



IIRM

(A Joint Initiative of IRDAI and
Govt. of Telangana)



Online Training Program on
**“Understanding of
Marine Insurance”**

IIRM is a unique educational institute set up by Indian Insurance Regulator (IRDAI) and Government of Telangana keeping in mind the rapid opening of financial sector as a part of developmental responsibility and to create a pool of skilled, talented professionals in the insurance, risk management and related financial segments. In the past 1600 + students have availed of the programmes and with increase in the needs of market and the Institute is confident that more fresh students and working professionals will avail of the diverse programmes offered at IIRM. IIRM offers academic programmes on Campus and through Distance Learning Mode, to enable aspirants acquire much needed education in Financial Services, insurance and risk management and other related areas.

TRAINING PROGRAM

IIRM will be conducting a 2 days Online Training for professionals who are working with Insurance companies / Insurance Broking Firms / Reinsurance Companies and Insurance buyers (Insurance and RM verticals).

Schedule of Training

Date: 19th & 20th January, 2023
(2 day Training Programme)

Time: 2.00 pm to 5.15 pm
(3 hours each day)

**Participants will be
awarded a Certificate.**

Brief agenda of the topics covered

- Brief on the Marine Insurance Act & evolution of Institute Cargo clauses
- Institute cargo clauses -A,B,C – critical aspects and differences
- Exclusions
- Definition of certain marine terms & basic info needed for a quote
- A quick run-through on Incoterms & their relevance to marine insurance
- Some non-Institute clauses. Why to be used?
- Types of policies
- Understanding Cargo, Voyage & conveyance
- Basic liability is of the carrier. Limitations?
- Recoveries under subrogation

10%

Flat Discount

For early bird nomination before 30th December, 2022

(or)

20%

Flat Discount

For \geq Five nominations from an organization

(or)

30%

Special Discount

For IIRM Alumni

Participation Fees :
Rs. 3,800/- plus 18% GST
For International Participant \$100

Venue and Conducted by:

Institute of Insurance and Risk Management (IIRM)

Financial District, Gachibowli, Hyderabad, Telangana – 500 032 (India).
Landmark: Opp to Q city, Beside IRDAI Office, Tel: 040 2300 2041/42/43
Website: www.theiirm.ac.in

Registrations are invited

Programme Co-ordinator : Ms. K.Kiranmayi, Assistant Professor, IIRM, Mobile: 95028 77333
RSVP: Ms. N. Naga Jyothi, Executive, Email: workshop@theiirm.ac.in

Brief Profile of Key Facilitator



Sri Balasundaram R

Secretary General at IBAI (Insurance Brokers Association of India)

Experienced General Insurance professional with over three decades of proven track record in the insurance industry. Skilled in Underwriting across lines possessing in-depth knowledge of the Indian market with Marine cargo being a passion. Adept at channel management, negotiating skills and developing/mentoring teams from diverse backgrounds and age- groups. Strong grounding in Finance provides the cutting edge in balancing technical & commercial needs of the organisation.

Structuring robust insurance solutions and managing complex claims in marine cargo are special areas of interest.

Passionate about core insurance training and love exchanging views with young minds in the industry. Much acclaimed visiting faculty at National Insurance Academy, College of Insurance & various general insurance companies in India. At ease with both classroom as well as online programs. Speaker/ panelist at various seminars/ webinars including ones conducted by IUMI, IBAI, III & NIA.

Avid blogger and the blog balasbroadcast.wordpress.com is a reference point for readers on Marine insurance across the world.