

ANNUAL REPORT 2022-23



**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.

PEO STATEMENTS (PGDM)

- ❖ Provide conceptual and practical knowledge in the field of management and insurance while upholding ethical practices.
- ❖ Inculcate a logical and practical approach to problem solving in a rapidly changing environment in a social and global context.
- ❖ Prepare for excellence with a sense of professionalism, integrity and team spirit.

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**NATIONAL INSURANCE ACADEMY
GOVERNING BOARD
as on 16.05.2023**

	Shri Devesh Srivastava Chairman – NIA Governing Board Chairman-cum-Managing Director General Insurance Corporation of India		Shri Siddhartha Mohanty Chairperson Life Insurance Corporation of India
	Ms. Mini Ipe Managing Director Life Insurance Corporation of India		Shri M. Jagannath Managing Director Life Insurance Corporation of India
	Shri Tablesh Pandey Managing Director Life Insurance Corporation of India		Ms. Suchita Gupta Chairman-cum-Managing Director National Insurance Co. Ltd.
	Shri Satyajit Tripathy Chairman-cum-Managing Director United India Insurance Co. Ltd.		Ms. Neerja Kapur Chairman-cum-Managing Director The New India Assurance Co. Ltd.
	Ms. Girija Subramanian Chairman-cum-Managing Director Agriculture Insurance Co. of India Ltd.		Shri R. R. Singh Chairman-cum-Managing Director The Oriental Insurance Co. Ltd.
	Shri Mukesh Kumar Bansal IAS Joint Secretary Government of India, Ministry of Finance, DFS		Shri G. N. Bajpai Intuit Consulting Pvt. Ltd.
	Prof. Anil B. Suraj Law and Public Administration Indian Institute of Management Bangalore		Shri Sanjay Vijay Founder & Principal Consultant Optimal Corporate Solutions
Director National Insurance Academy			

The following members ceased to be on the Governing Board of NIA during the period from 31.05.2022 to 16.05.2023:

1. Shri M. R. Kumar, Chairperson, LIC of India
2. Shri Raj Kumar, MD, LIC of India
3. Shri B. C. Patnaik, MD, LIC of India
4. Shri Anjan Dey, CMD, The Oriental Insurance Co. Ltd.
5. Shri M. K. Poddar, CMD, Agriculture Insurance Co. of India Ltd.
6. Shri Saurabh Mishra, JS, Government of India, Ministry of Finance, DFS
7. Shri G. Srinivasan, Director, National Insurance Academy

The following officials joined the Governing Board of NIA during the period from 31.05.2022 to 16.05.2023:

1. Ms. Neerja Kapur, CMD, The New India Assurance Co. Ltd.
2. Ms. Girija Subramanian, CMD, Agriculture Insurance Co. of India Ltd.
3. Shri R. R. Singh, CMD, The Oriental Insurance Co. Ltd.
4. Shri M. Jagannath, MD, LIC of India
5. Shri Tablesh Pandey, MD, LIC of India
6. Shri Mukesh Kumar Bansal, JS, Government of India, Ministry of Finance, DFS



From the Chairman

It is with great pleasure that I present the Annual Report of our Academy for the year 2022-23.

The Indian insurance sector is poised to emerge as one of the fastest-growing insurance markets in the world in the coming decade. The growth will be facilitated and buttressed by regulatory reforms and initiatives like Bima Vistaar, Bima Vaahak, and the game-changing web-based platform Bima Sugam, digital transformation, and AI, with new players entering the market and a greater focus on enhancing customer experience. This growth would need huge insurance talent to manage the business efficiently, delivering value to the customers. While we need to attract a lot of youngsters to the industry, we also need to constantly upgrade the skill set of the current professionals at every level.

National Insurance Academy, as an institution of eminence in the field of insurance education, training, and research, has been playing a very important role in contributing to the talent pipeline of the sector and also adding to the knowledge base of our country.

During the year 2022-23, the Academy seamlessly conducted online and classroom training programmes by using high-quality education technology and digital capabilities. The Academy conducted 330 Management Development Programmes (MDPs) where 8128 executives from public and private sector organizations, including 203 overseas executives, were trained. The Academy also conducted many webinars on contemporary topics. NIA continued to keep abreast with industry trends and developments while designing training programmes on current topics viz. IFRS Implementation, Cyber Insurance-Risk Mitigation for Cyber Security and Data Protection, etc.

NIA's industry-backed Post-Graduate Management Program for students with a focus on Insurance and Management has a unique legacy of 100% placement since its inception. This year too, for the Batch 2021-23, all the students were placed with a competitive package, in prominent insurance, IT, and Insure tech companies in India. This placement process also witnessed a distinct feature of pre-placement offers for some of the students.

NIA will continue to nurture the existing talent and provide quality fresh talent to the insurance industry and thereby contributing to the nation's cause of becoming a fully insured society by 2047.

Innovative teaching methods, creating acclaimed talent and significant research in insurance, pension, and allied areas, and working closely with the insurance sector in India, as well as abroad, will continue to remain the primary focus of NIA.

Devesh Srivastava



From the Director

In recent times, the Indian Insurance industry has undergone numerous transformations with the regulator's vigilant and progressive plans in terms of innovations, new developments, modified regulations, and the vision of 'Insurance for All' by 2047. The Insurance sector is embracing cutting-edge technologies such as Robotic Process Automation, Artificial Intelligence, the Internet of Things, Machine Learning, and advancements in AI algorithms, Bots, etc. for faster and more personalized customer service in the entire life cycle of the insurance product such as automation in its creation, policy servicing and finally claims management.

The Government's flagship initiative for crop insurance, Pradhan Mantri Fasal Bima Yojana (PMFBY), Ayushman Bharat (Pradhan Mantri Jan Arogya Yojana) (AB PMJAY) and PM Suraksha Bima and PM Jeevan Jyoti Yojana has led to significant growth both in the premium income and also wide coverage among the masses.

Talent has always been essential to the successful execution of any business strategy. In the digitization journey, it is imperative for the insurance industry to reskill the human capital to fulfil their long-term transformation plans and organizational restructurings. The National Insurance Academy as the premier institution engaged in insurance education, training, and research has been playing a key role in bridging this skill gap. We at NIA, continue to foster the existing potential and provide impeccable new talent to the insurance industry, thereby contributing to our nation's cause while fulfilling our own mission.

During 2022-23, 8128 insurance industry professionals across different insurance companies were trained through the various Management development programmes held at NIA, Pune. The participants were not only from the Indian insurance industry but also from other parts of the world.

During the year NIA conducted as many as 29 high-profile programmes such as RAISE (Rebuild, Accelerate, Inspire, Sustain Excellence) for the executives of the public sector general insurance companies and 8 induction training programmes for the executives of public and private sector insurance companies in addition to the usual management development programmes. NIA also completed various research projects, some of the research projects viz. Insurance Protection Gap, Healthy Society, and Climate Resilience, Transition to Stakeholders Value Creation, Mutual Models in Insurance, A Perception of the Middle- and High-Income Millennials about the Need for Pension and their Retirement Preparedness The Professional Certification Courses viz. Diploma in Fire Insurance, Diploma in Reinsurance, and Executive Post Graduate Programme in Insurance and Management for a leading IT company were also launched and are successfully going on.

Our flagship programme, the two-year Post Graduate Diploma in Management achieved yet another milestone of 100% placement in Insurance, technology, and other allied sectors. The increasing demand for students from NIA is a clear indicator of the value created by us.

During the year the Academy conducted successful events like NIA-Swiss re Seminar "Innovative Risk Mitigation - Building Resilience for Climate Risks", C.D. Deshmukh seminar on "Transforming

the Life Insurance Sector through Disruptive Innovation”, HR Summit on “From the Great Resignation to the Great Rebound: Reimagining HR”, Insurance summit on “Broadening the horizon, Embarking towards a Fully Insured India”, Manthan - a Management Festival of PGDM students and a host of webinars on various topics of relevance.

NIA continues to focus on innovative learning, insurance, and management research and works closely with the insurance sector both globally and in India.

G. Srinivasan |

Management Development Programmes

On-Campus / Online Programmes:

The Academy successfully conducted 330 Management Development Programmes (MDPs) out of which 301 were classroom training and 29 were online programmes. 8128 executives from public and private sector organizations including 203 overseas executives were trained during the year 2022-23. The broad categories of the MDPs are given below:

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 attendance per programme during the year worked out to 24.63 participants. The summary of these programmes is furnished below in Table-1. The details are furnished in Annexure-1.

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

Category	No. of Participants	No. of Programmes
Life (L)	3304	141
Non-Life (N)	4484	178
Combined (C)	340	11
Total	8128	330

In addition to the annual calendar programmes, the Academy conducted On-request On-Campus Programmes as per Table-2, Seminars/Webinars as per Table-3, Induction training programmes as per Table-4, and Off-Campus Programmes as per Table-5. The details are given below:

**Table 2:
On-request Programmes conducted at NIA**

Sr. No.	Title of the Programme	From	To
1	Training programme on process safety and Risk Management in industries (Non-Life)	6.4.2022	6.4.2022
2	Follow up Workshop on Motor Insurance- Electric Vehicles (Liberty General)	22.04.2022	22.04.2022
3	Insurance Selling Skills in New Normal (Non-Life)	13 & 14.05.2022	20 & 21.05.2022

4	Workshop for Broking Employees of TATA-AIG General Insurance Co.	10.06.2022-	11.06.2022
5	Online Programme on ESG Related Risks and D&O Underwriting	25.06.2022	25.06.2022
6	Programme on Crop Insurance for Allied Insurance Co., Maldives	25.06.2022	27.06.2022
7	Training Programme for Transition from BM/SBM to SDM (LIC)	25.07.2022	29.07.2022
8	Programme for Surveyors (Miscellaneous)	25.07.2022	30.07.2022
9	Programme for Surveyors (Engineering)	01.08.2022	06.08.2022
10	Programme for Surveyors (LOP)	08.08.2022	13.08.2022
11	Programme for Surveyors (Fire)	16.08.2022	20.08.2022
12	Programme for Takaful Oman Insurance Company	22.08.2022	25.08.2022
13	Training of State Level Officials on Crop Insurance I	22.08.2022	26.08.2022
14	Programme for Surveyors (Marine Cargo)	22.08.2022	27.08.2022
15	Programme on Property and Crop Insurance for RMSI	26.08.2022	26.08.2022
16	Programme for LICHFL Officials	01.09.2022	02.09.2022
17	Advanced Workshop in Engineering (Munich Re)	05.09.2022	06.09.2022
18	Training of State Level Officials on Crop Insurance II	12.09.2022	16.09.2022
19	Training of State Level Officials on Crop Insurance- III	19.09.2022	23.09.2022
20	Training of State Level Officials on Crop Insurance- IV	19.09.2022	23.09.2022
21	Training of State Level Officials on Crop Insurance- V	26.09.2022	30.09.2022
22	Programme on Accounts Standards - IND AS	26.09.2022	28.09.2022
23	Programme for LICHFL	07.10.2022	08.10.2022
24	Training of State Level Officials on Crop Insurance- VI	10.10.2022	14.10.2022
25	Programme for LICHFL	03.11.2022	04.11.2022

26	Online Programme on Reinsurance Management (Non-Life)	04.11.2022	05.11.2022
27	Programme Vigilance (United India)	09.11.2022	11.11.2022
28	Training Programme for Transition from BM/SBM to SDM (LIC)	14.11.2022	18.11.2022
29	Training of Trainers (To T) on Crop Insurance for State Level Officials	21.11.2022	26.11.2022
30	Workshop on Management of Engineering Insurance for Iffco-Tokio General Insurance Co.	24.11.2022	25.11.2022
31	Programme for Insurance Ombudsman (IRDAI)	28.11.2022	02.12.2022
32	Training of Trainers (To T) on Crop Insurance for State Level Officials	05.12.2022-	10.12.2022
33	Programme on Marine Hull (TATA AIG)	05.12.2022	07.12.2022
34	Training Programme for Transition from BM/SBM to SDM (LIC)	05.12.2022	09.12.2022
35	Programme on How to be a successful Broker?	10.12.2022	10.12.2022
36	Programme for Young Marketing Executives (PYME)- I	12.12.2022	15.12.2022
37	Online Orientation Program for Independent Directors of Life Insurance Companies	12.12.2022	14.12.2022
38	Attachment programme on Management of Engineering Insurance	12.12.2023	14.12.2023
39	Knowledge sharing Programme on IFRS (Non-Life)	15.12.2022	16.12.2022
40	Training Programme on Insurance for Beginners for AON India Insurance Brokers	19.12.2022	23.12.2022
41	Training of Trainers (To T) on Crop Insurance for State Level Officials	02.01.2023	07.01.2023
42	Advanced Programme on Project Insurance	07.01.2023	07.01.2023
43	Executive Post Graduate Programme in Insurance and Management for a leading IT company	07.01.2023	26.03.2023
44	Program for Young Marketing Executives (PYME)- II	16.01.2023	19.01.2023
45	Training program for the Secretaries/Dy. Secretaries of the office of Insurance Ombudsman	30.01.2023	31.01.2023
46	Program for Young Marketing Executives (PYME)- III	30.01.2023	02.02.2023
47	Programme for Surveyors-Freshers	06.02.2023	01.04.2023

48	Motor Insurance – Electric Vehicles (An Orientation Programme) - IFFCO-Tokio	07.02.2023	07.02.2023
49	Motor Insurance – Electric Vehicles (An Orientation Programme) IFFCO Tokio	09.02.2023	09.02.2023
50	Program for Young Marketing Executives (PYME)- V	20.02.2023	23.02.2023
51	Orientation programme for Independent Directors of Insurance Companies (Non-Life &SAH)	22.02.2023	24.02.2023
52	Advance Programme on Fire Insurance	04.03.2023	04.03.2023

Seminars / Webinars

During the year the Academy conducted the following seminars/webinars as per Table-3 below:

**Table 3:
Seminars / Webinars conducted at NIA**

Sr. No.	Title of the Programme	From	To
1	Confronting the implications of climate change on Insurance Industry" in collaboration with The Institute of Cost Accountants of India (ICMAI)	14.06.2022	14.06.2022
2	Cyber Insurance-Risk Mitigation for Cyber Security and Data Protection	30.06.2022	30.06.2022
3	Digital Innovation in MSME Insurance	11.07.2022	11.07.2022
4	CD Deshmukh Seminar on "Transforming the Life Insurance Sector through Disruptive Innovation"	11.01.2023	11.01.2023
5	Innovative Risk Mitigation - Building Resilience for Climate Risks – A Seminar by National Insurance Academy & Swiss Re (at Hotel Trident, Mumbai)	20.02.2023	20.02.2023

Induction Training programmes

The Academy conducted following Induction training programmes as per Table-4 below:

**Table 4:
Induction Training programmes conducted at NIA**

Sr. No.	Title of the Programme	From	To
1	Induction Training Programme for Direct Recruits of New India- Batch A	27.06.2022	19.08.2022
2	Induction Training Programme for Direct Recruits of New India- Batch B	27.06.2022	19.08.2022

3	Induction Training Programme for Direct Recruits of New India- Batch C	27.06.2022	19.08.2022
4	Induction Training Programme for Swiss Re Graduates	15.07.2022	18.07.2022 &19.07.2022
5	Induction Training for Assistant Managers, IFSCA	05.09.2022	09.09.2022
6	Induction Training for SIPF, Rajasthan	31.10.2022	04.11.2022
7	Induction Training Programme for Direct Recruits of New India- Contingency batch-1	12.12.2022	03.02.2023
8	Induction Training Programme for Direct Recruits of New India- Contingency batch 2	01.03.2023	25.04.2023

Off-Campus Programmes

**Table 5:
Off-Campus Programmes conducted at NIA**

Sr. No.	Title of the Programme	From	To
1	Programme on IFRS Implementation ¹ for GIC Re – (In Mumbai)	30.07.2022	30.07.2022

RAISE (Rebuild, Accelerate, Inspire, Sustain Excellence) Programme:

At the behest of the DFS-MoF, NIA has organized a comprehensive Learning and Development (L&D) intervention for public sector general insurance companies (PSGIC) called the RAISE Programme.

The RAISE Programme is a multidimensional intervention for the PSGICs' senior management leaders and select middle-ranking officials. The intervention consists of eight programmes for each PSGIC.

NIA has organised Strategy Meets/ Workshops for CMDs, GMs, DGMs from HO, CMs from HO for all the public sector general insurance companies between the 15th July 2022 and the 25th November 2022. During this time, a total of 29 workshops were held.

Dr. Sushama Chaudhari, Faculty Member and Dr. Shalini Tiwari, Faculty Member co-ordinated the programmes. The details are given in Table-6 below:

**Table 6:
List of RAISE Programmes conducted at NIA**

Sr. No.	Title of the Programme	From	To
1	Strategy Retreat for CMDs (Non-Life)	15.07.2022	16.07.2022
2	Strategy Retreat for the General Managers (National Insurance Co. Ltd.)	22.07.2022	23.07.2022
3	Strategy Retreat for the General Managers (The New India Assurance Co. Ltd.)	29.07.2022	30.07.2022
4	Strategy Retreat for the General Managers (The Oriental Insurance Co. Ltd.)	05.08.2022	06.08.2022
5	Workshop for Deputy General Managers (National Insurance Co. Ltd.)	10.08.2022	11.08.2022
6	Strategy Retreat for the General Managers (United India Insurance Co. Ltd.)	12.08.2022	13.08.2022
7	Workshop for Deputy General Managers (The New India Assurance Co. Ltd.)	17.08.2022	18.08.2022
8	Workshop for Deputy General Managers (The Oriental Insurance Co. Ltd.)	19.08.2022	20.08.2022
9	Workshop for Deputy General Managers (United India Insurance Co. Ltd.)	22.08.2022	23.08.2022
10	Workshop for Chief Managers from Head Office (National Insurance Co. Ltd.)	25.08.2022	26.08.2022
11	Workshop for Chief Managers from Head Office (The New India Assurance Co. Ltd.)	29.08.2022	30.08.2022
12	Workshop for Chief Managers from Head Office (The Oriental Insurance Co. Ltd.)	01.09.2022	02.09.2022
13	Workshop for Chief Managers from Head Office (United India Insurance Co. Ltd.)	05.09.2022	06.09.2022
14	Workshop for Regional In-charges (National Insurance Co. Ltd.)	08.09.2022	09.09.2022
15	Workshop for Regional In-charges (The New India Assurance Co. Ltd.)	12.09.2022	13.09.2022
16	Workshop for Regional In-charges (The Oriental Insurance Co. Ltd.)	15.09.2022	16.09.2022
17	Workshop for Regional In-charges (United India Insurance Co. Ltd.)	19.09.2022	20.09.2022
18	Workshop for Change Champions - Select RMs/SDMs (National Insurance Co. Ltd.)	21.09.2022	23.09.2022
19	Workshop for Change Champions - Select RMs/SDMs (The New India Assurance Co. Ltd.)	26.09.2022	28.09.2022

20	Workshop for Change Champions - Select RMs/SDMs (The Oriental Insurance Co. Ltd.)	29.09.2022	01.10.2022
21	Workshop for Change Champions - Select RMs/SDMs (United India Insurance Co. Ltd.)	06.10.2022	08.10.2022
22	Workshop for Corporate Centres/ LCBOs (National Insurance Co. Ltd.)	12.10.2022	13.10.2022
23	Workshop for Channel Management & Driving Retail Growth (United India Insurance Co. Ltd.)	12.10.2022	13.10.2022
24	Workshop for Channel Management & Driving Retail Growth (National Insurance Co.)	17.10.2022	18.10.2022
25	Workshop for Corporate Centres/ LCBOs (United India Insurance Co. Ltd.)	20.10.2022	21.10.2022
26	Workshop for Corporate Centres/ LCBOs (The New India Assurance Co. Ltd.)	14.11.2022	15.11.2022
27	Workshop for Channel Management & Driving Retail Growth (The New India Assurance Co. Ltd.)	17.11.2022	18.11.2022-
28	Workshop for Corporate Centres/ LCBOs (The Oriental Insurance Co. Ltd.)	21.11.2022-	22.11.2022
29	Workshop for Channel Management & Driving Retail Growth (The Oriental Insurance Co. Ltd.)	24.11.2022	25.11.2022

GM's Meet on Annual Training Calendar 2023-24 of NIA:

A virtual meeting of the General Managers of all public sector General Insurance companies, GIC Re & Agriculture Insurance Co. of India Ltd. was convened by NIA on 23.01.2023 to discuss the existing training procedures, understand and identify the gaps between the training currently being delivered vis-à-vis requirements of the companies and how improvements could be brought out to bring enhanced benefits to the companies and their employees.

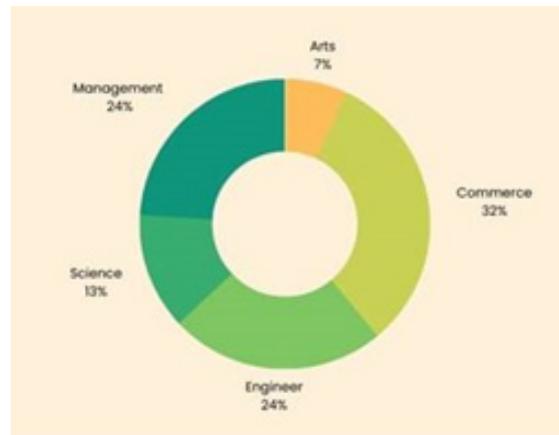
Academic Programme - Post Graduate Diploma in Management (PGDM)

The two-year Post Graduate Diploma in Management (AICTE approved) is the flagship programme of the Academy. This programme is accredited by the National Board of Accreditation (NBA) and has also received MBA equivalence from the Association of Indian Universities (AIU). NIA is ranked by the National Institutional Ranking Framework (NIRF), Ministry of Education, Government of India in the band of 100-125 top management institutions in India in the year 2022. The course that is meant to develop future insurance leaders, attempts to impart knowledge, skills, and inculcate human values and professional ethics in the students through a curriculum that balances academic rigour with co-curricular and extra-curricular activities.

Registration and Orientation Programme (Batch 2022-24):

The Academy received applications from students with varied academic backgrounds viz. Arts to Engineering for its PGDM (Batch 2022-24) Programme. A total of 136 students were admitted for the Programme. A graphic representation of the academic profile of Batch 2022-24 is given in Figure- 1:

Figure 1: Qualification Profile Batch 2022-24



The Orientation Programme for the batch was held from 18th July to 30th July 2022. After a gap of 2 years this Programme was conducted offline on campus. A Welcome session was organized for the Batch with a warm welcome by Batch-In charge- Mr. Sandeep Pande followed by an address by Director, Mr. G. Srinivasan, Chair Professor (Non-Life)- Mr. Renjit Gangadharan, Chair Professor (Life)-Mr. P. Venugopal, Chair Professor (Financial Inclusion and Social Security)- Mr. V. Sathyakumar, Principal – Dr. Sanjay Mali closing with Vote of Thanks by Ms. Jayashree Sridhar, Faculty Member. This session was followed by a Campus tour to get the students well acquainted with Library, Gymnasium and Sports facilities, various Lecture Halls, and Insurance Laboratories.

A plethora of workshops viz. Students Introduction to Financial Management, Orientation Programme, Current Global and Indian Economics scenario, Time & Self-Management, Physical and Psychological wellness, Campus to Corporate, Harnessing Self through Cinema (Breakfast @ Cinema), Digital Technology & Insurance, A session by our own Alumnus about ‘The MBA Journey and Beyond’ a talk on -How to pursue Research, Role of innovation in the Business environment- to encourage and sow Entrepreneurship ideas amongst students, show or art with Music for the Soul closing with an Industry HR Session.

The Academy specially scheduled an Awareness session on "Prevention, Prohibition and Redressal of Sexual Harassment of Students in higher educational institution", The students were also introduced to the details of various professional examinations conducted by the Institute of Actuaries of India, Chartered Insurance Institute (CII), London, and Insurance Institute of India (III), Mumbai.

Curriculum and Pedagogy:

The PGDM Course Curriculum is revised in the year 2022. It consists of core subjects and elective subjects. The two-year course comprises of six trimesters, three in the first year and three in the second year. Each trimester is of 12 to 14 weeks in duration with intense academic work for the students. The elective courses are offered during the second year. The students are required to opt for 1 elective course in each of the Trimesters IV, V and VI. At the end of the third trimester, the student is required to complete a compulsory eight-week Summer Internship Programme (SIP). The student is also required to work on a Major Research Project (MRP) in the IVth Trimester and submit a report. There is a Value Addition Project (VAP) in the VIth Trimester where a group of students present the descriptive research work to qualify himself/herself for the award of a Diploma.

Industry visits are organised during the conduct of technical Insurance courses for an add-on on-site experience coupled with theoretical knowledge. This helps in better conceptual absorption.

The pedagogy comprises:

1. Case Study / Quiz
2. Digital Library
3. Industry Interface
4. Classroom Lectures and Tests
5. Individual and Group Assignments
6. Individual and Group Presentations
7. Special lectures by corporate leaders / eminent personalities
8. Interaction with Senior Alumni working in specialised fields
9. On-the-Job Training in Insurance Companies

New Management courses and insurance elective options have been introduced wherein each student is required to opt for such Insurance electives alongside functional electives in Trimesters IV, V and VI. Non-Credit course on Banking is also introduced in the Curriculum revised in the year 2022.

Evaluation & Grading:

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

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 organised regularly to benefit the students from the experience and wisdom of the speakers. Eminent speakers from insurance companies and the corporate world frequently interacted with the students. These guest lectures form an integral source of learning for PGDM students. The PGDM students had the privilege of being addressed by the following dignitaries during this year as per Table-7:





**Table 7:
List of Guest Lectures conducted in the year 2022-23**

Sr. No.	Date	Speaker	Company	Topic
1	29.07.22	Mr. Saaptarshi Bhattacharya	Bajaj Allianz General	Industry HR
2	5.08.22	Mr. Mehul Oza	Kotak Life Insurance	Industry HR
3	19.08.22	Mr. Chandrakant Mishra	Care Health Insurance	Institutional Business
4	30.08.22	Ms. Sarmistha Manna	Cognizant	Consultancy
5	08.11.22	Mr. Mihir Vora	Aditya Birla Capital	GL
6	18.11.22	Prof. Jossey Peter	Life Insurance	Human Life Values
7	09.12.22	Mr. R.Balasundaram	IBAI	Way Ahead
8	31.12.22	Ms. Shoumi Sarkar	University of Florida	Logistic regression and its application to customer loyalty in the insurance industry
9	17.02.23	Mr. Md Sarfaraz Ali Shah	Magma HDI General Insurance	Basics on Engineering Insurance (Project & Operational

				Policies) and current market trends
10	27.02.23	Mr. Sanmitra Mallick	Kotak Life Insurance	Case study
11	13.03.23	Mr. Sunder Natarajan	India First Life	KBC – Kaun Banega/I Corporate Risk Manager
12	29.03.23	Mr. Sameer	Allianz Technology	Awareness about Actuarial Science in the market

Seminars Conducted by NIA

Participation in various seminars and conferences organized by the Academy has always been an important source of learning for PGDM Students. Like earlier years, during 2022-23 too, students gained knowledge, skill enhancing exposures and experiences through several such seminars/conferences held online. The details are given below:

HR Summit



The HR Summit is a student-driven activity which aims to bring the best HR Minds in the industry on a single platform to discuss and share their knowledge, experiences and views on various topics. The Summit aims to focus on factors that have resulted in an increase in competitive pressures in the industry which have brought strategic planning of human resources to the centre stage of the process of alignment of the various components and functions to promote organizational effectiveness in the ever-changing

business environment.

The National Insurance Academy organized the annual event Tatva- HR Summit 2022 on 7th September 2022 on the theme “From the Great Resignation to the Great Rebound: Reimagining HR”. Mr. Prithvi Shergill, Chief Executive Officer, Entomo was the keynote speaker who delivered the keynote address online from Singapore on MS Teams. The one-day event was conducted with an aim to bring together the CEOs, CHROs and HR Heads and to reflect on the true purpose and priorities for people, community, and society at large and contribute to moving from the seismic shift- from the great resignation to the great rebound, by recharging and reshuffling the workforce, the workplace, and the work. The Summit comprised four Panel Discussions of a duration of 1 hour and 15 minutes each. The respective themes and focus of discussion are stated below:

The first session of the summit was on the topic- **“Great Resignation to Great Rebound: Outlook and Strategies”**. Mr. G. Srinivasan, Director, NIA was the moderator and the other experts on the panel were:

- Mr. Hitesh Kotak - Chief Executive Officer, Munich Re India Branch
- Mr. Ankur Kamboj – Entrepreneur & COO, Roadzen

- Mr. Vikramjeet Singh - Chief Human Resources Officer, Bajaj Allianz General Insurance Co.
- Ms. Sudakshina Bhattacharya - Chief Human Resources Officer, HDFC Ergo General Insurance Co.
- Mr. Deodutta Kurane - Digital HR Evangelist

The second session of the summit was on the topic “**Redefining the Risk of Resignation**”. Dr. Rajesh Save, Co-Founder, Inpeccker Consulting LLP was the moderator and the other experts on the panel were:

- Mr. Priyadarshi Bhattacharya – Head - Human Resources, Swiss Re GBS India
- Mr. Puneet Khurana - Group Head - Human Resources, Policybazaar.com & Paisabazaar.com
- Ms. Ruchira Bhardwaja - Chief Human Resources Officer, Kotak Life Insurance Co
- Ms. Shwetha Nayak - Senior People Partner- Marsh, GC and OW

The third session of the summit was on the topic “**Re-examining the Employment Strategies**”. Dr. Asha Naik, Managing Partner, Corporate Consulting Group, was the moderator and the other experts on the panel were:

- Mr. Nikhil Save - HR Head, Mahindra Insurance Brokers Ltd.
- Ms. Priyanka Shrivastav - Vice President - Human Resources - Corporate functions, HDFC Ergo General Insurance Co. Ltd.
- Mr. Saptarshi Bhattacharya - Vice President & Head-Talent Acquisition, Bajaj Allianz General Insurance Co.Ltd.
- Mr. Shailen Merchant – Sr. Vice President and Head- Human Resources, Chola MS General Insurance
- Mr. Sriram N - Senior Vice President - Intellect Design Arena Ltd.

The fourth session of the summit was on the topic “**Reimagining Flexi-Culture**”. Mr. Hrishikesh Godbole, Director, Ernst & Young, was the moderator and the other experts on the panel were:

- Mr. Chinmay Adhikari - Chief Human Resources Officer, Universal Sompo General Insurance Co. Ltd.
- Mr. Hemant Gandhe – Sr VP & National Head - L&D and Talent Management, Tata AIG General Insurance Co. Ltd.
- Mr. Jerry Jose - Chief- Human Resources, ICICI Lombard General Insurance Co. Ltd.
- Ms. Ipsita Mohanty – Oracle Practice Lead, IBM
- Ms. Sonali Chatterjee - Sr EVP & Head- People, Performance & Culture, Aon India Insurance Brokers

In total 23 speakers participated in the event and shared their views and practices on the theme. The event was coordinated by Dr Sushama Chaudhari, Faculty Member, NIA and Ms Ruchika Yadav, Research Associate, NIA, and was attended by invited delegates from the industry, NIA’s PGDM students, and NIA Faculty members and Research Associates. The event was well appreciated by the attendees and was a success.

Insurance Summit

The Insurance Summit, a student-driven initiative of NIA, is an event wherein the leaders of the insurance industry brainstorm critical issues and discuss the challenges being faced by the industry. The Summit aims to assess the potential and the contours of the industry's emerging landscape with a focus on its future development. It generates ideas beneficial to industry leaders, practising managers, consultants, academicians, business analysts, students and opinion makers, thus adding substantial value.



The students of NIA have been successfully organizing the summit for the last 18 years.

The 18th Insurance Summit 2022 was organized on 10th October 2022 at Hotel Trident, Mumbai. The theme for the summit was **“Broadening the Horizon, Embarking towards a Fully Insured India”**.

The inaugural session of the summit had the chief guest, Mr. Debasish Panda, Chairman IRDAI, Mr. Saurabh Mishra, Joint Secretary, MoF DFS. Mr. M.R. Kumar, Chairperson, LIC of India, Mr. Devesh Srivastava, CMD, GIC Re, and Mr. G. Srinivasan, Director, NIA.

The first session of the summit was the CEO Round Panel Discussion on the topic- **“Insurance by 2027: Strategies for accelerating Insurance Penetration in India”**. Mr. G. Srinivasan, Director, NIA was the moderator and the other experts on the panel were:

- Mr. Satyajit Tripathi, CMD, United India Insurance Co. Ltd.
- Mr. N S Kannan, CEO, ICICI Prudential Life Insurance Co. Ltd
- Mr. Ritesh Kumar, CMD, HDFC Ergo General Insurance Co. Ltd
- Mr. Mayank Bathwal, CEO, Aditya Birla Health Insurance Co. Ltd.
- Mr. Sanjay Kedia, Country Head & CEO, Marsh India Insurance Brokers Pvt Limited

The second session had five presentations on **“Looking Through a New Lens: Moving Towards Consumer Centricity”**. The presenters were the senior executives heading the functional departments in life and general insurance companies.

- Mr. Sanjay Datta, Head of Underwriting and Claims, ICICI Lombard General Insurance Co.
- Mr. Shankar Garigiparthi, CEO & Country Manager of Lloyd's India.
- Mr. B. C. Patnaik, Managing Director, Life Insurance Corporation of India
- Mr. T. A. Ramalingam, Chief Technical Officer, Bajaj Allianz General Insurance Co
- Mr. Amit Mishra, General Manager, The New India Assurance Co. Ltd.

The third and Final Session was a Panel Discussion on the topic **“Advancing in the Era of New Age Digitalization: Opportunities & Challenges.”** The senior partner Mr. Aniruth, BCG

Consulting, moderated the panel, and the senior executives from life, general, and InsurTech companies were the panel speakers.

- Mr. Prerak Sethi, Founder of RIA Insurance and Co-Founder, India InsurTech Association
- Mr. Anand Pejaware, Deputy Managing Director, SBI General Insurance Co. Ltd
- Mr. Sarbvir Singh, CEO, Policybazaar
- Mr. Nikhil Shirang Kurhe, CEO and Co-founder at Finarkein Analytics

The summit was highly successful, with over 450 participants attending, including the CEOs of prominent companies, senior executives, and eminent speakers from the Insurance Industry. All participants, including our PGDM students, greatly benefitted from the deliberations that took place at the event.

Dr. S. Doss, Faculty Member and Mrs. Jayashree Sridhar, Faculty Member and Dr. Shalini Tiwari, Faculty Member were the co-ordinators of the seminar.

24th Annual C D Deshmukh Memorial Seminar



In the past few years, newer innovations, and rapid advancements in technology like AI, Blockchain, RPA and IoT across the value chain have resulted in major disruptions in the Insurtech space. The Insurtech platforms have emerged as game changers with the potential to build robust business strategies, expand their reach, and cater to an underserved market.

Keeping these dynamic and imminent future developments in mind, the National Insurance Academy organized the 24th

Annual C.D. Deshmukh Memorial Seminar on the theme- **“Transforming the Life Insurance Sector through Disruptive Innovation”** on 11th January 2023. Eminent leaders from the Insurance industry were invited to deliberate during the panel discussions.

The following topics were discussed at length during the seminar:

Transformational Regulatory Initiatives--Catalyst for Growth (Panel-1)- Moderated by Mr. Anand Roy, MD, Insurance & Allied Businesses, PwC

- Mr. Prashant Tripathy, MD & CEO, Max Life Insurance Company Ltd.
- Mr. Naveen Tahilyani, MD & CEO, Tata AIA Life Insurance Co. Ltd.
- Mr. Mahesh Balasubramanian, MD, Kotak Mahindra Life Insurance Co. Ltd.
- Mr. Kamlesh Rao, MD & CEO, Aditya Birla Sun Life Insurance Co. Ltd.

Insurtech as Force Multiplier to increase Life Insurance Penetration (Panel-2) moderated by Mr. Prerak Sethi, CEO & Founder of RIA – an InsurTech Company

- Mr. Rahul Bhanose CEO, bizAmica,

- Mr. Sumit Ramani, Co-Founder & Actuary, ProtectMeWell.com,
- Mr. Prasad Krishnamorthy, VP, Products, Head of Insuretech SBU, Perfios Software Solutions Private Limited

Innovative Customer Connect and Customer Experience (Panel-3)- moderated by Mrs Mini Ipe, Managing Director, LIC of India

- Mr. Anand Pejaware, Deputy Managing Director, SBI General Insurance Co. Ltd.,
- Mr. Vineet Agarwal, Sr. VP & Head (Sales Strategy), SUD Life Insurance Co. Ltd.,
- Mr. Sarbvir Singh, CEO & President, Policybazaar.com,
- Ms. Rupa Mogaveera, COO, Aon India Insurance Brokers Pvt. Ltd.

Insurance Awareness Campaign

To create insurance awareness in society, a quiz and essay competition were organized for the College students of Pune on the occasion of the 24th Annual C D Deshmukh Memorial seminar.

In this competition teams from 19 colleges participated. After the initial rounds, the Finals were held on 18th December 2022 at the campus. The top four teams along with their college coordinator were invited to the seminar and were felicitated by the Chief Guest Mr. M R Kumar, Chairperson LIC of India. The list of winners is as per Table-8 below:



**Table 8:
List of Winners**

Rank	Team	College Name
1 st	Ms. Kajal Ganpat Rale & Mr. Nikhil Wamanacharya	All India Shri Shivaji Memorial Society
2 nd	Mr. Adarsh Shastri & Mr. Hrishikesh Pradhan	Kaveri College of Arts, Science and Commerce
3 rd	Ms. Swetha Vasanth & Mr. Aditya Bhadekar	MES Garware College of Commerce
4 th	Mr. Anurag Waghmare & Mr. Sudhanshu Shete	Matrix School of Management Studies

An Essay Writing Competition was also organized during the seminar for the students (Pursuing Graduation/ Post Graduation/ CAT Aspirants/CMAT Aspirants) & Insurance Professionals in two separate categories.

The topics for the Essay Writing Competition were: -

1. Insurance Product Innovations to Bridge Protection Gap OR
2. Doubling the Insurance Penetration in India by 2027 OR
3. The Future of the Life Insurance Industry in India: Re-Think, Re-Imagine & Re-Invent

90 entries were received for both categories, and the winners in each category are as per Table9:

**Table 9:
Winners of Essay Writing Competition**

Position	Students (Category A)	Insurance Professional (Category B)
1st	Mr. Soham Shanbhag	Mr. Vineet Saxena
2nd	Mr. Omkar Vilas Pharande	Dr. Rajeev Sengupta
3rd	Mr. Nir Desai	Mr. Rahul Prakash Sudame
Consolation	Mr. Gautam Udayabhanu	Ms. Savita Shinde
Consolation	Mr. Dhruv Bhargava	Mr. Ravindra Muley
Consolation	Ms Meghana	Mr Kingsuk Maity

Mr. L.C. Meena, Faculty Member was the co-ordinator of the seminar.

NIA-Swiss Re International Seminar



National Insurance Academy, Pune in association with Swiss Re, organized the 5th NIA- Swiss Re International seminar on the theme of “**Innovative Risk Mitigation – Building Resilience for Climate Risks**” on 20th February 2023 at Hotel Trident, Mumbai. The speakers were the CEOs of Life and General Insurance companies, Actuaries and Consultants. There were about 400 plus participants from India and Overseas had attended.

The inaugural session had the Chief Guest, Mr. Saurabh Mishra, Joint Secretary, DFS, MoF, Govt of India delivered the Keynote Address, Mr. Devesh Srivastava, CMD, GIC Re did the Presidential Address, Mr. Satyajit Tripathy, CMD, United India Insurance Company and Mr. Hadi Riachi, CEO, Swiss Re India, who delivered a special address on the theme of the Seminar. Mr. G. Srinivasan, Director, NIA was given the welcome address.

After the inaugural session, there was a panel discussion on the theme of “**Innovative Risk Mitigation Strategies for Combating Climate Risks**”. Mr. G. Srinivasan, Director, NIA was the moderator and the other experts on the panel were:

- Mr. Hadi Riachi, CEO, Swiss Re India
- Mr Anand Pejaware, Deputy MD, SBI General Insurance Co. Ltd.
- Mrs. Girija Subramanian, CMD, Agriculture Insurance Co. India Ltd.
- Mr. Sanjay Kedia, Country Head & CEO, Marsh India Insurance Brokers.

The second panel had technical presentations –

- Dr. Chandan Banerjee, Swiss Re, India Branch - **Climate Risk and its Implications on Insurance Business**
- Mrs. Madhulika Bhaskar, Director & General Manager, GIC Re - **Role of Reinsurers in Climate Risk Mitigation,**

- Mr. R Sudhakar, ED Marketing, LIC of India - **Role of Life Insurers in Mitigating Climate Risk,**
- Dr. Santosh Kumar, Professor, National Institute of Disaster Management - **Role of Government in Building Climate Risk Resilience.**

The Last Panel discussion focused on the theme “**Tech-based Risk Solutions for Climate Risk Mitigation**”. Dr. Murari Lal, Climate Change Practice Head, RMSI was the moderator and the other experts on the panel were:

- Mr. Mangesh Patankar, Senior Market Underwriter, Swiss Re
- Mr. Sudhir Khare, Sr. EVP & Head - Property, Energy & Marine, Tata AIG General Insurance Co. Ltd.
- Mr. Sudhir Kumar Goel, Former Additional Chief Secretary, Agriculture, Govt. of Maharashtra
- Dr. Karun Kumar Choudhary, Scientist- SF & Head, Crop Assessment Division, ASAG, RSA, NRSC.

Dr. S. Doss, Faculty Member and Mrs. Jayashree Sridhar, Faculty Member were the co-ordinators of the seminar.

Student Achievements:



A Team comprising Abhishek Bhushan Singh, Dhruv Khanna, Simran Singh, Nir Desai and Atul Kumar and Dhananjay Singh participated in an inter-college competition called 'Game of Risk Enterprise' at FLAME University, organized by IRM (Institute of Risk Management), and secured the first position.

Mr. Niket Dubey of Batch 2021-23 participated and won in the following events across colleges:

1. Brainy Click photography event at KJ Somaiya (won first prize)
2. Monologue competition at Symbiosis HRDM (won first prize)
3. Financial Analyst Competition at VAMNICOM (won first prize)

4. Short Film category at Anubhav Mumbai organised by Nirmala Niketan NGO (won First prize)
5. Ad-making at Invictus SK Somaiya (secured second position)
6. Business Quiz at NICMAR (secured second position)
7. Research Paper Competition at IIMS Pune (received third position)
8. Mimicry competition at Mulund College (won first prize)
9. BPlan category at Anveshan hosted by Nirma University (won first prize)
10. Mock Stock Competition at TCSC (Thakur College) Tarangan (secured third prize)



Events:

Seminars attended outside

16th India Rendezvous 2023 of Asia Insurance Review

16th India Virtual Rendezvous 2023 of Asia Insurance Review held on 18th - 20th January 2023. Students got an opportunity to physically attend this International Event after 2 years. The Theme: **“Strong, Resilient, Ready**. Students witnessed a plethora of discussion topics related to the insurance industry and how it is affecting or will affect the industry, emerging geopolitical risks, insurability of the health insurance business, the challenges with the missing middle of the society, the sustainability of the insurtechs, Surety bonds and guarantee products by Indian insures.

Seminars are a huge value addition for students in terms of domain knowledge and also enhance their managerial skills. Student Committees get an opportunity to usher the speakers, record the proceedings of the seminar and also interview Industry Leaders for articles to be published in the student-driven Journal – Pravartak.

Workshop on Prevention of Sexual Harassment

The Academy organized a Workshop on “Sensitizing about Prevention, Prohibition and Redressal of Sexual Harassment of Students in Higher Educational Institutions” for students of PGDM by Dr Sushama Keskar, a renowned Academician & President of the Association of Marital Counsellors, Pune on 22nd July 2022. Dr. Keskar highlighted the provisions of the Act and informed the students about the need for “Zero Tolerance” for sexual harassment in the Academy/workplace.

Educational Seminars

NIA has conducted the following educational seminars to spread insurance awareness and career opportunities at several colleges in Maharashtra. The details are given in Table-10:

Table 10:

List of Educational Seminars

Sr. No.	Date	Topic	Place
1	02.05.2022	Career Opportunities in Insurance Sector” was conducted by Mr Sandeep Pande	Dhananjayrao Gadgil College of Commerce, Satara
2	27.09.2022	A National online seminar -on the theme of “Insurance in Next Decade”. A lecture on the “Future of Insurance” and “Purpose of Insurance” was given by Dr S Doss and Mr. Sandeep Pande.	IQAC, PG & Research Department of Commerce and B.Com Honours
3	23.01.2023	Insurance Awareness & Career Opportunities in Insurance”- lecture by Mr. Sandeep Pande, Opening Remarks by Dr. Sanjay Mali.	Bachelor of Banking and Insurance, VPMS K.G.Joshi College of Arts and N.G. Bedekar College of Commerce (Autonomous), Thane
4	29.03.2023	A lecture was given by Mr Sandeep Pande on the need of Insurance & Career Opportunities in the Insurance sector. opening remarks were given by Dr Sanjay Mali, Principal (PGDM) and special address was given by Mr V Balagopal, Chair Professor (Life Insurance).	Visit of final year students of B.Voc. (Banking & Insurance) course of Ness Wadia College of Commerce, Pune to NIA Campus

Social Outreach Program

Insurance Awareness Rally

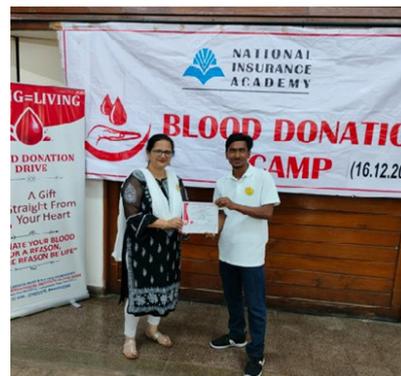
On the occasion of our 43rd Foundation Day, the Institute organized an Insurance Awareness Rally, also known as the Bima Jagrukta Rally. This initiative was ingeniously designed to disseminate knowledge pertaining to the multifaceted aspects of insurance and to underscore its indispensable significance to the public. The rally brought together students and faculty members, who enthusiastically chanted insurance awareness slogans in Hindi, English, and Marathi. They proudly brandished banners as they participated in the rally, manifesting the unity of the NIA community in their pursuit of a shared objective.



This collaborative endeavour was conceived with the overarching aim of advancing the goal of attaining universal insurance coverage by the year 2047. By embarking on this mission, NIA reaffirms its unwavering commitment to fostering a culture of financial security and protection, thereby empowering individuals, and communities to navigate the complexities of life with confidence and resilience.

Blood Donation Campaign

NIA demonstrated its commitment to community engagement and social responsibility by hosting a blood donation camp on the auspicious occasion of its Foundation Day. This event was open to all esteemed faculty members, dedicated participants, and conscientious students within the NIA community. The blood donation camp was marked by an atmosphere of high spirits and remarkable enthusiasm displayed by both students and faculty members. Their collective zeal and determination played a crucial role in ensuring the success of this life-saving initiative. In acknowledgement of each participant's invaluable contribution to this noble cause, NIA extended its gratitude by presenting them with a certificate of appreciation.



Rural Outreach

NIA arranged a social outreach program to spread awareness and educate households in rural areas about insurance and its benefits. This outreach program was launched across villages in and around Pune. Students had organised a variety of outreach initiatives that benefited the community and allowed the students to fully realise their leadership potential. Some of the initiatives are listed below:

- A nukkad natak was prepared and performed by the NIA students covering prominent insurance schemes to spread awareness amongst the public about them.
- Surveyed villagers for their existing insurance knowledge and understood their needs.
- Interaction with school children to make them aware of importance of insurance.



Management Festival Manthan 2023 - Annual Techno Management Cultural Fest of NIA's PGDM

National Insurance Academy's PGDM students organized the annual techno-management and cultural fest MANTHAN on 25th -26th February 2023. The theme for this year was "ROAR...to infinity!!" With more than 2500 registrations across a mix of business and cultural events, students from different Institutions across India participated in the 2-day event.



The two vibrant days of Manthan 2023 fest had 20 Management & Cultural competitions like Manager of the Year, Insurance Product Development, Marketing Competitions, Ad Making, Speaking Skills, Dance, Singing, Photo & Videography and many more.



Mr. Renjit Gangadharan, Chair Professor (General Insurance) and Dr. Ruchika Yadav were the co-ordinators of the Manthan.

Final Placements - Batch 2021-23

Since the inception of the course, the academy has been able to maintain a record of 100% placement. The batch 2021-23 of 98 students was placed in well-known companies in the insurance industry. The placement activity was smooth and saw participation by 17 recruiters. The distinct feature of the batch 2021-23 was the Pre-Placement Offers for forty students.

The prominent recruiters are listed in Table-11, Sector-wise Placement in Table-12 and compensation offered in Table-13 below:

Table 11: List of Recruiters Batch 2021-23

GENERAL INSURANCE	
Digit General Insurance Company	Magma HDI General Insurance Company
Tata AIG General Insurance Company	Bajaj Allianz General Insurance Company
SBI General Insurance Company	HDFC ERGO General Insurance Company
LIFE INSURANCE	
Future Generali Life Insurance Company	Bajaj Allianz Life Insurance Company
STANDALONE HEALTH INSURANCE	
Care Health Insurance Company	Manipal Cigna Health Insurance Company
INSURANCE BROKERS	
Marsh Insurance Brokers	Mahindra Insurance Brokers
Aon India Insurance Brokers	Policybazaar Insurance Brokers
INFORMATION TECHNOLOGY / INSURETECH	
Accenture Tech	Roadzen
Intellect Design Arena	

Table 12: Sector-wise Placement - Batch 2021-23

Sector	Percentage
General Insurance	33
Life Insurance	22
Insurance Broking	34
Health Insurance	3
InsureTech	5
Information Technology	1
Total	98

Table 13: Compensation Offered in Rs. Lakh Per Annum

Package	Batch 2021-23
Highest	Rs.18 lakhs
Average	Rs.13 lakhs

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 the Summer Internship Programme (SIP) to qualify for the Diploma. After completing three trimesters in the first year, each student is placed with an organization with a specific assignment on which the student is required 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 is to be completed satisfactorily.

The summer placement process was organized from the month of October 2022. All 21 companies as named in Table-14 allowed the students to complete their project work under the Summer Internship Programme.

Table 14: Summer Internship Companies (Batch 2022-24)

Sr. No.	Name of the Company
1	Marsh India Insurance Brokers Pvt. Ltd.
2	Mahindra Insurance Brokers Ltd.
3	Go Digit General Insurance Ltd.
4	Tata AIG General Insurance Co. Ltd.
5	AON India Insurance Brokers Pvt. Ltd.
6	Care Health Insurance Ltd.
7	Marsh McLennan Global Services India Pvt. Ltd.
8	Reliance Industries Ltd.
9	Aditya Birla Health Insurance Co. Ltd.
10	Magma HDI General Insurance Co. Ltd.

11	SBI General Insurance Co. Ltd.
12	Bajaj Allianz General Insurance Co. Ltd.
13	Finsall Resources Pvt. Ltd.
14	Manipal Cigna Health Insurance Co. Ltd.
15	SBI Life Insurance Co. Ltd.
16	Policybazaar Insurance Brokers Pvt. Ltd.
17	TATA AIA Life Insurance Co. Ltd.
18	Kotak Mahindra Life Insurance Co. Ltd.
19	Max Life Insurance Co. Ltd.
20	New India Assurance Co. Ltd.
21	Liberty General Insurance Ltd.

Mr. Renjit Gangadharan, Chair Professor (General Insurance) is a Chairperson (Placements) and Dr. Vaishali Bhambure is a Placement Officer for PGDM.

NIA Scholarship

NIA offers scholarships of Rs. 1 lakh each to different categories on the basis of merit, girl students, reserved category and economically weaker sections, with a view to ensure that the scholarship amount is spread over a large number of meritorious and needy students. The total scholarship amount allocated is Rs. 9 lakhs.

Convocation – Batch 2020-22:

Convocation for Batch 2020-22 was held on 27th November 2022. Mr. Debasish Panda, Chairman, Insurance Regulatory and Development Authority of India (IRDAI), was the Chief Guest while Director, Mr. G. Srinivasan welcomed the audience. Awards and Medals were distributed to 12 meritorious and all-round students.



AlumNIA Activities:

Alumni are one of the major strengths 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 the development of members by providing a forum to enhance professional relationships as well as rekindle the old ties. It also aims to provide opportunities for both the AlumNIA and NIA to strengthen their footing in the insurance industry.

Dr. M.C. Patwardhan, Dr. Vaishali Bhambure and Dr. Ruchika Yadav are the Co-ordinators for AlumNIA.

AlumNIA Interaction

Interaction with Alumni was arranged during the current year. The following Alumni (Table-15) took the initiative of interacting with current students.

Table 15: Interaction of Alumni

Sr. No.	Name of the Student	Organization	Date
1	Mr. Praful Soman	Willis Tower Watson	30.7.2022
2	Mr. Hitesh Kamdar	ElasticRun	26.7.2022
3	Mr. Abhijeet Mhatre	Reliance Infra	4.8.2022
4	Ms. Pallavi Panjarkar	PWC	4.8.2022
5	Ms. Amrita Pany	Purple Ribbon	6.8.2022
6	Mr. Shreyas Bhandari	The New India Assurance Co. Ltd.	6.8.2022
7	Mr. Pranav Warhady	Swiss Re	6.8.2022
8	Mr. Animesh Sinha	MSG Global	6.8.2022
9	Mr. Adarsh Kothia	Bajaj Life Insurance Co. Ltd.	6.8.2022
10	Mr. Shubham Agarwal	Deloitte	6.8.2022
11	Ms. Nikhita Rao	Marsh India Brokers	6.8.2022
12	Mr. Neeraj Chandra	Bandhan	6.8.2022
13	Ms. Sohini Mukherjee	Deloitte	6.8.2022
14	Mr. Sumit Advani	Deloitte	6.8.2022
15	Mr. Aniket Dhabekar	PWC	6.8.2022
16	Mr. Akash Khetrepal	Marsh India Broker	6.8.2022
17	Mr. Prashant Kumar	Bajaj Life Insurance Co. Ltd.	6.8.2022

Alumni Chapter Meet

An Alumni Meet of the Bangalore Chapter was conducted on 10th July 2022 at Hotel Zion, Bangalore. A total of 18 Alumni attended the Bangalore Chapter Meet. The attended alumni are working in Swiss Re, Go Digit, Accenture and Cognizant.



Dr. Vaishali Bhambure, Placement officer addressed the gathering and talked about the purpose of the chapter and how it can be used to the advantage of both management and alumni alike. This was followed by a round of introductions for each attendee. Alumni expressed their opinions and suggestions on the chapter and senior alumni advised the fresh postgraduate alumni. The alumni ensured to start alumni groups within their organizations to ensure better alumni reach at their capacity. It was also decided that the chapter meeting would be conducted often.

Research Centre for Ph.D.

The Academy is a recognized Research Centre of Savitribai Phule Pune University (SPPU) for Doctoral studies leading to a PhD degree. The achievements & major activities undertaken by the Academy's PhD Research Centre for the year 2022- 23 are given below: -

Award of PhD Degree

1. Ms Ruchika Yadav was awarded Ph D degree in Organizational Management in the month of March 2023. She was supervised by Dr. Sushama Chaudhari.

PhD Admissions

1. The Research Centre has successfully conducted the first and second rounds of the admission process for the year 2022.
2. Admission of Ms. Shilpa Parkhi (Finance area under the supervision of Dr S Uma) has been confirmed by SPPU on January 23, 2023.

Compliance

1. The University conducted an Administrative & Academic Audit of NIA's PhD Research Centre.
2. Six monthly progress seminars of the following PhD Scholars were conducted, and their performance was reviewed by respective RAC members: -
 - Ms. Rutuja Patil
 - Mr. Panjwani Divas
 - Mr. Bhaskar Hemchandra Nerurkar
 - Mr. Kaustubh Vasant Gholap

3. Submitted six monthly progress reports of the Academy's PhD Research Centre activities to the University (from January 2022 to June 2022) in accordance with SPPU's guidelines and rules.

Dr. Sushama Chaudhari heads the PhD Research Centre. Mr. Ganesh Dalvi provides administrative support to the Centre.

Centre for Research

The NIA's Centre for Research, which was established in 2019, undertook a variety of initiatives to improve the generation of research-based knowledge and foster the growth of the Academy's research ecosystem in the preceding year. The subsequent sections provide insights into these endeavours:

The projects that have been successfully concluded in the current year are outlined in Table-16.

Table 16: Research Projects (Completed)

Sr. No.	Name of the Report	Project Team	Funding Agency
1	Study of Mutual Models in Insurance	Dr. Archana Singh, Dr. Uma, Mr. Satyakumar, Mr. G. Srinivasan	Agriculture Insurance Company of India Ltd.
2	Study of Mutual Models in Insurance: A Background Paper	Singh Archana, S Uma, V Sathyakumar, G Srinivasan	Agriculture Insurance Company of India Ltd.

Table-17 presents a comprehensive overview of the ongoing research projects for the current fiscal year.

Table 17: Research Projects (Ongoing)

Sr. No.	Project Title	Team Members	Funding Agency
1	Transition to Stakeholders Value Creation	Mr. G Srinivasan, Dr. Sushama Chaudhari, Dr. M.C. Patwardhan, Dr. S Uma, Ms. Ruchika Yadav, Ms. Suparna Bedakihale	In-house
2	Study on Insurance Protection Gap, Healthy Society and Climate Resilience	Mr. G. Srinivasan, Mr. Renjit Gangadharan, Mr. P. Venugopal, Dr. S. Doss, Dr. Shalini Tiwari, Ms. Jayashree Shridhar	Marsh India Insurance Brokers Pvt. Ltd (Marsh)

		Mr. Barun Khan	
3	A Study on Assessment of Risk Culture in General Insurance Companies	Dr. S. Doss Mr. G. Srinivasan Dr. Shalini Tiwari	In-house
4	Impact of Micro Offices on Growth of Retail Insurance	Dr. Sushama Chaudhari Dr. Archana Singh Mr. G. Srinivasan	In-house
5	Analytical Study on Persistency Ratio in Life Insurance Industry	Mr. Sandeep Pande Dr. Shalini Tiwari	In-house

Papers Published in International and National Journals

Table-18 showcases a comprehensive collection of papers published by our esteemed faculty members in renowned international and national journals, encompassing a wide range of subjects including Insurance and Risk Management. These publications highlight the expertise and dedication of our faculty in addressing critical issues within these fields, contributing to the advancement of knowledge and best practices in insurance and risk management. By disseminating their research findings, our faculty members actively contribute to the enhancement of industry practices and the development of innovative solutions in this vital domain.

**Table 18:
Papers Published in International & National Journals**

Sr. No.	Title of the Paper	ISSN No.	Month and year of Publication	Journal Details	Name of the Author/s
1	The Insider Trading Prohibition Theories in the literature-a Critique	1936-4334	2022	South Carolina Journal of International Law and Business	Dr Mangesh Patwardhan
2	Morbidity and Mortality Analysis for Risk-based Pricing in Cattle Insurance	2153-3792	July 2022	Asia-Pacific Journal of Risk and Insurance (APJRI)	Dr. Steward Doss & Dr. Shalini Tiwari
3	Application of Block-Chain Technology in the Insurance Industry: The Case for India	0974-0791	May 2022	Bimaquest: The Journal of Insurance, Pension and Management	Dr Archana Singh
4	Factors Constituting Employee Trust in Virtual Teams in India	0974-0791	May 2022	Bimaquest: The Journal of Insurance, Pension and Management	Ms. Ruchika Yadav

5	The Challenges Faced by LIC of India in Appointing and Retaining Individual Agents	0974-0791	September 2022	Bimaquest: The Journal of Insurance, Pension and Management	Ms Suparna Bedakihale, Mr P. Venugopal & Mr. G. Srinivasan
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Articles in Periodicals & Dailies (Newspapers) / Newsletters

Faculty members and research associates of the NIA have made notable contributions by authoring articles in reputable newspapers, newsletters, and periodicals. These insightful writings have been compiled in Table-19.

Table 19: Articles in Periodicals & Dailies (Newspapers) / Newsletters

Sr. No.	Title of Article	Name of Periodical & Dailies (Newspapers) / Newsletters	Name
1	Life Insurance Industry on a Super March: Exhibited total immunity from COVID-19	NIA's Insurance News Snippets April 2022 (Vol. 4, Issue 4)	Mr. Sandeep Pande
2	Insurance Industry: Positivity All-around	NIA's Insurance News Snippets May 2022 (Vol. 4, Issue 5)	Mr. Sandeep Pande
3	On-boarding Life Insurance Customers: Individual Business	NIA's Insurance News Snippets July, 2022 (Vol. 4, Issue 7)	Mr. Sandeep Pande
4	Rising Persistency Ratios in Life Insurance Industry: Positive Signals for the Industry-	NIA's Insurance News Snippets, August 2022 Issue)	Mr. Sandeep Pande
5	From VUCA to BANI	NIA's Insurance News Snippets November 2022 (Vol 4 Issue 11).	Ms. Ruchika Yadav
6	Life Insurance Industry: Positives at the end of Q-2 in FY 2022-23	NIA's Insurance News Snippets December 2022 (Vol 4 Issue 12).	Mr. Sandeep Pande

List of Papers – International & National Conferences

Table-20 provides comprehensive details on the research papers presented by NIA's faculty members and research associates at esteemed international conferences and seminars. These papers demonstrate the active scholarly engagement and valuable contributions of our academic community on a global scale. The table highlights the diverse research topics covered, showcasing the significant insights and advancements presented by our faculty members and research associates in these prestigious events.

Table 20: Papers Presented at International & National Conferences / Seminars

Sr. No.	Title of the Paper	Date	Place	Name of the Conference/ Organizer	Name of the Faculty
1	Reasoning Legally and Mathematically	14-15 July 2022	University of Sydney	annual conference of the Australasian Society of Legal Philosophy	Dr M. C. Patwardhan
2	Vision 2042: Genetic Testing for preventive healthcare and Cheaper Insurance Coverage	10 May 2022	New Delhi	Insurance Foundation of India in association with PHD Chamber of Commerce and industry	Mr. Sumesh Seth
3	Development of Aggregate Cyber Risk Model for Cyber Risk Assessment and Actuarial Pricing	1st August 2022	California, USA	ARIA Annual Meeting	Dr. S. Doss, Dr. N. Raveendran
4	The Loopholes in Gödel's Loophole	16-18 March 2023	University of Texas at Austin, United States	Global Summit on Constitutionalism	Dr M. C. Patwardhan
5	Financially Literate Village Level Entrepreneurs (VLEs): Enhancing Micro Insurance Uptake	1-2 February 2023	Kharagpur	9th Management Doctoral Colloquium, IIT Kharagpur	Dr. Archana Singh, Devaki Jain, , and Chetan Panse

Seminar / Conference / Workshop Attended Outside

The details of Seminars / Conferences / Workshops Attended Outside are given below in Table-21.

Table 21: Seminars / Conferences / Workshops Attended Outside

Sr. No.	Seminars / Conferences / Workshops Attended Outside
1	Dr. S. Doss attended Disaster Risk Management Seminar organized by NDMI at New Delhi, in March 2023
2	Dr. S. Doss attended Seminar organized by India Insurtech Association at New Delhi, in April 2022
3	Dr. S. Doss attended Disaster Risk Financing Seminar at Mumbai, in February 2023
4	Dr. S. Doss attended Global Actuarial Summit at New Delhi, in March 2023

Faculty Development Programmes / Workshop Organized In-house

Table-22 presents the details of Faculty Development Programmes and Workshops organized in-house by the Centre. Through these efforts, we aim to enhance the pedagogical skills, research capabilities, and overall professional development of our faculty members, fostering a dynamic and thriving academic environment.

Table 22: Faculty Development Programmes / Workshop Organized In-house

Sr. No.	Title of the Programme / Workshop	Speaker	Date
1	Reinsurance Market in GCC	Mr. Divas Panjwani and Mr Tushar Wathare	29 April 2022
2	Digitalization of the Insurance Value Chain	Mr. Prafull Kumar	20 June 2022
3	Nudging Customers Through Technology	Mr. Kartik Vaidyanathan	28 July 2022
4	Creating Engaging Course Content	Mr. Dviwesh Mehta and Mr Taran Pant	03 Feb 2023

Faculty Development Programmes by External Agencies

Faculty members also participate in Faculty Development Programmes organized by external agencies and institutions. Their details are presented in Table-23. These programmes offer opportunities for faculty members to engage with peers from various institutions, exchange ideas, and gain exposure to cutting-edge research and teaching methodologies.

Table 23: External Faculty Development Programmes Attended by Faculty Members

Sr. No.	Faculty Development Programmes completed Outside
1	Mr. Sandeep Pande completed two faculty Development Programme on “Marketing Analytics” and “Consumer Behaviour” conducted by NPTEL-AICTE in Jan-Apr 2023.

Faculty as Resource Persons

The details of Faculty as Resource Persons are given below in Table-24 & Table-25:

Table 24: Faculty as Resource Persons

Sr. No.	Faculty invited as a Resource Person
1	Dr. S. Doss was invited to take a session on Enterprise Risk Management for the young officers of ECGC at NIBM, Pune in June 2022
2	Dr. S. Doss was invited to speak on Ethical Values in Insurance Industry at Symbiosis University, Lavale, Pune
3	Dr. S. Doss was invited to speak on Insurance Industry in India at Management Institute in Lavale, Pune
4	Dr. S. Doss was invited to speak on Agriculture Insurance at the National Review Conference on PMFBY, at Cochin. October 2022

5	Dr. S. Doss was invited as Speaker on the topic “Cyber Insurance – Risk Mitigation for Cyber Security and Data Protection” on 30th June 2022 organized by ICAI
6	Dr. S. Doss was invited as Speaker on the seminar on the topic “Health Insurance in 2042 organized by Insurance Foundation of India, New Delhi, 10th May 2022
7	Dr. Archana Singh was invited as Panel Member in 4th India Crop Insurance Market International Seminar; Panel Discussion on “Crop Insurance: Sustainable Product Innovations in a Changing Environment” Organised by IRICS, Mumbai in 2022.
8	Dr. Archana Singh was Nominated as a Member, Maharashtra Leadership & Mentoring Council, Women’s Indian Chamber of Commerce, and Industry (WICCI) in 2022.
9	Dr. Archana Singh is a Member of Advisory Committee-Information-Education-Communication (IEC), PMFBY, Ministry of Agriculture, Govt. of India.
10	Dr. Archana Singh was Nominated as Chairperson of Sub-committee-IEC-PMFBY for empanelment of Creative Agency in the year 2022.
11	Dr. Archana Singh was invited as Guest Speaker by Pune Regional Office, National Insurance Company Ltd. on the occasion of International Women’s Day 2023.
12	Dr. Sanjay Mali, Principal and Dr. Vaishali Bhambure, Compliance and Placement Officer invited as Auditor for Academic and Administrative processes by IMDR, Pune on 20th August 2022.
13	Dr. Sanjay Mali invited as Auditor for Academic processes by Symbiosis International (Deemed University) on 12th October 2022
14	Dr. Sanjay Mali invited as Auditor for Academic processes by R. A. Podar College of Commerce and Economics (Autonomous), Mumbai on 29th August 2022

Table 25: Seminar/ Webinar attended as Speaker/ Panel Member/ Moderator by

Mr. G Srinivasan, Director

Sr No	Organized by	Date	Title
1	India Insurtech Association 1 st Annual Event	23.04.2022	Build or Buy - Paths to Innovation
2	Rafi Ahmed Kidwai National Postal Academy (RAKNPA), Ghaziabad	02.05 2022	Insurance an Industry Perspective
3	IUMI Asia Forum 2022	01.06.2022	Education in marine Insurance, IUMI Asia Forum June 1, 2022
4	NIA-ICMAI	14.06 2022	Confronting the implications of climate change on Insurance Industry"
5	NIA & India Insurtech Association	11.07 2022	NIA-IIA Webinar on Digital Innovation in MSME Insurance
6	NIA HR Summit- From the Great Resignation to the Great Rebound: Reimagining HR- Moderator	07.09.2022	Great Resignation to Great Rebound: Outlook and Strategies
7	NIA Insurance summit- Broadening the Horizon:	10.10.2022	Insurance By 2027: Strategies for Accelerating Insurance Penetration in India

	Embarking Towards a Fully Insured India -Moderator		
8	Panelist for CXO Roundtable: GIPSA-PPN: Facts & Myths	14.10.2022	CXO Roundtable: GIPSA-PPN: Facts & Myths
9	Willis Towers Watson & RIMS Event	19.10.2022	WTW-RIMS India Conclave 2022: Risk Resilience Reimagined
10	Guy carpenter launch of flood model	22.11.2022	Panel Discussion: Rising to the exposure challenge – Managing flood peril in India
11	Assocham	24.11.2022	ASSOCHAM – 14th Global Insurance Summit
12	Transformation in Risk & compliance framework	07.12.2022	Economic Times Insurance Summit – Special Address, Mumbai
13	NIA C D Deshmukh Memorial Seminar	11.01.2023	Transforming The Life Insurance Sector Through Disruptive Innovation
14	Asia Insurance Review	20.01.2023	16th India Rendezvous Theme: "Strong, Resilient, Ready"
15	IMS Learning Resources Pvt. Ltd.	30.01.2023	session on Growth & Opportunities in Insurance Sector
16	NIA Swiss Re Seminar - Innovative Risk Mitigation – Building Resilience for Climate Risks- Moderator	20.02.2023	Innovative Risk Mitigation Strategies for Combating Climate Risks.
17	NIA & NIDM Workshop on Risk Financing and Insurance	21.02.2023	Workshop on Risk Financing & Insurance for Disaster Risk Mitigation and Building Climate Risk Resilience
18	Institute of Actuaries of India	05.03.2023-06.03.2023	“22nd Global Conference of Actuaries”

Book

National Insurance Academy has edited and published a book on "Insurance Protection Gap in India: Challenges and Opportunities". The book features ten essays from renowned experts in the insurance field, exploring the scope of the insurance protection gap in India and the challenges and opportunities to bridge this gap.

The editors were Dr. S. Doss, Mr. Barun Khan, Ms. Jayashree Sridhar and Dr. Shalini Tiwari.

Monograph

NIA published a Monograph on “Future Financial Markets” authored by Mr. G.N. Bajpai, Professor Emeritus & Member Governing Board, NIA.

Research and Consultancy

- a) NIA received a Consultancy assignment from Agriculture Insurance Company of India Limited (AICIL) for conducting a study on Organizational Transformation for AICIL for 3 years. The

Team Members are Mr. G. Srinivasan, Dr. Doss, Mr. Renjit Gangadharan, Dr. Sushama Chaudhari, Ms. Jayashree Sridhar, Mr. Bipin Kumar, Dr. Archana Singh.

- b) NIA conducted Third Party RTI Disclosure Audit of the public authorities viz. Insurance Regulatory and Development Authority of India, The New India Assurance Co. Ltd., The Oriental Insurance Co Ltd., GIC Re, Agriculture Insurance Company of India Limited. Dr. M.C. Patwardhan was the Auditor and Mr. Renjit Gangadharan was the Nodal Officer.
- c) Dr. Archana Singh, Faculty Member was working on a consultancy assignment as “Gender and Inclusion (G&I) Expert with Ernst & Young (EY). EY is the implementing partner with ‘Prosperity Fund - Foreign & Commonwealth Office - GOV, UK (FCO UK) ’ on the project ‘Technical Assistance Program for Financial Sector in India’ (TAP- FSI).

Publication

BimaQuest, The Journal of Insurance, Pension and Management (ISSN 0974 -0791)

BimaQuest is a peer reviewed publication of National Insurance Academy, Pune since 2001. It offers a platform for sharing the views and ideas of research / theory / concepts among academicians and practitioners. BimaQuest is included in UGC-CARE list, EBSCO database and Google Scholar.



BimaQuest was published in the months of May, and September 2022 and January 2023 during the Financial Year 2022-23.

PGDM Publication-Pravartak



This publication is the coordinated activity of the students pursuing PGDM course at NIA. This activity has the objective to nurture creative and communication skills of the management aspirants and to provide a networking opportunity to them with the industry and Alumni.

Pravartak was published in the months of August 2022 and April 2023 during the Financial Year 2022-23 and was mailed to insurance executives and Alumni.

Insurance News Snippets

NIA publishes e-Newsletter viz. “Insurance News Snippets” every month. The contents of issues published in the year 2022-23 include Happenings at NIA (Webinar, Seminar, Research, NIA certification courses related news and important events) Industry Flash Figures, Regulatory Developments, Topical Articles, and Insurance News.

Academy in Policy Making

- a) Mr. G. Srinivasan, Director is a member of:
- i. Insurance Advisory Committee of IRDAI.
 - ii. Committee constituted by IRDAI on “ Loss Prevention and Minimization in the General Insurance industry” (Chairman)
 - iii. Reinsurance Advisory Committee of IRDAI
 - iv. Risk management committee of IFSCA
- b) Ms. Jayashree Sridhar, Faculty Member is a member of IRDAI Committee on “loss prevention and loss minimization in General Insurance Industry”

Examinations

The Academy continues to conduct the following examinations:

Insurance Brokers Examinations – The Academy is the only body in India recognized by the IRDAI to conduct the Insurance Brokers’ examination. It is conducted online. During the year the academy conducted 20 (Twenty) examinations. 7992 appeared for the examinations, and 3773 passed the examination.

Insurance Brokers Training – The Academy is recognized by the IRDAI to conduct online training for Insurance Brokers since 2018. During the year 2859 candidates have taken the online broker’s training from NIA’s Online Broker Training Portal. Out of that, 2317 candidates have completed the Fresh training and 542 candidates have completed the Renewal of Licence training.

The Academy 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 is an authorized Centre for the above examination for General (Property Casualty) and Life Insurance as a foundation programme.

Ms. Hemlata Kolekar is a Controller of Examination.

Insurance Surveyors Examinations

The Academy and Insurance Institute of India are the only two bodies in India recognized by the IRDAI to conduct the Final Practical Test for Surveyors for the issue or renewal of license. It is conducted online. During the year the academy conducted 2 (Two) examinations. 104 candidates appeared for the examination and 103 passed the examination.

Ms. Jayashree Sridhar, Faculty Member and Dr. Ruchika Yadav, Research Associate are the Coordinators of this examination.

NIA's Other Pursuits of Professional Excellence

Webinars / Conferences / Workshops:

Workshop on Risk Financing & Insurance for Disaster Risk Mitigation and Building Climate Risk Resilience

As a part of National Planning for Disaster Risk Reduction (NPDRR) and Community-based Climate Risk Resilience Building objectives of our Government, the National Insurance Academy in collaboration with the National Institute of Disaster Management organized a Workshop on the topic of "Innovative Risk Transfer for building climate risk resilience" at Hotel President, Cuffe Parade, Mumbai, on February 21, 2023.



A group of 50 industry experts including risk managers and policymakers deliberated the key issues pertaining to the theme of the Workshop. Mr. G. Srinivasan, Director, NIA, delivered an Inaugural address, followed by a Special Address by Prof. Santhosh Kumar, Head, GIDRR & DRR Division, National Institute of Disaster Management who discussed the Role of Government in Building Climate Risk Resilience. Mr.

D.V.S. Ramesh, Chief General Manager (Non-Life) IRDAI, deliberated on the Role of the Regulator in Disaster Risk Mitigation. Mr. Hadi Riachi, CEO, Swiss Re India, delivered a keynote address on the theme of the Workshop.

Subsequently, there were technical presentations held on various topics relating to the Implications of Climate Risk and Disaster risk mitigation through Insurance / Reinsurance and building climate resilience. Mrs. Madhulika Bhaskar, General Manager, GIC Re, and Mr. Shankar Gargipathy, CEO & Country Manager, Lloyd's India spoke on the Role of Reinsurers in Climate Risk Mitigation. Mr. Mihir Vora, Practice Head, Property & Large Risks, ASIBL elaborated the impact of Climate risks on Property Insurance, and Mr. Dinakaran, DGM, The New India Assurance Company Ltd. discussed the Necessity to Build Climate Resilience.

Dr. S. Doss, Faculty Member and Ms. Jayashree Sridhar, Faculty Member were the coordinators of the workshop.

Advanced Workshop in Engineering in collaboration with MUNICH RE

National Insurance Academy, Pune in collaboration with Munich Re had organized an "Advanced Workshop in Engineering" on 5th and 6th September 2022 from 10.00 am to 5.30 pm at NIA, Pune

This onsite Workshop took place for the first time after the Pandemic.

It covered a wide range of topics relating to Engineering Insurance. The topics included Risk Management in Construction sites, Tunnelling in Urban areas, ALOP, DSU and Design Defect Insurance.

Ms. Jayashree Sridhar, Faculty Member was the co-ordinator of the programme.

Orientation Programme for Insurance Ombudsman

The Academy, on the advice of the Insurance Regulatory and Development Authority of India, organised a 5-day Orientation Programme from 28th November 2022 to 2nd December 2022 for all the 17 Insurance Ombudsman in India. There were participants from selected 8 Insurance Companies and from the office of the Council of the Insurance Ombudsman also.



The programme was inaugurated by Mr. Debasish Panda, Chairman, IRDAI. He presented the vision of the Authority and the regulatory changes that are on the anvil.

Mr. P. Venugopal, Chair Professor (Life Insurance) was the co-ordinator of the programme.

Orientation Programme for Independent Directors on the Board of Insurance Companies

The Academy was privileged to be chosen by IRDAI to provide Training for all the Independent Directors on the Board of the Life and General Insurance companies in India. The programme covered important concerns relating to Corporate Governance and the technical aspect of Insurance. The experts on Corporate Governance, Insurance, and Finance engaged the participant Directors on all the issues and challenges relating to the role of Independent Directors on the Board in Insurance Companies. These programmes were very well received and appreciated by the participants.

During December 2022 and February 2023 two Programmes for Independent Directors of General, Life, and stand-alone health Insurance Companies were conducted. 34 Independent Directors of General, Life, and stand-alone health Insurance Companies participated in these two programmes.

Mr. P Venugopal, Chair Professor-Life Insurance, and Mr. Renjit Gangadharan, Chair Professor – General Insurance coordinated the programmes.

Deliberations on the “Future of Financial Markets”

Mr. G. N. Bajpai, Professor Emeritus and Member, Governing Board, NIA, Ex-Chairman SEBI and LIC of India addressed the esteemed audience on the topic: “Future of Financial Markets” at National Insurance Academy, Pune on 1st May 2022. Members of the NIA’s Governing Board, Executive Directors from LIC of India and the General Managers from the GIPSA Companies and GIC Re along with the faculty members of the academy were present on the occasion.

In his address, Mr. Bajpai highlighted the role of Society, Politics, Economics, Technology, and the Environment in shaping and developing the Future Financial Markets. He emphasized that the Insurance Industry is in for an insurrection and highlighted the role of Insure-Techs, the Growing Complexity of Risks, and other Macro Trends in disrupting the Insurance Industry. His advice to industry practitioners about the Organization Design, Reengineered Business Model and Re-orchestrated Revenue Model was extremely important in terms of becoming future ready organizations.

The participants had a great appreciation for the thought-provoking, engaging and insightful address by Mr. G. N. Bajpai.

Training Program on Crop Insurance for State Level Government Officials Sponsored by the Department of Agriculture & Farmer Welfare, Ministry of Agriculture, Govt of India

NIA successfully conducted a six-month training on crop insurance for the Department of Agriculture & Farmer Welfare, Ministry of Agriculture, Govt. of India. More than two hundred state officials from 22 states were trained in nine batches from August 2022 to January 2023. The training was organised in two phases.

1. Phase I: Five-day training for Senior State Officials on crop insurance
2. Phase II: Six-day Train the Trainer Program on Crop Insurance for District-Level State Officials

The participants for the second phase were identified from the first phase of training based on their performance in the first phase and their potential to become trainers. An online assessment was done at the end of each batch of training. Session profile, crop insurance handbook and reading material were prepared for both stages of training.

The first batch of training ended in the second week of October 2022. About state-level officials from 20 states were trained in six batches. The training was highly appreciated by the participants.

The second phase of the training was conducted from November 2022 to January 2023 in which about 70 Trainers were trained. A detailed completion report was prepared and submitted at the end of the training. The training was rated excellent and very good by the participants. The training was designed and coordinated by Dr Archana Singh, Assistant Professor, NIA in consultation with the Technical Support Unit of the Ministry. The ministry has proposed to form a committee to curate reference material and prepare a compendium of reading materials for the States on crop insurance in the near future.



Programme on Process Safety Management

National Insurance Academy organised a one-day course on Process Safety Management (PSM) in collaboration with the Centre of Excellence in Process Safety & Risk Management on 6th April 2022. The focus of the course was to build awareness on PSM. The course covered the basic theoretical background of PSM concepts, the importance of PSM and the tools which are available in the market to quantify and represent the impact of consequences resulting from process safety incidents.

Ms. Jayashree Sridhar coordinated the programme.

NIA-IIA-Marsh Hackathon 2022

National Insurance Academy, Pune, India InsureTech Association and Marsh McLennan have jointly organized the NIA-IIA-Marsh Hackathon 2022 to find innovative and actionable solutions developed by insuretech players to address India's insurance protection gap.

NIA-IIA-Marsh's hackathon has received 21 entries from companies/ individuals. Two rounds of jury evaluation were conducted. After the screening of the applications, the shortlisted applicants presented the project in front of the jury. Based on the presentation in the second round, the jury selected the top three winners.



- o Rank 1: Riskwolf (CropInsure) - Crop Insurance (prize= Rs 4 Lakh)
- o Rank 2: Medibuddy/ Dr Vineet Sikka - Health Insurance (prize= Rs 3 Lakh)
- o Rank 3: iAssist Innovation Labs - Health Insurance (prize= Rs 2 Lakh)

Dr. S. Doss, Faculty Member, Dr. Shalini Tiwari, Faculty Member, Ms. Jayashree Sridhar, Faculty Member and Mr. Barun Khan, Faculty Member are the co-ordinators for the Hackathon 2022.

Workshop/ Programme on (IFRS)

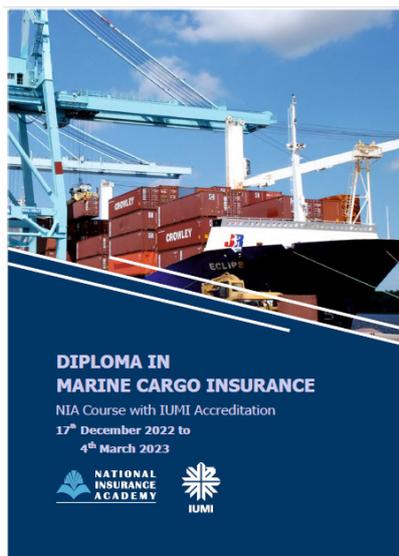
NIA had conducted customized workshops/training programmes on International Finance Reporting Standards (IFRS) with focus on roadmap towards IFRS implementation in Insurance Industry.

- A day long Workshop was conducted in association with Deloitte (India) and an IFRS Professional for GIC Re in July 2022
- A three-day customized training module was designed to cover the nuances of select standards such as IndAS, First-time implementation, investments, Leases and (Re)insurance contracts (in association with MP Chitale & Co.) in August 2022. This programme was attended by the officials of GIC Re and The New India Assurance Co. Ltd.

- Two-day knowledge sharing programme was arranged at NIA in December 2022 in association with KPMG India, where in participants from Public Sector Non-Life insurance companies have attended.

Certification Courses

Diploma in Marine Cargo Insurance



National Insurance Academy has introduced a “Diploma in Marine Cargo Insurance” with IUMI Accreditation. The Diploma in Marine Insurance is a three-month training programme spread over 11 weeks (3 hours per weekend) of online training and the course curriculum covers almost all the topics pertaining to Marine cargo insurance. This course would enable the candidates to acquire the necessary knowledge and information on Marine insurance underwriting and claims.

On successful completion of this course, the candidates would be well equipped with the requisite knowledge, skills, and experience to fulfil the responsibilities that their present or future employers might entrust them with. This would then lead to the development of a quality workforce thereby bringing higher levels of satisfaction amongst employees & employers.

This Diploma course in Marine Cargo Insurance equips individuals to foray into Marine insurance Industry i.e. As an Insurer, Reinsurer, Broker, Surveyor, Risk Manager or consultant. It also benefits Insurance / Risk management professionals handling Marine cargo insurance in Industries /Business. The program is designed to cater to varied job roles, from the entry level executives to mid-management cadre in Marine insurance. It also helps individuals to scale great heights in their existing career profile.

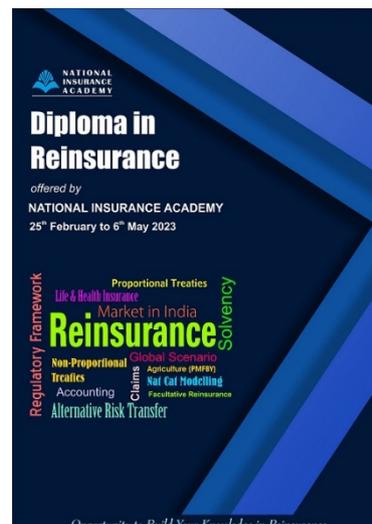
The program is delivered with assistance from eminent faculty members in the marine insurance field and industry experts. The teaching methodologies include presentations, and case studies from the global market.

On successful completion of the learning, the Academy conducts an examination. The candidates who pass the examination will be awarded the certificate of Diploma in Marine Insurance jointly by NIA & IUMI.

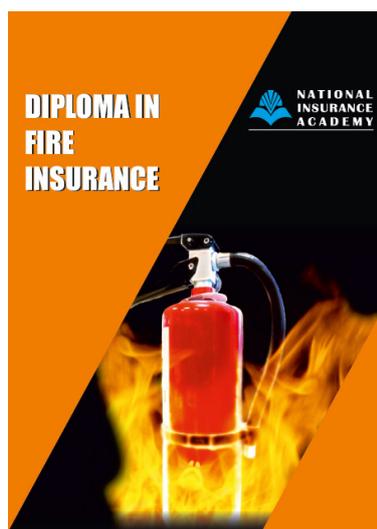
Ms. Jayashree Sridhar, Faculty Member is the Co-ordinator for this programme.

Diploma in Reinsurance

National Insurance Academy has introduced a Diploma in Reinsurance to help interested persons to develop their knowledge and skills in the area of Reinsurance. The subject of Reinsurance is extremely important for insurance companies. It plays a major role not only in enhancing insurers' capacity to write business, but also in stabilizing its bottom line to a considerable extent. A comprehensive understanding of reinsurance will assist insurance personnel to become more effective professionals.



The sessions are conducted through Online mode. It is mandatory for the participants to attend the classes conducted online to complete the course. Each Session is of 3 hours duration and are conducted on every Saturday from 02.30 pm to 5.30 pm. The pedagogical methods include lectures, presentations, case study, discussions, assignments, and exercises.



Final Examination for the course will be conducted online. Candidates will have to secure 60% in the Final Examination to be eligible to receive the Diploma in Reinsurance from NIA.

Ms Rinku Chaudhuri, Faculty Member is the Co-ordinator for this programme.

Diploma in Fire insurance

National Insurance Academy has launched a Professional Diploma in Fire Insurance. This Diploma aims to provide a holistic view of property risks, its assessment, market developments underwriting, reinsurance aspects, and claims management. The main objective of the Diploma is to provide in-depth knowledge and equip candidate's comprehension and increase exposure to understand about various aspects of Fire Insurance. The Diploma is structured to enlighten the candidates on the conceptual and practical elements of Fire insurance.

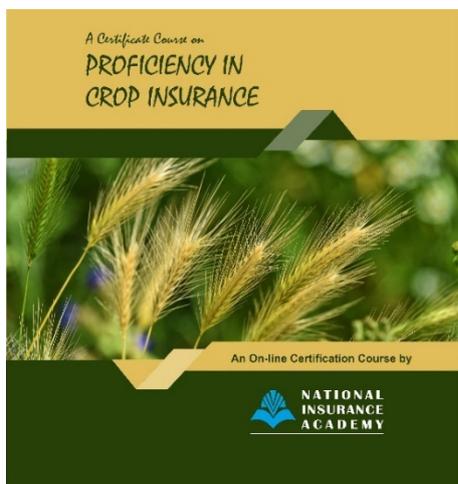
The duration of the course is 3 months. However, the candidate can appear for the final examination after completing two months.

This Diploma is ideally useful to all those people who would like to become an expert in fire insurance, particularly insurance executives, intermediaries, brokers, surveyors, persons handling insurance with customers and interested students. Any person who is Undergoing Graduation or a Graduate from a recognised University.

On successfully completing all the Chapters provided and passing of the final examination, the candidate will be awarded the "Diploma in Fire Insurance" by NIA.

Mr. Asim Kumar Pattnaik, Faculty Member is the Co-ordinator for this programme.

Online "Certification Course in Proficiency in Crop Insurance (eLearning)"



The rapid growth of the crop insurance market in the recent past has also created a necessity to develop knowledgeable crop insurance professionals particularly; Insurance Executives, Government Officers handling crop insurance, Intermediaries, Surveyors & Loss Assessors, Weather Service Providers, and InsurTech Companies, etc. associated with every aspect of Crop Insurance value chain. Understanding this need, importance, and the demand of the market, the Academy launched this professional certification in Crop insurance course in 2020.

The course covers all the important aspects of crop insurance like the main features of PMFBY, Weather Based Crop Insurance (WBCIS), Yield Estimation using CCE, Loss Assessment, Role of Technology in Crop Insurance and Agriculture Reinsurance, etc. The course has 7 chapters covering the above topics, a video session, additional reading materials, and a quiz. On completion of the course, the candidates shall have to appear for an online examination. The qualified candidates shall receive professional certification from NIA.

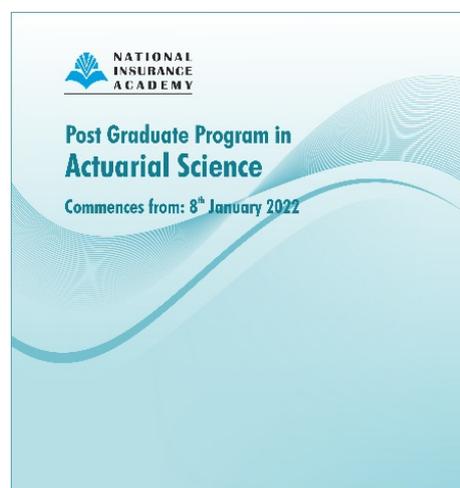
During the year 81 participants enrolled for the Certification Course in Proficiency in Crop Insurance (eLearning)

Dr. Archana Singh, Faculty Member coordinated the programme.

Course on Actuarial Science

The Academy launched an integrated “Post Graduate Program in Actuarial Science” covering the ‘Core Principles’ and the ‘Core Practices’ of the subjects of the Actuarial Profession. The course is intended to enable industry practitioners and fresh graduates to get exposure to actuarial and risk analytics while they pursue their professional careers.

The program began on 22nd January 2022 with a batch size of 27. The profile of the students largely consists of insurance professionals, IT consultants, and students.



The core actuarial subjects are dealt by eminent actuaries and industry experts. There are interactions every month with CEOs and Senior Actuaries highlighting the industry requirements and sharing practical experiences.

The Syllabus of the course covers the following two levels of technical subjects:

Level 1: Core Principles - on the successful passing of 7 subjects the students would be awarded a ‘Level-1: Certificate in Actuarial Science’ (CAS).

Level 2: Core Practice - on successful completion of another 6 subjects including 40 hours of a major research project the students would be awarded the 'Certificate of Post-Graduate Program in Actuarial Science' (CPGPAS).

The classes are conducted online on the MS Teams platform during the weekends-Saturdays and Sundays, from 9.30 a.m. to 2.00 p.m. On-campus / virtual contact classes are conducted periodically.

The duration of the course at each level is of 8 months divided into 2 terms of 4 months each. Each term would covers 5 subjects. The final assessment consists of both internal assessments of continuous evaluation through quizzes, assignments and case studies and a written examination at the end of each term. The weightage for the internal assessment is 30% and external or final examination is 70%. The minimum passing percentage is 50% at an aggregate level.

10 candidates completed first term and appeared for the examination out of which 5 candidates successfully completed Level 1 i.e. Core Principles. NIA awarded Level-1: Certificate in Actuarial Science to the qualified candidates.

The programme is coordinated by Dr. S. Doss, Faculty Member.

Collaboration - Memorandum of Understanding (MoUs)

MoU with the International Financial Services Centres Authority (IFSCA)

The Academy and International Financial Services Centres Authority (IFSCA) has entered into MOU on 12th April 2022.

The purpose of this MoU is to undertake mutually rewarding partnership initiatives on Research and Training, seminars/workshops/ conferences and developing human resources of IFSCA.

Infrastructure at NIA

The Academy's infrastructure spread over 32 acres of land consists of Hostel Blocks, Administrative Block, Academic Block with 8 modern state-of-the-art classrooms, 2 Computer Labs (IT Parks), 8 syndicate rooms, 24 faculty rooms, Multi-purpose Hall, Library, Computer Centre, Kitchen, Dining Hall, Cafeteria and Reception, Auditorium, Meditation Hall, Gymnasium, Badminton Court, Swimming Pool, 5 Hostels with a capacity to accommodate 157 participants and 148 students. All MDP hostel rooms are provided with PCs with the internet, Intercom and Television with D2h connections. PGDM hostel rooms have LAN connectivity for students to use their laptops. The campus also has a residential complex of 64 units for its faculty and staff.

Library

The Academy's Library is one of the finest insurance libraries in India having the choicest collection of books, journal holdings in Insurance, Actuarial Science, Management, Economics, Finance, Law and Information Technology. The library is well equipped to serve the needs of the PGDM

students, MDP participants and the Insurance Industry. The purpose is to cater to all types of information needs of the users with reference to insurance and allied subjects. Stacking of the research publications is another value addition to the library. The library also has a collection on Literature, History and Personality Development. Table-26 gives a brief profile of the information resources available in the library:

Table 26: Information Resources

Sr. No.	Type of Resources	Collection as on 30.4.2023
1	Books	25970+
2	E-Books	10000+
3	Periodicals	80+
4	Databases	6
5	Newspapers	14

Services:

The library provides different services as per Table-27:

**Table 27:
Library Services**

Sr. No.	Title	Sr. No.	Title
1	Reference Service	6	Bibliography Service
2	News Headlines Service	7	New Arrivals Service
3	Library Orientation Service	8	Photocopying Service
4	Digital Reference Desk	9	What's New Service
5	Content Alert Service	10	Resources Alert Service

IT Infrastructure at NIA

The Academy has a Campus-wide Local Area network connecting 350+ computers, 7 servers, routers, switches, printers and other equipment. NIA uses Sophos Firewall for securing its network and Seqrite Endpoint security antivirus for desktops.

The Campus along with the Hostel is Wi-fi enabled. The Academy provides unlimited internet usage to students and employees through its high-speed WiFi facility anywhere in the us. Internet Facility is available for all users through their desktops and for PGDM students using their laptops. 170 MBps Bandwidth is made available for using the internet. The PGDM Students and the MDP participants are provided LAN connectivity in all the Hostel rooms.

The Academy has two IT-labs – IT Park (with 45 PCs) and Drucker IT Park (with 31 PCs) for hands-on training to the PGDM students and the MDP participants. All full-time faculty members are provided with Intel i5, i7 powered HP laptops/computers with Windows 8.1/10/11, Office 365, 24/7 internet connectivity, and staff with Intel i5 powered HP computers, Windows 8.1/10/11,

Office 365 for documentation, communication and as a productivity tool and 24/7 internet connectivity.

All the faculty and staff have access to network printers in their respective offices as well to high-speed photocopiers located in the Reprography Department. The students also have access to the network printer located in the Reprography Department.

There is a video conferencing facility which is used for Board meetings, educational activities and it is extensively used especially during the placement season. Software-based video conferencing unit is available for conducting meetings using Microsoft Teams, in hybrid mode (online as well as offline mode simultaneously).

The Academy's Intranet site is used for sharing information to staff members, faculty members and students.

The Academy's website has been well developed and provides all the information about the Academy. This has helped greater transparency and made the Academy more visible.

Personnel

During the year 2022-23 the following employees (Table-28) left the Academy on repatriation / superannuation / VRS / completion of contract:

Table 28: List of Employees Repatriated / Superannuated

Sr. No.	Name of the Employee	Reason	Date of Relieving
1	Ms. Rupal Nimbhorkar, Research Assistant (on Contract)	Resignation	13 th April 2022
2	Mr. S N Rane, Executive Engineer (on Contract)	Completion of contract	4 th July, 2022
3	Ms. Aditi Sharma, Research Assistant (on Contract)	Resignation	21 st October 2022
4	Mr. Partha Samal, Faculty Member	Repatriation	18 th November 2022
5	Mr. P K Mahapatra, Faculty Member	Repatriation	22 nd November 2022
6	Mr. Sudhir Shinde, AO (Accounts) (on Contract basis)	Completion of contract	2 nd December 2022
7	Mr. P. Venugopal, Chair Professor (Life)	Completion of contract	31 st January 2023

During the year 2022-23 following employees joined NIA on deputation / regular appointment. The list is given in Table-29.

Table 29:
List of Employees joined on Deputation / Regular / Contractual Appointment

Sr. No.	Name of the Employee	Date of Appointment
1	Mr. L C Meena, ZM LIC as Faculty Member on deputation	12.04.2022
2	Mr. Uday Kumar Navani, ZM LIC as Faculty Member on deputation	18.04.2022
3	Ms. Chaturthi Shetty, Research Assistant on contract basis	02.05.2022
4	Mr. S C Pattnayak, ZM LIC as Faculty Member on	20.06.2022
5	Mr. Amol Vaishnav as Sr. Manager (F&A)	19.10.2022
6	Mr. V Balagopal as Chair Professor (Life)	10.02.2023
7	Ms. Shital Thorat as Associate	01.03.2023

Other Significant Activities

Independence Day and Republic Day:

The Academy celebrated the 76th Independence Day of the country on 15th August 2022 and the 74th Republic Day on 26th January 2023 with fervour and enthusiasm. The Director, on both the days, unfurled the National Flag and the National Anthem was sung. The Students of the Academy demonstrated their love of country by singing patriotic songs. The employees who completed 25 years at NIA were felicitated.

To commemorate 'Azadi ka Amrit Mahotsav', a cultural programme was organised on the occasion of Independence Day at the campus. An online "Azadi ka Amrit Mahotsav" quiz was organized for the PGDM students on 12th August 2022 and 'Har Ghar Tiranga', a campaign of hoisting the National Flag was undertaken.



International Women's Day

The Academy organized International Women's Day. On this occasion Ms. Girija Subramanian, CMD, AICIL and Dr. Hema Yadav, Director, VAMNICOM were the Guest of Honour to address the faculty members, Employees and PGDM Students of NIA. As a part of the Celebration, a Drum Yoga Workshop was organized for all the female employees of NIA by Mr. Upendra Dhawale.

Ministry of Youth advised all institutions to organize sports for women from 10th -25th March, 2023 in view of International Women's Day. Accordingly, NIA organized a cricket match for women employees and girl students of PGDM.

7th International Yoga Day - 21st June 2022

International Yoga Day was organised online by the academy, which was inaugurated by Mr. G Srinivasan, Director NIA.

8th International Yoga Day was organised by National Insurance Academy, Pune on 21st June 2022. The theme for this year's International Yoga Day was "Yoga for Humanity". The International Yoga Day was organised on the campus as well as through the online platform.

It was attended by the Director, Principal, Chair Professors, Faculty members, Staff members, Students, MDP participants along with the family members of the NIA staff.



Foundation Day

The 42nd Foundation Day of the National Insurance Academy was celebrated on 16th December 2022. To commemorate this occasion the Academy organized an Insurance Awareness Rally and Blood donation Camp. A Slogan competition was also organized for the PGDM students.

A Cultural Evening was also organized by the NIA staff on the occasion of NIA's Foundation Day in which various group & solo performances were given by the NIA staff.

ACKNOWLEDGEMENTS

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

FINANCIAL SUMMARY

**A. R. SULAKHE & COMPANY
CHARTERED ACCOUNTANTS**

REPORT OF AN AUDITOR RELATING TO ACCOUNTS AUDITED UNDER SUBSECTION (2) OF SECTION 33 AND 34 AND RULE 19 OF THE BOMBAY PUBLIC TRUSTS ACT		
REGISTRATION NO.:		F-7891 (Pune)
NAME OF THE PUBLIC TRUST:		NATIONAL INSURANCE ACADEMY
FOR THE YEAR ENDING:		31.03.2023
A)	Whether accounts are maintained regularly and in accordance with the provision of the act and the rules:	Yes
B)	Whether receipts and disbursements are properly and correctly shown in the accounts:	Yes
C)	Whether the cash balance and vouchers in the custody of the manager or trustee on the date of audit were in agreement with accounts:	Yes
D)	Whether all books deeds, accounts, vouchers, other documents or records required by the auditor were produced before him:	Yes
E)	Whether a register of movable and 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
F)	Whether the manager or trustee or any other person required by the auditor to appear before him did so and furnished the necessary information required by him:	Yes
G)	Whether any property of funds of the Trust were applied for any object or purpose other than object or purpose of the Trust:	No
H)	The amounts of outstanding for more than one year and the amounts written off, if any	Yes, Rs. 16.20 Lakhs outstanding for more than one year
I)	Whether tenders were invited for repairs or construction involving expenditure exceeding Rs. 5000/-	Yes
J)	Whether any money of the public trust has been invested contrary to the provisions of section 35:	No
K)	Alienations, if any of the immovable property contrary to the provisions of section 36 which have come to the notice of the auditors:	No

L)	All cases or 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 the trustees or any person while in the management of the trust:	No
M)	Whether the budget has been filed in the form provided by R-16 A:	Yes
N)	Whether the maximum & minimum number of the trustees is maintained	Yes
O)	Whether the meetings are held regularly as provided in such instruments	Yes
P)	Whether the minutes book or the proceedings of the meetings is maintained	Yes
Q)	Whether any of the trustees have any interest in the investment of the trust	No
R)	Whether any of the trustee is a debtor or creditor of the trust:	No
S)	Whether any 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:	N.A.
T)	Any special matter which the auditor may think fit or necessary to bring to the notice of the Deputy or Assistant Charity Commissioner.	NIL

FOR A. R. SULAKHE &
COMPANY
CHARTERED ACCOUNTANTS

Date: 21st June 2023
Place: Pune

PARTNER
CA Nikhil Gugale
Membership No.:177609

**NATIONAL INSURANCE ACADEMY
BALANCE SHEET AS ON 31-03-2023**

(Amount in Rs.)

PARTICULARS	CURRENT YEAR 2022-23 ₹	PREVIOUS YEAR 2021-22 ₹
SOURCES OF FUNDS		
Trust Fund or Corpus	25,00,000.00	25,00,000.00
Campus Fund	28,96,24,125.16	28,96,24,125.16
CSR Fund	2,90,65,613.46	1,43,18,339.19
Endowments	2,33,84,216.04	2,30,18,291.12
Sponsored Awards (Net)	-	-
Other Funds	82,40,18,790.89	65,03,22,999.23
Productivity Linked Corpus	7,87,824.00	7,49,278.00
SUB-TOTAL	1,16,93,80,569.55	98,05,33,032.70
Current Liabilities & Provisions	7,22,60,846.96	4,00,10,420.08
TOTAL	1,24,16,41,416.51	1,02,05,43,452.78
APPLICATION OF FUNDS		
Campus Fund Assets	21,95,89,041.20	22,65,40,883.71
CSR Assets	2,03,12,964.00	52,64,494.58
Endowment Assets	2,35,62,504.33	2,30,18,291.12
Other Fixed Assets Including Insurance Lab	1,57,80,392.71	70,28,645.58
General Fund Investments	85,94,63,372.00	71,73,50,498.20
Insurance Lab Investments	44,03,098.07	41,64,400.66
Current Assets, Loans and Advances	9,85,30,044.20	3,71,76,238.93
TOTAL	1,24,16,41,416.51	1,02,05,43,452.78

NOTE: Previous year's figures have been regrouped wherever necessary to conform to the current year's presentation.

As per our report of even date attached.

For A R Sulakhe & Co.

For National Insurance Academy

S/d
Chartered Accountants
FRN NO. 110540W

S/d
Member
Governing Board

S/d
Chairman
Governing Board

S/d
Director (I/C)

Date: 21st June 2023
Place: Pune

**NATIONAL INSURANCE ACADEMY
INCOME & EXPENDITURE AS ON 31-03-2023**

(Amount in Rs.)

PARTICULARS	CURRENT YEAR 2022-23 ₹	PREVIOUS YEAR 2021-22 ₹
INCOME		
Training Programme Fees	35,52,38,792.02	8,34,23,273.54
Action Research/Examination Income	3,42,49,278.90	2,16,12,942.00
PGDM Income	13,98,58,337.48	9,99,75,175.00
Contribution To Endowment Chairs	75,00,000.00	75,00,000.00
Interest	4,23,49,994.53	3,87,94,592.97
Other Income	25,40,816.83	97,51,673.28
TOTAL INCOME	58,17,37,219.76	26,10,57,656.79
EXPENDITURE		
Establishment Expenses <u>On the Objects of the Trust</u>	7,45,17,240.36	6,19,50,990.59
MDP Direct Training Expenses	8,58,25,257.01	80,36,480.42
PGDM Direct Expenses	3,84,64,221.05	2,42,36,274.99
Action Reseach / Examination Expenses	85,83,223.58	62,27,820.35
Other Expenses	18,84,48,530.43	13,12,31,875.33
Bad Debts	-	-
Foreign Exchange Fluctuation A/C	-	-
Prior Period Adjustments	-	-
Depreciation	1,14,92,628.08	1,31,99,639.35
TOTAL EXPENDITURE	40,73,31,100.51	24,48,83,081.03
Excess of Income Over Expenditure Transferred to General Fund	17,44,06,119.25	1,61,74,575.76

NOTE: Previous year's figures have been regrouped wherever necessary to conform to the current year's presentation.

As per our report of even date attached.

For A R Sulakhe & Co.

For National Insurance Academy

S/d
Chartered Accountants
FRN NO. 110540W

S/d
Member
Governing Board

S/d
Chairman
Governing Board

S/d
Director (I/C)

Date: 21st June 2023
Place: Pune

ANNEXURE

TRAINING PROGRAMMES CONDUCTED DURING 2022-23

Sr. No.	Title of the Programme	Programme Dates	Co-ordinator
1	Retiring Executives (Non-Life)	18.04.2022 20.04.2022	Uma S., Dr.
2	Investment Awareness Programme (Life)	18.04.2022 20.04.2022	Khan Barun Kumar
3	Executive Development Programme (Life)	18.04.2022 20.04.2022	Sheth Sumesh
4	Special Programme for Young Executives (LIC)	18.04.2022 29.04.2022	Jindal Anupam
5	Training on Work-Life Integration (Life)	21.04.2022 22.04.2022	Chaudhari Sushama, Dr.
6	Management of Marine Insurance (Cargo) (Non-Life)	25.04.2022 27.04.2022	Jayashree Sridhar
7	Financial Awareness Programme (Life)	25.04.2022 27.04.2022	Mahapatra Pradip
8	Workshop on Communication and Presentation Skills (Life)	25.04.2022 29.04.2022	Samal Partha
9	Programme on Digital Marketing (Life)	04.05.2022 06.05.2022	Mahapatra Pradip
10	Finance for Non-Finance officials (Life)	04.05.2022 06.05.2022	Jindal Anupam
11	Programme on Financial Markets (Life)	04.05.2022 06.05.2022	Samal Partha
12	Programme for Regional Managers (Non-Life)	04.05.2022 06.05.2022	Srivastava Anil Kumar/ Bipin Kumar
13	Enterprise Risk Management (Non-Life)	04.05.2022 06.05.2022	Doss S., Dr.
14	Management of Motor Underwriting & Claims (OD) (Non-Life)	09.05.2022 11.05.2022	Chaudhuri Rinku
15	Financial Awareness Programme (Life)	09.05.2022 11.05.2022	Uma S., Dr.
16	Programme on Customer Experience Management for C Zone Managers (Life)	09.05.2022 11.05.2022	Sheth Sumesh
17	Workshop on Communication and Presentation Skills (Life)	09.05.2022 13.05.2022	Khan Barun Kumar
18	Programme for Young Officers (Non-Life)	09.05.2022 13.05.2022	Chaudhari Sushama, Dr.
19	Fraud Analytics in Motor Insurance (Non-Life)	12.05.2022 13.05.2022	Mohanty Kshitish
20	Executive Programme for Secretariat Officials (Life)	12.05.2022 13.05.2022	Samal Partha

21	Best Practices in Marketing (Life)	17.05.2022 20.05.2022	Jindal Anupam
22	Market Intelligence (Life)	17.05.2022 20.05.2022	Meena L.C.
23	Retiring Executives (Non-Life)	18.05.2022 20.05.2022	Patwardhan M.C., Dr.
24	Management of Property (Fire) Insurance (Non-Life)	18.05.2022 20.05.2022	Pattnaik Asim Kumar/ Srivastava Anil Kumar
25	Investment Awareness Programme (Life)	23.05.2022 25.05.2022	Usha K., Dr.
26	Emerging Trends in Marketing for MMs (Life)	23.05.2022 26.05.2022	Navani Uday Kumar
27	Insurance Frauds Management (Non-Life)	23.05.2022 25.05.2022	Bipin Kumar
28	Young Executives Programme (YEP) (Life)	23.05.2022 03.06.2022	Khan Barun Kumar
29	Managerial Effectiveness (Life)	26.05.2022 28.05.2022	Usha K., Dr.
30	Management of Liability Insurance (Non-Life)	30.05.2022 01.06.2022	Patwardhan M.C., Dr.
31	Women Managers (Combined)	30.05.2022 03.06.2022	Chaudhari Sushama, Dr.
32	Insurance Fraud Detection and Prevention (Life)	30.05.2022 01.06.2022	Sheth Sumesh
33	Customer Service Excellence for Claims Hub / Claims handling officer / other official (Non-Life)	02.06.2022 03.06.2022	Tiwari Shalini, Dr.
34	Right to Information Act (Life)(CPIOs)	02.06.2022 03.06.2022	Usha K., Dr.
35	Management of Miscellaneous Insurance Business (Non-Life)	06.06.2022 08.06.2022	Jayashree Sridhar
36	Finance for Non-Finance officials (Life)	06.06.2022 08.06.2022	Sheth Sumesh
37	Special Programme for Young Executives (LIC)	06.06.2022 17.06.2022	Samal Partha
38	Programme on Cyber Risk, Liability, and Insurance Management (Life)	06.06.2022 10.06.2022	Jindal Anupam
39	Increasing Profitability (Non-Life)	06.06.2022 08.06.2022	Bipin Kumar
40	Programme on Digital Marketing (Non-life)	09.06.2022 10.06.2022	Mohanty Kshitish
41	Workshop on Motor Third Party Claims (Non-Life)	13.06.2022 15.06.2022	Chaudhuri Rinku

42	Workshop on Managerial Excellence: Programme for Branch Heads (Life)	13.06.2022 17.06.2022	Navani Uday Kumar
43	General Management Programme for BMs and DMs (Non-Life)	13.06.2022 15.06.2022	Uma S., Dr.
44	Programme on Financial Markets (Life)	13.06.2022 15.06.2022	Khan Barun Kumar
45	Workshop on Broker's Relationship Management (Non-Life)	16.06.2022 17.06.2022	Srivastava Anil Kumar
46	General Management Programme for Middle Level Executives (Life)	20.06.2022 01.07.2022	Sheth Sumesh
47	Reinsurance Management (Non-Life)	20.06.2022 22.06.2022	Chaudhuri Rinku
48	Strategic Intent and Execution Excellence for SDMs (Life)	20.06.2022 22.06.2022	Chaudhari Sushama, Dr.
49	Distribution Channel Management for CLIA Officials (Life)	20.06.2022 22.06.2022	Khan Barun Kumar
50	Programme on Self Awareness and Personal Effectiveness (Non-Life)	20.06.2022 22.06.2022	Singh Archana, Dr.
51	Artificial Intelligence Technologies and Practices for GI Advantage (Non-Life)	20.06.2022 24.06.2022	Page S.D., Dr.
52	Programme on Fire Underwriting Skills (Non-Life)	23.06.2022 24.06.2022	Pattnaik Asim Kumar
53	Retiring Executives (Non-Life)	27.06.2022 29.06.2022	Patwardhan M.C., Dr.
54	Integrated CRM (Life)	27.06.2022 01.07.2022	Meena L.C.
55	Profitable Management of Health Portfolio (Non-Life)	27.06.2022 29.06.2022	Chaudhuri Rinku
56	Managerial Effectiveness (Life)	27.06.2022 29.06.2022	Jindal Anupam
57	Programme on Aviation Insurance (Non-Life)	30.06.2022 01.07.2022	Jayshree Sridhar
58	Programme on Digital Landscape in Life Insurance Sector (Life)	30.06.2022 01.07.2022	Mahapatra Pradip
59	Advance Claims Management (Property Insurance) (Non-Life)	30.06.2022 01.07.2022	Doss S., Dr.
60	Insurance Fraud Detection and Prevention (Life)	04.07.2022 06.07.2022	Usha K., Dr.
61	Distribution Channel Management for MBAC Officials (Life)	04.07.2022 06.07.2022	Meena L.C.
62	Workshop on Communication and Presentation Skills (Non-Life)	04.07.2022 08.07.2022	Yadav Ruchika, Dr.
63	Workshop on Managerial Excellence: Programme for Branch Heads (Life)	04.07.2022 08.07.2022	Navani Uday Kumar

64	Programme on Business Intelligence & Data Analytics for Strategic Decision Making (LIC)-I	04.07.2022 07.07.2022	Page S.D., Dr.
65	Training on Work-Life Integration (Life)	07.07.2022 08.07.2022	Chaudhari Sushama, Dr.
66	General Management Programme for Middle Level Executives (Life)	11.07.2022 22.07.2022	Navani Uday Kumar
67	Programme on Channels Management for BMs / DMs (Non-Life)	11.07.2022 13.07.2022	Singh Archana, Dr.
68	Programme on Customer Experience Management for C Zone Managers (Life)	11.07.2022 13.07.2022	Khan Barun Kumar
69	Train the Trainers Programme Life)	11.07.2022 15.07.2022	Jindal Anupam
70	Fraud Analytics in Health Insurance (Non-Life)	11.07.2022 12.07.2022	Mohanty Kshitish
71	Programme on IND-AS (Accounting Standards) (Life)	11.07.2022 13.07.2022	Usha K., Dr.
72	Harnessing Technology for New Market Place (Non-Life)	14.07.2022 15.07.2022	Chaudhuri Rinku
73	Right to Information Act for Appellate Authorities (Life)	13.07.2022 15.07.2022	Samal Partha
74	Retiring Executives (Non-Life)	18.07.2022 20.07.2022	Bipin Kumar
75	Management of Motor Underwriting & Claims (OD) (Non-Life)	18.07.2022 20.07.2022	Srivastava Anil Kumar
76	Proficiency Development Programme for Manager Sales (Life)	18.07.2022 22.07.2022	Meena L.C.
77	Programme for Young Officers (Non-Life)	18.07.2022 22.07.2022	Singh Archana, Dr.
78	Advanced Excel (Non-Life)	18.07.2022 22.07.2022	Page S.D., Dr.
79	Finance for Non-Finance officials (Life)	21.07.2022 23.07.2022	Sheth Sumesh
80	Young Executives Programme (YEP) (Life)	25.07.2022 05.08.2022	Usha K., Dr.
81	Effective Human Resource Management (Non-Life)- merged with P793	25.07.2022 27.07.2022	Singh Archana, Dr./ Bipin Kumar
82	Programme for Legal Manager (Life)	25.07.2022 29.07.2022	Jindal Anupam
83	Programme on Fire Insurance (for Overseas participants)	25.07.2022 27.07.2022	Pattnaik Asim Kumar / Jayashree Sridhar
84	Workshop on Bancassurance Channel Management (Non-Life)	28.07.2022 29.07.2022	Bipin Kumar

85	Programme on Financial Markets (Life)	28.07.2022 30.07.2022	Navani Uday Kumar
86	Integrated CRM (Life)	01.08.2022 05.08.2022	Samal Partha
87	Retail Insurance- Focus on Strategies and Execution (Non-Life)	01.08.2022 03.08.2022	Mohanty Kshitish
88	Workshop on Problem Solving and Decision Making (Combined)	01.08.2022 03.08.2022	Singh Archana, Dr.
89	Programme on GMC Underwriting Skills (Non-Life)	04.08.2022 05.08.2022	Srivastava Anil Kumar
90	Financial Awareness Programme (Life)	04.08.2022 06.08.2022	Khan Barun Kumar
91	Impact of Operating Decisions on Solvency Margin (Non-Life)	04.08.2022 05.08.2022	Uma S., Dr.
92	Programme on Business Intelligence & Data Analytics for Strategic Decision Making (LIC)- II	08.08.2022 11.08.2022	Page S.D., Dr.
93	Workshop for Agency Management (Non-Life)	10.08.2022 12.08.2022	Mohanty Kshitish
94	Workshop on Leadership Skills for P&GS Officials (Life)	10.08.2022 12.08.2022	Sheth Sumesh
95	Executive Development Programme (Life)	10.08.2022 12.08.2022	Jindal Anupam
96	Management of Engineering Insurance (Non-Life)	10.08.2022 12.08.2022	Pattnaik Asim Kumar
97	Retiring Executives (Non-Life)	17.08.2022 19.08.2022	Patwardhan M.C., Dr.
98	Programme for Insurance Accounts Executives (Non-Life)	17.08.2022 19.08.2022	Uma S., Dr.
99	Programme on Financial Markets (Life)	17.08.2022 19.08.2022	Mahapatra Pradip
100	Executive Development Programme (Life)	17.08.2022 19.08.2022	Usha K., Dr.
101	Women Managers (Combined)	22.08.2022 26.08.2022	Singh Archana, Dr.
102	Marketing Strategies (LIC)	22.08.2022 26.08.2022	Navani Uday Kumar
103	R for GI Claims Analytics and Loss Modeling (Non-Life)	22.08.2022 26.08.2022	Page S.D., Dr.
104	Special Programme on Enterprise Risk Management (ERM) (Life)	22.08.2022 24.08.2022	Meena L.C.
105	Insurance Frauds Management (Non-Life)	22.08.2022 24.08.2022	Khan Barun Kumar

106	Workshop on Motor Third Party Claims (Non-Life)	22.08.2022 24.08.2022	Chaudhuri Rinku
107	Customer Service Excellence for Claims Hub / Claims handling officer / other official (Non-Life)	25.08.2022 26.08.2022	Srivastava Anil Kumar
108	Right to Information Act (Life)(CPIOs)	25.08.2022 26.08.2022	Khan Barun Kumar
109	Executive Programme for Secretariat Officials (Life)	29.08.2022 30.08.2022	Jindal Anupam
110	Advance Claims Management (Marine Cargo Insurance) (Non-Life)	29.08.2022 30.08.2022	Jayashree Sridhar
111	Programme on Digital Landscape in Life Insurance Sector (Life)	01.09.2022 02.09.2022	Sheth Sumesh
112	Best Practices in Marketing (Life)	05.09.2022 08.09.2022	Pattnaik Subhash Chandra
113	Programme on Estate and Establishment Management (Non-Life)	05.09.2022 07.09.2022	Bipin Kumar
114	Programme on Digital Marketing (Life)	05.09.2022 07.09.2022	Mahapatra Pradip
115	Special Programme for Young Executives (LIC)	12.09.2022 23.09.2022	Mahapatra Pradip
116	Proficiency Development Programme for Manager Sales (Life)	12.09.2022 16.09.2022	Khan Barun Kumar
117	Workshop on Cyber Insurance and D&O (Non-Life)	12.09.2022 13.09.2022	Doss S., Dr.
118	Profitable Management of Health Portfolio (Non-Life)	12.09.2022 14.09.2022	Chaudhuri Rinku
119	Programme on Business Intelligence & Data Analytics for Strategic Decision Making (LIC)- I	12.09.2022 15.09.2022	Page S.D., Dr.
120	General Management Programme for BMs and DMs (Non-Life)	14.09.2022 16.09.2022	Pattnaik Asim Kumar
121	Fraud Analytics in Motor Insurance (Non-Life)	15.09.2022 16.09.2022	Mohanty Kshitish
122	Managerial Effectiveness (Life)	15.09.2022 17.09.2022	Pattanayak Subhash Chandra
123	Retiring Executives (Non-Life)	19.09.2022 21.09.2022	Pattnaik Asim Kumar
124	Increasing Profitability (Non-Life)	19.09.2022 21.09.2022	Bipin Kumar
125	Distribution Channel Management for MBAC Officials (Life)	19.09.2022 21.09.2022	Meena L.C.
126	Programme on Digital Landscape in Life Insurance Sector (Life)	22.09.2022 23.09.2022	Sheth Sumesh

127	Strategy Implementation: P&GS (Life) (for Marketing)	26.09.2022 28.09.2022	Meena L.C.
128	Programme on Motor Underwriting Skills (Non-Life)	26.09.2022 28.09.2022	Chaudhuri Rinku
129	Workshop on Communication and Presentation Skills (Life)	26.09.2022 30.09.2022	Jindal Anupam
130	Programme for Young Officers (Non-Life)	26.09.2022 30.09.2022	Uma S., Dr.
131	Train the Trainers Programme Life)- (for STC / DTC FMs)	26.09.2022 30.09.2022	Navani Uday Kumar
132	Management of Miscellaneous Insurance Business (Non-Life)	26.09.2022 28.09.2022	Srivastava Anil Kumar
133	Finance for Non-Finance officials (Life)	29.09.2022 01.10.2022	Usha K., Dr.
134	Training on Work-Life Integration (Life)	03.10.2022 04.10.2022	Khan Barun Kumar
135	Right to Information Act (Life)(CPIOs)	06.10.2022 7.10.2022	Pattanayak S.C.
136	Programme for Corporate Communication Dept. Officials (Life)	06.10.2022 7.10.2022	Navani Uday Kumar
137	General Management Programme for Middle Level Executives (Life)	10.10.2022 21.10.2022	Meena L.C.
138	Executive Development Programme (Life)	10.10.2022 12.10.2022	Sheth Sumesh
139	Distribution Channel Management for CLIA Officials (Life)	10.10.2022 12.10.2022	Samal Partha
140	Programme on Business Intelligence & Data Analytics for Strategic Decision Making (LIC)- IV	10.10.2022 13.10.2022	Page S.D., Dr.
141	Programme on Digital Landscape in Life Insurance Sector (Life)	13.10.2022 14.10.2022	Usha K., Dr.
142	Management of Property (Fire) Insurance (Non-Life)	17.10.2022 19.10.2022	Jayashree Sridhar
143	Workshop on Managerial Excellence: Programme for Branch Heads (Life)	17.10.2022 21.10.2022	Jindal Anupam
144	Python for Insurance Data Analytics (Non-Life)	17.10.2022 21.10.2022	Page S.D., Dr.
145	Workshop on Motor Third Party Claims (Non-Life)	17.10.2022 19.10.2022	Chaudhuri Rinku
146	Emerging Opportunities and Challenges for Divisional Managers (LIC)	17.10.2022 19.10.2022	Mahapatra Pradip
147	Women Managers (Combined)	31.10.2022 04.11.2022	Uma S., Dr.

148	Integrated CRM (Life)	31.10.2022 04.11.2022	Pattanayak S.C.
149	Management of Motor Underwriting & Claims (OD) (Non-Life)	31.10.2022 02.11.2022	Srivastava Anil Kumar
150	Workshop on Communication and Presentation Skills (Life)	31.10.2022 04.11.2022	Navani Uday Kumar
151	Programme on Digital Marketing (Life)	02.11.2022- 04.11.2022	Navani Uday Kumar
152	Right to Information Act for Appellate Authorities (Life)	09.11.2022 11.11.2022	Jindal Anupam
153	Workshop on Conflict Management and Negotiation Skills (Non-Life)	09.11.2022 11.11.2022	Yadav Ruchika, Dr.
154	Profitable Management of Health Portfolio (Non-Life)	09.11.2022 11.11.2022	Chaudhuri Rinku
155	Emerging Opportunities and Challenges for Divisional Managers (LIC)	09.11.2022 11.11.2022	Mahapatra Pradip
156	Marketing Strategies (LIC)	14.11.2022 18.11.2022	Meena L.C.
157	Retiring Executives (Non-Life)	14.11.2022 16.11.2022	Uma S., Dr.
158	Special Programme for Young Executives (LIC)	14.11.2022 25.11.2022	Navani Uday Kumar
159	Comprehensive Technical Programme In General Insurance (Non-Life)	14.11.2022 02.12.2022	Yadav Ruchika, Dr.
160	Programme for Regional Managers (Non-Life)	21.11.2022 23.11.2022	Bipin Kumar
161	Python: Artificial Intelligence (Non-Life)	21.11.2022 25.11.2022	Page S.D., Dr.
162	Investments/ Capital Markets for P&GS Marketing Officials (Life)	24.11.2022 25.11.2022	Pattanayak Subhash Chandra
163	Integrated CRM (Life)	28.11.2022 02.12.2022	Sheth Sumesh
164	Programme on Customer Experience Management for C Zone Managers (Life)	28.11.2022 30.11.2022	Uma S., Dr.
165	Management of Miscellaneous Insurance Business (Non-Life)	28.11.2022 30.11.2022	Bipin Kumar
166	Workshop on Motor Third Party Claims (Non-Life)	05.12.2022 07.12.2022	Chaudhuri Rinku
167	Special Programme for Young Executives (LIC)	05.12.2022 16.12.2022	Khan Barun Kumar
168	Executive Development Programme for Engineering Dept. (Insurance and Soft Skills)	05.12.2022 09.12.2022	Navani Uday Kumar

169	Programme for Insurance Accounts Executives (Non-Life)	05.12.2022 07.12.2022	Patwardhan M.C., Dr.
170	Programme on Channels Management for BMs / DMs (Non-Life)	07.12.2022 09.12.2022	Srivastava Anil Kumar
171	Understanding Solvency Drivers (Non-Life)	08.12.2022 09.12.2022	Uma S., Dr.
172	Workshop on Cyber Insurance and D&O (Non-Life)	08.12.2022 09.12.2022	Doss S., Dr.
173	Workshop on Management of Marine Insurance (Hull) (Non-Life)	12.12.2022 13.12.2022	Jayashree Sridhar
174	Integrated CRM (Life)	12.12.2022 16.12.2022	Uma S., Dr.
175	Marketing Strategies (LIC)	12.12.2022 16.12.2022	Jindal Anupam
176	Management of Engineering Insurance (Non-Life)	12.12.2022 14.12.2022	Mohanty Kshitish
177	Retiring Executives (Non-Life)	12.12.2022 14.12.2022	Patwardhan M.C., Dr.
178	Right to Information Act for Appellate Authorities (Life)	14.12.2022 16.12.2022	Pattanayak Subhash Chandra
179	Women Managers (Combined)	19.12.2022 23.12.2022	Yadav Ruchika, Dr.
180	Workshop on Managerial Excellence: Programme for Branch Heads (Life)	19.12.2022 23.12.2022	Meena L.C.
181	General Management Programme for BMs and DMs (Non-Life)	19.12.2022 21.12.2022	Bipin Kumar
182	Programme on Motor Underwriting Skills (Non-Life)	19.12.2022 21.12.2022	Chaudhuri Rinku
183	Best Practices in Marketing (Life)	19.12.2022 22.12.2022	Navani Uday Kumar
184	Insurance Fraud Detection and Prevention (Life)	19.12.2022 21.12.2022	Sheth Sumesh
185	Comprehensive Technical Programme in Life Insurance (Life)	26.12.2022 30.12.2022	Usha K., Dr.
186	Train the Trainers Programme (Life) (for STC / DTC FMs)	26.12.2022 30.12.2022	Chaudhari Sushama, Dr.
187	Management of Property (Fire) Insurance (Non-Life)	26.12.2022 28.12.2022	Srivastava Anil Kumar
188	Insurance Fraud Detection and Prevention (Life)	02.01.2023 04.01.2023	Jindal Anupam
189	Executive Development Programme (Life)	02.01.2023 04.01.2023	Khan Barun Kumar
190	Workshop on Communication and Presentation Skills (Life)	02.01.2023 06.01.2023	Usha K., Dr.

191	Management of Liability Insurance (Non-Life)	04.01.2023 06.01.2023	Bipin Kumar
192	Right to Information Act (Life)(CPIOs)	05.01.2023 06.01.2023	Pattanayak Subhash Chandra
193	Financial Awareness Programme (Life)	09.01.2023 11.01.2023	Sheth Sumesh
194	Young Executives Programme (YEP) (Life)	09.01.2023 20.01.2023	Usha K., Dr.
195	General Management Programme for Middle Level Executives (Life)	09.01.2023 20.01.2023	Jindal Anupam
196	Management of Marine Insurance (Cargo) (Non-Life)	09.01.2023 11.01.2023	Jayashree Sridhar
197	Fraud Analytics in Health Insurance (Non-Life)	12.01.2023 13.01.2023	Mohanty Kshitish
198	Programme for Young Officers (Non-Life)	16.01.2023 20.01.2023	Yadav Ruchika, Dr.
199	Managerial Effectiveness (Life)	16.01.2023 18.01.2023	Meena L.C.
200	Management of Motor Underwriting & Claims (OD) (Non-Life)	16.01.2023 18.01.2023	Srivastava Anil Kumar
201	Retiring Executives (Non-Life)	23.01.2023 25.01.2023	Patwardhan M.C., Dr.
202	Programme on Work-Life Integration (Life)	23.01.2023 24.01.2023	Pattanayak Subhash Chandra
203	Workshop on Behavioural Skills for Marketing Officials (Non-Life)	23.01.2023 25.01.2023	Yadav Ruchika, Dr.
204	Right to Information Act for Appellate Authorities (Life)	23.01.2023 25.01.2023	Navani Uday Kumar
205	Young Executives Programme (YEP) (Life)	30.01.2023 10.02.2023	Meena L.C.
206	Programme on Digital Marketing (Life)	30.01.2023 01.02.2023	Khan Barun Kumar
207	Industrial Relations Management ((Non-Life)	30.01.2023 01.02.2023	Yadav Ruchika, Dr.
208	Investment Awareness Programme (Life)	02.02.2023 04.02.2023	Pattanayak Subhash Chandra
209	Programme for Corporate Communication Dept. Officials (Life)	02.02.2023 03.02.2023	Jindal Anupam
210	Best Practices in Marketing (Life)	06.02.2023 09.02.2023	Khan Barun Kumar
211	Workshop on Problem Solving and Decision Making (Combined)	06.02.2023 08.02.2023	Navani Uday Kumar
212	Workshop on Managerial Excellence: Programme for Branch Heads (Life)	06.02.2023 10.02.2023	Jindal Anupam

213	Advance Excel (Non-Life)	06.02.2023 10.02.2023	Page S.D., Dr.
214	Management of Property (Fire) Insurance (Non-Life)	06.02.2023 08.02.2023	Pattnaik Asim Kumar
215	General Management Programme for BMs and DMs (Non-Life)	13.02.2023 15.02.2023	Pattnaik Asim Kumar
216	Marketing Strategies (LIC)	13.02.2023 17.02.2023	Navani Uday Kumar
217	Distribution Channel Management for CLIA Officials (Life)	13.02.2023 15.02.2023	Meena L.C.
218	Workshop on Managerial Excellence: Programme for Branch Heads (Life)	20.02.2023 24.02.2023	Meena L.C.
219	Risk Based Internal Audit (Non-Life)-	20.02.2023 22.02.2023	Uma S., Dr.
220	Profitable Management of Health Portfolio (Non-Life)	20.02.2023 22.02.2023	Mohanty Kshitish
221	Workshop on Communication and Presentation Skills (Life)	20.02.2023 24.02.2023	Pattanayak Subhash Chandra
222	Executive Development Programme (Life)	27.02.2023 01.03.2023	Khan Barun Kumar
223	Women Managers (Combined)	27.02.2023 03.03.2023	Usha K., Dr.
224	Comprehensive Technical Programme in Life Insurance (Life)	27.02.2023 03.03.2023	Navani Uday Kumar
225	Management of Engineering Insurance (Non-Life)	27.02.2023 01.03.2023	Mohanty Kshitish
226	Investment Awareness Programme (Life)	06.03.2023 08.03.2023	Meena L.C.
227	Retiring Executives (Non-Life)	13.03.2023 15.03.2023	Uma S., Dr.
228	Finance for Non-Finance officials (Life)	13.03.2023 15.03.2023	Pattanayak Subhash Chandra
229	Programme on Insurance Fraud Detection for Audit Dept.	13.03.2023 15.03.2023	Khan Barun Kumar
230	Special Programme on Enterprise Risk Management (ERM) (Life)	13.03.2023 15.03.2023	Usha K., Dr.
231	Data Analytics (Life)	13.03.2023 15.03.2023	Navani Uday Kumar/ Page S.D., Dr.
232	Advance Claims Management (Motor OD) (Non-Life)	13.03.2023 14.03.2023	Srivastava Anil Kumar



**NATIONAL
INSURANCE
ACADEMY**

25, Balewadi, Baner Road, NIA PO Pune 411 045 (India)

Tel: +91 20 27204000, 27204444 **Fax:** +91 20 27204555, 29515710

Email: contactus@niapune.org.in **Website:** www.niapune.org.in