

# ANNUAL REPORT 2019-20



# VISION

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

# MISSION

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

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**NATIONAL INSURANCE ACADEMY  
GOVERNING BOARD  
as on 31.05.2020**

	<b>Shri M.R. Kumar</b> Chairman – NIA Governing Board Chairman Life Insurance Corporation of India		<b>Shri A. V. Girjakumar</b> Chairman-cum-Managing Director The Oriental Insurance Co. Ltd.
	<b>Ms. Tajinder Mukherjee</b> Chairman-cum-Managing Director National Insurance Co. Ltd.		<b>Shri Girish Radhakrishnan</b> Chairman-cum-Managing Director United India Insurance Co. Ltd.
	<b>Shri T. C. Suseel Kumar</b> Managing Director Life Insurance Corporation of India		<b>Shri Vipin Anand</b> Managing Director Life Insurance Corporation of India
	<b>Shri Mukesh Kumar Gupta</b> Managing Director Life Insurance Corporation of India		<b>Shri Raj Kumar</b> Managing Director Life Insurance Corporation of India
	<b>Shri Atul Sahai</b> Chairman-cum-Managing Director The New India Assurance Co. Ltd.		<b>Shri Devesh Srivastava</b> Chairman-cum-Managing Director General Insurance Corporation of India
	<b>Shri M. K. Poddar</b> Chairman-cum-Managing Director Agriculture Insurance Co. of India Ltd.		<b>Ms. Vandita Kaul</b> Joint Secretary Government of India, Ministry of Finance, DFS
	<b>Shri G. N. Bajpai</b> Intuit Consulting Pvt. Ltd.		<b>Prof. Anil B. Suraj</b> Law and Public Administration Indian Institute of Management Bangalore
	<b>Shri Sanjay Vijay</b> Founder & Principal Consultant Optimal Corporate Solutions		<b>Shri G. Srinivasan</b> Director National Insurance Academy

The following members ceased to be on the Governing Board of NIA during the period from 14.05.2019 to 31.05.2020:

1. Shri Hemant Bhargava, MD, LIC of India
2. Shri B. Venugopal, MD, LIC of India
3. Ms. Alice G. Vaidyan, CMD, GIC Re
4. Ms. T. L. Alamelu, CMD, AICIL
5. Ms. Mudita Mishra, Director, DFS, MOF

The following members joined the Governing Board of NIA during the period from 14.05.2019 to 31.05.2020:

1. Shri Mukesh Kumar Gupta, MD, LIC of India
2. Shri Raj Kumar, MD, LIC of India
3. Ms. Vandita Kaul, JS, DFS, MOF
4. Shri Devesh Srivastava, CMD, GIC Re
5. Shri M. K. Poddar, CMD, AICIL



### **From the Chairman**

It is with great pleasure that I present the Annual Report of our Academy for the year 2019-20.

Insurance sector in India is poised for a great growth in the coming decade with increasing insurance awareness and high economic growth. The growth will be facilitated by growing young population, vibrant distribution channels, product innovation and use of digital in a big way. The growth would need huge insurance talent to manage the business efficiently delivering value to the customers. While we need to attract lot of youngsters to the industry, we also need to constantly upgrade the skill set of current professionals.

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 this direction over the years.

During the year 2019-20, the Academy successfully conducted 267 Management Development Programmes (MDP) where 7550 executives from public and private sector organizations including 71 overseas executives were trained.

NIA's industry-backed Post-Graduate Management Program with focus on Insurance and Management has a legacy of 100% placement since inception. This year too, for the Batch 2018-20, all the students were placed with a competitive package with prominent insurance companies in India. This placement process also witnessed a distinct feature of pre-placement offers for some of the students.

We at NIA, would continue to nurture the existing talent and provide quality fresh talent to the insurance industry.

Innovative teaching, 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 remain the primary focus of NIA.

**M. R. Kumar**







## **From the Director**

The insurance industry has grown significantly and is poised for revolutionary transformation with the help of digital innovations viz. artificial intelligence (AI), blockchain, Internet of Things (IoT) which is taking place across the entire value chain and will have a profound impact on the industry. Disruptive new technologies and huge data sets will continue to shape the global insurance industry.

Talent has always been essential to the successful execution of any business strategy. In the digitization journey it is imperative for insurance industry to reskill the human capital to fulfill their long-term transformation plans and organizational restructurings.

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 talent and provide impeccable talent to insurance industry, thereby contributing to our nation's cause while fulfilling our own mission.

During 2019-20, more than 7500 insurance industry professionals were trained through the Management Development Programmes. The participants were not only from Indian insurance industry but also from other parts of the world. NIA was also invited to provide training sessions in other countries.

During the year NIA was privileged to be chosen by IRDAI to provide Training for Independent Directors on the Board of the Life and General Insurance companies in India. Besides, it also witnessed the high-profile Strategic Leadership Colloquium for the Executive Directors of LIC and GMs of Non-life Companies, MoU with RIMS, USA, Launch of Professional Certification Course on Risk Management in collaboration with RIMS and MoU with International Union of Marine Insurance (IUMI), Germany.

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 value created by us. The students also won laurels in national and international competitions conducted by reputed institutions such as RIMS, USA, IIT, Bombay, etc.

The Academy conducted during the year successful events like NIA-Swiss Re Seminar on “ Digital Disruption: Embracing Digital Innovation In (Re) Insurance Business” , C.D. Deshmukh seminar on “Life Insurance Industry in US\$ 5 Trillion Indian Economy”, HR Summit on “World of Work: Changing Landscape”, Insurance Summit on “Navigating Insurance Ecosystem: A Strategic Perspective on Building a Resilient Industry”, “NIA & Munich Re Engineering Workshop on Re-Engineering for the Future” and “Manthan” - a Management Festival of PGDM students.

It continues to be the endeavour of NIA to focus on innovative learning, insurance specific research and work closely with insurance sector both globally and in India.

**G. Srinivasan**



## Management Development Programmes

### On Campus Programmes:

During the year 2019-20 the Academy successfully conducted 267 Management Development Programmes (MDP) where 7550 executives from public and private sector organizations including 71 overseas executives were trained. These training programmes covered the following functional areas:

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

The average participation per programme during the year worked out to 28.59 participants. The summary of these programmes is furnished below in Table-1. The details of the same are furnished in Annexure-1.

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

Category	No. of Participants	No. of Programmes	No. of Programme Weeks
Life (L)	2111	84	73.5
Non-Life (N)	4322	155	141.0
Combined (C)	1117	28	24.0
<b>Total</b>	<b>7550</b>	<b>267</b>	<b>238.5</b>

In addition to the annual calendar programmes, NIA conducted On-request On-Campus Programmes as per Table-2, Seminars as per Table-3, Induction training programmes as per Table-4.

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

Cat.	Sr. No.	Title of the Programme	From To	Duration in week
N	1	Training Programme for Promotees to Scale V (New India) - I	20.05.2019 24.05.2019	1

N	2	Training Programme for Promotees to Scale V (New India) - II	27.05.2019 31.05.2019	1
N	3	United' Leadership Enhancement Intervention (ULEI) - I	17.06.2019 20.06.2019	1
N	4	United' Leadership Enhancement Intervention (ULEI) - II	01.07.2019 05.07.2019	1
L	5	Follow up of Leadership Enhanced Business Performance (LIC)	12.07.2019 13.07.2019	0.5
N	6	United' Leadership Enhancement Intervention (ULEI) - III	22.07.2019 25.07.2019	1
L	7	Strategic Leadership Colloquium for EDs (LIC)	26.07.2019 27.07.2019	0.5
N	8	Programme for Sales Team of Royal Sundaram GI	12.08.2019 13.08.2019	0.5
N	9	Non-Motor Product Training for Liberty General Insurance Limited	19.08.2019 23.08.2019	1
N	10	Programme for Retiring Executives (Non-Life)	26.08.2019 28.08.2019	0.5
N	11	Strategic Leadership Colloquium- for GMs of Non-life companies	13.09.2019 14.09.2019	0.5
N	12	Trends and Opportunities in General Insurance (Bharti AXA) - I	09.09.2019 10.09.2019	0.5
N	13	Non-Motor Product Training for Liberty General Insurance Limited- II	16.09.2019 20.09.2019	1
N	14	Programme on IND AS (GIC)	19.09.2019 21.09.2019	0.5
N	15	Trends and Opportunities in General Insurance (Bharti AXA) - II	23.09.2019 24.09.2019	0.5
L	16	Training Programme for LIC, Nepal	21.10.2019 25.10.2019	1
N	17	Programme on Enterprise Risk Management (New India)	31.10.2019 01.11.2019	0.5
C	18	NIA-RIMS-Risk Management Certification Course	07.11.2019 09.11.2019	0.5
N	19	Advanced Training in Marketing for Bharti AXA	11.11.2019 12.11.2019	0.5
L	20	Managerial Effectiveness Programme for LIC Housing Finance Ltd.- I	11.11.2019 16.11.2019	1
N	21	Munich Re and NIA Workshop on Engineering Insurance	18.11.2019 20.11.2019	0.5
N	22	Insurance Technical Programme for Underwriter and Sales Team dealing with Commercial Lines of Liberty General Insurance	21.11.2019 23.11.2019	0.5
L	23	Managerial Effectiveness Programme for LIC Housing Finance Ltd.- II	09.12.2019 14.12.2019	1

N	24	Programme for Scale V Officers (United India)	12.12.2019 14.12.2019	0.5
N	25	Workshop on Vigilance (Non-Life)	19.12.2019 20.12.2019	0.5
N	26	Orientation Training Programme for Independent Directors (Non-Life) - I	20.01.2020 21.01.2020	0.5
L	27	Orientation Training Programme for Independent Directors- (Life) - I	03.02.2020 04.02.2020	0.5
N	28	Non-Motor Product Training for Liberty General Insurance Ltd.- III	10.02.2020 14.02.2020	1
N	29	Orientation Training Programme for Independent Directors (Non-Life) - II	13.02.2020 14.02.2020	0.5
L	30	Orientation Training Programme for Independent Directors- (Life) - II	27.02.2020 28.02.2020	0.5
N	31	Orientation Training Programme for Independent Directors (Non-Life) - III	05.03.2020 06.03.2020	0.5

**Table 3:  
Seminars conducted at NIA**

Cat.	Sr. No.	Title of the Programme	Date
L	1	C D Deshmukh Memorial Seminar on Life Insurance Industry in USD 4 Trillion Indian Economy	10.01.2020
C	2	NIA-Swiss Re Seminar on Digital Disruption: Embracing Digital Innovation in (Re)Insurance Business	07.02.2020

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

Cat.	Sr. No.	Title of the Programme	From to	Duration in week
N	1	Induction Training Programme for Bharti AXA GI	10.04.2019 13.04.2019	1
N	2	Induction Training Programme for Direct Recruit Officers of New India - Batch A- Phase 1	15.07.2019 23.08.2019	6
N	3	Induction Training Programme for Direct Recruit Officers of New India - Batch B- Phase 1	15.07.2019 23.08.2019	6
N	4	Induction Training Programme for Direct Recruit Officers of New India - Batch C- Phase 1	15.07.2019 23.08.2019	6
N	5	Induction Training Programme for Direct Recruit Officers of New India - Batch A- Phase II	23.09.2019 18.10.2019	4
N	6	Induction Training Programme for Direct Recruit Officers of New India - Batch B- Phase II	23.09.2019 18.10.2019	4
N	7	Induction Training Programme for Direct Recruit Officers of New India - Batch C- Phase II	23.09.2019 18.10.2019	4

N	8	Induction Training Programme for Direct Recruit Officers of GIC Re	06.01.2020 14.02.2020	6
N	9	Induction Training Programme for Direct Recruit Officers of New India	06.01.2020 14.02.2020	6

### Off-Campus Programmes:

In addition to the annual calendar On-campus programmes, NIA conducted On-request Off-Campus Programmes as per Table-5 below:

**Table 5:  
On-request Off-Campus Programmes**

Cat.	Sr. No.	Title of the Programme	From to	Duration in week
N	1	Emerging Leaders Programme for Bharti AXA General Insurance in Mumbai	14.04.2019 14.04.2019	0.5
N	2	Programme on Insurance and Reinsurance for Swiss Re I in Bangalore	29.04.2019 30.04.2019	0.5
N	3	Programme on Insurance and Reinsurance for Swiss Re II in Bangalore	24.07.2019 25.07.2019	0.5

### Overseas Programmes:

In addition to the annual calendar programmes, NIA conducted On-request Overseas Programmes as per Table-6 below:

**Table 6:  
On-request Overseas Programmes**

Cat.	Sr. No.	Title of the Programme	From to	Duration in week
N	1	Training Programme for National Life and General Insurance Co.Ltd., Muscat, Oman	19.09.2019 20.09.2019	0.5
N	2	Comprehensive Technical Programme in General Insurance for Association of Ethiopian Insurers, Addis Ababa, Ethiopia	09.12.2019 21.12.2019	2

### GM's Meet on Annual Training Calendar of NIA:

A meeting of the GMs of all PSU General Insurance companies, GIC & AICL was convened by NIA at its campus on 16.12.2019 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.

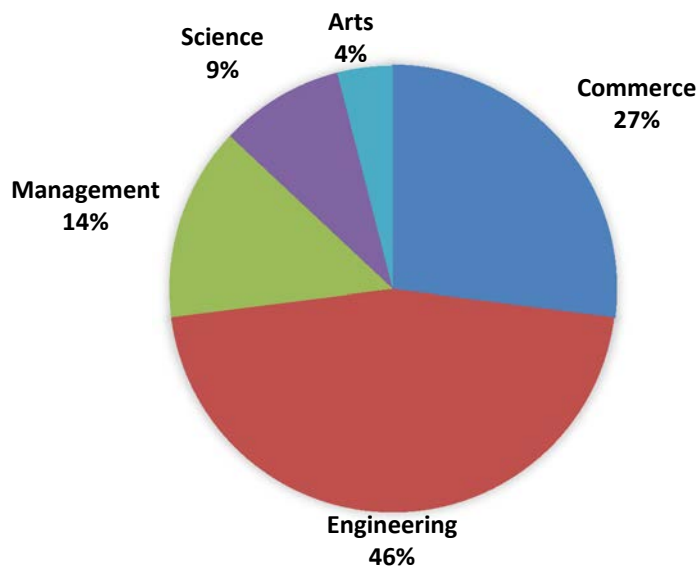
## Academic Programme - Post Graduate Diploma in Management (PGDM)

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

### Registration and Orientation Programme (Batch 2019-21):

The Academy receives applications from students with varied academic backgrounds viz. from Arts to Engineering, for its PGDM Programme. A graphic academic profile of Batch 2019-21 is given in Figure- 1:

**Figure 1: Qualification Profile Batch 2019-21**



A one-week orientation programme for the Batch 2019-21 was held from 23<sup>rd</sup> June 2019 to 5<sup>th</sup> July 2019. On the first day of the Programme, students along with their parents / guardians were introduced to the Programme structure and execution. On subsequent days the students were introduced through workshops to Team Building, Business Simulation, Managing Self, Self-Management Techniques, Campus to Corporate, Introduction to the Financial World, Analysis of Financial Statements, relating with changing environment, Harnessing Communication Skill, Harnessing Self through Cinema, Introduction to Actuarial Sciences, Chartered Insurance Institute(CII) and Insurance Institute of India(III) qualifications and Current Scenario of Indian Insurance sector. Online orientation of PGDM 2019-21 batch students was done to involve them in preliminary discussion and provide orientation to Quantitative Techniques before their arrival on the campus. A total of 92 students were enrolled for the Programme.

### Curriculum and Pedagogy:

The curriculum of the programme has been devised not only to inculcate knowledge and in-depth understanding of different functional areas, but also to introduce the students to the techniques and skills required for a successful on the job performance. It attempts to develop managerial /

professional skills in the students by polishing their innate abilities and attitudes. It also imparts the values required for leadership.

The curriculum consists of core subjects and elective subjects. The two-year PGDM course comprises of six trimesters, three in the first year and three in the second year. Each trimester is of 12 to 14 weeks duration with intense academic work for the student. The elective courses are offered in the second year. Students have to opt for 1 elective course in each of the Trimesters IV, V and VI. At the end of the third term the student is required to complete an eight-week Summer Internship Programme (SIP) which is a compulsory requirement of the Programme. The student is also required to work on a Major Research Project (MRP) in the VI<sup>th</sup> Trimester and submit a report to qualify himself / herself for the award of Diploma.

The pedagogy comprises of:

1. Case Study / Quiz
2. Use of Information Technology (viz. Blogs, Wiziq, Udemy)
3. Digital Library
4. Industry Interface
5. Classroom Lectures and Tests
6. Individual and Group Assignments
7. Individual and Group Presentations
8. Special lectures by corporate leaders / eminent personalities

### **Evaluation & Grading:**

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

### **Guest Lectures:**

It has been the practice of the Academy to bring the students face to face with eminent academicians and practitioners. Guest lectures are regularly organized to benefit the students from the experience and wisdom of the speakers. Eminent speakers from insurance companies and the corporate world frequently visit the campus and interact with the students. These guest lectures form an integral source of learning for the PGDM students. The PGDM students had the privilege of being addressed by the following dignitaries during this year as per Table-7:



*Mr. G. Srinivasan, Director, NIA welcoming Mr. Sri Kumar, IPS at NIA*



*Mr. G. Srinivasan, Director, NIA welcoming Dr. Raghunath Mashelkar at NIA*



**Table 7:  
List of Guest Lectures conducted in the year 2019-20**

<b>Date</b>	<b>Speaker</b>	<b>Topic</b>
02.08.2019	Mr. Nishant Sinha AVP Strategy Specialist, Swiss Re	Introduction to Re-Imagining Insurance Challenge 2019
27.11.2019	Mr. Hassan Amani Omuroka Kenya Reinsurance Corporation Ltd	Overview of International Reinsurance Business
07.12.2019	CIDIZEN Trust Members	
	Mrs. Maneesha Gupta & Mrs. Meenal Khanna	Risk Based Capital Regime in India: An Introduction
	Mrs. G. Bhuvaneshwari & Mrs. Deepa Panth	Non-Life Insurance Industry - Gearing up for the Millennials
	Mr. Senthil Kumar & Mrs. Renuka Ahluwalia	Crop Insurance in India: Sailing under Rough Weather
	Mr. J. Venkat Ramanan & Mrs. S. Rajalakshmi	Steering the Insurance Industry into the Digital Era
03.03.2020	Mr. Sri Kumar Alumni IIT Madras, IPS, Author of Trust	Empowering the Whistle Blower-A Smart Way To Fight Corruption
09.03.2020	Dr. R. A. Mashelkar Padmashri (1991), with Padmabhushan (2000) and with Padma Vibhushan (2014)	Leadership challenges in the fast-changing world

## Student Activities:

### HR Summit

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.



*Mr. Palash Jain, Co-Founder and Director, inFeedo giving keynote address during the HR Summit*

The event provides NIA Students an opportunity to get a glimpse of the world of work and groom themselves to meet the industry expectations. The students of NIA have been successful in organizing the summit. This year the event was held in NIA Campus on 6th September 2019.

The theme of the summit was “World of Work: Changing Landscape” and was coordinated by Dr. Sushama Chaudhari.

The summit attracted about 150 attendees and more than 15 speakers and Heads of HR of various General, Life, Broking, Health, Reinsurance and IT/ITES Companies.

## Insurance Summit



*Mr. G. Srinivasan, Director, NIA, giving welcome address. Seen in the photo Mr. Pravin Kutumbe, Member(F&I)-IRDAI, Mr. A. V. Girija Kumar, CMD- Oriental Insurance, Mr. Girish Radhakrishnan, CMD-United India*

Insurance Summit, the student driven initiative of NIA is an event wherein the leaders of insurance industry discuss and brainstorm critical issues challenging the industry. The Summit aims to assess the potentials and the contours of the industry’s emerging landscape with focus on its future development. It generates ideas beneficial to the 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 15 years. This event is organized every year in Mumbai. In the year 2019-20, it was held on October 10, 2019. The theme of the Summit was “**Navigating Insurance Ecosystem: A Strategic Perspective on Building a Resilient Industry**”. The keynote Address was by Mr. A. V. Girijakumar and the inaugural Address by Mr. Pravin Kutumbe, Member - Finance & Investment, IRDAI. The special Address was by Mr. Girish Radhakrishnan, Chairman-cum-Managing Director, The United India Insurance Company Ltd. A special feature this year was the Special Alumni Round on ‘**Discovering new Territories through Old Roots**’. This Summit attracted extensive participation from leading speakers and delegates in the insurance, IT/ITES and related fields. The Summit received deep appreciation from all quarters. The Co-ordinators of the Summit were Dr. S. Doss and Mr. K.K. Panda.

The students of NIA have been successfully organizing the summit for the last 15 years. This event is

## Other Seminars

Participation in various seminars and conferences organized by the Academy has always been an important source of learning for our PGDM Students. Like earlier years, during 2019-20 too, students gained knowledge, skill enhancing exposure and experience through several such seminars/conferences held on/off the campus. This included the Annual C. D. Deshmukh Seminar on “Life Insurance Industry in a US \$ 5 Trillion Indian Economy” on 10<sup>th</sup> January 2020 held on the campus, NIA – Swiss Re International Seminar On “Digital Disruption: Embracing Digital Innovation in (Re) Insurance Business” on 7<sup>th</sup> February 2020, held at Mumbai and India Rendezvous of Asia Insurance Review in Mumbai on 21<sup>st</sup> & 22<sup>nd</sup> January 2020.

## **Student Achievements:**

### **NIA- Swiss Re International Seminar**

Mr. Channabasava R Jyoti and Ms. Pratibha Sinha, students of PGDM Batch 2018-20 contributed a Research Paper for the competition held in connection with the NIA- Swiss Re International Seminar on Climate Risks on Insurance Business – Risk Mitigation and Adaptation Strategies on 7th and 8th of February 2019

### **Swiss Re Bootcamp 2019**

Ms. Iti Jain and Ms. Debdutta Nag, students of PGDM Batch 2018-20 were selected to attend a boot camp organised by Swiss Re, Bangalore.

### **Global Conference of Actuaries 2020**

Ms. Surabhi, Ms. Smriti Aggarwal and Mr. Abhinav Kumar, students of PGDM Batch 19-21 were selected as the Research Associates for Coffee Table Book on the occasion of 75 years of Indian Actuarial Society. They attended the Global Conference of Actuaries 2020 at Renaissance Mumbai Convention Centre Hotel on the 17<sup>th</sup>, 18<sup>th</sup> and 19<sup>th</sup> of February 2020.

### **Risk and Insurance Management Society (RIMS) Grant**

A well-known organization dedicated to educating, engaging and advocating for the global risk community, RIMS, the risk management society, is a not-for-profit organization representing more than 3,500 corporate, industrial, service, nonprofit, charitable and government entities throughout the world.

Two students Ms. Akanksha Sharma and Ms. Tushpreet Sokhi, Batch 2018-20 were selected for participation in the RIMS 2020 Annual Conference and Exhibition scheduled in April 2020 at USA. However, the same was cancelled due to COVID-19 pandemic.

## **Events:**

### **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 - Association of Marital Counsellors, Pune on 6<sup>th</sup> March 2020. Dr. Keskar highlighted the provisions of the Act and informed the students about need for “Zero Tolerance” for sexual harassment in the Academy / workplace.



### **International Day of Yoga**

NIA enthusiastically celebrated the International Day of Yoga on 21<sup>st</sup> June 2019. The staff members, and MDP Participants attended the session in large scale. The PGDM students who were doing internship in Pune also participated.

### **Tree Plantation**

National Insurance Academy organized Tree Plantation activity on 14<sup>th</sup> August 2019.



### **Blood Donation Camp**

National Insurance Academy organized a Blood Donation Camp at NIA on 24<sup>th</sup> August 2019 along with Pimpri Serological Institute Blood Bank, Pimpri, in which 60 units of blood were collected. A certificate & souvenir were handed over to the Blood donors for their goodwill gesture. Such camp is a regular Annual activity @ PGDM since inception of the course.

A quiz on the concept of Health Awareness was also organized on this occasion by the Students Cultural Committee and Certificates were awarded to the winners.



### Insurance Awareness Rally

On the occasion of NIA's Foundation day on 16<sup>th</sup> December 2019, an Insurance Awareness Rally was organized by the National Insurance Academy to spread the need for having an Insurance cover and also to educate the public about the benefits of various social security insurance schemes. The rally was led by Shri G. Srinivasan, Director, NIA, in which



Principal-PGDM, Chair Professors, Faculties, Staff and students participated. The rally covered Baner Road, Balewadi High Street and returned through Balewadi Road.

To create Insurance Awareness among common people, a CONTEST on the theme "INSURANCE AWARENESS" was conducted and the entries were invited from the PGDM students in the following categories:-

Category I: "Catchy innovative Slogans" & Category II: "Jingle"

These slogan and jingles were displayed and sang during the Insurance Awareness Rally held on 16.12.2019. After completion of the rally the winners were rewarded by the Director.

### Insurance Awareness Programme



NIA celebrates December as the month for creating "Insurance awareness" and had several interactions with students of different colleges at Pune & Mumbai on this theme

The Insurance awareness meet was organized at NIA, Pune for the students of Progressive Education Society's Modern College of Arts, Science and Commerce, Pune on 7.12.2019

Students of NIA also organized a camp on 14th December 2019 for the general public to share information on the various Government run social security schemes namely PMJJBY, PMSBY and Atal Pension Yojana. Director, NIA handed over the proposal forms to the Branch officials of Bank of Maharashtra.



**Sports and Cultural Activities:**



NIA Annual Sports Event 2020 was inaugurated on 28<sup>th</sup> Jan 2020. The event saw wholesome participation from students and employees, family members residing within and outside campus. Sports events like Badminton, Tennis, Chess, Football, Throw ball were organized.

NIA campus was full of fun and festivity with regular events. Celebrations were held on the occasion of Gokulashtami / Janmashtami, Ganesh Chaturthi, Holi, Independence Day, Republic Day. The residents of the campus also participated in these events.

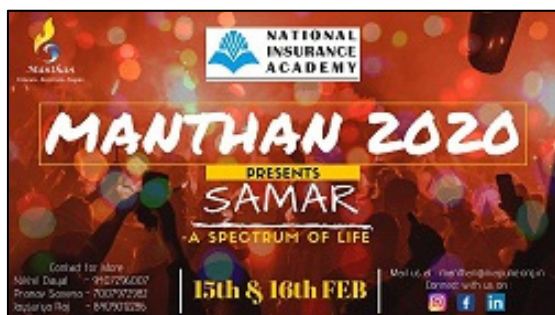
**Outbound learning**

The students of the Batch 2019-21 were provided with an opportunity to participate in an outdoor workshop from 24<sup>th</sup> to 26<sup>th</sup> June 2019 as a part of the Orientation programme at a place about 80 kms from Pune at Garudmachi in Tamhini Ghat, Mulshi wherein various team building activities were organized.



## Management Festival

The students fest 'Manthan' was organized on 15<sup>th</sup> and 16<sup>th</sup> February, 2020 at NIA campus by PGDM students. Events ranging from Business, Cultural to Sports and Entertainment were conducted. Management students in Pune and outstation colleges participated in the fest.



### Final Placements:

Since the inception of the course, the academy has been able to maintain the record of 100% placement. Batch 2018-20 with 80 students was placed in well-known companies in the insurance industry. The placement activity which saw participation by 27 recruiters was smooth. Some students received pre-placement offers from their summer internship recruiters. The distinct feature of Batch 2018-20 was Pre-Placement Offers for nineteen students.

The prominent recruiters are listed in Table-8, Sector-wise Placement in Table-9 and compensation offered in Table-10 below:

**Table 8:  
List of Recruiters Batch 2018-20**

<b>General Insurance</b>	<b>Insurance Brokers</b>
Bajaj Allianz General Insurance Co. Ltd.	Global Insurance Brokers
Bharti AXA General Insurance Co. Ltd	Aditya Birla Insurance Brokers
Chola MS General Insurance Co. Ltd	Anviti Insurance Brokers
Go Digit General Insurance Ltd.	Marsh India Brokers
HDFC ERGO General Insurance Co. Ltd.	TATA Motors Brokers
Iffco-Tokio General Insurance Co. Ltd.	Unilight Reinsurance Brokers
Magma HDI General Insurance Co. Ltd.	<b>IT / InsurTech</b>
Tata AIG General Insurance Co. Ltd.	Accenture
<b>Life Insurance</b>	Atos-Syntel
Edelweiss Tokio Life Insurance Co. Ltd.	C2L
Future Generali Life Insurance Co. Ltd	SE2
SBI Life Insurance Co. Ltd	<b>TPA</b>
Kotak Life Insurance Co. Ltd.	Health TPA
<b>Standalone Health Insurance</b>	<b>Banking</b>
Cigna Manipal Health Insurance Co. Ltd	Airtel Payments Bank
<b>Reinsurance</b>	<b>Web Aggregator</b>
Swiss Re	Policy Bazaar

**Table 9:  
Sector-wise Placement (Batch 2018-20)**

<b>Sector-wise Placement</b>	<b>Percentage (%)</b>
General Insurance	40
Life Insurance	10
Standalone Health Insurance	1
IT	13
Insurance Brokers	15
Reinsurance	5
TPA	1
Banking	1
Web Aggregator	14
<b>Total</b>	<b>100%</b>

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

<b>Package</b>	<b>Batch 2018-20</b>
Highest	12.10 lakhs
Average	8.40 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 Summer Internship Programme (SIP) to qualify for the Diploma. After completing the three trimesters in the first year, each student is placed with an organization with specific assignment on which the student has to work and report to the Faculty Guide. The objective is to expose students to the dynamics of an organization and the market. The project work is an integral part of the academic curriculum and must be completed satisfactorily.

Summer placement process was organized from the month of October 2019. In all 31 companies as named in Table-11 participated in Summer Internship Programme.

**Table 11:  
Summer Internship Companies (Batch 2019-21)**

<b>Sr. No.</b>	<b>Name of the Company</b>
1	Kotak General Insurance Co. Ltd.
2	Cholamandalam MS General Insurance Co. Ltd.
3	Iffco Tokio General Insurance Co. Ltd.
4	Royal Sundaram General Insurance Co. Ltd.
5	Bharti AXA General Insurance Co. Ltd.



6	HDFC Ergo General Insurance Co. Ltd.
7	ICICI Lombard General Insurance Co. Ltd.
8	Universal Sompo General Insurance Co. Ltd.
9	Future Generali General Insurance Co. Ltd.
10	Tata AIG General Insurance Co. Ltd.
11	SBI Life Insurance Co. Ltd.
12	ICICI Prudential Life Insurance Co. Ltd.
13	Canara HSBC Life Insurance Co. Ltd.
14	Future Generali Life Insurance Co. Ltd.
15	Aditya Birla Health Insurance Co. Ltd.
16	Marsh Insurance Brokers
17	Anviti Insurance Brokers
18	Aditya Birla Insurance Brokers
19	Edelweiss Insurance Broker
20	Global Insurance Brokers
21	Munich Re
22	Swiss Re
23	Go Digit General Insurance Ltd.
24	SE2
25	L&T Infotech
26	MistEO
27	Oriental Insurance-Dubai
28	Omega Insurance Broker, Dubai
29	New India Assurance, Dubai
30	Johnson and Johnson
31	PolicyBazar

### **NIA Scholarship**

NIA offers a scholarship of Rs. 1 lakh each for different categories like merit, girls, reserved category and economically weaker section, 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.

### **PGDM Publication-Pravartak**

The publication brought out through initiative of PGDM students has wide appeal amongst readers and stalwarts of insurance industry. In continuation with this tradition PGDM student brought out the “Pravartak” issue on various topics. The issue was well received and appreciated by the readers for its insightful articles.



**Convocation – Batch 2017-19:**

The convocation for Batch 2017-19 was held on April 12, 2019. Dr. Bhushan Patwardhan, Vice Chairman, UGC was the Chief Guest. Dignitaries and visiting faculties graced the occasion. Awards and Medals were distributed to 7 meritorious and all-rounder students.

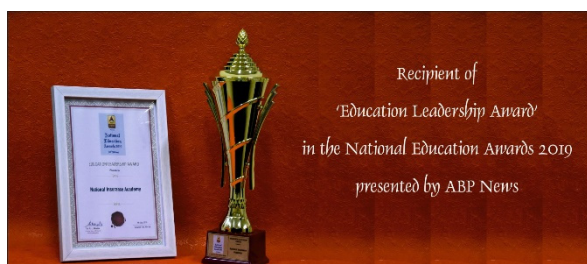


*Dr. Bhushan Patwardhan, Vice Chairman, UGC, Mr. G. Srinivasan, Director, NIA, and Dr. Sanjay Mali, Principal-PGDM along with Batch 2017-19.*

## Awards

NIA has been awarded the “Education Leadership Award” at National Education Awards 2019 function presented by ABP News held in Mumbai on 4th July 2019.

On behalf of National Insurance Academy Mr. Shiv Prabhat, Chair Professor - Financial Inclusion & Social Security and Mr. Vivek Moharil, Faculty; received the award.



*Mr. Shiv Prabhat, Chair Professor (FI&SS) and Mr. Vivek Moharil, Faculty receiving the award from ABP News*



## 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 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.

Interaction with Alumni was arranged during the current year. The following Alumni (Table-12) took the initiative of visiting the campus and interacting with current students.

**Table 12:  
Alumni visited Campus**

Sr. No.	Name of the Student	Batch	Sr. No.	Name of the Student	Batch
1	Mr. Anshuman Panda	Batch 2005-07	11	Mr.Punit Joshi	Batch 2013-15
2	Mr. Anurag Mishra	Batch 2005-07	12	Ms.Nilofar Khanum	Batch 2012-14
3	Ms. Sneha Gokarn	Batch 2005-07	13	Mr.Safaraz Shah	Batch 2010-12
4	Mr. Dilip Singh Kushwaha	Batch 2014-16	14	Mr.Ashirwad Padhee	Batch 2015-17
5	Mr. Roushan Kumar	Batch 2014-16	15	Mr.Shriram Singh Tomar	Batch 2009-11
6	Mr.Sudeep Roy	Batch 2006-08	16	Mr.Samip Menon	Batch 2012-14
7	Mr.Suvendu Pradhan	Batch 2013-15	17	Mr.Soumyadip Chakraborty	Batch 2009-11
8	Mr.Kartik Patel	Batch 2007-09	18	Mr.Prabhat Ranjan	Batch 2012-14
9	Mr.Rishabh Chaturvedi	Batch 2008-10	19	Mr.Manisha Shalini	Batch 2012-14
10	Mr.Pankaj Suthar	Batch 2010-12			

NIA has taken one more step by empaneling Alumni members in GD / PI rounds of the Admissions selection Process for PGDM Batch 2019-21 and Board of Studies of NIA.

## **Research Centre for Ph.D.**

National Insurance Academy is a recognized Research Centre of Savitribai Phule Pune University (SPPU) for doctoral studies leading to a Ph.D. Degree in Management. Presently there are four Ph.D. Guides approved by SPPU through a rigorous scrutiny process.

In the year 2019-20, NIA conducted two rounds of Ph.D. admissions as per guidelines of SPPU. Two Ph.D. Scholars have been admitted to NIA Research Centre. One candidate Mr. Roshan Raju has submitted final thesis under the supervision of Dr Sushama Chaudhari. All the processes viz. pre synopsis presentation before external experts, synopsis & manuscript, submission have been successfully completed.

Another candidate Mr Nimkar is in the final stage of completion of his work. He is being supervised by Dr S. Uma. Presently nine Ph.D. Scholars are pursuing their doctoral research at NIA.

The Academy constituted an Institutional Academic Integrity Panel (IAIP) as per the norms of Savitribai Phule Pune University to restrict Plagiarism in research work as per UGC Guidelines.

## **Centre for Research**

NIA's Centre for Research is established to promote development of research ecosystem at the Academy. The Centre also aims at working for building research based knowledge generation in the form of Books, Monographs, Articles in Journals, Book Chapters, Articles in Periodicals & Dailies (Newspapers), Papers presented at Conferences / Seminars, Case studies / Notes, working papers, etc.

Since its establishment in April, 2019, the Centre has initiated and conducted a number of activities to fulfil its aims and achieve objectives. Some of the key activities during the year were:

1. Prof. Shaun Wang, Professor of Actuarial Science, Nanyang Business School & Director, Insurance Risk and Finance Research Centre, Singapore visited NIA from 28<sup>th</sup> to 30<sup>th</sup> April 2019.

He interacted with NIA Faculty and Research Associates on "Innovation for Training Talents in Insurance and Risk Management and Knowledge Generation through Enabling Research"



*Prof. Shaun Wang, Nanyang Business School interacting with industry leaders and senior executives and NIA Faculty*

Prof. Shaun also interacted with around 40 Industry leaders and senior executives and NIA Faculty and Research Associates on "Emerging Risk Frontiers and Innovative Risk Mitigation Strategies for Insurance Industry (With Special focus on Cyber Risk and Cyber Security)". He addressed on the following topics:

- a. Assessment of Cyber Risk Exposures

- b. Financing of Natural Catastrophes
- c. Disaster Risk Financing
- d. Transformation of Actuarial Science
- e. Risk-Based Capital and Solvency II – Experiences from the US, Canada, Europe, and Singapore

Prof. Shaun met the IRDAI Chairman Dr. S.C. Khuntia and other senior IRDAI officers at Hyderabad along with Director, NIA. He shared insights from his experience of working in different markets on Risk-Based Capital and Solvency II, Cyber Risk and Actuarial Practices with the Chairman, IRDAI

2. NIA conducted a Workshop on Research Methodology for the Faculty Members and Research Associates from 25th to 27th June 2019. The workshop aimed at providing the knowledge of basic concepts, tools and techniques to the non- Ph.D. Faculty Members and Research Associates to help them in taking up Research Projects. The facilitator for the workshop were internal faculty members.
3. The Research Advisory Committee (RAC), the primary advisory committee, conducted its first meeting on 23rd July 2019 on devising a plan to enhance the research ecosystem at NIA. In the presence of the two external members viz. Dr. Samapti Guha from Tata Institute of Social Sciences and Dr. Urvashi Rathod from Symbiosis International University, the RAC identified faculty and research resource development as key thrust areas.
4. The centre arranged an introduction-cum-demonstration session on EMIS & CEIC, one of the reputed comprehensive financial data and research platform for the faculty members/ Research Associates on 13th September 2019. Post this session, the faculty members were provided a month-long trial access for hands-on experience of working on international data sets provided by the platform.
5. A workshop on “Design Thinking” was organized for the faculty members and Research Associates on 13th September 2019 during the second half of the day,
6. From January 2020, the Centre has been conducting a monthly meet of all Faculty Members and Research Associates under the Faculty Development Programme. The main objective of the meeting is sharing of information on the latest developments in the Life Insurance, General Insurance and Management space.
7. Expert members of the CIDIZEN Trust visited NIA to share and discuss their research work and findings on the four subjects on 7th Dec 2019: “Risk Based Capital Regime in India: An Introduction”, “Non-Life Insurance Industry - Gearing up for the Millennials”, “Crop Insurance in India: Sailing under Rough Weather”, and “Steering the Insurance Industry into the Digital Era”.

## **Publication**

BimaQuest is a RNI registered publication of National Insurance Academy, Pune since 2001. It is published in the months of January, May and September every year. It is indexed in EBSCO database and Google Scholar.

NIA encourages its Faculty and Research Associates to publish their work in refereed journals and /or present their ideas at national and international seminars as per the details given below:



### Research Papers / Articles in Journals:

The details of research papers / articles in journals are given below in Table-13:

**Table-13**

Sr. No	Research Paper / Articles in Journals
1	<b>The Changing Dynamics of Manager-Subordinate Relationships in Organizations</b> Deepika Pandita, Manju Singh and Dr. Sushama Chaudhari European Business Review, 2019, Vol. 31 No. 2, pp. 218-231 (ISSN-0955-534X)
2	<b>A Study on Performance of Ola Cab using SERVQUAL</b> Raju Roshan and Dr. Sushama Chaudhari International Journal of Management, Technology and Engineering, 2019, Vol 9 (3), ISSN NO: 2249-7455
3	<b>The Applicability of the Insolvency and Bankruptcy Code (2016) to Insurance Companies – NCLT Order in the matter of Aviva Life – An Analysis</b> Dr. M.C. Patwardhan Bimaquest – The Insurance Journal, January 2020, 20(1)
4	<b>A Step Towards Social Security: Aam Admi Bima Yojana(AABY)</b> Dr. Archana Singh, Sandeep Pande and Shiv Prabhat Bimaquest – The Insurance Journal 2019, Vol 19, Issue 2, ISSN-0974-0791
5	<b>A Snapshot of Pradhan Mantri Fasal Bima Yojana: Performance in Last Two Seasons</b> Dr. Archana Singh Bimaquest – The Insurance Journal 2019, Vol 19, Issue 2, ISSN-0974-0791

### Articles in Periodicals & Dailies (Newspapers) / Newsletters

The details of Articles in Periodicals & Dailies (Newspapers) / Newsletters are given below in Table-14:

**Table-14**

Sr. No	Articles in Periodicals & Dailies (Newspapers) / Newsletters
1	Mr. K. K. Panda wrote commentary for NIA's Newsletter on "Current GST on Insurance Policies- A Dampener for Growth"
2	Mr. Sandeep Pande wrote commentary for NIA's Newsletter on the following topics: <ul style="list-style-type: none"> <li>▪ Rise of New Distribution Channels in Life Insurance Industry (Individual Business) (June 2019 Issue)</li> <li>▪ Individual Agent: A Key Insurance Intermediary in Life Insurance, Insurance (June 2019 Issue)</li> <li>▪ Life Insurance Industry becomes more customer centric, (July 2019 Issue)</li> <li>▪ Life Insurance Industry's Key Parameters, (August 2019 Issue)</li> <li>▪ Rural Segment: The Growth lies here, (September 2019 Issue)</li> <li>▪ Who says recession? Life Insurance sector is blooming (Oct 2019 Issue)</li> <li>▪ Life Insurance Individual Business: Break up (Q1:2019-20), (Nov 2019 Issue)</li> <li>▪ Life Insurance Industry Insights: Quarter 3 FY 2020, (Feb 2020 Issue)</li> <li>▪ Social Distancing: A New Normal, (March &amp; April 2020 Issue)</li> </ul>

### Papers Presented at Conferences / Seminars

The details of Papers Presented at Conferences / Seminars are given below in Table-15:

**Table 15:**

Sr. No.	Papers Presented at Conferences / Seminars
1	<b>Risk Mapping and Analysis of Cattle Insurance Portfolio for Improving the Cattle Insurance Penetration in India</b> Dr. S. Doss Seminar on Livestock Insurance Need of the Day organized by Insurance Foundation of India and PHD on 3, February 2020 at New Delhi.
2	<b>Digital Disruption through Data Science Embracing Digital Innovation On (Re) Insurance Business</b> Dr. S. Doss NIA-Swiss Re International Seminar 2020 held on 7th February 2020
3	<b>Barriers to Advancement of Mid-Career Women in India: Implications for Women Leadership</b> Dr. Sushama Chaudhari, Shivani Inamdar and Dr. Asha Nagendra 3rd International Conference on Gender Research (ICGR20) Reading University, Reading, UK on the 2nd & 3rd April 2020
4	<b>Factors Influencing Enrolment for PMSYMDS by Unorganized Sector</b> Dr. Shalini Tiwari, Ms. Rutuja Patil 8th AIM - AMA Sheth Foundation Doctoral Conference, BIMTECH at New Delhi from 3rd Jan to 6th Jan 2020. It received the BEST PAPER AWARD
5	<b>The Insider Trading Prohibition in India- In Search of a Doctrine</b> Dr. M.C. Patwardhan Tenth National Business Law Scholars Conference held at the University of California Berkeley School of Law, United States on June 20-21, 2019
6	<b>Cantor's Paradise on Skolem's Earth</b> Mr. M. C. Patwardhan Conference on Set Theory: Bridging Mathematics and Philosophy, University of Konstanz, Germany from July 29-31, 2019
7	<b>Farmers' Suicides in India: Financial Capability Based Case Control Study</b> Dr. Archana Singh Poster presentation in the 94th Annual Conference 2020 of the Agricultural Economics Society, K U Leuven, Belgium - 2019
8	<b>Domestic Tour Operators: Moving Towards Inclusive Tourism</b> Raju Roshan and Dr. Sushama Chaudhari International Conference on Industry 4.0- Engaging with Disruptions', organized by Dr. DY Patil Vidyapeeth (Deemed to be University) and Global Business School and Research Centre, Pune on 30th Sept & 1st Oct 2019

**Seminar / Conference / Workshop Attended:**

The details of Seminar / Conference / Workshop Attended are given below in Table-16:

**Table 16:**

Sr. No.	Seminar / Conference / Workshop Attended
1	Ms. Jayashree Sridhar and Mr. R. Rajnikanth participated in a two-day Workshop organized by ISB on the topic “Case Study Based Teaching” on 10th & 11th February 2020 at Goa
2	Mr. R. Rajnikanth and Dr. S. Doss participated in the International Marketing Seminar on Advanced Analytics and Artificial Intelligence organized by IndSearch Bavdhan Campus on 4th January 2020
3	Mr. R. Rajnikanth and Mr. L. K. Shamsunder participated in the seminar on Artificial Intelligence in Insurance Industry organized by Insurance Foundation, New Delhi on 19th August, 2019.
4	Dr. Archana Singh participated in the Conference on Crop Insurance organized by Ministry of Agriculture and Farmer Welfare, on September 29 to October 1, 2019 Delhi
5	Dr. Archana Singh participated in the Conference on Crop Insurance organized by Asia Insurance Review on September 11-13, 2019, Delhi
6	Mr. Suresh Samtani and Ms. Suparna Bedakihale participated in the FICCI-PFRDA interactive session on National Pension System (NPS) on 24th December 2019 organized by MCCAIA,Pune.

**Guest Sessions / Guest Speaker:**

The details of Guest Sessions / Guest Speaker are given below in Table-17

**Table 17:**

Sr. No.	Guest Sessions / Guest Speaker
1	Dr. S. Doss was invited as a speaker on the topic “Livestock Insurance: Current Scenario Challenges and Way Forward” in the seminar on Livestock Insurance -Need of the Day organized by Insurance Foundation of India on 3rd February 2020 at Delhi.
2	Dr. Archana Singh represented NIA as a panellist in the 4th National Review Conference on Pradhan Mantri Fasal Bima Yojana (PMFBY) organised by Department of Agriculture Cooperation & Farmers Welfare, Ministry of Agriculture & Farmers Welfare on 17th and 18th of February in Udiapur
3	Dr. Archana Singh was invited as a Special Trainer, UNDP – Biz Sakhi Master Trainer training from 5th to 10th August 2019 at NIRDPR Campus in Hyderabad.
4	Dr. Archana Singh was invited as a Resource Person for training of Master Trainers on Entrepreneurship Mentorship by National Institute for Entrepreneurship & Small Business Development (NIESBUD) Ministry of Skill Development and Entrepreneurship, Govt. Of India, Noida, UP from 11th -16th November 2019



**Research Project initiated during the year:**

NIA conducted nine Research Projects during the year 2019-20. Out of these, three projects are completed. The remaining six are in progress as per Table-18:

**Table 18:**

Sr. No.	Name of the Topic	Team Members
1	Study/ Research on Common Service Centers (CSCs)	Mr. Shiv Prabhat Dr. Archana Singh
2	A Study on Assessment of Cyber Risk Exposures and Its Impact on Organizational Performance in India	Dr. S. Doss Mr. G. Srinivasan Dr. N. Ravindran, Sentinal Risk Advisory (External Expert) Mr. B. Suresh, Sentinal Risk Advisory (External Expert)
3	A Study on Assessment of Risk Culture in the selected Insurance Companies	Dr. S. Doss Mr. G. Srinivasan Dr. Shalini Tiwari Mr. Asim Pattnaik Mr. Rajiv Arora, E&Y
4	A Study on Persistency Ratio in the Life Insurance Industry	Mr. Sandeep Pande Dr. Shalini Tiwari
5	A Study on Impact of Micro Offices on Growth of Retail Insurance	Dr. Sushama Chaudhari Dr. Archana Singh Mr. G. Srinivasan
6	A Study on Fraud and Manipulation in Motor Own Damage Insurance	Mr. K. K. Panda Mr. S. N. Nallasivan

**Research Project completed during the year:**

The research studies which have been completed in the year are given in Table-19 below:

**Table 19:**

Sr. No.	Name of the Topic	Team Members
1	A Study on Micro Insurance	Dr. Archana Singh Mr. Shiv Prabhat Mr. G. Srinivasan
2	A Study on Efficacy of Insurance Marketing Firm (IMF) Channel	Ms. Suparna Bedakihale Dr. Shalini Tiwari Mr. P. Venugopal Mr. G. Srinivasan
3	Qualitative Aspects of Claims Settlement Process of Public Sector General Insurance Companies	Dr. S. Doss Mr. G. Srinivasan Mr. Segar Sampathkumar Dr. S. Uma

## Consultancy Projects

The details of consultancy projects during the year is given in Table-20 below:

**Table 20:**

Sr. No.	Name of the Topic	Team Members
1	Formulation of Departmental Goals and KPIs and Redesigning APAR Formats' for Agriculture Insurance Company of India Ltd.	Dr. Sushama Chaudhari, Project Coordinator and Lead Consultant, Mr. Aswathanarayana Dr. Archana Singh

## Online Course

The details of online courses launched during the year is given in Table-21 below:

**Table 21:**

Sr. No.	Particulars
1	Mr. G. Pathak launched an online course. It is on "A Case involving Resource Allocation and Priority Setting" and offered in an online course platform Udemey <a href="https://www.udemy.com/course/cpm-pert-for-project-management/">https://www.udemy.com/course/cpm-pert-for-project-management/</a>
2	Mr. G. Pathak launched an online course titled "Linear Programming for Machine Learning" published in November 2019 at <a href="https://www.udemy.com/course/linear-programming-for-machine-learning/">https://www.udemy.com/course/linear-programming-for-machine-learning/</a> . This course has 6 sections with 19 lectures. At present, it is a highest rated course with 585 students from 68 countries.

## Course Material Chapters

Dr. S. Doss has written following 2 Chapters for Risk Management course which was published under the Risk Management Certification Course by NIA & RIMS. The details of the same is given in Table-22 below:

**Table 22:**

Sr. No.	Particulars
1	Concept of Risk Management and Enterprise Risk Management (Chapter-1)
2	Implementing the Risk Process (Chapter-4)

## Examinations

NIA conducts following examinations:

Insurance Brokers Examinations - NIA is the only body in India recognized by IRDAI for conducting Insurance Brokers' examination, which is conducted online. During the year NIA

conducted 6 (Six) examinations. Around 4500 candidates registered for the examinations, 4167 appeared for the examinations and 2349 passed the examinations.

Insurance Brokers Training - NIA has been recognized by IRDAI for conducting online Insurance Brokers' training since 2018. In the year 2019-20 total 2040 candidates have taken the online broker training from NIA's Online Broker Training Portal. Out of that 1873 candidates have completed the Fresh training for Broker and 167 candidates have completed the Broker License Renewal from NIA's Online training portal.

NIA is a member of the Institute of Global Insurance Education (IGIE). IGIE conducts two web-based courses in General and Life Insurance through the resources at AICPCU. NIA is an authorized Centre for the above examination for General (Property Casualty) and Life Insurance as foundation programme.

NIA, Pune is an Examination Center for conduct of the exams of The Chartered Insurance Institute (CII) only. These exams are held twice in a Year (April and October).

## **NIA's Other Pursuits of Professional Excellence**

### **Seminars / Conferences / Workshops:**

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

### **21<sup>st</sup> Annual C D Deshmukh Memorial Seminar**



*Mr. M R Kumar, Chairman, LIC of India, is Lighting up the Lamp along with, Mr. K Ganesh, Member (Life) IRDAI, Mr. P H Kutumbe, Member (Finance & Investment) IRDAI, Mr. P Venugopal, Chair Professor (Life) NIA*

The Academy organizes every year, sponsored by LIC of India, the prestigious “C D Deshmukh Memorial Seminar” on an Insurance theme to commemorate the contribution of the eminent scholar and legendary leader Late Sir C D Deshmukh. Late Sir Deshmukh was the first Indian to be appointed as the Governor of the Reserve Bank of India in 1943. He was also the member of the Board of Governors of the International Monetary Fund (IMF) and the International Bank of Reconstruction and Development (IBRD). He was the Finance Minister of India

from 1950 to 1956 and made most significant contributions in the areas of economics as well as education.

The 21<sup>st</sup> Annual C D Deshmukh Memorial Seminar was organised on 10<sup>th</sup> January 2020 at National Insurance Academy, Pune. The theme of the seminar was "Life Insurance industry in a US\$ 5 Trillion Indian economy".

Mr. M. R. Kumar, Chairman, Life Insurance Corporation of India inaugurated the Seminar and was the keynote speaker along with guest speakers Mr. P. H. Kutumbe, Member (Finance & Investment), IRDAI & Mr. K. Ganesh, Member (Life), IRDAI. Mr. G Srinivasan, Director NIA delivered the welcome address.

There were four panel discussions on subjects related to the theme:

- 1) "Navigating the changing Insurance Landscape"
- 2) "Digital Agility- Key to Disruption"
- 3) "Differential Customer Service- A key determinant for growth"
- 4) "Opportunities in Pension Market"

Mr S Bandopadhyaya, Member, PFRDA, renowned speakers from IRDAI, LIC of India, Life Insurance Council, India First Life Insurance Company, PWC, Canara HSBC Oriental Bank of Commerce Life Insurance Company, Future Generali Life Insurance Company Ltd, SBI Life Insurance Co. Ltd., Policy Bazaar, E & Y, Se2, Willis Towers Watson and College of Insurance (III, Mumbai) were part of the deliberations.

The seminar was attended by more than 300 distinguished delegates from the Insurance industry, practitioners, academicians and students.

The Seminar was co-ordinated by Mr. K.K. Das.

## **NIA-Swiss Re International Seminar**

National Insurance Academy in collaboration with Swiss Re organized the NIA-Swiss Re International Seminar on "**Digital Disruption: Embracing Digital Innovation In (Re) Insurance Business**" in Mumbai on 7th February 2020. The Seminar was attended by over 400 distinguished delegates viz. insurance practitioners, Sr./Top Executives from other industries, Academicians and Students from India and abroad.



*Dr. Subhash C. Khuntia, Chairman, IRDAI is giving inaugural address. Seen in the photo Mr. G. Srinivasan, Director, NIA, Mr. M. R. Kumar, Chairman, LIC, Mr. A.V. Girija Kumar, CMD, Oriental Insurance and Mr. G. Satish Raju, CEO, Swiss Re, India Branch*

The Seminar discussed the following topics:

- Emerging Technological Trends and Implications On (Re)Insurance Business
- Big Data and Artificial Intelligence Driving The Digital Revolution In (Re)Insurance
- Embracing the Digital Innovation In (Re)Insurance Business
- Cyber Risk and Cyber Security Threats - Need to Develop Comprehensive Cyber Insurance Solutions

The Seminar was inaugurated by Dr. Subhash C. Khuntia, Chairman, IRDAI with his inaugural address. Mr. G. Srinivasan, Director, NIA delivered the welcome address. Mr. M. R. Kumar, Chairman, LIC of India gave the keynote address. Mr. A.V. Girija Kumar, CMD, Oriental Insurance delivered the special address. Mr. G. Satish Raju, CEO, Swiss Re, India Branch delivered the special address.

Eminent speakers from Swiss Re, E&Y, Actuarial Consultants, SenSight Technologies Pvt. Ltd.,



*Dr. Subash Chandra Khuntia, Chairman, IRDAI releasing the research report along with the other dignitaries*

Bharti Axa General Insurance, PwC, IISC, IBM Cloud Analytics, DXC Technology, RMSIRDAI, Tata AIG General Insurance, Acko General Insurance, The New India Assurance, NSEIT, International Commission Cyber Security Law, Fire-eye Inc. etc. also addressed the delegates.

Dr. Subash Chandra Khuntia, Chairman, IRDAI released a research report published by NIA on the topic “Micro Insurance - Challenges and Opportunities” and the Seminar’s research article booklet. Mr. Shiv Prabhat, Chair Professor –Financial Inclusion at NIA, and Dr. Archana Singh, Faculty Member, NIA under the guidance of Mr. G Srinivasan, Director, had carried out the study.

The Seminar was co-ordinated by Dr. S. Doss and Mr. K.K. Panda.

The Seminar was co-ordinated by Dr. S. Doss and Mr. K.K. Panda.

## **NIA-RIMS MoU**

NIA entered into an MoU with Risk and Insurance Management Society, Inc., New York on 8th April 2019 to explore opportunities to collaborate with each other by engaging in the following activities:

- RIMS Educational membership
- Jointly organize training programmes, workshops and seminars in the areas relating to Risk Management.
- Exchange of information of the market requirements and regulations.
- Academic material at the RIMS Corner at the NIA library
- RIMS will provide support for organizing guest lectures
- Attend the RIMS Annual Conference, the biggest risk management conference in the world
- RIMS membership and RIMS-CRMP certification to NIA Faculty, students including alumni
- RIMS-CRMP training course



*Mr. Steven Chou, Vice President, Global Development, RIMS signing the MoU along with Mr. G. Srinivasan, Director, NIA*

## **Risk Management Certificate Course by NIA and RIMS**



*Ms. Jhelum Bagchi, Associate Director, Global Development, RIMS addressing the delegates*

practitioners, Brokers in Afro-Asian Region upgrade their professional knowledge and capabilities in Risk Management.

Insurance industry is in need of competent Risk Management Professionals to manage the emerging challenges. There is a vast scope for professionals for Risk Management in Insurance Companies, Banks, Financial Institutions who require detailed knowledge and skill sets in Risk Management.

In view of this National Insurance Academy in collaboration with RIMS, USA, has launched a Professional Certification Course on Risk Management on 7<sup>th</sup> November 2019. The Course will prepare the Insurance Executives, Risk Management

practitioners, Brokers in Afro-Asian Region upgrade their professional knowledge and capabilities in Risk Management.

The course duration is 3 days of intensive workshop covering the topics viz. Analysing the Business Model, Designing Organizational Risk Strategies, Implementing the Risk Process, Developing Organizational Risk Competency and Supporting Decision Making in Insurance Industry. At the end of the program, on successful passing of the qualifying examination, the candidate will be awarded a joint certificate by NIA, Pune and RIMS, USA. In all 47 executives attended the course.

The course co-ordinator is Dr. S. Doss.

## **NIA-IUMI MoC**

NIA entered into a Memorandum of Cooperation with International Union of Marine Insurance, Germany on 10<sup>th</sup> January 2020. The MoC with IUMI provides the basis for collaboration between the two organizations in order to promote and expand knowledge and expertise for marine insurers. In this regard mutual accreditation of IUMI and NIA programmes is envisaged. Moreover, both organizations will seek opportunities to run online webinars together. NIA will assist IUMI in identifying suitable experts and guest speakers on topics relevant to marine underwriters from around the world. On suitable occasions both organizations will facilitate an exchange of information on specific marine insurance topics.

IUMI offers certification courses on Marine Hull and Cargo at preferential membership fees for NIA students

## **NIA & Munich Re Engineering Workshop on Re-engineering for the Future**

National Insurance Academy in collaboration with Munich Re organized the “NIA & Munich Re Engineering Workshop on Re-engineering for the Future at NIA, Pune on 18<sup>th</sup> to 20<sup>th</sup> November 2019. The workshop was attended by around 70 distinguished experts from the general insurance industry.

The workshop discussed important topics in the field of Engineering Insurance which included Risk Management on Construction Sites, Tunnelling, Advance Loss of Profits, Defect Clauses and Professional Indemnity for Projects.



*Mrs. T.L. Alamelu, Member Non-Life, IRDAI. Mr. G. Srinivasan, Director, NIA, Mr. Hitesh Kotak, CEO, Munich Re India and dignitaries*

The workshop was inaugurated by Mrs. T.L. Alamelu, Member Non-Life, IRDAI. Mr. G. Srinivasan, Director, NIA delivered the welcome address. Mr. Hitesh Kotak, CEO, Munich Re India Branch gave the introductory address. Mr. Segar Sampathkumar, Chair Professor-General Insurance coordinated the programme.

## **Orientation Programme for Independent Directors on the Board of Insurance Companies**



*Dr. Subash Chandra Khuntia, Chairman, IRDAI, Mr. G. Srinivasan, Director, NIA and Mr. G.N. Bajpai, Ex-Chairman, LIC inaugurating the programme*

National Insurance Academy was privileged to be chosen by IRDAI to provide Training for Independent Directors on the Board of the Life and General Insurance companies in India. The Programme covered important concerns relating to Corporate Governance and technical aspect of Insurance. 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 January, February and March 2020 three Programmes for Independent Directors of General Insurance Companies and two for Life Insurance Companies were conducted. 66



Independent Directors of General Insurance and 31 Directors of Life Insurance Companies participated in the five programmes. Another scheduled programme was postponed because of the COVID 19 challenges. The Academy shall continue with the programmes for the remaining Directors during the year 2020-21.

Mr. Segar Sampathkumar, Chair Professor-General Insurance coordinated the programmes.

### **Strategic Leadership Colloquium for Executive Directors of LIC of India**



*Mr. M.R. Kumar, Chairman, LIC, Mr. G.N. Bajpai, Ex-Chairman-LIC, Mr. G. Srinivasan, Director, NIA, Prof. Sougata Ray, IIM Kolkata, Dr. Sushama Chaudhari, Faculty, NIA and delegates*

NIA organized the Strategic Leadership Colloquium for the Executive Directors of LIC of India on 26th and 27<sup>th</sup> July 2019. 24 Executive Directors participated in the Colloquium. The two day event involved industry analysis, review of LIC's Strategic

Context, and finalizing action steps to create strategic blueprint for future. Chairman, LIC of India Mr. MR Kumar inaugurated the colloquium. Mr. G N Bajpai, Ex-Chairman LIC of India & Ex Chairman SEBI & Prof Sougata Ray Professor- Strategic Management, Indian Institute of Management, Kolkata facilitated the colloquium proceedings. Mr. G Srinivasan, Director NIA also addressed the participants. Dr Sushama Chaudhari coordinated the colloquium.

### **Strategic Leadership Colloquium for General Managers from Non- Life Insurance Companies**

Strategic Leadership Colloquium for the General Managers of the Non-life Insurance Companies was organized on 13<sup>th</sup> & 14<sup>th</sup> September 2019. Mr. A V Girija Kumar, Chairman, Oriental Insurance Company inaugurated the Colloquium. Mr. G N Bajpai, Ex-Chairman LIC of India & Ex Chairman SEBI & Prof Sougata Ray Professor- Strategic Management, Indian



*Mr. Segar Sampathkumar, Chair Professor, Non-Life, Mr. G. Srinivasan, Director, NIA, Mr. G. N. Bajpai, Ex-Chairman-LIC, , Prof. Sougata Ray, IIM Kolkata, Dr. Sushama Chaudhari, Faculty, NIA and delegates*

Institute of Management, Kolkata, and Mr. G Srinivasan, Director NIA facilitated the colloquium proceedings. Dr Sushama Chaudhari coordinated the event.



## Infrastructure at NIA

The Academy's infrastructure spread over 32 acres of land consists of Hostel Blocks, Administrative Block, Academic Block consisting of 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 120 students. All MDP hostel rooms are provided with PCs with internet and Television. PGDM hostel rooms also have LAN connectivity for students to use their laptops. The campus also has a residential complex with 64 units.

## Library

NIA Library is one of the finest insurance libraries in India having choicest collection of books, journal holdings, DVDs in Insurance, Actuarial Science, Management, Economics, Finance, Law and Information Technology. The library is well equipped to serve the needs of PGDM students, MDP participants and Insurance Industry. The main goal is to cater to all types of information needs of the users in respect of insurance and allied subjects. Stacking of the research publications is another value addition to the library. The Library also has collection on Literature, History and Personality Development. Table-23 gives a brief profile of the information resources available in the library:

**Table 23  
Information Resources**

Sr. No.	Type of Resources	Collection as on 31.3.2020
1	Books	25525+
2	E-Books	9000+
3	Periodicals	70+
4	DVDs	130
5	Databases	7
6	News papers	14

### Services:

The Library provides different services as per Table-24:

**Table 24:  
Library Services**

Sr. No.	Title	Sr. No.	Title
1	Reference Service	6	Bibliography Service
2	News Headlines Service	7	New Arrivals
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 Campus-wide Local Area network connecting 350+ computers, 7 servers, routers, switches and other equipments. NIA has two IT-labs – IT Park (with 50 PCs) and Drucker IT Park (with 30 PCs). Internet Facility is available for all users through their desktops and for PGDM students using their laptops. Video Conferencing facility is available in the board room which is used to conduct meetings.

## Personnel

During the year 2019-20 the following employees (Table-25) left NIA on repatriation / superannuation.

**Table 25:  
List of Employees repatriated / superannuated**

Sr. No.	Name of the Employee	Date of Relieving
1	Shri G. M. D'souza, F & AO	28th February 2019
2	Shri Aswathanarayana, Chair Professor (General Insurance)	5th April, 2019
3	Shri Nikesh Coomar, Faculty Member	10th May 2019
4	Shri S C Pattanayak, Faculty Member	24th May 2019
5	Shri E Santhosh Kumar, Research Associate	28th May 2019
6	Late Shri Vikas Kamble, AO, Library	Date of Demise 27th May 2019
7	Shri P. K. Rath, Chair Professor, Life Insurance	19th September, 2019
8	Ms. Rinku Chaudhuri, Faculty Member	28th February, 2020

During the year 2019-20 following employees joined NIA on deputation / regular appointment. The list is given in Table-26:

**Table 26:  
List of Employees joined on deputation / regular appointment**

Sr. No.	Name of the Employee	Date of Appointment
1	Shri Segar Sampathkumar, Chair Professor, General Insurance	1 <sup>st</sup> April, 2019
2	Shri R. Rajnikanth, Faculty Member	25 <sup>th</sup> April 2019
3	Mr. K. K. Das, Faculty Member	2 <sup>nd</sup> May 2019
4	Ms. Nirupma Chandra, Faculty Member	20 <sup>th</sup> May 2019
5	Mr. Alok Srivastava, Faculty Member	3 <sup>rd</sup> June, 2019
6	Ms. Suparna Bedakihale, Research Associate	19 <sup>th</sup> June 2019
7	Mr. Atul Sharma, Chief Administrator(on deputation- contract)	15 <sup>th</sup> July, 2019
8	Ms. Jayashree Sridhar, Faculty Member	26 <sup>th</sup> August 2019
9	Mr. P Venugopal, Chair Professor (Life Insurance)	2 <sup>nd</sup> December 2019

## Other Significant Activities

### “Look Stop Go Enthusiastic Programme”

NIA has organized a one-day Workshop on ‘Look Stop Go Enthusiastic’ focussing on Enthusiasm resulting in fulfilling, happy personal professional life by Mr. Suresh Srinivasan for the employees of NIA on 4<sup>th</sup> April 2019.



### Foundation Day:

NIA celebrated its 40<sup>th</sup> Foundation Day on 16<sup>th</sup> December 2019.



*NIA Foundation Day*

NIA also celebrated the foundation days of promoter companies as per Table-27 depicted below:

**Table 27:  
Foundation Day of Promoter Companies**

Sr. No.	Company Name	Foundation Day
1	The New India Assurance Co. Ltd.- 101 <sup>th</sup>	23.07.2019
2	Life Insurance Corporation of India – 63 <sup>rd</sup>	01.09.2019
3	The Oriental Insurance Co Ltd. – 73 <sup>rd</sup>	12.09.2019
4	GIC Re - 48 <sup>th</sup>	26.11.2019
5	National Insurance Co. Ltd. - 114 <sup>th</sup>	05.12.2019
6	United India Insurance Co. Ltd.- 83 <sup>rd</sup>	18.02.2020



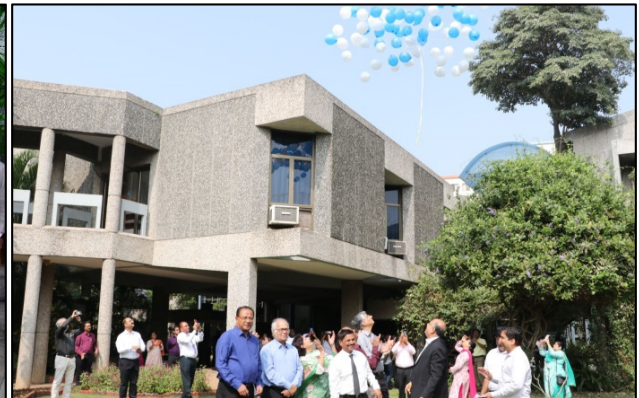
101<sup>st</sup> The New India Assurance Co. Ltd. Foundation Day



63<sup>rd</sup> LIC of India Foundation Day



73<sup>rd</sup> The Oriental Insurance Co. Foundation Day



48<sup>th</sup> GIC Re Foundation Day



114<sup>th</sup> National Insurance Co. Ltd. Foundation Day



83<sup>rd</sup> United India Foundation Day

All staff and Faculty members have actively participated in the celebration.

## **Independence Day and Republic Day:**

NIA celebrated the 73<sup>rd</sup> Independence Day of the country on 15<sup>th</sup> August 2019 and 71<sup>st</sup> Republic Day on 26<sup>th</sup> January 2020 with fervour and enthusiasm. The Director unfurled the National Flag and the National Anthem was played. Students of NIA demonstrated their love of country by singing patriotic songs. NIA employees who completed 25 years at NIA were felicitated.



## **International Women's Day:**

NIA organized the Women Managers Programme during the week of International Women's Day. On this occasion NIA invited Smt. Neera Saxena, Managing Director & CEO - GIC Housing Finance Limited and Dr. Medha Samant, MD, Annapurna Pariwar as Guest of Honour to address the Women Participants, Employees and PGDM Students of NIA.

*Smt. Neera Saxena, Managing Director & CEO - GIC Housing Finance Limited and Dr. Medha Samant, MD, Annapurna Pariwar, Mr. G. Srinivasan, Director, NIA & Ms. Nirupma Chandra, Faculty, NIA.*

## **ACKNOWLEDGEMENTS**

NIA 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, IRDAI, the public sector and private sector insurance companies, AICTE, AIU, DTE, SPPU, the recruiting companies, Banks, faculty from other academic institutions, visiting faculty of NIA, distinguished speakers, other players in the academic field, NIA Alumni members, members of the media who have always willingly supported the cause of NIA. NIA would like to thank Pune Municipal Corporation, Chaturshringi Police Station for their kind support. NIA would also like to thank the Chairman and Members of the Governing Board and the Members of (NIA) Society for their guidance and the faculty and staff for their co-operation and contribution making NIA what it is today and what it is poised to be in future.

## **FINANCIAL SUMMARY**

**S P C M & ASSOCIATES**  
Chartered Accountants

**REPORT OF AN AUDITOR RELATING TO ACCOUNTS AUDITED UNDER SUB-SECTION(2) OF SECTION 33& 34 AND RULE 19 OF THE BOMBAY PUBLIC TRUST ACT, 1950**

REGISTRATION NO.	:	F-7891 (Pune)
NAME OF THE PUBLIC TRUST	:	NATIONAL INSURANCE ACADEMY
FOR THE YEAR ENDING	:	31.03.2020
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 & 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)	Whether an Inventory certified by the Trustees of the Public Trust has been maintained?	Yes
I)	The amounts of outstanding for more than one year and the amounts written off, if any	Yes, Rs. 15.50 Lakhs (PGDM FEE), outstanding for more than 1 year. Above Amount is after writing off amount of Rs. 1.78 Lakhs during the year.



J)	Whether tenders were invited for repairs or construction involving expenditure exceeding Rs.5000/-	Yes
K)	Whether any money of the public trust has been invested contrary to the provisions of section 35:	No
L)	Alienations, if any of the immovable property contrary to the provisions of sections 36 which have come to the notice of the auditors:	N.A.
M)	All cases of irregular, illegal or improper expenditure, or failure or commission 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, or waste trust or misapplication of any other misconduct on the part of the trustees or any person while in the management of the trust	On the basis of our verification, no such cases observed.
N)	Whether the budget has been filed in the form provided by rule 16 A	Yes
O)	Whether the maximum & minimum of the trustees is maintained	Yes
P)	Whether the meetings are held regularly as provided in such instruments	Yes
Q)	Whether the minutes book or the proceedings of the meetings is maintained	Yes
R)	Whether any of the trustees have any interest in the investment of the trust	No
S)	Whether any of the trustee is a debtor or creditor of the trust:	No
T)	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.
U)	Any special matter which the auditor may think fit or necessary to bring to the notice of the Deputy or Assistant Charity Commissioner.	No

Date: 18/06//2020

Place: Pune

FOR SPCM & ASSOCIATES  
Chartered Accountants  
FRN. 112165W

CA. SUHAS P. BORA  
Partner  
M. No 039765

**BALANCE SHEET AS ON 31.03.2020**

<b>Particulars</b>	<b>Current Year 2019-20 ₹</b>	<b>Previous Year 2018-19 ₹</b>
<b>SOURCES OF FUNDS</b>		
Trust Fund or Corpus	25,00,000.00	25,00,000.00
Campus Fund	2896,24,125.16	2896,24,125.16
CSR Fund	108,98,987.42	108,72,071.09
Endowments	209,97,963.41	201,76,734.34
Sponsored Awards (NET)	3,213.25	3,399.25
Other Funds	6708,73,757.84	5493,53,809.66
Productivity Linked Corpus	10,07,245.24	9,64,114.00
-----	-----	-----
Sub-Total	9959,05,292.32	8734,94,253.50
Current Liabilities & Provisions	668,42,662.98	529,27,121.01
<b>TOTAL</b>	<b>10627,47,955.30</b>	<b>9264,21,374.51</b>
<b>APPLICATION OF FUNDS</b>		
Campus Fund Assets	2407,70,226.84	2512,08,595.22
CSR Assets	34,77,275.58	32,32,127.00
Endowment Assets	209,97,963.41	202,35,334.55
Other Fixed Assets Including Insurance Lab	81,74,506.91	58,46,895.21
General Fund Investments	6972,78,255.08	5655,83,725.61
Insurance Lab Investments	37,53,637.82	35,51,681.27
Current Assets, Loans and Advances	882,96,089.66	767,63,015.65
<b>TOTAL</b>	<b>10627,47,955.30</b>	<b>9264,21,374.51</b>

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 SPCM & ASSOCIATES  
CHARTERED ACCOUNTANTS  
FRN. NO. 112165W

FOR NATIONAL INSURANCE ACADEMY

CA SUHAS P. BORA  
PARTNER  
MEM.NO. 039765

MEMBER  
GOVERNING BOARD

CHAIRMAN  
GOVERNING BOARD

DIRECTOR

DATE: 18 JUNE 2020  
Place: Pune

**INCOME & EXPENDITURE FOR THE YEAR ENDED 31.03.2020**

<b>Particulars</b>	<b>Current Year 2019-20 ₹</b>	<b>Previous Year 2018-19 ₹</b>
<b>INCOME</b>		
Training Programme Fees	3500,11,232.20	2288,20,207.14
Action Research/Examination Income	159,12,675.52	147,10,609.20
PGDM Income	946,51,650.00	831,69,522.00
Contribution to Endowment Chairs	75,00,000.00	66,67,000.00
Interest	397,73,398.65	337,77,857.04
Other Income	30,22,851.14	28,80,876.22
<b>TOTAL INCOME</b>	<b>5108,71,807.51</b>	<b>3700,26,071.60</b>
<b>EXPENDITURE</b>		
Establishment Expenses	611,36,707.27	606,60,153.86
<u>On the Objects of the Trust</u>		
MDP Direct Training Expenses	857,19,851.13	430,96,405.40
PGDM Direct Expenses	338,28,852.76	304,02,045.99
Action Research / Examination Expenses	38,62,109.15	51,47,225.35
Other Expenses	1764,58,333.86	1401,57,618.76
Bad Debts	1,78,489.00	0.00
Foreign Exchange Fluctuation A/C	17,777.47	0.00
Prior Period Adjustments	4,70,483.78	9,62,888.10
Depreciation	276,55,421.99	143,83,618.41
<b>TOTAL EXPENDITURE</b>	<b>3893,28,026.41</b>	<b>2948,09,955.87</b>
Excess of Income Over Expenditure transferred to General Fund	<b>1215,43,781.10</b>	<b>752,16,115.73</b>

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 SPCM & ASSOCIATES  
CHARTERED ACCOUNTANTS  
FRN. NO. 112165W

FOR NATIONAL INSURANCE ACADEMY

CA SUHAS P. BORA  
PARTNER  
MEM.NO. 039765

MEMBER  
GOVERNING BOARD

CHAIRMAN  
GOVERNING BOARD

DIRECTOR

DATE: 18 JUNE 2020

Place: Pune

**ANNEXURE**

**TRAINING PROGRAMMES CONDUCTED DURING 2019-20**

<b>Sr. No.</b>	<b>Title of the Programme</b>	<b>Programme Dates</b>	<b>No. of Weeks</b>	<b>Co-ordinator</b>
1	Programme for Retiring Executives (Non-Life) I	08.04.2019 10.04.2019	0.5	Dr. M. C. Patwardhan
2	Programme for Retiring Executives (Non-Life) II	08.04.2019 10.04.2019	0.5	Mr. A. K. Pattnaik
3	Management of Motor Underwriting & Claims (OD)	15.04.2019 17.04.2019	0.5	Dr. Suresh Saraswat
4	Actuarial Practices in Life Insurance (Life)	22.04.2019 24.04.2019	0.5	Mr. L. K. Shamsunder
5	Programme on Vigilance (Non-Life)	22.04.2019 24.04.2019	0.5	Mr. S. N. Nallasivan
6	General Management Programme for BMs and DMs (Non-Life)	22.04.2019 26.04.2019	1	Dr. M. C. Patwardhan
7	Workshop on Motor Third Party Claims (Non-Life)	24.04.2019 26.04.2019	0.5	Ms. Rinku Chaudhuri
8	Programme on Ombudsman and Consumer Forum - ways to effective handling (National)	02.05.2019 03.05.2019	0.5	Mr. K. K. Panda
9	Young Executives Programme (YEP) (Life) I	06.05.2019 17.05.2019	2	Mr. Vivek Moharil
10	Management of Property (Fire) Insurance (Non-Life)	06.05.2019 10.05.2019	1	Mr. A.K. Pattnaik
11	Workshop on Self-Management & Transformation (Non-Life) I	06.05.2019 08.05.2019	0.5	Dr. Sushama Chaudhari
12	Comprehensive Programme on Life Insurance Regulations (Life) I	06.05.2019 10.05.2019	1	Mr. S.C. Pattanayak
13	Programme for Retiring Executives (for Scale V and above) I	06.05.2019 08.05.2019	0.5	Dr. Suresh Saraswat
14	Financial Awareness Programme (Non-Life)	13.05.2019 15.05.2019	0.5	Dr. S. Uma S
15	Workshop on Problem Solving Techniques & Decision Making	13.05.2019 15.05.2019	0.5	Mrs. Ruchika Yadav
16	Profitable Management of Health Portfolio (Non-Life)	13.05.2019 17.05.2019	1	Mr. S. N. Nallasivan
17	Programme on Auditing and Accounting Standards (Life)	13.05.2019 15.05.2019	0.5	CA. Suresh Samtani
18	Workshop on R for Data Mining & Business Intelligence (Combined)	13.05.2019 17.05.2019	1	Dr. S. D. Page
19	Executive Development Programme (Non-Life) I	20.05.2019 24.05.2019	1	Mr. A. K. Pattnaik
20	Management of Liability Insurance (Non-Life) I	20.05.2019 24.05.2019	1	Dr. S. Doss

21	Financial Awareness Programme (Life) I	20.05.2019 22.05.2019	0.5	Dr. S. Uma
22	Programme on Financial Markets (Life) I	20.05.2019 22.05.2019	0.5	CA. Suresh Samtani
23	Programme on Fraud Analytics in Motor Insurance (Non-Life)	20.05.2019 22.05.2019	0.5	Mr. K. K. Panda
24	General Management Programme for Middle Level Executives (Life) I	22.05.2019 31.05.2019	1.5	Mr. L. K. Shamsunder
25	Workshop on Bancassurance Channel Management (Non-Life)	23.05.2019 24.05.2019	0.5	Ms. Rinku Chaudhuri
26	Programme on Retail Insurance-Focus on Strategies and Execution (Non-Life)	27.05.2019 29.05.2019	0.5	Dr. Suresh Saraswat
27	Programme on Claims Management (Non-Life) I	27.05.2019 29.05.2019	0.5	Mr. S. N. Nallasivan
28	Programme on Crop Insurance (Non-Life) I	27.05.2019 31.05.2019	1	Dr. S. Doss / Dr. Archana Singh
29	Programme on Micro and Social Sector Insurance (Life)	27.05.2019 29.05.2019	0.5	Mr. Sandeep Pande
30	Programme for Young Officers (Non-Life) I	27.05.2019 31.05.2019	1	Mrs. Ruchika Yadav
31	Programme for Women Managers (Combined) I	03.06.2019 07.06.2019	1	Dr. S. Uma
32	Programme for Retiring Executives (Non-Life) III	03.06.2019 05.06.2019	0.5	Mr. A. K. Pattnaik
33	Programme on Insurance Fraud Management (Non-life)	03.06.2019 05.06.2019	0.5	Ms. Rinku Chaudhuri
34	Workshop on Communication and Presentation Skills (Life) I	03.06.2019 07.06.2019	1	Mr. V. Balagopal
35	Digital Transformation in Insurance Industry (Non-Life)	03.06.2019 05.06.2019	0.5	Ms. Rinku Chaudhuri / Dr. S. Doss
36	Programme on GST and Life Insurance Accounting (Life)	06.06.2019 07.06.2019	0.5	CA. Suresh Samtani
37	Programme on Sales and Marketing for Frontline Executives (Non-Life)	10.06.2019 12.06.2019	0.5	Dr. Shalini Tiwari
38	Comprehensive Technical Programme in Life Insurance (Life)	10.06.2019 21.06.2019	2	Mr. Vivek Moharil
39	Programme on Enterprise Risk Management (Non-Life)	10.06.2019 12.06.2019	0.5	Dr. S. Doss
40	Programme on Customer Experience Management for C Zone Managers- LIC (Life)	10.06.2019 14.06.2019	1	Mr. K. K. Das
41	Workshop on Data Analytics for Insurance Intelligence (Combined)	10.06.2019 14.06.2019	1	Dr. S. D. Page
42	Programme for Train the Trainers (United India)	10.06.2019 14.06.2019	1	Mr. K. K. Panda

43	Programme on Insurance Regulations: Implications for Business for Sr. Executives (Non-Life)	13.06.2019 14.06.2019	0.5	Mr. K. K. Panda
44	Programme on Distribution Channel Management (Life)	17.06.2019 21.06.2019	1	Mr. R. Rajnikanth
45	Workshop on Motor Third Party Claims (Non-Life) II	17.06.2019 19.06.2019	0.5	Mr. S. N. Nallasivan
46	Management of Marine Insurance (Cargo) (Non-Life)	17.06.2019 21.06.2019	1	Mr. A. K. Pattnaik
47	Programme on Distribution Channels Management (Non-Life)	17.06.2019 19.06.2019	0.5	Dr. Suresh Saraswat
48	Workshop on Cyber Insurance (Non-Life)	20.06.2019 21.06.2019	0.5	Dr. S. Doss
49	Management of Miscellaneous Insurance Business (Non-Life)	20.06.2019 28.06.2019	1	Mr. Sumit Kumar
50	Management of Engineering Insurance (Non-Life)	24.06.2019 28.06.2019	1	Mr. A. K. Pattnaik
51	Programme on Managerial Effectiveness (Life) I	24.06.2019 28.06.2019	1	Mr. V. Balagopal
52	General Management Programme for BMs and DMs (Non-Life)	24.06.2019 28.06.2019	1	Mrs. Ruchika Yadav
53	Comprehensive Programme on Life Insurance Regulations (Life) II	24.06.2019 28.06.2019	1	Mr. L. K. Shamsunder
54	Workshop for Agency Management (Non-Life)	27.06.2019 28.06.2019	0.5	Dr. Shalini Tiwari
55	Management of Liability Insurance (Non-Life)	01.07.2019 05.07.2019	1	Mr. Alok Srivastava
56	General Management Programme for Middle Level Executives (Life)	01.07.2019 10.07.2019	1.5	Mr. R. Rajnikanth
57	Advance Marketing Programme for RMs / CRMs / Marketing Heads (Non-Life)	01.07.2019 05.07.2019	1	Mr. K. K. Panda
58	Proficiency Development Programme for Manager Sales (Life)	01.07.2019 05.07.2019	1	Mr. V. Balagopal
59	Workshop on SQL, PL/SQL & APEX (Combined)	01.07.2019 05.07.2019	1	Dr. S. D. Page
60	Programme on Customer Service Excellence	08.07.2019 10.07.2019	0.5	Mr. Sumit Kumar
61	Programme on Insurance Fraud Detection and Management (Audit Dept. of LIC)	08.07.2019 10.07.2019	0.5	Mr. V. Balagopal
62	Programme on Strategic Intent and Execution Excellence for SDMs (Life)	08.07.2019 10.07.2019	0.5	Mrs. Nirupma Chandra

63	Programme on Finance for Non-Finance Officials (Life)	08.07.2019 10.07.2019	0.5	CA. Suresh Samtani
64	Workshop on Project Management (Combined)	08.07.2019 12.07.2019	1	Dr. Girijesh Pathak
65	Workshop on Broker's Relationship Management (Non-Life)	11.07.2019 12.07.2019	0.5	Ms. Rinku Chaudhuri
66	Workshop on Communication and Presentation Skills (Non-Life) I	15.07.2019 19.07.2019	1	Dr. Archana Singh
67	Financial Awareness Programme (Life) II	15.07.2019 17.07.2019	0.5	Dr. S. Uma
68	Management of Motor Underwriting & Claims (OD)	15.07.2019 17.07.2019	0.5	Dr. Suresh Saraswat
69	Profitable Management of Health Portfolio (Non-Life) II	15.07.2019 19.07.2019	1	Ms. Rinku Chaudhuri
70	Special Programme for Young Executives (Life) I	15.07.2019 26.07.2019	2	Mr. P. K. Rath
71	Workshop on Insurtech & Big Data Analytics for Senior Management (Combined)	15.07.2019 17.07.2019	0.5	Dr. S. D. Page
72	Workshop on Management of Marine Insurance (Hull)	18.07.2019 19.07.2019	0.5	Mr. Sumit Kumar
73	Programme for Retiring Executives (Non-Life) IV (Batch I)	22.07.2019 24.07.2019	0.5	Dr. S. Uma
74	Programme for Retiring Executives (Non-Life) V (Batch II)	22.07.2019 24.07.2019	0.5	Dr. M. C. Patwardhan
75	Competency Development Programme for Chief Managers (Life)	22.07.2019 26.07.2019	1	Mr. L. K. Shamsunder
76	Programme on Best Practices in Underwriting (Life) I	22.07.2019 24.07.2019	0.5	Mr. K. K. Das
77	Programme on Industrial Relations Management (Non-Life)	22.07.2019 24.07.2019	0.5	Mr. S. N. Nallasivan
78	Programme on Strategies for Emerging Insurance Landscape (Non-Life)	25.07.2019 26.07.2019	0.5	Ms. Rinku Chaudhuri
79	Programme on Digital Marketing (Non-Life)	25.07.2019 26.07.2019	0.5	Dr. Shalini Tiwari
80	Train the Trainers Programme (Combined)	29.07.2019 02.08.2019	1	Dr. Sushama Chaudhari
81	Programme on Financial Audit and Control (Life)	29.07.2019 31.07.2019	0.5	Mr. Vivek Moharil
82	Programme on Reinsurance Management (Non-Life)	29.07.2019 02.08.2019	1	Dr. S. Doss / Mr. Sumit Kumar
83	Workshop to Create Analytic Edge for Managers (Combined)	29.07.2019 02.08.2019	1	Dr. Girijesh Pathak



84	Special Programme on Enterprise Risk Management (ERM) (Life) I	29.07.2019 31.07.2019	0.5	Dr. S. Doss
85	Programme on Insurance Regulation & Compliance for Junior and Middle Level Executives (Non-Life)	29.07.2019 31.07.2019	0.5	Mr. K. K. Panda
86	Programme for Women Managers (Combined) II	05.08.2019 09.08.2019	1	Dr. Shalini Tiwari
87	Management of Project Insurance (Non-Life)	05.08.2019 07.08.2019	0.5	Mr. A. K. Pattnaik
88	Workshop on Managerial Excellence: Programme for Branch Heads (Life)	05.08.2019 09.08.2019	1	Mr. Vivek Moharil
89	Workshop on Communication and Presentation Skills (Life) II	05.08.2019 09.08.2019	1	Mrs. Nirupma Chandra
90	Programme for Insurance Accounts Executives (Non-Life)	05.08.2019 07.08.2019	0.5	Mr. Sumit Kumar
91	Programme on Advanced Excel for BI (Combined)	05.08.2019 09.08.2019	1	Dr. S. D. Page
92	Investment Management Programme (National Insurance Co.)	03.08.2019 04.08.2019	0.5	Dr. M. C. Patwardhan / Dr. S. Uma
93	Right to Information Act (Life)	13.08.2019 14.08.2019	0.5	Mr. K.K. Das
94	Workshop on Solvency Management (Non-Life)	13.08.2019 14.08.2019	0.5	Dr. M. C. Patwardhan / Dr. S. Uma
95	Programme on Product Innovation Strategies (Non-Life)	19.08.2019 20.08.2019	0.5	Mr. Segar Sampathkumar
96	Workshop on Conflict Management and Negotiation Skills (Non-Life)	19.08.2019 21.08.2019	0.5	Dr. Archana Singh
97	Programme on Artificial Intelligence in Insurance (Combined)	19.08.2019 23.08.2019	1	Dr. Girijesh Pathak
98	Programme on Sales and Marketing for Frontline Executives (Non-Life)	21.08.2019 23.08.2019	0.5	Mr. K.K. Panda
99	Management of Miscellaneous Insurance Business (Non-Life) II	26.08.2019 30.08.2019	1	Mr. S. N. Nallasivan
100	Programme for Integrated CRM (Life) I	26.08.2019 30.08.2019	1	Mr. R. Rajnikanth
101	General Management Programme for BMs and DMs (Non-Life) III	26.08.2019 30.08.2019	1	Dr. M. C. Patwardhan
102	Programme on Crop Insurance (Non-Life) II	26.08.2019 30.08.2019	1	Dr. S. Doss
103	Finance for Non-Finance for Chief Managers (I/c) - LIC	26.08.2019 28.08.2019	0.5	CA. Suresh Samtani
104	Workshop on Motor Third Party Claims (Non-Life) III	04.09.2019 06.09.2019	0.5	Dr. Suresh Saraswat

105	Best Practices in Marketing (Life) I	04.09.2019 06.09.2019	0.5	Mr. R. Rajanikanth
106	Programme on Strategy Implementation: P&GS - LIC	04.09.2019 06.09.2019	0.5	Mr. L. K. Shamsunder
107	Programme on Finance for Non-Finance Officials (Life) II	04.09.2019 06.09.2019	0.5	CA. Suresh Samtani
108	Programme on Personnel Management (Non-Life)	04.09.2019 06.09.2019	0.5	Mr. S. N. Nallasivan
109	Programme for Retiring Executives (Non-Life) IV	09.09.2019 11.09.2019	0.5	Mr. S. N. Nallasivan
110	Investment Awareness Programme (Life)	09.09.2019 11.09.2019	0.5	Dr. S. Uma
111	Programme on Consumer Grievance Management (Non-Life)	09.09.2019 11.09.2019	0.5	Ms. Rinku Chaudhuri
112	Programme on Claims Management (Non-Life) II	16.09.2019 18.09.2019	0.5	Mr. S. N. Nallasivan
113	Programme on Channel Management for BMs (I/C) (Life)	16.09.2019 20.09.2019	1	Mr. Vivek Moharil
114	Proficiency Development Programme for Manager Sales (Life) II	16.09.2019 20.09.2019	1	Mr. L. K. Shamsunder
115	Programme for Young Officers (Non-Life) II	16.09.2019 20.09.2019	1	Mrs. Ruchika Yadav
116	Special Programme for Young Executives (Life) II	16.09.2019 27.09.2019	2	Mr. V. Balagopal
117	Workshop on Python for Data Analytics (Combined)	16.09.2019 20.09.2019	1	Dr. S. D. Page
118	Management of Marine Insurance (Cargo) (Non-Life) II	23.09.2019 27.09.2019	1	Ms. Rinku Chaudhuri
119	Executive Development Programme for Engineering Dept. (Insurance and Soft Skills) - LIC	23.09.2019 27.09.2019	1	Mr. K. K. Das
120	Comprehensive Programme on Life Insurance Regulations (Life) III	23.09.2019 27.09.2019	1	Mr. R. Rajanikanth
121	Programme for Women Leaders in Insurance (For Scale IV and above) I	23.09.2019 25.09.2019	0.5	Dr. Sushama Chaudhari
122	Programme on Fraud Analytics in Health Insurance (Non-Life)	25.09.2019 27.09.2019	0.5	Dr. Suresh Saraswat
123	Corporate Governance for Senior Management (Combined)	03.10.2019 04.10.2019	0.5	Ms. Rinku Chaudhuri
124	Workshop on Leadership Skills for P&GS Officials - LIC	03.10.2019 05.10.2019	0.5	Mr. R. Rajanikanth
125	Workshop on Bancassurance Channel Management (Non-Life) II	03.10.2019 04.10.2019	0.5	Dr. Suresh Saraswat

126	Management of Motor Underwriting & Claims (OD) (Non-Life) III	09.10.2019 11.10.2019	0.5	Mr. Sumit Kumar
127	Workshop on Problem Solving Techniques & Decision Making (Combined)	09.10.2019 11.10.2019	0.5	Dr. Archana Singh
128	Financial Awareness Programme (Life) III	10.10.2019 12.10.2019	0.5	Mr. V. Balagopal
129	Programme on Market Intelligence (Life) I	10.10.2019 12.10.2019	0.5	Mr. K. K. Das
130	Programme on Marketing Strategies (Life) I	14.10.2019 18.10.2019	1	Mr. L. K. Shamsunder
131	Programme for Retiring Executives (Non-Life) VII	14.10.2019 16.10.2019	0.5	Dr. M. C. Patwardhan
132	Management of Property (Fire) Insurance (Non-Life) II	14.10.2019 18.10.2019	1	Mr. Sumit Kumar
133	Workshop on Communication and Presentation Skills (Life) III	14.10.2019 18.10.2019	1	Mr. R. Rajanikanth
134	Workshop on Self-Management & Transformation (Non-Life)	14.10.2019 16.10.2019	0.5	Dr. Archana Singh
135	Programme on Survival in the Cyber World (Combined)	14.10.2019 18.10.2019	1	Dr. Girijesh Pathak
136	Programme on Estate and Establishment Management (Non-Life) I	21.10.2019 23.10.2019	0.5	Mr. Sumit Kumar
137	Programme on Insurance Frauds Management (Non-Life) II	21.10.2019 23.10.2019	0.5	Ms. Rinku Chaudhuri
138	Programme on Customer Service Excellence (Non-Life) II	21.10.2019 23.10.2019	0.5	Dr. Shalini Tiwari
139	Programme on Managing Direct Sales (Life) I	21.10.2019 25.10.2019	1	Mr. V. Balagopal
140	Programme on Insurance Fraud Detection and Management (Audit Dept.) LIC II	21.10.2019 23.10.2019	0.5	Mr. K. K. Das
141	Programme on Finance for Non-Finance Officials (Life) III	30.10.2019 01.11.2019	0.5	Mr. R. Rajanikanth
142	Programme on "Dealing with Customer" (National Insurance Co.) I	31.10.2019 01.11.2019	0.5	Mrs. Jayashree Sridhar
143	Executive Development Programme (Non-Life) II	04.11.2019 08.11.2019	1	Dr. S. Uma
144	Programme for Young Executives (YEP) II	04.11.2019 15.11.2019	2	Mr. L.K. Shamsunder
145	Programme on Integrated CRM (Life) II	04.11.2019 08.11.2019	1	Mr. Vivek Moharil
146	Profitable Management of Health Portfolio (Non-Life) III	04.11.2019 08.11.2019	1	Dr. M. C. Patwardhan /Ms. Rinku Chaudhuri
147	Programme for Retiring Executives (for Scale V and above) (Non-Life) II	04.11.2019 06.11.2019	0.5	Mr. A. K. Pattnaik

148	Comprehensive Technical Programme In General Insurance (Non-Life)	11.11.2019 29.11.2019	3	Mrs. Jayashree Sridhar / Mrs. Ruchika Yadav
149	Comprehensive Technical Programme in Life Insurance (Life) II	11.11.2019 22.11.2019	2	Mr. V. Balagopal
150	Workshop on Motor Third Party Claims (Non-Life) IV	13.11.2019 15.11.2019	0.5	Dr. Suresh Saraswat
151	Programme for Insurance Accounts Executives (Non-Life) II	13.11.2019 15.11.2019	0.5	Dr. S. Uma
152	Programme on Retail Insurance- Focus on Strategies and Execution (Non-Life) II	18.11.2019 20.11.2019	0.5	Dr. Suresh Saraswat
153	Workshop on Managerial Excellence: Programme for Branch Heads (Life) II	18.11.2019 22.11.2019	1	Mr. K. K. Das
154	Advance Claims Management Programme (Non-Life)	18.11.2019 20.11.2019	0.5	Dr. S. Doss
155	Programme on Cyber Risk, Liability and Insurance Management (Combined)	18.11.2019 22.11.2019	1	Dr. S. D. Page
156	Workshop for Agency Management (Non-Life) II	21.11.2019 22.11.2019	0.5	Dr. Shalini Tiwari
157	Workshop on Broker's Relationship Management	25.11.2019 26.11.2019	0.5	Mrs. Jayashree Sridhar
158	Programme for Women Managers (Combined) III	25.11.2019 29.11.2019	1	Mrs. Nirupma Chandra
159	Management of Engineering Insurance (Non-Life) II	25.11.2019 29.11.2019	1	Mr. A. K. Pattnaik
160	Programme for Legal Managers (Life)	25.11.2019 29.11.2019	1	Mr. Vivek Moharil
161	Programme on Customer Experience Management for C Zone Managers (Life)	25.11.2019 29.11.2019	1	Mr. K. K. Das
162	Programme on Fraud Analytics in Motor Insurance (Non-Life)	27.11.2019 29.11.2019	0.5	Mr. K. K. Panda
163	Advance Marketing Programme for RMs / CRMs / Marketing Heads (Non-Life)	02.12.2019 06.12.2019	1	Ms. Rinku Chaudhuri
164	Programme on Emerging Trends in Marketing for MMs (Life)	02.12.2019 06.12.2019	1	Mr. R. Rajnikanth
165	Programme on Digital Transformation in Insurance Industry (Non-Life)	02.12.2019 04.12.2019	0.5	Dr. S. Doss
166	Programme on Distribution Channels Management (Non-Life)	04.12.2019 06.12.2019	0.5	Dr. Suresh Saraswat
167	Special Programme on Enterprise Risk Management (ERM) (Life) II	04.12.2019 06.12.2019	0.5	Mrs. Nirupma Chandra

168	Best Practices in Marketing (Life)	09.12.2019 11.12.2019	0.5	Mr. K. K. Das
169	Programme for Women Leaders in Insurance (For Scale IV and above) (Non-Life) II	09.12.2019 11.12.2019	0.5	Dr. Sushama Chaudhari
170	Programme on Android App Development (Combined)	09.12.2019 13.12.2019	1	Dr. S. D. Page
171	Programme on Finance for Non-Finance Officials (Life) IV	11.12.2019 13.12.2019	0.5	CA. Suresh Samtani
172	Programme for Brokers - Creating Customer Values (Non-Life)	13.12.2019 14.12.2019	0.5	Ms. Rinku Chaudhuri
173	Programme for Retiring Executives (Non-Life) VIII	16.12.2019 18.12.2019	0.5	Dr. S. Uma
174	Programme for Retiring Executives (Non-Life) IX	16.12.2019 18.12.2019	0.5	Mr. S. N. Nallasivan
175	Management of Liability Insurance (Non-life) III	16.12.2019 20.12.2019	1	Mr. Alok Srivastava
176	Comprehensive Programme on Life Insurance Regulations (Life) IV	16.12.2019 20.12.2019	1	Mr. R. Rajnikanth
177	Insurance Fraud Management (Life)	16.12.2019 18.12.2019	0.5	CA. Suresh Samtani
178	Insurance Law and Regulatory Oversight of General Insurance (Non-Life)	16.12.2019 20.12.2019	1	Ms. Rinku Chaudhuri
179	General Management Programme for Middle Level Executives (Life) III	30.12.2019 08.01.2020	1.5	CA. Suresh Samtani
180	Workshop on Communication and Presentation Skills (Life) IV	30.12.2019 03.01.2020	1	Mr. V. Balagopal
181	Workshop on Self-Management & Transformation (Non-Life) III	30.12.2019 01.01.2020	0.5	Ms. Rinku Chaudhuri
182	Programme on Fraud Analytics in Health Insurance (Non-Life) II	30.12.2019 01.01.2020	0.5	Mrs. Jayashree Sridhar
183	Programme on Sales and Marketing for Frontline Executives (Non-Life) II	06.01.2020 08.01.2020	0.5	Mr. K. K. Panda/ Dr. Shalini Tiwari
184	Management of Property (Fire) Insurance (Non-Life) III	06.01.2020 10.01.2020	1	Mr. Alok Srivastava
185	Programme on Crop Insurance (Non-Life)	06.01.2020 10.01.2020	1	Dr. Archana Singh
186	Programme on Sustainable Insurance (Combined)	06.01.2020 08.01.2020	0.5	Mr. Vivek Moharil
187	Programme for Young Officers (Non-Life) III	06.01.2020 10.01.2020	1	Mrs. Ruchika Yadav
188	Programme on Strategy Implementation: P&GS (Life)	09.01.2020 11.01.2020	0.5	Mr. V. Balagopal
189	Programme on Micro and Social Sector Insurance (Life) II	09.01.2020 11.01.2020	0.5	Ms. Suparna Bedakihale

190	Programme for Insurance Accounts Executives (Non-Life) III	13.01.2020 15.01.2020	0.5	Mr. S. N. Nallasivan
191	Financial Awareness Programme (Life) IV	13.01.2020 15.01.2020	0.5	Mr. V. Balagopal
192	Workshop to Create Analytic Edge for Managers (Combined)	13.01.2020 17.01.2020	1	Dr. Girijesh Pathak
193	Programme on Customer Service Excellence (Non-Life) III	15.01.2020 17.01.2020	0.5	Dr. Shalini Tiwari
194	Workshop on Communication and Presentation Skills (Non-Life) II	20.01.2020 24.01.2020	1	Mrs. Ruchika Yadav
195	Young Executives Programme (YEP) (Life) III	20.01.2020 31.01.2020	2	Mr. R. Rajanikanth / Mr. Vivek Moharil
196	Management of Motor Underwriting & Claims (OD) (Non-Life) IV	20.01.2020 22.01.2020	0.5	Dr. Suresh Saraswat
197	Management of Marine Insurance (Cargo) (Non-Life) III	20.01.2020 24.01.2020	1	Ms. Rinku Chaudhuri
198	Programme on Managerial Effectiveness (Life) II	20.01.2020 24.01.2020	1	Mrs. Nirupma Chandra
199	Workshop on R for Data Mining & Business Intelligence (Combined) II	20.01.2020 24.01.2020	1	Dr. S. D. Page
200	Programme fo Retiring Executives (Non-Life) X	27.01.2020 29.01.2020	0.5	Dr. M. C. Patwardhan
201	Programme on Insurance Frauds Management (Non-Life) III	27.01.2020 29.01.2020	0.5	Mr. K.K. Panda
202	Profitable Management of Health Portfolio (Non-Life) IV	27.01.2020 31.01.2020	1	Dr. Suresh Saraswat
203	Comprehensive Programme on Life Insurance Regulations (Life) V	27.01.2020 31.01.2020	1	Mr. K. K. Das
204	Management of Project Insurance (Non-Life)	03.02.2020 05.02.2020	0.5	Mr. A. K. Pattnaik
205	Management of Miscellaneous Insurance Business (Non-Life) III	03.02.2020 07.02.2020	1	Mrs. Jayashree Sridhar
206	Finance for Non-Finance Officials (Life) V	03.02.2020 05.02.2020	0.5	CA. Suresh Samtani
207	Programme on Artificial Intelligence in Insurance (Combined) II	03.02.2020 07.02.2020	1	Dr. Girijesh Pathak
208	General Management Programme for Middle Level Executives (Life) IV	03.02.2020 12.02.2020	1.5	Mrs. Nirupma Chandra
209	Programme on GST and Life Insurance Accounting (Life) II	06.02.2020 07.02.2020	0.5	CA. Suresh Samtani
210	Workshop on Motor Third Party Claims (Non-Life) V	10.02.2020 12.02.2020	0.5	Mr. Alok Srivastava

211	General Management Programme for BMs and DMs (Non-Life) IV	10.02.2020 14.02.2020	1	Dr. S. Uma
212	Programme on Financial Markets (Life) II	10.02.2020 12.02.2020	0.5	Mr. K. K. Das
213	Workshop on Python for Data Analytics (Combined)	10.02.2020 14.02.2020	1	Dr. S.D. Page
214	Programme on Claims Management (Non-Life) III	12.02.2020 14.02.2020	0.5	Ms. Rinku Chaudhuri
215	Programme on Market Intelligence (Life) II	17.02.2020 19.02.2020	0.5	Mr. R. Rajanikanth
216	Comprehensive Programme on Life Insurance Regulations (Life) VI	17.02.2020 21.02.2020	1	CA Suresh Samtani
217	Programme on Consumer Grievance Management (Non-Life) II	17.02.2020 19.02.2020	0.5	Dr. Shalini Tiwari
218	Investment Awareness Programme (Life) II	24.02.2020 26.02.2020	0.5	CA. Suresh Samtani
219	Workshop on Conflict Management and Negotiation Skills (Non-Life) II	24.02.2020 26.02.2020	0.5	Dr. Archana Singh
220	Special Programme for Young Executives (Life) III	24.02.2020 06.03.2020	2	Mr. K. K. Das / Mrs. Nirupma Chandra
221	Workshop on Cyber Insurance (Non-Life) II	27.02.2020 28.02.2020	0.5	Dr. S. Doss
222	Programme for Women Managers (Combined)	02.03.2020 06.03.2020	1	Dr. Archana Singh
223	Follow up programme for participants attended Women Leaders in Insurance (N) (for Scale IV and above)	05.03.2020 06.03.2020	0.5	Dr. Sushama Chaudhari
224	Programme for Retiring Executives (Non-Life)	16.03.2020 18.03.2020	0.5	Mr. K. K. Panda/ Dr. Suresh Saraswat
225	Train the Trainers Programme (Combined)	16.03.2020 17.03.2020	0.5	Dr. Sushama Chaudhari

### OFF-CALENDAR PROGRAMMES

Sr. No.	Title of the Programme	Programme Dates	No. of Weeks	Co-ordinator
1	Induction Training Programme for Bharti AXA GI	10.04.2019 13.04.2019	1	Mr. K.K. Panda
2	Trianing Programme for Promotees to Scale V (New India) I	20.05.2019 24.05.2019	1	Segar Sampathkumar
3	Trianing Programme for Promotees to Scale V (New India) II	27.05.2019 31.05.2019	1	Segar Sampathkumar

4	United Leadership Enhancement Intervention (ULEI) I	17.06.2019 20.06.2019	1	Dr. Sushama Chaudhari
5	United Leadership Enhancement Intervention (ULEI) II	01.07.2019 05.07.2019	1	Dr. Sushama Chaudhari
6	Follow up of Leadership Enhanced Business Performance (LIC)	12.07.2019 13.07.2019	0.5	Dr. Sushama Chaudhari
7	Induction Training Programme for Direct Recruited Officers of New India - Batch A- Phase 1	15.07.2019 23.08.2019	6	Mr. A. K. Pattnaik / Mrs. Ruchika Yadav
8	Induction Training Programme for Direct Recruited Officers of New India - Batch B- Phase 1	15.07.2019 23.08.2019	6	Mr. A. K. Pattnaik / Mr. S. N. Nallasivan
9	Induction Training Programme for Direct Recruited Officers of New India - Batch C- Phase 1	15.07.2019 23.08.2019	6	Mr. K. K. Panda/ Dr. Suresh Saraswat
10	United Leadership Enhancement Intervention (ULEI) III	22.07.2019 25.07.2019	1	Dr. Sushama Chaudhari
11	Strategic Leadership Programme for EDs (LIC)	26.07.2019 27.07.2019	0.5	Dr. Sushama Chaudhari
12	Programme for Sales Team of Royal Sundaram GI	12.08.2019 13.08.2019	0.5	Mrs. Ruchika Yadav
13	Non Motor Product Training for Liberty General Insurance Limited	19.08.2019 23.08.2019	1	Ms. Rinku Chaudhuri
14	Programme for Retiring Executives (Non-Life)	26.08.2019 28.08.2019	0.5	Dr. Suresh Saraswat
15	Workshop on 'Strategic Leadership Colloquium' - for GMs	13.09.2019 14.09.2019	0.5	Dr. Sushama Chaudhari
16	Trends and Opportunities in General Insurance (Bharti AXA) I	09.09.2019 10.09.2019	0.5	Mrs. Jayashree Sridhar
17	Non Motor Product Training for (Liberty General Insurance Limited) II	16.09.2019 20.09.2019	1	Ms. Rinku Chaudhuri
18	Programme on IND AS (GIC)	19.09.2019 21.09.2019	0.5	Mr. Sumit Kumar
19	Trends and Opportunities in General Insurance (Bharti AXA) II	23.09.2019 24.09.2019	0.5	Mr. S. N. Nallasivan
20	Induction Training Programme for Direct Recruited Officers of New India - Batch A- Phase II	23.09.2019 18.10.2019	4	Mr. A. K. Pattnaik / Mrs. Ruchika Yadav
21	Induction Training Programme for Direct Recruited Officers of New India - Batch B- Phase II	23.09.2019 18.10.2019	4	Mr. A. K. Pattnaik / Mr. S. N. Nallasivan
22	Induction Training Programme for Direct Recruited Officers of New India - Batch C- Phase II	23.09.2019 18.10.2019	4	Mr. K. K. Panda/ Dr. Suresh Saraswat



23	Training Programme for LIC, Nepal	21.10.2019 25.10.2019	1	Mr. L. K. Shamsunder
24	Programme on Enterprise Risk Management (New India)	31.10.2019 01.11.2019	0.5	Dr. S. Doss
25	NIA-RIMS-Risk Management Certification Course	07.11.2019 09.11.2019	0.5	Dr. S. Doss
26	Advanced Training in Marketing for Bharti AXA	11.11.2019 12.11.2019	0.5	Mrs. Jayashree Sridhar
27	Managerial Effectiveness Programme for LIC Housing Finance Ltd.- I	11.11.2019 16.11.2019	1	Mrs. Nirupma Chandra
28	Munich Re and NIA Workshop on Engineering	18.11.2019 20.11.2019	0.5	Mr. Segar Sampathkumar
29	Insurance Technical Programme for Underwriter and Sales Team dealing with Commercial Lines of Liberty General Insurance	21.11.2019 23.11.2019	0.5	Ms. Rinku Chaudhuri
30	Managerial Effectiveness Programme for LIC Housing Finance Ltd.- II	09.12.2019 14.12.2019	1	Mr. Vivek Moharil
31	Programme for Scale V Officers (United India)	12.12.2019 14.12.2019	0.5	Mr. Segar Sampathkumar
32	Workshop on Vigilance (Non-Life)	19.12.2019 20.12.2019	0.5	Mr. Segar Sampathkumar / Mr. S. N. Nallasivan
33	Induction Training Programme for Direct Recruit Officials of GIC Re	06.01.2020 14.02.2020	6	Mr. A. K. Pattnaik / Mrs. Ruchika Yadav
34	Induction Training Programme for Direct Recruit Officials of New India (Contingency Batch)	06.01.2020 14.02.2020	6	Mr. K. K. Panda/ Mr. S. N. Nallasivan
35	C D Deshmukh Seminar on Life Insurance Industry in USD 4 Trillion Indian Economy	10.01.2020 10.01.2020	0.5	Mr. K. K. Das
36	Orientation Training Programme for Independent Directors (Non-Life) - I	20.01.2020 21.01.2020	0.5	Mr. Segar Sampathkumar
37	Orientation Training Programme for Independent Directors- (Life) - I	03.02.2020 04.02.2020	0.5	Mr. Segar Sampathkumar
38	NIA-Swiss Seminar on Digital Disruption: Embracing Digital Innovation in (Re)Insurance Business	07.02.2020 07.02.2020	0.5	Mr. K. K. Panda/ Dr. S. Doss
39	Non Motor Product Training for Liberty General Insurance Ltd.- III	10.02.2020 14.02.2020	1	Ms. Rinku Chaudhuri
40	Orientation Training Programme for Independent Directors (Non-Life) II	13.02.2020 14.02.2020	0.5	Mr. Segar Sampathkumar

41	Orientation Training Programme for Independent Directors (Life) II	27.02.2020 28.02.2020	0.5	Mr. Segar Sampathkumar
42	Orientation Training Programme for Independent Directors (Non-Life) III	05.03.2020 06.03.2020	0.5	Mr. Segar Sampathkumar

### OFF CAMPUS PROGRAMMES

Sr. No.	Title of the Programme	Programme Dates	No. of Weeks	Co-ordinator
1	Emerging Leaders Programme for Bharti AXA GI in Mumbai	14.04.2019 14.04.2019	0.5	Mr. A. K. Pattnaik / Mrs. Ruchika Yadav
2	Prog on Insurance and Reinsurance for Swiss Re (off campus-in Bangalore) I	29.04.2019 30.04.2019	0.5	Mr. A. K. Pattnaik / Mr. K. K. Panda / Mr. Vivek Moharil
3	Prog on Insurance and Reinsurance for Swiss Re (off campus-in Bangalore) II	24.07.2019 25.07.2019	0.5	Mr. A. K. Pattnaik / Mr. K. K. Panda / Mr. Vivek Moharil

### OVERSEAS PROGRAMMES

Sr. No.	Title of the Programme	Programme Dates	No. of Weeks	Co-ordinator
1	Training Programme for National Life and General Insurance Co. Ltd., Muscat, Oman	19.09.2019 20.09.2019	0.5	Mr. Segar Sampathkumar / Dr. S. Doss
2	Comprehensive Technical Programme in General Insurance for Association of Ethiopian Insurers, Addis Ababa, Ethiopia	09.12.2019 21.12.2019	2	Mr. K. K. Panda / Mr. A. K. Pattnaik





**NATIONAL  
INSURANCE  
ACADEMY**

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

**Tel:** +91 20 27204000, 27204444 **Fax:** +91 20 27204555, 27292396

**Email:** [contactus@niapune.org.in](mailto:contactus@niapune.org.in) **Website:** [www.niapune.org.in](http://www.niapune.org.in)