



IIRM

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



3 Day Online Training Program On “Navigating Complexities in Marine Insurance: Advanced Strategies for Practitioners”



About IIRM

IIRM is a educational institute set up by Insurance Regulatory and Development Authority of India (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 2100 + students have availed of the programmes and with increase in the needs of market, the Institute is confident that more fresh students and working professionals will avail of the diverse programmes offered at IIRM. IIRM offers academic programmes both on Campus and through Distance Learning Modes, enabling aspirants to acquire much-needed education in financial services, insurance and risk management and other related areas.

Significance of Marine Insurance

Marine insurance is crucial for industry practitioners as it provides essential risk management for maritime activities, protecting against loss or damage to cargo, vessels, and associated liabilities. It facilitates international trade by instilling confidence in stakeholders, ensuring compliance with contractual obligations. Marine insurance policies are tailored to meet diverse needs, promoting financial stability and continuity in operations. Additionally, adherence to safety standards is encouraged through insurance requirements, leading to safer maritime practices. As the industry evolves, marine insurance adapts to emerging risks, supporting economic stability and ensuring that businesses remain resilient in a dynamic environment.

Schedule of Training Program

**Date : 9th - 11th February 2026
(Monday - Wednesday)**

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

About Training Program

IIRM will be conducting a 3 days' online training program for professionals who are working with Insurance companies / Insurance Broking Firms / Reinsurance Companies and Marine Underwriters, Claims Professionals, Surveyors and Risk Managers

- ✓ On completion of the training program, participants will be awarded e-Certificate.

Brief topics covered

Advanced Concepts in Marine Insurance

- Deep Dive into the Marine Insurance Act
- Evolution of Institute Cargo Clauses
- Data Collection and Management

Advanced Understanding of Institute Cargo Clauses

- Historical development and significant amendments to the Institute Cargo Clauses
- Detailed analysis of Clauses A, B, and C, including coverage nuances and exclusions.
- Comparative analysis with other international standards.

Comprehensive Risk Assessment and Underwriting Practices

- Advanced techniques for evaluating risks in complex maritime operations.
- Best practices in underwriting marine insurance policies for diverse cargo types.
- The role of data analytics and technology in risk assessment and underwriting.

Claims Management, Dispute Resolution, and Emerging Risks

- Strategies for effective claims management in marine insurance, including documentation and communication.
- Overview of alternative dispute resolution mechanisms and their relevance in marine disputes.
- Identification and mitigation of emerging risks such as climate change and cyber threats in marine insurance.

Brief Profile of Key Facilitator



BALASUNDARAM R

Balasundaram R, Secretary General of the Insurance Brokers Association of India (IBAI), has worked as Executive Vice President of Global Insurance Brokers Private Limited and Head of Marine at Gallagher Company. He is an experienced General Insurance professional with over four decades in the industry, specializing in underwriting across various lines, particularly Marine Cargo. His skills include channel management, negotiation, and team mentoring, supported by a strong financial background that helps balance the technical and commercial needs of the organization. Balasundaram is passionate about core insurance training and enjoys exchanging views with young minds in the industry. As an acclaimed visiting faculty member at the National Insurance Academy and a speaker at industry events, he has contributed to the field through seminars, webinars, and blogs. His blog, balasbroadcast.wordpress.com, is a reference for Marine insurance globally.

Participation Fees

₹ 6,500/- plus 18% GST

For International Participants \$150

5%
Flat Discount

For
Alumni
IIRM

(or)

10%
Flat Discount

For ≥ 5
nominations
from an
organization

(or)

15%
Flat Discount

For ≥ 10
nominations
from an
organization

(or)

5%
Flat Discount

For early bird
nomination
before
26th Jan. 2026

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

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