Bimaquest, Dnyanajyoti Research Series (DJRS) and Pravartak, NIA encourages its Faculty and Research Associates to undertake commercially viable stand alone or institutional action research projects, publish them in referred journals and present the concepts at national and international seminars.

**Article-**

1. **P.C. James**, 'Insuring Agriculture' – IRDA Journal January 2016
2. **P.C. James**, 'Leveraging Distribution for Mainstreaming Insurance' – IRDA Journal February 2016
3. **P.C. James**, Consumer Care and Policyholders' Protection - IRDA Journal October, 2015
4. **M. C. Patwardhan**, "SEBI (Prohibition of Insider Trading) Regulations, 2015: An Attempt at Ushering in Information Symmetry in the Financial Market (Bimaquest)
5. **M. C. Patwardhan**, The Insurance Laws (Amendment) Act, 2015 and Life Insurance Policyholders (Jindal Global Law Review) jointly with Dr. S Uma
6. **Girijesh Pathak**, "A Conceptual Framework for Integrated Approach towards Grievance Handling in Insurance Services"; IRDAI Journal; December 2015, p: 4-6.

**Research Papers-**

1. **M. C. Patwardhan**, Presented the paper titled "The Insurance Laws (Amendment) Act, 2015 and Life Insurance Policyholders" in the Corporate and Financial Law Colloquium organized by the Michigan – Jindal Centre for Global Corporate and Financial Law and Policy, Jindal Global Law School, jointly with Dr. S Uma
2. **Dr. S. Doss** Published the paper titled "Emerging Risks in Asia – Reinsurance: A Risk Mitigation tool" at FAIR-NIA International Conference on The Changing Global Reinsurance Landscape held at National Insurance Academy on 29-31, July 2015.
3. **Dr. S. Doss** Published the paper titled "Regulatory Impact on Life Insurance Business – Assessment through a Linear Model" at C.D. Deshmukh Seminar in Legislative changes in Life Insurance Industry – Seamless Integration" held at National Insurance Academy on 14-15, January 2016.
4. **Dr. S. Doss** Published the paper titled "Stress Testing and Scenario Analysis for General Insurers in India" at an International Conference in Risk Management held at Amity School of Insurance, Banking and Actuarial Science, Amity University, Delhi, on 21st and 22nd January 2016.
5. **Dr. S. Doss** Published research paper titled "Evaluation of Deposit Insurance Fund Adequacy Using Credit Risk Model – an Indian Experience" in the 9th FINANCIAL RISKS INTERNATIONAL FORUM, March 21-22, 2016, Paris, France.
6. **Dr. S. Doss** Published the paper titled "Insurance - A Risk Mitigation tool for managing catastrophic risks arising due to Climate Change" at National Conference on "Green Technology and Sustainable Development" held at Amity Business School, Amity University, Mumbai, on 26th and 27th February, 2016.



### **Consultancy Projects-**

#### **Projects completed during the year 2015-16**

- Completed Industry Project on “Cattle Insurance in India: Strategies for Business Expansion” for United India Insurance Co. Ltd.

**Mr. P.C. James**, Team Leader,  
Team Members: **Dr. S. Doss**,  
**Dr. Shalini Tiwari**, **Ms. Archana Singh**, **Dr. Vaishali Bhambure**



- Designing and Developing Departmental Goals & KPIs and redesign of APAR formats for Class I Officers for Life Insurance Corporation of India (LIC)  
**Dr. Sushama Chaudhari** - Member- Project Team
  - Developed Goals and KPIs for 12 Departments
  - Redesigned APAR Formats
  - Suggested Mechanism for linking KPI Achievement to Benchmarks and Weightages

### **Guest Session-**

- **Dr. Shalini Tiwari**, Panel Speaker in the 17th Annual C D Deshmukh Memorial Seminar on “Legislative Changes In Life Insurance Industry – Seamless Integration” held on 14-15 January 2016
- **R. Surender** Chaired a Session, in First All India Annual Conference on Risk and Marine Insurance held at Tolani Maritime Institute, Induri, on 19th December 2015

### **Achievements-**

#### **Dr. Sushama Chaudhari**

- Certified Professional Coach (Duration: March 2015-December 2015)
- Awarded by Leadership that Works, USA (Accredited Coach Training Programme by International Coaching Federation). Contents: Coaching for Transformation, Leadership Coaching

#### **Dr. Shalini Tiwari**

- Paper Reviewer for Australia and New Zealand International Business Academy Conference (ANZIBA) 2016
- Recognised as Ph. D. Guide in the area of Marketing by Savitribai Phule Pune University
- Faculty Alumni Coordinator

**Dr. S Doss**

- Recognised as Ph. D. Guide in the area of Commerce under the subject Insurance and Transport by Savitribai Phule Pune University

**Dr. S Uma**

- Recognised as Ph. D. Guide in the area of Financial Management by Savitribai Phule Pune University

**Other -**

- Girijesh Pathak, More than 25 publications on a blog created for Data Analysis discussions in MDPs

**Examinations**

NIA conducts following examinations:

- Brokers Examinations - NIA is only body in India recognized by IRDAI for conducting Brokers' examination. During the year NIA conducted 6 (Six) examinations. 2681 candidates appeared for the examination, of which 1394 cleared the examination.
- IMF Examinations - NIA is only body in India recognized by IRDAI for conducting IMF examination. During the year NIA conducted 6 (Six) examinations. 182 candidates appeared for the examination.
- NIA is a member of the Institute of Global Insurance Education (IGIE). IGIE conducts two web based courses in General and Life Insurance through the resources at AICPCU. NIA has been authorized Centre for the above examination for General (Property Casualty) and Life Insurance as foundation programme. During the year 28 candidates appeared for the examination of which 22 candidates successfully cleared the examination.
- Actuarial Examination – NIA is a Centre for examination of Institute of Actuaries of India. The examination is held twice a year.
- The following examinations were also held in NIA:
  1. The Chartered Insurance Institute (CII) Twice in a Year (April and October).

**NIA'S Other Pursuits of Professional Excellence**

**Seminars / Conferences / Workshops**

In order to enrich and empower NIA participants and students to gain a comprehensive knowledge of the business environment and to strategize for managing the challenges of the business, several seminars and workshops were conducted during the Academic Year.



### **NIA-FAIR International Seminar**

National Insurance Academy in collaboration with the Federation of the Afro-Asian Insurers & Reinsurers organized a NIA-FAIR International Seminar on “The Changing Global Reinsurance Landscape” from 29th to 31st July 2015. The Seminar was attended by distinguished delegates from many countries including Dubai, Tanzania, Bangladesh, Zambia, Egypt, Bhutan, Malaysia, Kenya apart

from insurance practitioners, academicians and students from India. Eminent speakers from FAIR, IRDAI, General Insurance Council, New India, United India, Oriental Insurance, GIC Re, Guy Carpenter- England, Reed Group Asia Pacific, Swiss Re, RMSI, Howden India, Hannover Re, Ceylinco General Insurance, etc. addressed the delegates.

### **C.D. Deshmukh Seminar**

During the year the 17th Annual C.D. Deshmukh Memorial Seminar was held on 14th & 15th January 2016 at NIA Pune with focus on “Legislative changes in the Life insurance industry-seamless integration”.

The Seminar was attended by over 50 distinguished delegates from many life insurance companies including LIC apart from insurance practitioners, academicians and students from India.



Eminent speakers from LIC, ICICI Prudential Life Insurance Company Ltd., Future Generali Life Insurance Company Ltd., The Law Point, IRDAI, Honorable Former Justice of Bombay High Court, Star Union Dai-ichi Life Insurance Company Ltd, Birla Sun Life Insurance Company Ltd., Reliance Life Insurance Co. Ltd, Bajaj Allianz Life Insurance Co. Ltd, LIC Pension Fund, CARE RATINGS, addressed the delegates.

### C.D. Deshmukh Essay / Paper Competition

Keeping in view the current scenario and updates in “Legislative Changes in Life Insurance Industry – Seamless Integration” as backdrop, competition was floated to invite technical papers from Academicians, Insurance Practitioners, Finance Professionals and others on the following topic:

*Impact of Insurance Laws (Amendment) Act 2015 on: “FDI Inflow and likelihood of mergers and acquisitions, Industry”.*

In response we received nine essays/ papers which were evaluated by an evaluation panel. The first prize was awarded to Ms. Veena Khan, Regional Manager (Direct Marketing), LIC, CZO, Bhopal and second prize to Shri Nirjhar Majumdar, Research Associate, Zonal training Centre, Kolkata and participation prizes for the other seven participants.

### Symposium on "Building the Financial System of the 21st Century: An Agenda for India and the United States"



*Shri Arun Jaitley, Union Finance Minister, addressing via V.C.*

(NIA) in organizing the first ever India-US Symposium. The Symposium was held from January 29 to 31, 2016 at the Trident Hotel (BKC) in Mumbai.

Participation was by invitation only. Around 80 participants from the government as well as academic and financial sector leaders from India and the United States attended the Symposium.

The Symposium began with Introductory Remarks by Mr. S. K.

The Harvard Law School (HLS) produces a series of International Symposia under their Programme on International Financial System (PIFS) that annually convene Financial Leaders from various countries (viz. Japan, China, Europe, Latin America) and the United States for bilateral “dialogue” on key financial issues and the development of capital markets. Given the increasing significance of India in the global financial system, HLS collaborated with the National Insurance Academy



*Shri Jayant Sinha, Union Minister of State for finance, addressing at the Seminar.*



Roy, Chairman LIC & Chairman, Governing Board, NIA.

Eminent speakers from the government, regulatory authorities, financial industry and academia addressed the Symposium participants by way of Keynote Addresses. These were as follows:-

- The Honourable Union Finance Minister, Mr. Arun Jaitley (via video conference)
- The Honourable Union Minister of State for Finance, Mr. Jayant Sinha
- Mr. T S Vijayan, Chairman, Insurance Regulatory and Development Authority of India (IRDAI)
- Mr. G. N. Bajpai, Ex-Chairman, LIC / Ex-Chairman, SEBI / Chairman, Intuit Consulting Pvt. Ltd.
- Mr. Hal S. Scott, Nomura Professor of International Financial Systems, and Director, Program on International Financial Systems, Harvard Law School

The Symposium proceedings were structured around three main themes that were mutually identified by HLS and NIA. These were as follows:-

- Financing Infrastructure and the Role of Insurance and Pension Funds
- The development of INR Bond Markets inside and outside of India
- Building profundity & resilience in India's derivatives market: Effective tool of risk management, liquidity and price discovery

The discussion on these themes was conducted through Panel Discussion, Small Group Breakout Sessions and Presentation and Discussion by the small groups in the Plenary Session. Discussions were conducted under the Chatham House Rules in order to foster an open exchange of ideas.

## **Infrastructure at NIA**

The Academy's infrastructure spread over 32 acres of land consists of hostel block with 5 hostels, administrative block, teaching block consisting of 8 modern state-of-the-art classrooms, 8 syndicate rooms, 24 faculty rooms, Multi-purpose Hall, Library, Computer Center, Kitchen, Dining Hall, Cafeteria and Reception, Auditorium with a capacity of 212, Meditation Hall, Gymnasium, Badminton Court, Swimming Pool, 5 Hostels with a capacity to accommodate 172 participants. The campus also has the residential complex with 64 units.

## **Library**

NIA Library is fully equipped to serve the needs of the students, trainees of MDP and Insurance Industry. It is one of the finest insurance libraries in India having choicest collection of books, journal holdings, VCDs, DVDs in the subject areas of Insurance, Management, Economics, Finance, Law and Information Technology, Actuarial Science. The main goal is to cater to all types of information needs of the users in respect of insurance and allied subjects. Stacking of the research publications is another value addition to the library. The Library also has collection on Literature, History and Personality Development. The following Table - 12 is a brief profile of the information resources added available in the library:

**Table 12: Information Resources**

Sr. No.	Type of Resources	Collection as on 31.3.2016
1	Books	24503
2	Periodicals	92
3	DVDs	130
4	Databases	7
5	Online journals	19

### Services

Library provides different services as per Table - 13:

**Table 13: Library Services**

Reference Service	Bibliography Service
News Headlines Service	New Arrivals
Current Awareness Service	Photocopying service
Library orientation	Digital Reference Desk
Book Publish Alert	Resource Alert Service

### IT Infrastructure at NIA

NIA is having Campus-wide Local Area network connecting 350+ computers, 7 servers, routers, switches and other equipments. We have two IT-labs - FAIR IT Park (with 50 PCs) and Drucker IT Park (with 30 PCs). Internet Facility is available for all users through their desktops and for PGDM students using their laptops. Video Conferencing facility is available in the board room which is used for conducting various meetings.

### Personnel

During 2015-16, Five Faculty Members and Research Associates joined the Institute on deputation and Four Faculty Members who were on deputation were repatriated to their parent organizations and two faculty member superannuated during this period.

### Other Significant Activities

NIA Foundation Day – The 36th NIA Foundation day was celebrated on 16th December 2015. All staff and Faculty members have actively participated for the celebration.

Foundation Days- NIA celebrated the Foundation Days of the following Promoter Companies:

1. The New India Assurance Co. Ltd -97th Foundation Day on 23rd July 2015.
2. LIC - 59<sup>th</sup> Foundation of LIC on 1st September 2015.
3. National Insurance Company Ltd -110th Foundation Day on 7th December 2015.



## **ACKNOWLEDGEMENTS**

NIA wishes to put on record its grateful thanks to the Government of India, particularly Ministry of Finance, Ministry of Human Resource Development, IRDA, the public sector and private sector insurance companies, AICTE, AIU, DTE, SPPU the recruiting companies, Banks, faculty from other academic institutions, visiting faculty of NIA, distinguished speakers, other players in the academic field, NIA Alumni members, members of the media who have always willingly supported the cause of NIA. NIA would like to thank Pune Municipal Corporation, Chaturshringi Police Station for their kind support. NIA would also like to thank the Chairman and Members of the Governing Board and the Society for their guidance and the faculty and staff for their co-operation and contribution making NIA what it is today and what it is poised to be after today.





## **FINANCIAL PERFORMANCE**



**Head Off. :** 1, Runwal Pratishtha, 1202/27, Shivajinagar, Apte Road, Behind Santosh Bakery, Pune 411 004.  
**■ Telefax :** +91 20 3049 2806/07/08 **■ Email :** ho@hmaca.in **■ www.hmaca.in**  
**■ Branch Offices :** PUNE, THANE, NASIK, KOLHAPUR

## AUDIT REPORT

(Bombay Public Trust Act- sec.33 & 34 and Rule 19)

Name of the Trust – NATIONAL INSURANCE ACADEMY, PUNE.

Registration No. - F -7891(Pune).

We have audited the accounts of the above Trust for the year ending 31<sup>st</sup> March 2016. These Financial Statements are the responsibility of the Trust's Management. Our responsibility is to express an opinion on these financial statements based on our audit. We report as under :

1.	Whether accounts are maintained regularly & in accordance with the provisions of the Act & rules.	Yes
2.	Whether receipts & disbursements are properly & correctly shown in the accounts.	Yes
3.	Whether the cash balance & vouchers in the custody of the manager or trustee on the date of audit were in agreement with the accounts.	Yes
4.	Whether all books, deeds, accounts vouchers or other documents or records required by the auditor were produced before him.	Yes
5.	Whether a register of movable & immovable properties is properly maintained, the changes therein are communicated from time to time to the regional office & the defects & inaccuracies mentioned in the previous audit report have been duly complied with.	Yes
6.	Whether the manager or trustee or any other person required by the auditor to appear before him did so & furnished the necessary information required by him.	Yes
7.	Whether any property or funds of the Trust were applied for any objects or purpose other than the objects or purpose of the Trust.	No
8.	Whether an inventory certified by the trustees of the Public Trust has been maintained?	N.A.



## HMA & ASSOCIATES Chartered Accountants

9.	The amount of outstanding for more than one year & amounts written off, if any.	Yes. ₹ 1,06,80,883.84 are outstanding for more than 1 year. Above amount is after Writing off Amount of ₹19,16,103.12/- during the year.
10	Whether tenders were invited for repairs or construction involving expenditure exceeding ₹ 5,000/-.	Tenders / quotations were called for before purchase.
11.	Whether any money of the public trust has been invested contrary to the provisions of section 35.	No
12.	Alienation, if any, of the immovable property contrary to the provisions of section 36 which have come to the notice of the auditor.	No
13.	All cases of irregular, illegal or improper expenditure or failure or omission to recover monies or other property belonging to the public trust or of loss or waste of money or other property thereof & Whether such expenditure, failure, omission loss or waste was caused in consequence of breach of trust or misapplication or any other misconduct on the part of trustees or any other person while in the management of the trust.	To the best of our knowledge no such cases were observed.
14.	Whether the budget has been filed in the form provided by rule 16A.	Yes
15.	Whether the maximum & minimum number of the trustees is maintained.	Yes
16.	Whether the meetings are held regularly as provided such instrument.	Yes
17.	Whether the minute's books of the proceedings of the meetings are maintained.	Yes
18.	Whether any of the trustees has any interest in the investment of the trust.	No
19.	Whether any of the trustees is a debtor or creditor of the trust	No Trustee is a debtor or creditor in his individual capacity.




**HMA & ASSOCIATES**  
Chartered Accountants

20.	Whether the irregularities pointed out by the auditors in the accounts of the previous year have been duly complied with by the trustees during the period of audit.	Yes.
21.	Any special matter, which the auditor may think fit or necessary to bring to the notice of the Deputy or Assistant Charity Commissioner.	No

Place: Pune  
Date: 22<sup>nd</sup> June 2016



For HMA & Associates  
Chartered Accountants  
FRN - 100537W

  
CA Anand Joshi  
Partner  
M. No. 113805

Chartered Accountants

**BALANCE SHEET AS ON 31.03.2016**

	<b>Current Year</b>	<b>Previous Year</b>
<b>SOURCES OF FUNDS</b>		
Trust Fund or Corpus	2,500,000.00	2,500,000.00
Campus Fund	289,124,125.16	289,124,125.16
CSR Fund	2,569,544.00	-
Endowments	15,737,363.90	15,565,750.96
Sponsored Awards (NET)	39,686.25	39,686.25
Other Funds	412,744,731.85	338,448,421.02
Productivity Linked Corpus	14,970,940.00	10,835,886.00
Sub-total	737,686,391.16	656,513,869.39
Current Liabilities & Provisions	41,419,583.42	30,923,970.99
<b>Total</b>	<b>779,105,974.58</b>	<b>687,437,840.38</b>
<b>APPLICATION OF FUNDS</b>		
Campus Fund Assets (NET)	246,794,451.38	240,887,883.62
CSR Assets	2,568,044.00	0.00
Endowment Assets	15,737,363.91	15,565,750.96
Other Fixed Assets		
Including Insurance Lab (NET)	14,830,545.75	5,554,397.64
General Fund Investments	362,081,711.20	312,545,711.20
Insurance Lab Investments	2,681,025.44	2,548,138.44
Library Books	1.00	1.00
Current Assets, Loans And Advances	134,412,831.90	110,335,957.52
<b>Total</b>	<b>779,105,974.58</b>	<b>687,437,840.38</b>

**NOTE:** Previous year's figures have been regrouped where necessary to conform to the current year's Classification.

**As per our report of even date attached.**

**M/S HMA & ASSOCIATES**  
Chartered Accountants

**MEMBER**  
Governing Board

**CHAIRMAN**  
Governing Board

**DIRECTOR**

Date :  
Place : Pune

## **INCOME & EXPENDITURE FOR THE YEAR ENDED 31.03.2016**

	<b>Current Year</b>	<b>Previous Year</b>
<b>INCOME</b>		
Training Programme Fees	251,249,624.36	190,078,045.83
Training Advisory/Action Research/Examination Income	11,370,280.26	10,371,700.00
PGP Income	61,856,652.00	75,526,646.00
Contribution To Endowment Chairs	1,000,000.00	1,000,000.00
Interest	25,195,117.88	18,752,570.28
Other Income	3,465,181.79	5,358,770.20
	<b>354,136,856.29</b>	<b>301,087,732.31</b>
<b>EXPENDITURE</b>		
Establishment Expenses	46,407,508.83	44,208,173.16
Objects Of The Trust		
MDP Direct Training Expenses	84,094,576.09	49,313,569.15
PGP Direct Expenses	17,569,274.80	20,611,138.20
Indirect Expenses	116,075,061.64	99,002,861.02
Prior Period Adjustments	2,062,602.12	2,701,157.96
Depreciation	16,123,965.38	13,272,437.04
	<b>282,332,988.86</b>	<b>229,109,336.53</b>
Excess Of Income Over Expenditure Transferred To General Fund	<b>71,803,867.43</b>	<b>71,978,395.78</b>

As per our report of even date attached.

**M/S HMA & ASSOCIATES**  
Chartered Accountants

**MEMBER**  
Governing Board

**CHAIRMAN**  
Governing Board

**DIRECTOR**

Date :  
Place : Pune

**ANNEXURE**

**CALENDAR PROGRAMMES DURING 2014-15**

<b>Sr. No.</b>	<b>Title of the Programme</b>	<b>Programme Dates</b>	<b>No. of Weeks</b>	<b>Co-ordinator/s</b>
	Programme for NIA Staff (Garudmachi)	17.04.2015 17.04.2015	0.5	Muralidharan, P.
1	Programme on Integrated CRM (Life)	20.04.2015 24.04.2015	1	Muralidharan, P.
2	Workshop of Communication and Presentation Skills (Life) I	20.04.2015 24.04.2015	1	Saji Paul
3	Programme for Retiring Executives (Non-Life) I (only for GMs and DGMs)	20.04.2015 22.04.2015	0.5	Surya Rao, K.
4	Programme on CWISS Reports (New India)- I - 2 days	23.04.2015 24.04.2015	0.5	Page S.D., Dr.
5	Investment Awareness Programme (Life)	27.04.2015 29.04.2015	0.5	P. Ponpandian
6	CWISS Functionalities (New India)	05.05.2015 07.05.2015	0.5	Deshpande Seema
7	Programme on Marketing Strategies (Life)	11.05.2015 15.05.2015	1	Saji Paul
8	Comprehensive Technical Programme in Life Insurance (Life)	11.05.2015 22.05.2015	2	Nadkarni S.S.
9	Programme for Retiring Executives (Non-Life)	11.05.2015 13.05.2015	0.5	Mehra S.K ./Yadav Ruchika
10	IT Awareness Programme for Non-IT Personnel (Non-Life)	11.05.2015 15.05.2015	1	Deshpande Seema
11	Reinsurance Management (Non-Life)	18.05.2015 20.05.2015	0.5	Shaji Thomas
12	Workshop on Performance Management for Regional & Divisional Incharges (Non-Life)	20.05.2015 22.05.2015	0.5	Chaudhari Sushma, Dr.
13	Executive Development Program for Engineering Department (Life)	25.05.2015 29.05.2015	1	Ponpandian P.
14	Techno Marketing in General Insurance (Non-Life)	25.05.2015 27.05.2015	0.5	Singh Satyendra
15	Programme on Estate Management (Non-Life)	25.05.2015 27.05.2015	0.5	Mehra S. K .

<b>Sr. No.</b>	<b>Title of the Programme</b>	<b>Programme Dates</b>	<b>No. of Weeks</b>	<b>Co-ordinator/s</b>
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16	General Management Programme for Middle Level Executives (Life)	01.06.2015 10.06.2015	1.5	Anuradha B.
17	Management of Strategic Issues for Insurance Executives (Non-Life)	01.06.2015 03.06.2015	0.5	James P.C.
18	Programme for Retiring Executives (Non-Life)	01.06.2015 03.06.2015	0.5	Nanda S.P
19	Management of Liability Insurance (Non-Life)	03.06.2015 05.06.2015	0.5	Singh Satyendra
20	Digital Marketing Strategies for Marketing Managers (Life)	08.06.2015 10.06.2015	0.5	Nadkarni S.S.
21	Right to Information Act (Non-Life)	08.06.2015 10.06.2015	0.5	Dholakia, H.J.
22	Programme on Data Analysis (Using Excel) (Life)	08.06.2015 12.06.2015	1	Page S.D., Dr.
23	Workshop on Motor Third Party Claims (Non-Life)	10.06.2015 12.06.2015	0.5	Gejji S. H.
24	Train the Trainers Programme (Combined) Batch I	15.06.2015 19.06.2015	1	Vijayalakshmi D.
25	Train the Trainers Programme (Combined)- Batch II	15.06.2015 19.06.2015	1	Gupta R.P.
26	EOPO- Enquiry Officer and Presenting Officer (Non-Life)	15.06.2015 17.06.2015	0.5	Nanda S.P.
27	Management of Engineering Insurance (Non-Life)	17.06.2015 19.06.2015	0.5	Yadhav Ruchika
28	Programme for Young Executives Programme (PYE)	22.06.2015 03.07.2015	2	Anuradha B.
29	Programme on Best Practices in Marketing (Life)	22.06.2015 24.06.2015	0.5	Paul Saji
30	Profitable Management of Health Portfolio (Non-Life)	22.06.2015 26.06.2015	1	James P.C.
31	Recalibrating Leadership Journey (Combined)	22.06.2015 24.06.2015	0.5	Chaudhari Sushma, Dr.
32	Programme on Data Analysis (Using OO Calc) (Combined)	22.06.2015 26.06.2015	1	Pathak Girijesh
33	Old Age Security and Pension (Life)	29.06.2015 01.07.2015	0.5	Sinha Amamath

<b>Sr. No.</b>	<b>Title of the Programme</b>	<b>Programme Dates</b>	<b>No. of Weeks</b>	<b>Co-ordinator/s</b>
34	Prevention of Insurance Frauds (Non-Life)	29.06.2015 03.07.2015	1	Nanda S.P.
35	Programme on Retail Insurance (Non-Life)	29.06.2015 01.07.2015	0.5	Dr. Tiwari Shalini
36	Comprehensive Technical In Life Insurance (Life)	06.07.2015 17.07.2015	2	Ponpandian P.
37	Competency Development Program for Chief Managers (Life)	06.07.2015 10.07.2015	1	Nadkarni S.S.
38	Programme for Women Managers (Combined)	06.07.2015 10.07.2015	1	Mrs D. Vijayalakshmi
39	Essentials of Sales & Marketing for Frontline Executives(Non-Life)	06.07.2015 08.07.2015	0.5	Tiwari Shalini Dr.
40	Knowledge Crowd Sourcing in Insurance (Combined)	06.07.2015 08.07.2015	0.5	Pathak Girijesh
41	Management of Property (Fire) Insurance (Non-Life)	13.07.2015 17.07.2015	1	Singh Satyendra
42	General Management Programme for Middle Level Executives (Life)	20.07.2015 29.07.2015	1.5	Saji Paul
43	Programme on Brand Management for SDMs (Life)	20.07.2015 22.07.2015	0.5	Nadkarni S.S.
44	Programme for Retiring Executives (Non- Life)	20.07.2015 22.07.2015	0.5	Mehra S.K .
45	CWISS Functionalities (New India)	20.07.2015 22.07.2015	0.5	Page S.D., Dr.
46	HRM and Employee Relations (Life)	27.07.2015 31.07.2015	1	Sinha Amarnath
47	Developing Leaders for Tomorrow (Non-Life)	27.07.2015 31.07.2015	1	Singh Archana
48	Comprehensive Technical Programme In General Insurance (Non-Life)	27.07.2015 14.08.2015	3	Singh Satyendra/ Shaji Thomas
49	Programme on Data Analysis (Using OO Calc) (Life)	27.07.2015 31.07.2015	1	Pathak Girijesh
50	Workshop of Communication and Presentation Skills (Life)	03.08.2015 07.08.2015	1	Saji Paul
51	Financial Awareness Programme (Life)	03.08.2015 05.08.2015	0.5	Ponpandian P.

<b>Sr. No.</b>	<b>Title of the Programme</b>	<b>Programme Dates</b>	<b>No. of Weeks</b>	<b>Co-ordinator/s</b>
52	Executive Development Programme (Non-Life)	03.08.2015 07.08.2015	1	Uma S.
53	Programme on CWISS Reports (New India)	03.08.2015 04.08.2015	0.5	Deshpande Seema
54	Programme on Market Intelligence (Life)	10.08.2015 12.08.2015	0.5	Saji Paul
55	Enterprise Risk Management for Sr. Executives (Non-Life)	10.08.2015 12.08.2015	0.5	Doss S., Dr.
56	Data Mining & Interpretation (Combined)	10.08.2015 14.08.2015	1	Pathak Girijesh
57	Procedures & Practices in Court Cases (HR) (Non-Life)	13.08.2015 14.08.2015	0.5	Mehra S.K .
58	Programme on Financial Computing (Life)	17.08.2015 21.08.2015	1	Page S.D., Dr.
59	Business Environment for Sr./DMs (Life)	19.08.2015 21.08.2015	0.5	Vijayalakshmi D./ Nadkarni S.S.
60	General Management Programme (RMs, DMs, BMs, AMs & ASD's)(Non-Life) (For scale 3/4/5)	19.08.2015 21.08.2015	0.5	Patwardhan M.C.
61	Programme on Retail Insurance (Non-Life)	19.08.2015 21.08.2015	0.5	Tiwari Shalini, Dr.
62	Programme on Risk Based Underwriting (Non-Life)	19.08.2015 21.08.2015	0.5	James P.C.
63	Workshop on Managerial Excellence: Programme for Branch Heads (Life)	24.08.2015 28.08.2015	1	Gupta R.P.
64	Programme on Vigilance in General Insurance (Non-Life)	24.08.2015 26.08.2015	0.5	Nanda S.P.
65	Management of Marine Insurance (Hull)	26.08.2015 28.08.2015	0.5	Singh Satyendra
66	Profitable Management of Health Portfolio (Non-Life)	24.08.2015 28.08.2015	1	James P.C.
67	Programme on Business Intelligence & Big Data (Life)	24.08.2015 28.08.2015	1	Page S.D., Dr.
68	Management of Marine Insurance (Cargo) (Non-Life) I	31.08.2015 02.09.2015	0.5	Singh Satyendra
69	Workshop on Self Management & Transformation (Non-Life)- I -	31.08.2015 02.09.2015	0.5	Singh Archana

<b>Sr. No.</b>	<b>Title of the Programme</b>	<b>Programme Dates</b>	<b>No. of Weeks</b>	<b>Co-ordinator/s</b>
70	Programme on Financial Audit and Control (Life)	31.08.2015 04.09.2015	1	Ponpandian P.
71	Programme for Women Managers (Combined) II	31.08.2015 04.09.2015	1	Chaudhari Sushma, Dr.
72	Programme on Digital Marketing (eMarketing) (Combined) I	31.08.2015 04.09.2015	1	Page S.D., Dr.
73	Programme on Marketing Strategies (Life)	07.09.2015 11.09.2015	1	Gupta R.P.
74	Workshop on Social Marketing (Life)	07.09.2015 09.09.2015	0.5	Saji Paul
75	Programme for Retiring Executives (Non- Life)	07.09.2015 09.09.2015	0.5	Patwardhan M.C.
76	Macros for Professional Spreadsheet Modeling (Using Excel) (Combined)	07.09.2015 11.09.2015	1	Page S.D., Dr.
77	Programme on Investment Appreciation (Life)	07.09.2015 11.09.2015	1	Ponpandian P.
78	Distribution Channels Management (Non-Life)	14.09.2015 16.09.2015	0.5	Tiwari Shalini, Dr.
79	IT Business Alignment & Syndergy (New India)-	14.09.2015 15.09.2015	0.5	Deshpande Seema
80	Workshop on Motor Third Party Claims (Non-Life) II	14.09.2015 16.09.2015	0.5	Gejji S. H.
81	Strategy Implementation : P&GS (Life )	21.09.2015 23.09.2015	0.5	Sinha Amarnath
82	Management of Liability Insurance (Non-Life)	21.09.2015 23.09.2015	0.5	Singh Satyendra
83	Business Analysts Competency Development Workshop (Life)	21.09.2015 25.09.2015	1	Deshpande Seema
84	Old Age Security and Pension (Life)	28.09.2015 30.09.2015	0.5	Anuradha B.
85	Workshop on Problem Solving Techniques & Creativity (Combined)	28.09.2015 30.09.2015	0.5	Vijayalakshmi D.
86	Insurance Management of Energy Risks (Oil, Gas & Non-conventional) (Non-Life)	28.09.2015 30.09.2015	0.5	Nanda S.P.
87	Insurance Regulation & Compliance Issues(Non-Life)	28.09.2015 30.09.2015	0.5	James P.C.

<b>Sr. No.</b>	<b>Title of the Programme</b>	<b>Programme Dates</b>	<b>No. of Weeks</b>	<b>Co-ordinator/s</b>
88	Young Executives Programme (YEP) (Life)	05.10.2015 16.10.2015	2	Ponpandian P.
89	Workshop on Managerial Excellence: Programme for Branch Heads (Life)	05.10.2015 09.10.2015	1	Sinha Amarnath
90	Profitable Management of Health Portfolio (Non-Life)	05.10.2015 09.10.2015	1	James P.C.
91	Management of Marine Insurance (Cargo) (Non-Life)	07.10.2015 09.10.2015	0.5	Surender R.
92	Program on Project Management (Combined)	05.10.2015 09.10.2015	1	Pathak Girijesh
93	Workshop of Communication and Presentation Skills (Life)	12.10.2015 16.10.2015	1	Gupta R.P.
94	Claims Management (Non-Life)	12.10.2015 14.10.2015	0.5	Surender R.
95	Marketing Strategies for Non-marketing Executives (Non-Life)	12.10.2015 14.10.2015	0.5	Tiwari Shalini, Dr.
96	Data Analysis (Using Excel) (Combined)	12.10.2015 16.10.2015	1	Pathak Girijesh
97	Agency Management (Life)	19.10.2015 21.10.2015	0.5	Saji Paul
98	Financial Awareness Programme (Life)	19.10.2015 21.10.2015	0.5	Uma S., Dr.
99	Loss of Earnings Insurance (LOP,ALOP,MLOP, DSU)(Non-Life)	19.10.2015 21.10.2015	0.5	Singh Satyendra
100	CWISS Reports (New India)	19.10.2015 20.10.2015	0.5	Deshpande Seema
101	General Management Programme for Middle Level Executives (Life)	26.10.2015 04.11.2015	1.5	Saji Paul
102	Strategic Intent and Execution Excellence (Life)	26.10.2015 28.10.2015	0.5	Vijayalakshmi D.
103	Management of Motor Underwriting & Claims (OD) (Non-Life)	26.10.2015 28.10.2015	0.5	Surender R.
104	Comprehensive Marketing Programme for Marketing Executives (Non-Life)	26.10.2015 30.10.2015	1	Pattnaik Asim Kumar
105	Programme on Digital (eMarketing) (Combined)	26.10.2015 30.10.2015	1	Page S.D., Dr.

<b>Sr. No.</b>	<b>Title of the Programme</b>	<b>Programme Dates</b>	<b>No. of Weeks</b>	<b>Co-ordinator/s</b>
106	Risk Management in Life Insurance (Life)	02.11.2015 04.11.2015	0.5	Anuradha B.
107	Reinsurance Management (Non-Life)	02.11.2015 04.11.2015	0.5	Singh Satyendra
108	Programme for Retiring Executives (Non- Life)	02.11.2015 04.11.2015	0.5	Nanda S.P.
109	Business Intelligence & Big Data (Combined)	02.11.2015 06.11.2015	1	Page S.D., Dr.
110	Seminar on Right to Information Act (Combined)	06.11.2015 06.11.2015	0.5	Gejji S. H.
111	Integrated CRM (Life)	16.11.2015 20.11.2015	1	Ponpandian P.
112	Financial Awareness Programme (Life)	16.11.2015 18.11.2015	0.5	Patwardhan M.C.
113	Insurance Accounting, Audit & Control (Non-Life)	16.11.2015 18.11.2015	0.5	Ravi Shankar K.
114	Comprehensive Technical Programme In General Insurance (Non-Life)	16.11.2015 04.12.2015	3	Yadav Ruchika
115	CWISS Functionalities (New India)	16.11.2015 18.11.2015	0.5	Deshpande Seema
116	Comprehensive Technical Programme in Life Insurance (Life)	23.11.2015 04.12.2015	2	Gupta R.P.
117	Business Environment for Sr./DMs (Life)	23.11.2015 25.11.2015	0.5	Nadkarni S.S.
118	Management of Motor Underwriting & Claims (OD) (Non-Life)	23.11.2015 25.11.2015	0.5	Nanda S.P.
119	IT Business Alignment & Synergy (New India)	23.11.2015 24.11.2015	0.5	Deshpande Seema
120	Women Managers (Combined)	30.11.2015 04.12.2015	1	Tiwari Shalini, Dr.
121	Workshop on Social Marketing (Life)	07.12.2015 09.12.2015	0.5	Saji Paul
122	Programme on HRM and Employee Relations (Life)	07.12.2015 11.12.2015	1	Ponpandian P.
123	Prevention of Insurance Frauds (Non-Life)	07.12.2015 11.12.2015	1	Surender R.



<b>Sr. No.</b>	<b>Title of the Programme</b>	<b>Programme Dates</b>	<b>No. of Weeks</b>	<b>Co-ordinator/s</b>
124	Management of Project Insurance (Non-Life)	07.12.2015 11.12.2015	1	Pattnaik Asim Kumar
125	Actuarial Practices in Life Insurance (Life)	14.12.2015 16.12.2015	0.5	Anuradha B.
126	Managerial Effectiveness (Life)	14.12.2015 18.12.2015	1	Sinha Amarnath
127	Comprehensive Marketing Programme for Non-Marketing Executives (Non-Life)	14.12.2015 18.12.2015	1	Ravi Shankar K.
128	Managing People at Work (Non-Life)	14.12.2015 16.12.2015	0.5	Matam Geeta Raghvendra
129	Predictive Analytics (Life)	14.12.2015 18.12.2015	1	Pathak Girijesh / Page S.D., Dr.
130	Programme on Agency Management (Life)	21.12.2015 23.12.2015	0.5	Gupta R.P.
131	Actuarial Appreciation Programme for Senior Executives (Life)	21.12.2015 23.12.2015	0.5	Anuradha B.
132	General Management Programme (RMs, DMs, BMs, AMs & ASD's)(Non-Life) II (For scale 1/2/3)	21.12.2015 23.12.2015	0.5	Matam Geeta Raghvendra
133	Comprehensive Programme on Life Insurance Regulations (Life)	28.12.2015 30.12.2015	0.5	Sinha Amarnath
134	Customer Relationship Management (Non-Life)	28.12.2015 30.12.2015	0.5	Tiwari Shalini, Dr.
135	Management of Liability Insurance (Non-Life)	28.12.2015 30.12.2015	0.5	Singh Satyendra
136	CWISS Reports (New India)	28.12.2015 29.12.2015	0.5	Deshpande Seema
137	Workshop of Communication and Presentation Skills (Life)	04.01.2016 08.01.2016	1	Singh Archana
138	Programme for Retiring Executives (Non- Life)	04.01.2016 06.01.2016	0.5	Matam Geeta Raghvendra
139	Profitable Management of Health Portfolio (Non-Life)	04.01.2016 08.01.2016	1	Singh Satyendra
140	Data Mining & Interpretation (Life)	04.01.2016 08.01.2016	1	Pathak Girijesh
141	Young Executives Programme (YEP)	11.01.2016 22.01.2016	2	Gupta R.P.

<b>Sr. No.</b>	<b>Title of the Programme</b>	<b>Programme Dates</b>	<b>No. of Weeks</b>	<b>Co-ordinator/s</b>
142	General Management Programme for Middle Level Executives (Life)	11.01.2016 20.01.2016	1.5	Ponpandian P.
143	Essentials of Sales & Marketing for Frontline Executives(Non-Life)	11.01.2016 13.01.2016	0.5	Ravi Shankar K.
144	Developing Leaders for Tomorrow (Non-Life)	11.01.2016 15.01.2016	1	Surender R.
145	Actuarial Computing By Using Excel (Life)	11.01.2016 15.01.2016	1	Page S.D., Dr.
146	C.D. Deshmukh Seminar - on Legislative changes in the Life insurance industry- seamless integration- (Life)	14.01.2016 15.01.2016	0.5	Vijayalakshmi D.
147	Market Segmentation - Effective Service Delivery (Non-Life)	18.01.2016 20.01.2016	0.5	Tiwari Shalini, Dr.
148	Train the Trainers Programme (Combined)	18.01.2016 22.01.2016	1	Vijayalakshmi D.
149	Programme on R for Actuarial Computing (Life)	18.01.2016 22.01.2016	1	Page S.D., Dr.
150	Actuarial Practices in Life Insurance (Life)	27.01.2016 29.01.2016	0.5	Anuradha B.
151	Corporate Governance Issues for Senior Management (Combined)	27.01.2016 29.01.2016	0.5	Ravi Shankar K.
152	Workshop on Effective Communication (Non-Life)	27.01.2016 29.01.2016	0.5	Nanda S.P.
153	CWISS Functionalities (New India)	27.01.2016 29.01.2016	0.5	Deshpande Seema
154	Financial Awareness Programme (Life)	01.02.2016 03.02.2016	0.5	Patwardhan M.C.
155	Executive Development Programme (Non-Life)	01.02.2016 05.02.2016	1	Uma S., Dr.
156	Management of Miscellaneous Insurance Business (Non-Life)	01.02.2016 05.02.2016	1	Matam Geeta Raghvendra
157	Management of Engineering Insurance (Non-Life)	03.02.2016 05.02.2016	0.5	Singh Satyendra
158	Macros for Professional Spreadsheet Application Modeling (Using Calc) (Combined)	01.02.2016 05.02.2016	1	Deshpande Seema
159	Young Executives Programme (Life) IV	08.02.2016 19.02.2016	2	Sinha Amarnath

<b>Sr. No.</b>	<b>Title of the Programme</b>	<b>Programme Dates</b>	<b>No. of Weeks</b>	<b>Co-ordinator/s</b>
160	Workshop on Motor Third Party Claims (Non-Life)	08.02.2016 10.02.2016	0.5	Surender R.
161	Predictive Analytics (Combined)	08.02.2016 12.02.2016	1	Page S.D., Dr.
162	Claims Management (Non-Life)	10.02.2016 12.02.2016	0.5	Singh Satyendra
163	Insurance Accounting, Audit & Control (Non-Life)	15.02.2016 17.02.2016	0.5	Ravi Shankar K.
164	Management of Motor Underwriting & Claims (OD) (Non-Life)	15.02.2016 17.02.2016	0.5	Surender R.
165	Project Management (Life)	15.02.2016 19.02.2016	1	Pathak Girijesh
166	Programme for Retiring Executives (Non- Life)	15.02.2016 17.02.2016	0.5	Matam Geeta Raghvendra
167	Comprehensive Technical Programme in Life Insurance (Life)	22.02.2016 04.03.2016	2	Gupta R.P.
168	Investment Awareness Programme (Life)	22.02.2016 24.02.2016	0.5	Ponpandian P.
169	Workshop on Distribution Channels Management (Non-Life)	22.02.2016 24.02.2016	0.5	Surender R.
170	Personal Retail Management (Non-Life)	22.02.2016 24.02.2016	0.5	Ravi Shankar K.
171	Business Analysts Competency Development Workshop (Combined)	22.02.2016 26.02.2016	1	Deshpande Seema
172	Agricultural Insurance (Non-Life)	25.02.2016 26.02.2016	0.5	Singh Archana
173	Management of Property (Fire) Insurance (Non-Life)	29.02.2016 04.03.2016	1	Singh Satyendra
174	Knowledge Crowd Sourcing in Insurance (Combined)	29.02.2016 02.03.2016	0.5	Pathak Girijesh
175	Women Managers (Combined)	07.03.2016 11.03.2016	1	Uma S., Dr.
176	Program on Consumer Courts and Ombudsman (Combined)	07.03.2016 09.03.2016	0.5	Pattnaik Asim Kumar
177	IT Awareness Programme for Non-IT Personnel (Non-Life)	07.03.2016 11.03.2016	1	Pattnaik Asim Kumar/ Yadav Ruchika

<b>Sr. No.</b>	<b>Title of the Programme</b>	<b>Programme Dates</b>	<b>No. of Weeks</b>	<b>Co-ordinator/s</b>
178	Comprehensive Technical Programme in Life Insurance (Overseas)	14.03.2016 25.03.2016	2	Saji Paul
179	Workshop on Self Management & Transformation (Non-Life)	14.03.2016 16.03.2016	0.5	Singh Archana
180	IT Business Alignment & Syndergy (New India)	14.03.2016 15.03.2016	0.5	Deshpande Seema
<b>ADDITIONAL / OFF- CALENDAR PROGRAMMES DURING 2015-16</b>				
181	Insurance Brokers Training Programme- (50 Hours) Slot 64	20.04.2015 28.04.2015	1.5	Doss S., Dr. /Shaji Thomas/ Damle Y.M./ Sinha Amarnath
182	Programme for Audit Officials (United)	27.04.2015 29.04.2015	0.5	Nanda S.P.
183	Training Programme for Qualifying Exam for Officers of GIC	27.04.2015 01.05.2015	1	Shaji Thomas
184	25 Hours Renewal Brokers Training - 25 hours- Slot 48	04.05.2015 07.05.2015	1	Dholakia, H.J./ Yadav Ruchika
185	Induction Training Programme for Direct Recruits of New India - Batch A- Phase I	18.05.2015 12.06.2015	4	Singh Satyendra/ Bhambure Vaishali, Dr.
186	Induction Training Programme for Direct Recruits of New India - Batch B- Phase I	18.05.2015 12.06.2015	4	Dholakia, H.J./ Yadhav Ruchika
187	Programme on "RO-BSS Role Actualization" for RMs (IT) (New India)- 2 days	01.06.2015- 02.06.2015-	0.5	Page S.D., Dr.
188	Induction Training Programme for Future Generali Insurance Company Ltd.	08.06.2015 03.07.2015	4	Dholakia, H.J./ Yadhav Ruchika
189	Induction Training Programme for Direct Recruits of New India - Batch C- Phase I	15.06.2015 24.07.2015	4	Tiwari Shalini/ Uma S / Patwardhan M.C. / Doss S. / Bhambure Vaishali, Dr.
190	Induction Training Programme for Direct Recruits of New India - Batch D- Phase I	15.06.2015 24.07.2015	4	Singh Satyendra
191	Induction Training Programme for Agriculture Insurance Company of India Ltd. (AICL)	06.07.2015 18.07.2015	2	James P.C./ Singh Archana
192	Induction Training Programme for Direct Recruits of New India - Batch A- Phase II	13.07.2015 07.08.2015	4	Pattnaik Asim Kumar/ Yadav Ruchika

<b>Sr. No.</b>	<b>Title of the Programme</b>	<b>Programme Dates</b>	<b>No. of Weeks</b>	<b>Co-ordinator/s</b>
193	Induction Training Programme for Direct Recruits of New India - Batch B- Phase II	13.07.2015 07.08.2015	4	Dholakia, H.J./ Bhambure Vaishali, Dr.
194	25 Hours Renewal Brokers Training - 25 hours- Slot 49	20.07.2015 23.07.2015	1	Doss S., Dr.
195	FAIR NIA Seminar on Reinsurance :The Changing Global Landscape (Non-Life)	29.07.2015 31.07.2015	0.5	James P.C./ Singh Satyendra
196	Programme for Junior Officers and Assistant Directors of IRDA	10.08.2015 14.08.2015	1	Vijayalakshmi D./ Anuradha B.
197	Induction Training Programme for Direct Recruits of New India - Batch C- Phase II	10.08.2015 04.09.2015	4	Pattnaik Asim Kumar
198	Induction Training Programme for Direct Recruits of New India - Batch D- Phase II	10.08.2015 04.09.2015	4	Yadav Ruchika
199	Insurance Brokers Training - Slot 65	26.08.2015 03.09.2015	1.5	Nanda S.P./ Uma S., Dr.
200	Programme on Vigilance - Inquiry Officer / presenting Officer (National)	03.09.2015 04.09.2015	0.5	Singh Satyendra
201	Programme on Risk Management (SBI Life) I	10.09.2015 11.09.2015	0.5	Sinha Amarnath
202	Leadership Development Programme for Agriculture Insurance Co.of India Ltd.	14.09.2015 16.09.2015	0.5	Chaudhari Sushma, Dr.
203	United India's Leadership Enhancement Programme II - I	21.09.2015 22.09.2015	0.5	Chaudhari Sushma, Dr.
204	Programme on Risk Management (SBI Life) II	29.09.2015 30.09.2015	0.5	Ponpandian P.
205	United India's Leadership Enhancement Programme II - II	28.09.2015 29.09.2015	0.5	Chaudhari Sushma, Dr.
206	Induction Training Programme for Direct Recruits of New India - Batch E- Phase I	28.09.2015 23.10.2015	4	Pattnaik Asim Kumar
207	Induction Training Programme for Direct Recruits of New India - Batch F- Phase I	28.09.2015 23.10.2015	4	Yadav Ruchika
208	25 Hours Renewal Brokers Training - 25 hours- Slot 50	05.10.2015 08.10.2015	1	Patwardhan M.C.
209	United India's Leadership Enhancement Programme III	05.10.2015 06.10.2015	0.5	Chaudhari Sushma, Dr.
210	Training Programme on Engineering and Project Insurance (Bharti AXA General)	18.11.2015 20.11.2015	0.5	Nanda S.P.

<b>Sr. No.</b>	<b>Title of the Programme</b>	<b>Programme Dates</b>	<b>No. of Weeks</b>	<b>Co-ordinator/s</b>
211	Induction Training Programme for Direct Recruits of New India - Batch E- Phase II	23.11.2015 18.12.2015	4	Pattnaik Asim Kumar
212	Induction Training Programme for Direct Recruits of New India - Batch F- Phase II	23.11.2015 18.12.2015	4	Yadav Ruchika
213	Refresher Training Programme fo Sr. Asst. Directors of IRDA	07.12.2015 11.12.2015	1	Singh Satyendra/ Gupta R.P.
214	25 hour Renewal of Brokers License	21.12.2015 24.12.2015	1	Patwardhan M.C.
215	Insurance Brokers Training - Slot 66	27.01.2016 04.02.2016	1.5	Patwardhan M.C./ Pattnaik Asim Kumar/ Saji Paul
216	Programme for Retiring Executives (United)	10.02.2016 12.02.2016	0.5	Patwardhan M.C.
217	Qualifyig Examination for Promotion of Offices of AICL	09.02.2016 12.02.2016	1	Singh Archana
218	Macros for Professional Spreadsheet Modelling using Excel (LIC)	15.02.2016 19.02.2016	1	Deshpande Seema
219	Retiring Executives for (Scale V,VI and VII) IX	22.02.2016 24.02.2016	0.5	Pattnaik Asim Kumar
220	Programme on Strategy Implimentation for P & GS Dept. (LIC)	24.02.2016 26.02.2016	0.5	Saji Paul
221	Refresher Training for AICL	26.02.2016 26.02.2016	0.5	Chaudhari Sushma, Dr.
222	Training Programme for AIPA, Afghanistan	29.02.2016 01.03.2016	0.5	Singh Satyendra/ Singh Archana





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