

ANNUAL REPORT 2018-19



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.

CONTENTS

1. Governing Board	3
2. From the Chairman	5
3. From the Director	7
4. Management Development Programmes	8
• On-Campus Programmes	
• Off-Campus Programmes	
• Overseas Programmes	
• Visit of Dignitaries	
• Indian Technical and Economic Cooperation (ITEC) Programme	
• GM's Meet on Annual Training Calendar of NIA	
5. Academic Programmes–Post Graduate Diploma in Management (PGDM)	12
• Registration and Orientation Programme - Batch 2018-20	
• Profile of the Students - Batch 2018-20	
• Curriculum and Pedagogy	
• Evaluation & Grading	
• Guest Lectures	
• Student Activities	
▪ Insurance Summit	
▪ Other Seminars	
• Student Achievements	
• Events	
• Sports and Cultural	
• Final Placements	
• Summer Internship Programme (SIP)	
• Scholarships	
• PGDM Publication-Pravartak	
• Convocation – Batch 2016-18	
• AlumNIA Activities	
6. Research Center for Ph.D.	25
7. Centre for Research	25
8. Publication	25
9. Examinations	28
10. NIA's Other Pursuits of Professional Excellence	28
11. Infrastructure at NIA	31
12. Library	31
13. IT Infrastructure at NIA	32
14. Personnel	32
15. Other Significant Activities	33
16. Financial Summary	39
17. Annexure	45

NATIONAL INSURANCE ACADEMY GOVERNING BOARD

AS OF 30.6.2019

	Ms. Alice G. Vaidyan Chairman-cum-Managing Director General Insurance Corporation of India		Shri M. R. Kumar Chairman Life Insurance Corporation of India
	Shri Hemant Bhargava Managing Director Life Insurance Corporation of India		Shri A. V. Girijakumar Chairman-cum-Managing Director The Oriental Insurance Co. Ltd.
	Ms. Tajinder Mukherjee Chairman-cum-Managing Director National Insurance Co. Ltd.		Shri Girish Radhakrishnan Chairman-cum-Managing Director United India Insurance Co. Ltd.
	Shri Atul Sahai Chairman-cum-Managing Director The New India Assurance Co. Ltd.		Shri T. C. Suseel Kumar Managing Director Life Insurance Corporation of India
	Shri Vipin Anand Managing Director Life Insurance Corporation of India		Ms. T. L. Alamelu Chairman-cum-Managing Director Agriculture Insurance Co. of India Ltd.
	Ms. Mudita Mishra Director Government of India, Ministry of Finance, DFS		Shri G. N. Bajpai Intuit Consulting Pvt. Ltd.
	Prof. Anil B. Suraj Law and Public Administration Indian Institute of Management Bangalore		Shri Sanjay Vijay Founder & Principal Consultant Optimal Corporate Solutions
	Shri G. Srinivasan Director National Insurance Academy		

Following members ceased to be on Governing Board during the period from 01.08.2018 to 30.06.2019:

1. Shri John Pulinthanam, GM & Director, CMD (Additional Charge), NICL
2. Shri V. K. Sharma, Chairman, LIC of India
3. Shri G. Ramesh, Professor, IIM, Bangalore
4. Shri N. Srinivasa Rao, Economic Advisor, DFS, MOF
5. Ms. Usha Sangwan, MD, LIC of India
6. Ms. Sunita Sharma, MD, LIC of India
7. Shri Sushobhan Sarker, Director, NIA
8. Shri B. Venugopal, MD, LIC of India

Following members have joined the Governing Board during the period from 01.08.2018 to 30.06.2019:

1. Ms. Tajinder Mukherjee, CMD, NICL
2. Shri M. R. Kumar, Chairman, LIC of India
3. Shri Girish Radhakrishnan, CMD, UIICL
4. Shri Atul Sahai, CMD, NIACL
5. Ms. Mudita Mishra, Director, DFS, MOF
6. Shri T. C. Suseel Kumar, MD, LIC of India
7. Shri Vipin Anand, MD, LIC of India
8. Shri G. Srinivasan, Director, NIA



From the Chairman

It is with great pleasure that I present the Annual Report of our Academy for the year 2018-19.

The Indian insurance industry is now ranking 11th globally in terms of market size. As Indian population grows in prosperity, urbanization and nuclear families become the norm and there is greater awareness of risks faced and alternatives available to transfer risk, demand for insurance will increase, penetration levels will improve, protection gap will decrease and also the consumers of insurance will become more sophisticated leading to more complex products.

Government's policy of insuring the uninsured is pushing the insurance penetration in the country. Moreover, the launching of 'Ayushman Bharat' scheme which is a mass insurance scheme providing health insurance protection to economically weaker sections will contribute to the growth of the insurance industry. The opening up of the foreign reinsurance branches in India with the new regulatory framework will add to the growth of the Indian reinsurance industry. Listing of the prominent players in the capital market has brought in public ownership and dynamism to the sector.

To match the pace of the enormous growth of the insurance industry, the need for technical inputs, upgradation of skills and keeping oneself updated will become increasingly relevant. National Insurance Academy as an institution of global standing in insurance learning and research is eminently placed to play this role.

During the year 2018-19 the Academy successfully conducted 214 Management Development Programmes (MDP) where 6119 executives from public and private sector organizations including 165 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 2017-19 all the students were placed with a competitive package with prominent insurance companies in India. This placement process also witnessed a distinct feature of overseas placement for few students as well as pre-placement offers for some of the students.

We at NIA, by continuing to nurture the existing talent and by providing fresh talent to insurance industry are contributing to the nation's cause of becoming a fully insured society.

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.

Alice G. Vaidyan



From the Director

The insurance sector in India is witnessing phenomenal growth due to increasing insurance awareness and the growing need for insurance. The sector is poised for a quantum leap in size in the coming decade. There are huge changes happening in the sector driven by Regulatory initiatives and technological advancements. The customer preferences and expectations are also changing. The initiatives of the Government in providing crop insurance and health insurance to large section of the population is also changing the insurance landscape.

The growing insurance sector needs large and competent manpower. Insurance education and professional training are essential in ensuring that the industry is run efficiently. 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.

During 2018-19, more than 6000 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.

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. This year foreign insurance companies also recruited the students of NIA. 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 and Swiss re.

The Academy conducted during the year successful events like NIA-Swiss Re Seminar on “Challenges of Climate Risk on insurance Business- Risk Mitigation and Adaptation Strategies”, C.D. Deshmukh seminar on “ Well-being: Strategic Response from Life insurers , Health insurers and Pension Providers”, Insurance summit on “ Propelling Growth through Revisiting Insurance Value Proposition”, “ Title Insurance” and Manthan - a Management Festival of 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 2018-19 the Academy has successfully conducted 214 Management Development Programmes (MDP) where 6119 executives from public and private sector organizations including 165 overseas executives were trained. The Academy conducted 214 MDPs during the year. The functional areas covered by these training programmes were as follows:

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

The average participation during 2018-19 worked out to 28.59 participants per programme. The summary of these programmes is furnished below in Table-1 and details of the same are furnished in Annexure – 1.

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

Particulars	No. of Participants	No. of Programmes	No. of Programme Weeks
Life	2210	85	79.5
Non-Life	3156	107	75.0
Combined	753	20	20.0
Total	6119	214	174.5

In addition to the annual calendar programmes, NIA has conducted On-request On-Campus Programmes as per Table-2, the details of which are given below:

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

Sr. No.	Prog. Category	Title of the Programme	Dates	Duration in weeks
1	C	Induction Training Programme for SIPF, Jaipur	16.04.2018-21.04.2018	1
2	N	Workshop on Excel Essentials (GIC Re)	03.08.2018-04.08.2018	0.5

3	N	Programme for Retiring Executives (Scale IV and above) (Non-Life)	09.08.2018-11.08.2018	0.5
4	N	Accounting Standards on Ind AS (National)	10.09.2018-12.09.2018	0.5
5	N	Programme on Publicity and Advertisement (United India)	17.09.2018-18.09.2018	0.5
6	L	Leadership for Enhanced Business Performance of SDMs of LIC	08.10.2018-11.10.2018	1
7	N	Special Training Programme for IT Officers of National Insurance Co.- I	12.11.2018-07.12.2018	4
8	N	Special Training Programme for IT Officers of National Insurance Co.- II	17.12.2018-29.12.2018	2
9	N	Follow- up Programme- New India High Performance Leadership Batch- VI	10.01.2019-11.01.2019	0.5
10	N	Special Training Programme for IT Officers of National Insurance Co.- III	14.01.2019-25.01.2019	2
11	C	Refresher Training Programme for Assistant Managers of IRDAI	28.01.2019-08.02.2019	2
12	N	Additional Programme on Enterprise Risk Management for MISR Insurance Co., Egypt	11.02.2019-12.02.2019	0.5
13	N	Induction Training Programme for GM, DGM, AGM and Manager of IRDAI	18.02.2019-23.02.2019	1
14	N	Trends and Opportunities in General Insurance (Bharti AXA General Insurance)	05.03.2019-06.03.2019	0.5
15	N	Additional Programme on visits to Cattle Hub and industries for Bangladesh participants	21.03.2018	0.5

Off-Campus Programmes:

In addition to the annual calendar On-campus programmes, NIA has also conducted On-request Off-Campus Programmes as per Table-3, the details of which are given below:

**Table 3:
On-request Off-Campus Programmes**

Sr. No.	Cat	Title of the Programme	Programme Dates	Duration in Weeks
1	L	Training Programme in Life Insurance for Bharti AXA Life Insurance Co. Ltd. in Mumbai	18.01.2019	0.5

Overseas Programmes:

In addition to the annual calendar programmes, NIA has conducted On-request Overseas Programmes as per Table-4, the details of which are given below:

**Table 4:
On-request Overseas Programmes**

Sr. No.	Cat	Title of the Programme	Period	Weeks
1	N	Comprehensive Technical Programme in General Insurance (Non-Life) for United Insurance Company, Ethiopia	26.11.2018 08.12.2018	2
2	N	Programme on Managerial Effectiveness, for Association of Ethiopian Insurers, Ethiopia	28.01.2019 01.02.2019	1



Mr. P.H. Kutumbe, Member (F&A), IRDAI addressing the IRDAI officials.

Visit of Dignitaries:

Mr. P. H. Kutumbe, Member (F&I), IRDAI invited to address in the Refresher Training Programme for Assistant Managers of IRDAI on 7th February 2019.

Mr. Hemendra Kumar Sharma, Director (DPA-II), Ministry of External Affairs visited NIA for an interaction with the participants of Comprehensive Technical Programme (CTP) in Life Insurance on 18th January 2019.



Mr. H.K. Sharma, Director (DPA-II), Ministry of External Affairs addressing the CTP participants

Indian Technical and Economic Cooperation (ITEC) Programme:

The Indian Technical and Economic Cooperation (ITEC) Programme was instituted as a bilateral programme of assistance of the Government of India. The ITEC Programme, fully funded by the Government of India, has evolved and grown over the years. 161 countries in Asia, Africa, East Europe, Latin America, the Caribbean as well as Pacific and Small Island countries are invited to share the Indian developmental experience. Training and capacity building is one of the major activities under ITEC. The professionals and people from developing countries are offered unique training courses which empower them with not just professional skills, but prepare them for an increasingly globalized world.

Government of India, Ministry of External Affairs had approved the following programmes as per Table-5 offered by National Insurance Academy, Pune under ITEC Programme for the FY 2018-19.

**Table 5:
NIA Programmes approved by Ministry of External Affairs under ITEC**

Sr. No.	Name of the Programme	Duration (in weeks)	Dates	No. of participants attended
01.	Comprehensive Technical Programme in Life Insurance	2	02.07.2018–13.07.2018	5
02.	Workshop on Data Analytics for Insurance Intelligence (Life and General Insurance)	1	02.07.2018–06.07.2018	2
03.	Comprehensive Technical Programme in General Insurance	3	26.11.2018-14.12.2018	27
04.	Comprehensive Technical Programme in Life Insurance	2	07.01.2019-18.01.2019	14
05.	Young Executives Programme (Life Insurance)	2	04.02.2019-15.02.2019	11

NIA received the participation from countries such as Afghanistan, Bangladesh, Bhutan, Commonwealth Of Dominica, Egypt, Ethiopia, Guyana, Kyrgyzstan, Kenya, Mauritius, Nigeria, South Sudan, Sudan, Sri Lanka, Tunisia, Tanzania, Uzbekistan, Uganda, Vietnam & Zambia.



GMs, AGMs and officials of PSU along with Director and Chair Professors of NIA discussing the training calendar

GM's Meet on Annual Training Calendar of NIA:

A meeting of GMs of all PSU General Insurance companies, GIC & AICL was convened by NIA at its campus on 29.01.2019. The purpose of the meeting was 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 which would bring enhanced benefits to the companies.

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.

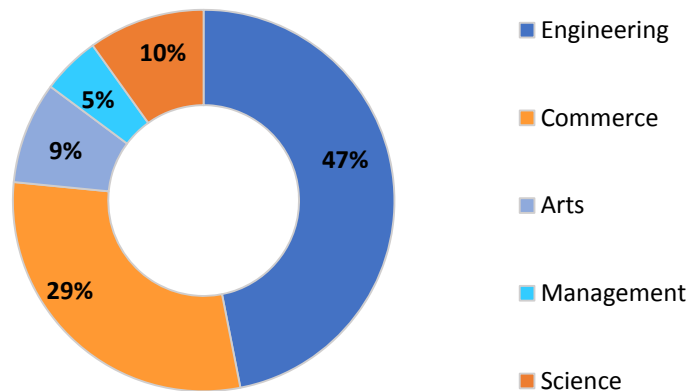
Registration and Orientation Programme (Batch 2018-20):

A one week orientation programme for the Batch 2018-20 was held from 24th June 2018 to 29th June 2018. 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 Change & Culture, Insurance Scenario, Perspective and Role of Diverse Cultures in Understanding Academic Environment, Current Scenario of Indian Insurance, Effective Communication Skills, The 4 D's of Success, Harnessing Self through Cinema, Time Management, Introduction to Actuarial Sciences, CII and III qualifications. Online orientation of PGDM 2018-20 batch students was done by Mr. Girijesh Pathak, Faculty Member to involve them in preliminary discussion and provide orientation to Quantitative Techniques before their arrival on the campus. A total of 82 students enrolled for the Programme.

Profile of the Students 2018-20:

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 2018-20 is given in Figure- 4:

Figure 4: Qualification Profile Batch 2018-20



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 each in Trimester 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 VIth 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

Evaluation & Grading:

The students' performance in the course is evaluated not only through the term-end examination but also continuously. Both the components viz. continuous evaluation and term-end examination have equal weightage and form 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 so that students benefit from the experience and wisdom of the speakers. Speakers from insurance companies and corporate world visit the campus and interact with students. These guest lectures form an integral source of learning for the PGDM students. PGDM students had the privilege of being addressed by the following dignitaries during this year:

- Mr. Bashyam, Head, Strategic Corporate Accounts, Tata Motor Insurance Broking & Advisory Services
- Dr. S Prakash, COO, Star Health & Allied Insurance
- Mr. G.Srinivasan, CEO & MD, The New India Assurance Co. Ltd
- Prof. Anil. B. Suraj, IIM, Bangalore
- Mr. Gautam Murkunde, VP, Trade Credit & Political Risk, Global Insurance Brokers.
- Ms. Jhelum Bagchi, Associate Director, Global Development, RIMS
- Mr. Prashant Desai, Head of Property Underwriting, Munich Re
- Mr. Ajeet Phatak, Role Head (Agricultural Insurance) and Mr. Ganesh, Specialist (Agricultural Insurance), Munich Re
- Mr. Yashish Dahiya, Co-founder and CEO of Policybazar.com
- Mr. Aman Dhall, VP & Head Corporate Communication, PolicyBazaar
- Mr. Praveen Gupta, CEO, Raheja QBE
- Mr. Arun Nayar (Head HR Manager) & Mr. Puneet Kumar (Strategy Lead), Swiss Re Global Business Solutions India Private Limited

Student Activities:

Insurance Summit:

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 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.



Dr. Subhash Chandra Khuntia, Chairman IRDAI addressing during the Summit. On the dais Mr. S. Sarker, Director, NIA, Ms. Alice Vaidyan, CMD, GIC Re and Mr. V.K. Sharma, Chairman, LIC

Students of NIA have been successfully organizing the summit for the last 14 years. This event is organized every year in Mumbai. In the year 2018-19, it was held on October 11, 2018. The theme of the Summit was “**Propelling Growth through Revisiting Insurance Value Proposition**”. This Summit has always been attracting extensive participation from leading speakers and delegates in the insurance, IT/ITES and related fields. The Summit received deep appreciation from all quarters.

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 2018-19 too, students gained knowledge and skill enhancing exposure and experience through several such seminars/conferences held on/off the campus including C.D. Deshmukh Seminar on “**Well-being: Strategic Response From Life Insurers, Health Insurers and Pension Providers**” on 11th January 2019 held on the campus, NIA – Swiss Re International Seminar On “**Challenges of Climate Risks on Insurance Business –Risk Mitigation and Adaptation Strategies**” on 7th & 8th of February 2019, held at Mumbai, **India Rendezvous** of Asia Insurance Review in Mumbai on 23rd and 24th January 2019 on the theme “**Reinsurance : Disrupted**” and “**Conference on Reinsurance Industry: Strategies and Execution for Sustainable Growth**” organized by Asia Insurance Post on 5th October 2018.

Student Achievements



NIA students receiving the award at Swiss Re, Bangalore

Swiss Re Global Business Solutions India Pvt. Ltd. (“Swiss Re”) - Competition:

Students of Batch 2017-19 brought laurels to the Academy by winning the First prize in an All India competition “**Swiss Re-imagine Initiative**” organized by Swiss Re, the globally renowned reinsurance giant. Their entry titled “**Tech Opportunities that will change the way we run Re/Insurance business**” was adjudged the best entry.

The students have been awarded INR 40,000/- cash prize and certificate each, and were invited to visit Swiss Re Bangalore office.

Swiss Re Boot Camp:

Three students of Batch 2018-20 were selected to attend the “Innovalue Boot Camp” organized by Swiss Re from 21st to 25th October 2018 in Bangalore. The students were given the opportunity to present their ideas on various innovative topics. It was an enriching experience for the students.

Aviation Insurance Symposium 2018:

This symposium was organized by Global Insurance Brokers on 12th October 2018 in Mumbai. Five students of Batch 2017-19 were selected and got an opportunity to attend it.

RIMS Risk Summit 2018:

The summit organized by RIMS Risk Forum India from 13th – 14th November 2018 in Mumbai. Five students of Batch 2017-19 and five students of Batch 2018-20 were selected to attend it.

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 were selected for participation in the **RIMS** 2019 Annual Conference and Exhibition held on April 27- May 1 2019 at Boston, MA, USA. Ms. Supragya Tripathi and Mr. Pranav Warhady, students of Batch 2017-19, did us proud by getting selected for the Scholarship.



Mr. Stephen, RIMS along with Ms. Supragya and Mr. Pranav (student of NIA) at RIMS Conference, Boston

Events:



PGDM Students along with NIA officials during the Swachhta Pakhwada at NIA Campus

Swachta Pakhwada:

Swachta Pakhwada was an occasion to pledge the support of the higher educational institution for spreading the message of cleanliness not only among the students but also in the surrounding areas. In view of this and responding to the clarion call from AICTE, a cleanliness drive was arranged on 17th September in and around the Academy. A 'Clean Hostel Room Contest' was held in the hostel premises and the participants were awarded in two categories: Boys and Girls. Mr.

Gaurav Jaiswal and Mr. Devanshu Sharma won in the boys category and Ms. Jangyaseni Sahu and Ms. Gaurangi Bhatnagar won in the girls category.

Leadership Talk Series:

Prime Minister Shri Narendra Modi's live interaction with IT Professionals was screened on October 24, 2018 at 4 pm. Prime Minister interacted with professionals from various IT hub centers across the country like Chennai, Bangalore, Pune, Hyderabad, Delhi working in companies like Infosys, Tech Mahindra, and TCS.

Pariksha Pe Charcha 2.0 programme was organized on 29th January 2019 at 11 am. Prime Minister Shri Narendra Modi interacted with students, parents and teachers who joined in from India & across the Globe.

Workshop on Prevention of Sexual Harassment:

The Academy, organized a Workshop on "Sensitizing the students 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 20th August 2018. Dr. Keskar highlighted the provisions of the Act and informed the students about "Zero Tolerance" for sexual harassment in the Academy.



Dr. Sushama Keskar, Member ICC, addressing the PGDM students

Vigilance Awareness Week:



PGDM students, employees of NIA and MDP participants taking the Integrity Pledge

NIA observed the Vigilance Awareness Week on 31st October 2018 on the theme "**Eradicate Corruption - Build a new India**". A programme was organized for PGDM students. Director Shri Sushobhan Sarker & Dr. Sanjay Mali, Principal-PGDM explained the theme to all. Messages by President, Vice-President and Prime Minister were read.

Special programme for employees of the Academy & MDP Participants for Integrity Pledge was administered by Director Shri Sushobhan Sarker & Dr. Sanjay Mali, Principal-PGDM.

Shri. P. K. Rath, Chair-Professor (Life) & Shri. Aswathanarayana, Chair Professor (Non-Life) were also present.

Rashtriya Ekta Divas:

Rashtriya Ekta Diwas (National Unity Day) was celebrated on 31st October 2018 to pay tribute to Sardar Vallabhbhai Patel, who was instrumental in keeping India united. PGDM students organized a video of the Iron Man of India which highlighted his contribution to India.



Celebration of Rashtriya Ekta Divas by employees of NIA

International Day of Yoga:

NIA enthusiastically celebrated the International Day of Yoga on 21st June 2018. The staff members, and MDP Participants attended the session in large scale. PGDM students who were doing internship in Pune also participated.



PGDM students, staff members performing Yoga

Dr. Gajanan Jog, Yoga Expert in Pune, was invited to conduct the practical session. The session began with a prayer in meditative posture with Namaskara Mudra. Dr. Jog demonstrated the yoga postures of standing, sitting, prone lying and supine positions and also highlighted its benefits. The participants tried to practice the yogasanas.

Dr. Jog explained the benefit of breathing exercises and the correct postures of the same. At the end the participants were trained in the basic Dhyana / Meditation. Dr. Jog described that the ultimate objective of Dhyana was to reach a state of consciousness, when the mind is free of scattered thoughts. The session concluded with a sankalpa followed by Shaanti Paath.

Blood Donation Camp:

PGDM Students organized a Blood Donation Camp on 14th August 2018 in the campus with the help of Pimpri Serological Institute, Pimpri. Such camp is a regular Annual activity @ PGDM since inception of the course. Around 80 people could donate blood on the occasion. On 13th August, a poster making competition was organized on the topic 'Donate Blood' which saw robust participation from students

Sports and Cultural Activities:

'NIA Annual Sports Event 2019' was inaugurated on 28th Jan 2019. 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 campus residents also participated in these events.

Outbound learning:

Students of Batch 2017-19 were provided an opportunity to participate in an outdoor workshop at a place about 80 KM from Pune in Tamhini Ghat, Mulshi on various team building activities.



Management Festival:

The students' fest 'Manthan' was organized on 16th and 17th February, 2019 at NIA campus by PGDM students. Events ranging from Business, Cultural to Sports and Entertainment were conducted. Management students belonging to 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 2017-19 with 75 students was placed. The placement activity which saw participation by 28 recruiters was smooth. Some students received pre-placement offers from their

summer internship recruiters. The distinct feature of Batch 2017-19 was an overseas placement for four students and Pre-Placement Offers for nine students.

The prominent recruiters are listed in Table-6 below, Sector-wise Placement in Table-7 and compensation offered in Table-8 below:

**Table 6:
List of Recruiters Batch 2017-19**

Sr. No.	Name of the Company
1	Bajaj Allianz General Insurance Co. Ltd.
2	Bharti AXA General Insurance Co. Ltd
3	TATA AIG General Insurance Co. Ltd
4	Chola MS General Insurance Co. Ltd
5	Infosys Consulting Co.
6	Qatar Insurance Company, Qatar
7	Atos-Syntel
8	Iffco Tokio General Insurance Co. Ltd
9	TATA AIA Life Insurance Co. Ltd
10	Global Insurance Brokers Pvt. Ltd.
11	Howden Insurance Brokers India Pvt. Limited
12	Intellect Design Arena Ltd.
13	Cigna TTK Health Insurance Co. Ltd
14	Aditya Birla Insurance Brokers Ltd.
15	Anviti Insurance Brokers Pvt. Ltd.
16	Magma HDI General Insurance Co. Ltd
17	SBI Life Insurance Co. Ltd
18	Swiss Re Global Business Solutions India Pvt. Limited
19	Marsh India Insurance Brokers Pvt. Ltd.
20	Tata Motors Insurance Broking and Advisory Services Limited
21	Extra Cover Insurance Brokers Pvt. Ltd.
22	Salasar Services (Insurance Brokers) Pvt. Ltd.
23	First Policy Insurance Brokers Pvt. Ltd.
24	Athena Insurance & Reinsurance Brokers Pvt. Ltd.
25	Blue Crest Insurance Broking Pvt. Ltd.
26	Cognizant Consulting Company
27	Larsen & Toubro Infotech Pvt. Ltd.
28	Policybazaar

**Table 7:
Sector-wise Placement (Batch 2017-19)**

Sector-wise Placement	Percentage (%)
General Insurance	48
Life Insurance	5
Standalone Health Insurance	3
IT	19
Insurance Brokers	23
Reinsurance	1
Other	1
Total	100%

**Table 8:
Compensation Offered in Rs. Lakh Per Annum**

Package	Batch 2017-19
Highest	28 lakhs
Average	9.27 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 2018. In all 24 companies as per Table No.9 participated in Summer Internship Programme.

**Table 9:
Summer Internship Companies (Batch 2018-20)**

Sr. No.	Name of the Company
1	Global Insurance Brokers Pvt. Ltd.
2	TATA AIG General Insurance Co. Ltd.
3	Munich Re
4	Marsh India Insurance Brokers Pvt. Ltd.
5	Anviti Insurance Brokers Pvt. Ltd.
6	Extra Cover Insurance Brokers Pvt. Ltd.
7	Magma HDI General Insurance Co. Ltd.
8	Swiss Re Global Business Solutions India Pvt. Limited

9	First Policy Insurance Brokers Pvt. Ltd.
10	Infintus Innovations Pvt. Ltd
11	Universal Sampo General Insurance Co. Ltd.
12	Cholamandalam MS General Insurance Co. Ltd.
13	SUD Life Insurance Co. Ltd.
14	Shriram Life Insurance Co. Ltd.
15	The New India Assurance Co. Ltd., Dubai
16	SBI Life Insurance Co. Ltd.
17	Iffco Tokio General Insurance Co. Ltd
18	SCOR Re
19	Bajaj Allianz General Insurance Co. Ltd.
20	Liberty General Insurance Ltd.
21	DHFL Pramerica Life Insurance Co Ltd
22	The New India Assurance Co. Ltd
23	PFRDA
24	National Insurance Co. Ltd.

Scholarships

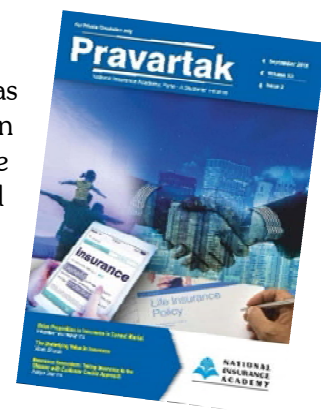
NIA offers a total of 14 scholarships under various categories. During the year scholarships were awarded under various categories as per Table-10.

**Table 10:
Scholarships**

GIC Re Scholarship	
Batch 2017-19	Awarded to 2 Students (No eligible student for 3 scholarships)
NIA Scholarship	
This scholarship is awarded for categories like: merit, girls, reserved category and economically weaker section, with a view to make the broad base by ensuring that the amount is spread over a large number of meritorious and needy students.	
Batch 2017-19	Awarded to 7 students (No eligible candidates for remaining 1 scholarship)

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 students brought out the Pravartak issue on various topics. The issue was well received and appreciated by the readers for its insightful articles.



Convocation – Batch 2016-18:

Convocation for Batch 2016-18 was held on April 13, 2018. Mr. G Srinivasan, Chairman-cum-Managing Director, The New India Assurance Co. Ltd. was the Chief Guest and Professor G. Ramesh, Governing Board member was the Guest of Honour. Dignitaries and visiting faculties graced the occasion. Awards and Medals were distributed to 8 meritorious and all-rounder students.



Mr. G. Srinivasan, CMD, New India, Prof. Ramesh, IIM, Bangalore, Mr. S. Sarker, Director, NIA, Dr. Sanjay Mali, Principal and Mr. S. Gejji, PGP Co-ordinator along with Batch 2016-18.

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 and following Alumni took the initiative of visiting the campus and interacting with current students.

- | | | |
|-----------------------------|---|---------------|
| 1. Mr. Anshuman Panda | - | Batch 2005-07 |
| 2. Mr. Rohit Kumar Rai | - | Batch 2005-07 |
| 3. Mr. Aditya Ubgade | - | Batch 2013-15 |
| 4. Mr. Shibyan Shu Sharma | - | Batch 2007-09 |
| 5. Mr. Anurag Mishra | - | Batch 2005-07 |
| 6. Mr. Abhijeet Bagool | - | Batch 2005-07 |
| 7. Mr. Chetan Nayyar | - | Batch 2008-10 |
| 8. Mr. Niraj Chandra | - | Batch 2005-07 |
| 9. Ms. Unnati Bajpai | - | Batch 2007-09 |
| 10. Mr. Shriram Singh Tomar | - | Batch 2009-11 |

11. Mr. Rahul Prasad	-	Batch 2008-10
12. Mr. Manu Sanadhya	-	Batch 2010-12
13. Mr. Arun Veetil	-	Batch 2009-11

This year onwards, 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 Ph.D. degree in Management. Presently there are four guides in the following management areas. The guide-wise list of students and area is depicted in Table-11 below:

**Table 11:
Research Guide and No. of Students**

Name of the Guide	Subject	No. of Ph.D. students
Dr. Sushama Chaudhari	Organization Management	3
Dr. S. Uma	Financial Management	2
Dr. S. Doss	Marketing Management	0
Dr. S. Doss	Insurance & Transport	1
Dr. Shalini Tiwari	Marketing Management	2

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.

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:

1. Dr. Shalini Tiwari
MARAK, Zericho R; TIWARI, Ashish; TIWARI, Shalini. **Adoption of 3D printing technology: an Innovation Diffusion Theory perspective**. International Journal of Innovation (IJI), [S.l.], v. 7, n. 1, jan. 2019. ISSN 2318-9975. Available at: <<http://www.journaliji.org/index.php/iji/article/view/393>>. Date accessed: 25 jan. 2019.
2. Dr. Shalini Tiwari
BAGOZZI, Richard P.; GAUR, Sanjaya S.; TIWARI, Shalini Pathak. **Social Influence and Intentional Social Action in Dyadic Relationship Decisions under a Key Informant Methodology**. Archives of Psychology, [S.l.], v. 2, n. 6, june 2018. ISSN 2573-7902. Available at: <<https://archivesofpsychology.org/index.php/aop/article/view/60>>. Date accessed: 17 sep. 2018. doi: <https://doi.org/10.31296/aop.v2i6.60>
3. Dr. M.C. Patwardhan contributed an article on “**Who Is Covered by the Insider Trading Prohibition? : The Problematic Concept of “Insider”** in the United States and India” in 3(1) Symbiosis Contemporary Law Journal 15 (2017) which was published in 2018-19.
4. Dr. M.C. Patwardhan contributed an article on “**Insider Trading Prohibition Based on the Equal Access Doctrine – A Critique**”, in 8(3) Online International Interdisciplinary Research Journal 15 (2018) (Special Issue: Fifth Annual National Conference on Contemporary Legal Scholarship – 2016, Symbiosis Law School, Pune).
5. Mr. V. Balagopal contributed an article on “**Educating Agents and Development Officers through Extensive Training.**” in the Annual Souvenir – March 2019 of Bangladesh Institute for Personality Development.
6. Yadav, R. and Chaudhari Sushama. (2018). **Work Values: Generation Y Expectations and HRM Implications (Study of an Indian Public Sector Non-Life Insurer)**. Bimaquest. 18(1), 83-96.

Articles in Periodicals & Dailies (Newspapers) / Newsletters

1. Kishore Panda contributed an article on “**Inclusive, Progressive and High Performing Insurance Sector to Drive India to a Higher Trajectory in Growth**” in the 50th issue of BJP Karnataka Economic Newsletter which was inaugurated by the PM.
2. Kishore Panda contributed an article on “**Genetic Disorder and Health Insurance Policy-Issues, Challenges and Dilemma in Indian Context**” in Insurance Times.

Papers Presented at Conferences / Seminars

1. Tiwari Shalini Pathak and Doss Steward (2018), **Professional Qualities of Successful Agents in Insurance Business in India –Validity through Canonical Discriminant Function Model**, In: Proceedings of In: Proceedings of 22nd Annual Conference of Asia Pacific Insurance and Risk Association, held at Singapore, July 29 – Aug 01, 2018.
2. Dr. S. Doss and Tiwari Pathak Shalini (2018), **Morbidity & Mortality Analysis and Premium Rating From Cattle Insurance: An Experience From Indian Market**, In:

Proceedings of 22nd Annual Conference of Asia Pacific Insurance and Risk Association, held at Singapore, July 29 – Aug 01, 2018.

3. Dr. M.C. Patwardhan presented a paper titled “**Towards an Incentive Based Theory of Insider Trading Prohibition**” in the Eighth Annual Doctoral Scholarship Conference held at Yale Law School, United States on 9th and 10th November, 2018.
4. Dr. Sushama Chaudhari, Ms. Ruchika Yadav and Dr. Soumi Rai presented a research paper on the title “**Gen Y Work Values, Perceived Organizational Support and Job Attitudes: Career Perception Study in Public Sector**” at the International Conference on Changing Nature of Careers- Implications for a Sustainable World, at XLRI Jamshedpur on December 14-15, 2018.

Seminar / Conference / Workshop Attended:

1. Tiwari Shalini Pathak participated in the **Insurance Manthan** organized by Department of Financial Services, Ministry of Finance for PSU Non-Life Insurers on 5th and 6th October 2018 at Vigyan Bhavan, New Delhi

Guest Sessions:

1. Dr. M.C. Patwardhan was invited to Chair a session on “**Banking, Finance and Insurance**” in the Fourth International Conference on Law and Economics of the Indian Association of Law and Economics held at Gokhale Institute of Politics & Economics, Pune on December 15 and 16, 2018.
2. Dr. S. Doss invited as a speaker on the topic “**Impact of Hospital Accreditation on Health Insurance Policies**” in the seminar on “Mandatory Hospital Accreditation Pros & Cons organized by Healthcare Management Institute, KEM Hospital, Pune on Sunday 13th February 2019.

Membership on Board / Board of Director:

1. Mr. Shiv Prabhat, Chair Professor was Director on the Board of Reliance Infrastructure Limited till February 2019.
2. Mr. Girijesh Pathak, Member of Advisory/ Editorial board "GE- International Journal of Engineering Research" published by Association of Academic Researchers and Faculties. This journal has SJIF 4.007.
Web ref: <http://www.aarf.asia/editor-ge-ijer.php>

Research Project initiated during the year:

1. **The Systems and Processes of working of Common Service Centres (CSC).**
Team Members: Mr. Shiv Prabhat, Dr. Archana Singh
2. **Examine the coverage of the targeted segment through Micro insurance and what needs to be done to increase the penetration of Micro Insurance.**
Team Members: Mr. Shiv Prabhat, Mr. P K Rath, Mr. Sandeep Pande and Dr. Archana Singh

Examinations

NIA conducts following examinations:

1. Brokers Examinations - NIA is the only body in India recognized by IRDAI for conducting Brokers' examination. During the year NIA conducted 6 (Six) examinations. 3709 candidates registered for the examination.
2. 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.
3. The Chartered Insurance Institute (CII), twice in a Year (April and October)

NIA's Other Pursuits of Professional Excellence

Seminars / Conferences / Workshops:

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

NIA-Swiss Re International Seminar



Lighting of the lamp by Dr. S.C. Khuntia, Chairman, IRDAI. Seen in the photo Ms. Alice Vaidyan, CMD, GIC Re and Mr. Satish Raju, Head Global Partnership, Swiss Re and Mr. G. Srinivasan, Director, NIA

National Insurance Academy in collaboration with Swiss Re organized the NIA-Swiss Re International Seminar on **“Challenges of Climate Risks on Insurance Business – Risk Mitigation and Adaptation Strategies”** in Mumbai from 7th to 8th February 2019. The Seminar was attended by over 300 distinguished delegates from Singapore, Sri Lanka and Nepal apart from insurance practitioners, Sr./Top Executives from other industries, academicians and students from India.

The Seminar discussed on the following topics:

- Rising severity of Climate Risks and its Implications on Insurance Business - Global Scenario
- Regulatory Preparedness & Response to combat Climate Risk
- Integrated Approach by the Policymakers to Manage Extreme Events and Climate Risk
- Insurer's Response to Mitigate the Severity of Climate Risk on Pandemic Risks, Agriculture and Property

- Evaluating the Economics of Climate Risks and Opportunities in the Insurance Sector
- Impact of Climate Risk and Risk Assessment to Support Risk Financing and Risk Transfer Methods

The Seminar was inaugurated by Dr. Subhash C. Khuntia, Chairman, IRDAI with his keynote address. Mr. G. Srinivasan, Director, NIA delivered the welcome address. Ms. Alice Vaidyan, CMD, GIC Re and Mr. Satish Raju, Head Global Partnership, South Asia, Swiss Re gave the special address.

Eminent speakers from Swiss Re, Allianz Re, The Mercantile Insurance Co. Philippines, Bangladesh Institute for Professional Development, Bangladesh, Premier Insurance Brokers Ltd., Hong Kong, IRDAI, Insurance Regulatory Commission, Sri Lanka, Insurance Development and Regulatory Authority, Bangladesh, NDMA, SBI Life Insurance Co., International Financial Centre, CGIAR, New India Assurance Co., HDFC Ergo General Insurance Co. Bajaj Allianz General Insurance Co., Apollo Munich Health Insurance Co., Lloyds Reinsurance, India, RMSI, IRSC, AIR Worldwide India, IRICS, GIC Re, etc. also addressed the delegates.

20th Annual C.D. Deshmukh Seminar

20th Annual C. D. Deshmukh Memorial Seminar was held on 11th January 2019 at NIA Pune. NIA organizes this seminar annually in the memory of Late Shri C. D. Deshmukh, who was an eminent Scholar, Statesman and the first Indian to be appointed as the Governor of the Reserve Bank of India in 1943 by the British. He also served as the Finance Minister from 1950 to 1956.

The theme of the 2019 seminar was **“Well-being: Strategic Response from Life Insurers, Health Insurers and Pension Providers”** and the topics for the discussions were:

- Well-being (Individual, Social & National) - Strategic Response from Life Insurers
- Well-being (Individual, Social & National) - Strategic Response from Health Insurers
- Well-being (Individual, Social & National) - Strategic Response from Pension Providers

Mr. Hemant Contractor, Chairman, PFRDA was the Chief Guest and Keynote Speaker. Mr. Nilesh Sathe, Member (Life), IRDAI and Mr. P.H. Kutumbe, Member (F&I), IRDAI were the guest speakers. Mr. G. Srinivasan, Director, NIA delivered the welcome address.

Eminent speakers from IRDAI, LIC, Future Generali Life Insurance, National Insurance Co., DHFL Pramerica Life Insurance, Aditya Birla Health Insurance, Future Generali India Insurance, World Bank, K.M. Dastur



Lighting of the lamp by Mr. Hemant Contractor, Chairman, PFRDA. Seen from left Mr. P.K. Rath, Chair(Life) Professor, NIA, Mr. G. Srinivasan, Director, NIA, Mr. Nilesh Sathe, Member(Life), IRDAI, Mr. P.H. Kutumbe, Member (F&I), IRDAI and Mr. Aswathanarayana, Chair Professor(General)

Reinsurance Broker, Ankolekar & Co. Actuaries and Consultants addressed the delegates.

Mr. R. K. Nair, Ex-IRDAI Member delivered the valedictory address. The Seminar was attended by over 150 distinguished delegates from many insurance companies apart from insurance practitioners, academicians and students from India and abroad.

Seminar on Title Insurance

Real Estate Regulatory Authority mandates compulsory Title Insurance to the builders of residential and commercial property. The policy covers the financial loss to the flat owners arising out of defective title of the land on which the property has been built.

In view of its importance National Insurance Academy organized the Title Insurance Seminar on 26th February 2019 at Mumbai. The seminar provided a platform for all stakeholders like real estate builders, promoters, bankers, housing finance companies, insurers, reinsurers, insurance brokers and Government representatives to appreciate the product features, scope, terms and conditions including pricing. It was very useful platform for all stake holders to deliberate upon the issues, challenges, opportunities and practical steps that were suggested to take this initiative forward.

The Seminar discussed on the following topics:

- Key market updates and Road Map for India
- Interpretation of RERA and key legal aspects around the same.
- Implementation of Title Insurance and key hindrances faced in implementation of Section 16 of RERA



Dignitaries during a panel discussion at the Seminar on Title Insurance, Mumbai

Mr. G. Srinivasan, Director, NIA delivered the opening address. Mr. S Chockalingam, IAS, Settlement Commissioner, Government of Maharashtra gave Special Address and the Inaugural address given by the Chief Guest, Dr. Vijay Satbir Singh, I.A.S. (Retd.) Member, MahaRERA

Eminent speakers from SLT, London, Khaitan Legal Associates, National Insurance Co., The New India Assurance Co., Marsh India Insurance Brokers, IRDAI, CREDAI addressed the delegates.

National Insurance Academy organized the Title Insurance Seminar in collaboration with The New India Assurance Co. Ltd. on 16th June 2018 at Pune. The Seminar was attended by insurance practitioners, Government authorities, Sr./Top Executives from other industries, academicians and students from India.

The Seminar discussed on the following topics:

- Government as a Stakeholder in Land Titling - Survey & Record
- Government as a Stakeholder in Land Titling - Registry



Lighting of the lamp by Mr. Gautam Chatterjee, IAS (Retd.) Chairperson, MahaRERA. Seen in the photo Mr. S. Sarker, Director, NIA and Mr. S Chockalingam, IAS, Settlement Commissioner, Government of Maharashtra during the Seminar on Title Insurance, Pune

Mr. Sushobhan Sarker, Director, NIA delivered the welcome address. Mr. C. Narambunathan, Director, General Manager & F.A., The New India Assurance Co. Ltd. addressed the delegates. Mr. S Chockalingam, IAS, Settlement Commissioner, Government of Maharashtra gave Special Address and the Inaugural address given by the Chief Guest, Mr. Gautam Chatterjee, IAS (Retd.) Chairperson, MahaRERA, Government of Maharashtra.

Eminent speakers like Mr. Anil Kawade, IAS, Inspector General of Registration, Government of Maharashtra, Mr. Lalit Kharbanda, Chief Manager, The New India Assurance Co. Ltd. addressed the delegates during the seminar.

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 the 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 of books on Literature,

History and Personality Development. The following Table-12 is a brief profile of the information resources available in the library:

**Table 12:
Information Resources**

Sr. No.	Type of Resources	Collection as on 31.3.2019
1	Books	25300+
2	E-Books	2500+
3	Periodicals	90
4	DVDs	130
5	Databases	7
6	News papers	14

Services: Library provides different services as per Table-13:

**Table 13:
Library Services**

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

Personnel

During the year 2018-19 following employees left NIA on repatriation / superannuation. The list is given in Table-14. :

**Table 14:
List of Employees repatriated / superannuated**

Sr. No.	Name of the Employee	Date of Relieving
1	Mr. S.H. Gejji, Faculty Member	31 st May 2018
2	Mr. R. Surender, Faculty Member	18 th June 2018
3	Ms. Renu Agnihotri, Research Associate	9 th July 2018
4	Mr. P. N. Karmakar, Faculty Member	11 th September 2018
5	Ms. Uma Ramani, Research Associate	16 th October 2018
6	Mr. Sushobhan Sarker, Director	17 th December 2018

During the year 2018-19 following employees joined NIA on deputation / regular appointment. The list is given in Table-15. :

**Table 15:
List of Employees joined on deputation / regular appointment**

Sr. No.	Name of the Employee	Date of Appointment
1	Mr. Nikesh Coomar, Faculty Member	27 th April 2018
2	Ms. Rinku Chaudhury, Faculty Member	18 th June 2018
3	Mr. Shiv Prabhat, Chair Professor (FISS)	6 th August 2018
4	Mr. G. Srinivasan, Director	11 th December 2018

Other Significant Activities

Foundation Day:

NIA celebrated its 39th Foundation Day on 17th December 2018. NIA also celebrated the foundation days of promoter companies as per Table-16 depicted below:

**Table 16:
Foundation Day of Promoter Companies**

Sr. No.	Company Name	Foundation Day
1	The New India Assurance Co. Ltd.- 100 th	23.07.2019
2	Life Insurance Corporation of India - 62 nd	01.09.2018
3	The Oriental Insurance Co Ltd. - 72 nd	12.09.2018
4	GIC Re - 47 th	26.11.2018
5	National Insurance Co. Ltd. - 113 th	05.12.2018
6	United India Insurance Co. Ltd.- 82 nd	18.02.2019

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





Republic Day:

NIA celebrated the 70th Republic Day of the country on 26th January 2019 with much enthusiasm. The Director unfurled the National Flag and the National Anthem was played. Students of NIA demonstrated their love of country by singing the patriotic songs. NIA employees who have completed 25 years at NIA were felicitated.



International Women's Day:

NIA organizes Women Manager Programme during the week of International Women's Day every year. On this occasion NIA invited Ms. Sonia Agarwal Konjeti, Founder of PULA (Pune Ladies Facebook Group) as Guest of Honour to address the Women Participants, Employees and PGDM Students of 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

AUDIT REPORT

(The Bombay Public Trust 1950- Sub-Section(2) of Sec. 33 & 34 and Rule 19)

Name of the Trust – **NATIONAL INSURANCE ACADEMY, PUNE.**

Registration No. - **F -7891(Pune)**

For the year ending – **31.3.2019**

A.	Whether accounts are maintained regularly & in accordance with the provisions of the Act & rules.	Yes
B.	Whether receipts & disbursements are properly & correctly shown in the accounts	Yes
C.	Whether the cash balance & vouchers in the custody of the manager or trustee on the date of audit were in agreement with the accounts.	Yes
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 & immovable properties is properly maintained, the changes therein are communicated from time to time to the regional office & the defects & inaccuracies mentioned in the previous audit report have been duly complied with.	Yes
F.	Whether the manager or trustee or any other person required by the auditor to appear before him did so and furnished the necessary information required by him.	Yes
G.	Whether any property or funds of the Trust were applied for any object or purpose other than the 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 one year and the amounts written off, if any.	Yes, Rs. 77.07 lakh outstanding for more than 1 year. Above amount is after writing off amount of Rs. 7.60 lakh during the year.

J.	Whether tenders were invited for repairs or construction involving expenditure exceeding Rs. 5,000/-	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 section 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 number 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 trustees is a debtor or creditor of the trust	No
T.	Whether the irregularities pointed out by the auditors in the accounts of the previous trustees during the period of audit.	Yes
T.	Any special matter which the auditor may think fit or necessary to bring to the notice of the Deputy or Assistant Charity Commissioner.	No

Place: Pune

Date:

SPCM & Associates

Chartered Accountants
FRN -112165W

Sd/-

CA SUHAS P. BORA
Partner
M. No. 039765

Trust Reg. No. F/7891(Pune)

BALANCE SHEET AS ON 31.03.2019

	Current Year 2018-19 ₹	Previous Year 2017-18 ₹
SOURCES OF FUNDS		
Trust Fund or Corpus	25,00,000.00	25,00,000.00
Campus Fund	2896,24,125.16	2896,24,125.16
CSR Fund	108,72,071.09	106,06,854.65
Endowments	201,76,734.34	191,14,480.15
Sponsored Awards (NET)	3,399.25	39,686.25
Other Funds	5493,53,809.66	4747,84,526.37
Productivity Linked Corpus	9,64,114.00	2,39,440.00
-----	-----	-----
Sub-Total	8734,94,253.50	7969,09,112.58
Current Liabilities & Provisions	529,27,121.01	597,18,592.61
TOTAL	9264,21,374.51	8566,27,705.19
APPLICATION OF FUNDS		
Campus Fund Assets	2512,08,595.22	2603,29,677.01
CSR Assets	32,32,127.00	29,91,643.00
Endowment Assets	202,35,334.55	191,14,480.15
Other Fixed Assets Including Insurance Lab	58,46,895.21	58,82,979.83
General Fund Investments	5117,45,140.90	4251,05,140.90
Insurance Lab Investments	35,51,681.27	32,73,769.45
Current Assets, Loans And Advances	1306,01,600.36	1399,30,014.85
TOTAL	9264,21,374.51	8566,27,705.19

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

As per our report of even date attached.

Sd/-
M/S SPCM & ASSOCIATES
CHARTERED ACCOUNTANTS

Sd/-
MEMBER
GOVERNING BOARD

Sd/-
CHAIRMAN
GOVERNING BOARD

Sd/-
DIRECTOR

Date: 31ST MAY 2019

Place: Pune

INCOME & EXPENDITURE FOR THE YEAR ENDED 31.03.2019

	Current Year 2018-19 ₹	Previous Year 2017-18 ₹
INCOME		
Training Programme Fees	2288,20,207.14	2513,74,078.89
Action Research/Examination Income	147,10,609.20	131,13,715.00
PGDM Income	831,69,522.00	697,98,861.00
Contribution to Endowment Chairs	66,67,000.00	10,00,000.00
Interest	337,77,857.04	288,68,411.90
Other Income	28,80,876.22	31,56,388.17
	3700,26,071.60	3673,11,454.96
EXPENDITURE		
Establishment Expenses	606,60,153.86	651,65,470.49
Objects Of The Trust		
MDP Direct Training Expenses	430,96,405.40	760,30,450.19
PGDM Direct Expenses	304,02,045.99	199,16,415.94
Action Research / Examination Expenses	51,47,225.35	45,95,617.80
Other Expenses	1401,57,618.76	1320,87,434.99
Prior Period Adjustments	9,62,888.10	1,59,145.00
Depreciation	143,83,618.41	172,09,681.35
	2948,09,955.87	3151,64,215.76
Excess Of Income Over Expenditure Transferred To General Fund	752,16,115.73	521,47,239.20

As per our report of even date attached.

Sd/-
M/S SPCM & ASSOCIATES
CHARTERED ACCOUNTANTS

Sd/-
MEMBER
GOVERNING BOARD

Sd/-
CHAIRMAN
GOVERNING BOARD

Sd/-
DIRECTOR

ANNEXURE

TRAINING PROGRAMMES CONDUCTED DURING 2018-19

Sr. No.	Title of the Programme	Programme Dates	No. of Weeks	Co-ordinator/s
1	Programme for Retiring Executives (Non-Life)- Batch-I	09.04.2018 - 11.04.2018	0.5	Dr. Saraswat Suresh
2	Programme for Retiring Executives (Non-Life)- Batch II	09.04.2018 - 11.04.2018	0.5	Mr. K.K Panda
3	Programme on Insurance Fraud Detection and Management (Audit Dept. of LIC)	11.04.2018 - 13.04.2018	0.5	Mr. V. Balagopal
4	Programme on Corporate Branding and Reputation (Non-Life)	16.04.2018 - 18.04.2018	0.5	Dr. Shalini Tiwari
5	General Management Programme for Middle Level Executives (Life)- I	16.04.2018 - 25.04.2018	1.5	Mr. Vivek Moharil
6	Comprehensive Technical Programme in Life Insurance(Life)-I	16.04.2018 - 27.04.2018	2	Mr. Pradeep Kumar Rath
7	Programme on Sustainable Insurance (Combined)	23.04.2018 - 25.04.2018	0.5	Mr. S.C. Pattanayak
8	Executive Development Programme (Non-Life)- I	23.04.2018 - 27.04.2018	1	Dr. M. C. Patwardhan
9	Management of Miscellaneous Insurance Business (Non-Life)-I	23.04.2018 - 27.04.2018	1	Mr. Sumit Kumar
10	Insurance Fraud Management (Life)	26.04.2018 - 28.04.2018	0.5	Mr. Suresh Samtani
11	Programme on Sales and Marketing for Frontline Executives (Non-Life)	02.05.2018 - 04.05.2018	0.5	Mr. P. N. Karmakar
12	Programme on Financial Audit and Control (Life)	02.05.2018 - 04.05.2018	0.5	Mr. Suresh Samtani
13	Programme for Retiring Executives (for Scale V and above)-I	02.05.2018 - 04.05.2018	0.5	Mr. K.K Panda
14	Management of Liability Insurance (Non-Life)- I	07.05.2018 - 09.05.2018	0.5	Dr. M. C. Patwardhan
15	Programme on Retail Insurance (Non-Life)- I	07.05.2018 - 09.05.2018	0.5	Dr. Saraswat Suresh
16	Management of Property (Fire) Insurance (Non-Life)- I	07.05.2018 - 11.05.2018	1	Mr. K.K Panda
17	Programme on Alternate Channels Management (Life)	07.05.2018 - 11.05.2018	1	Mr. Vivek Moharil
18	Programme for Young Executives Programme (YEP)- I	07.05.2018 - 18.05.2018	2	Mr. V. Balagopal
19	Programme on Drafting and Reporting Skills (Audit Dept. of LIC)	14.05.2018 - 15.05.2018	0.5	Mr. Suresh Samtani
20	Programme on Claims Management (Non-Life)-I	14.05.2018 - 16.05.2018	0.5	Mr. P. N. Karmakar

21	Programme on Agricultural Insurance (Non-Life)- I	14.05.2018 - 16.05.2018	0.5	Dr. Archana Singh
22	Management of Engineering Insurance (Non-Life)- I	14.05.2018 - 18.05.2018	1	Mr. Asim Kumar Pattnaik
23	Finance for Non-Finance Officials (Life)- I	16.05.2018 - 18.05.2018	0.5	Mr. Suresh Samtani
24	Programme for Retiring Executives (Non-Life)-III	21.05.2018 - 23.05.2018	0.5	Dr. M. C. Patwardhan
25	Workshop on Self-Management & Transformation (Non-Life)- I	21.05.2018 - 23.05.2018	0.5	Dr. Sushama Chaudhari
26	Special Programme for Young Executives (Life)	21.05.2018 - 01.06.2018	2	Mr.Pradeep Kumar Rath/ Dr. Sushama Chaudhari
27	Programme on Micro and Social Sector Insurance (Life)-I	24.05.2018 - 26.05.2018	0.5	Mr. Nikesh Coomar
28	Programme for Women Managers (Combined)-I	28.05.2018 - 01.06.2018	1	Mrs. Ruchika Yadav / Mrs. Uma Ramani
29	Financial Awareness Programme (Life)	28.05.2018 - 01.06.2018	1	Dr. S.Uma
30	Insurance Accounting, Audit & Control (Non-Life)	04.06.2018 - 06.06.2018	0.5	Dr. S.Uma
31	General Management Programme for BMs and DMs (Non-Life)	04.06.2018 - 06.06.2018	0.5	Mr. P.N. Karmakar
32	Management of Marine Insurance (Cargo) (Non-Life)	04.06.2018 - 08.06.2018	1	Mr. R. Surender
33	Workshop on Communication and Presentation Skills (Life)	04.06.2018 - 08.06.2018	1	Mr. V. Balagopal
34	Programme on New Age Marketing (Life)	04.06.2018 - 08.06.2018	1	Mr. L.K. Shamsunder
35	Management of Strategic Issues for Insurance Executives (Non-Life)	07.06.2018 - 08.06.2018	0.5	Dr. Shalini Tiwari
36	Programme on Financial Markets (Life)	11.06.2018 - 13.06.2018	0.5	Dr. S.Uma
37	Programme on Consumer Courts, Ombudsman and Grievance Redressal (Combined)	11.06.2018 - 13.06.2018	0.5	Mr. P.N. Karmakar
38	Programme on Managerial Effectiveness (Life)	11.06.2018 - 15.06.2018	1	Mr. Vivek Moharil
39	Profitable Management of Health Portfolio (Non-Life)	11.06.2018 - 15.06.2018	1	Uma Ramani
40	Programme on GST and Life Insurance Accounting (Life)	14.06.2018 - 15.06.2018	0.5	Dr. M. C. Patwardhan
41	Workshop on Distribution Channels Management (Non-Life)-I	18.06.2018 - 20.06.2018	0.5	Mr. K. K. Panda

42	Programme for Retiring Executives (Non-Life) IV	18.06.2018 - 20.06.2018	0.5	Dr. S.Uma
43	Finance for Non-Finance for Chief Managers (I/c) (LIC)	18.06.2018 - 22.06.2018	1	Mr. Suresh Samtani
44	Young Executives Programme (YEP) (Life) II	18.06.2018 - 29.06.2018	2	Mr. L.K. Shamsunder
45	Workshop on Motor Third Party Claims (Non-Life) I	25.06.2018 - 27.06.2018	0.5	Mr. E.Santoshkumar
46	Comprehensive Programme on Life Insurance Regulations (Life) I	25.06.2018 - 29.06.2018	1	Mr. Pradeep Kumar Rath
47	Programme for Young Officers (Non-Life) I	25.06.2018 - 29.06.2018	1	Mrs. Ruchika Yadav
48	Finance for Non-Finance Officials (Life) II	25.06.2018 - 27.06.2018	0.5	Dr. M. C. Patwardhan
49	Management of Miscellaneous Insurance Business (Non-Life)	02.07.2018 - 06.07.2018	1	Mr. S.N. Nallasivan
50	Comprehensive Marketing Programme for Marketing Executives (Non-Life)	02.07.2018 - 06.07.2018	1	Mr. K.K Panda
51	Workshop on Data Analytics for Insurance Intelligence (Combined)	02.07.2018 - 06.07.2018	1	Dr. S.D.Page
52	Comprehensive Technical Programme in Life Insurance (Life)-II	02.07.2018 - 13.07.2018	2	Mr. V. Balagopal
53	Prevention of Insurance Frauds (Non-Life) I	09.07.2018 - 11.07.2018	0.5	Dr. S. Doss
54	Programme on Auditing and Accounting Standards (Life)	09.07.2018 - 11.07.2018	0.5	Dr.M.C.Patwardhan
55	Programme for Women Manager (Combined) II	09.07.2018 - 13.07.2018	1	Dr. S. Uma S.
56	Programme on Distribution Channel Management (Life)- I	09.07.2018 - 13.07.2018	1	Mr. Nikesh Coomar
57	Management of Liability Insurance (Non-Life)- II	11.07.2018 - 13.07.2018	0.5	Mr. Asim Kumar Pattnaik
58	Workshop on Communication and Presentation Skills (Non-Life)- I	16.07.2018 - 18.07.2018	0.5	Mrs. Ruchika Yadav
59	Management of Motor Underwriting & Claims (OD) (Non-Life)	16.07.2018 - 18.07.2018	0.5	Dr. Saraswat Suresh
60	Proficiency Development Programme for Manager Sales (Life)-I	16.07.2018 - 20.07.2018	1	Mr. Nikesh Coomar
61	General Management Programme for Middle Level Executives (Life)- II	16.07.2018 - 25.07.2018	1.5	Mr. L.K. Shamsunder
62	"Loss of Earnings" Insurance (LOP, ALOP, MLOP, DSU) (Non-Life)	18.07.2018 - 20.07.2018	0.5	Mr. P.N. Karmakar
63	Train the Trainers Programme (Combined)	23.07.2018 - 27.07.2018	1	Dr. Sushama Chaudhari

64	Programme on Computing Skills for P&GS Dept. (LIC)	23.07.2018 - 27.07.2018	1	Mr. Girijesh Pathak
65	Programme on Claims Management (Non-Life)-II	30.07.2018 - 01.08.2018	0.5	Mr. Asim Kumar Pattnaik
66	Financial Audit and Control (Life)- II	30.07.2018 - 01.08.2018	0.5	Mr. Suresh Samatani
67	Executive Development Programme for Engineering Dept. of LIC (Insurance and Soft Skills)	30.07.2018 - 03.08.2018	1	Mr. Sandeep Pande
68	Workshop on Motor Third Party Claims (Non-Life)-II	01.08.2018 - 03.08.2018	0.5	Mr. E. Santhoshkumar
69	Finance for Non-Finance Officials (Life)-III	02.08.2018 - 04.08.2018	0.5	Mr. S.C. Pattanayak
70	Programme on Sales and Marketing for Frontline Executives (Non-Life) II	06.08.2018 - 08.08.2018	0.5	Dr. Saraswat Suresh
71	Programme on Marketing Strategies (Life) I	06.08.2018 - 10.08.2018	1	Mr. Vivek Moharil
72	Workshop on Managerial Excellence: Programme for Branch Heads (Life) - I	06.08.2018 - 10.08.2018	1	Mr. L.K. Shamsunder
73	Profitable Management of Health Portfolio (Non- Life)-II	06.08.2018 - 10.08.2018	1	Mrs. Uma Ramani
74	Programme on Advanced Excel for BI (Combined)	06.08.2018 - 10.08.2018	1	Dr. S.D.Page
75	Programme on Right to Information Act (Life)	13.08.2018 - 14.08.2018	0.5	Mr. S.C. Pattanayak
76	Programme for Retiring Executives (Non-Life) - V	16.08.2018 - 18.08.2018	0.5	Mr. Asim Kumar Pattnaik
77	Strategic Intent and Execution Excellence for SDMs of LIC (Life)	16.08.2018 - 18.08.2018	0.5	Dr. Sushama Chaudhari
78	Finance for Non-Finance Officials (Life)- IV	20.08.2018 - 22.08.2018	0.5	Mr. Suresh Samtani
79	Programme on Managing Direct Sales (Life)	20.08.2018 - 24.08.2018	1	Mr. Sandeep Pande
80	Programme on Agricultural Insurance (Non-Life) - II	27.08.2018 - 29.08.2018	0.5	Dr. Archana Singh
81	Programme on Accounting Standards on IND AS (New India)	23.08.2018- 25.08.2018	0.5	Mr. Sumit Kumar
82	Management of Property (Fire) Insurance (Non-Life)- II	27.08.2018 - 31.08.2018	1	Mr. Asim Kumar Pattnaik
83	Workshop on Communication and Presentation Skills (Life)- II	27.08.2018 - 31.08.2018	1	Mr. Nikesh Coomar
84	Comprehensive Programme on Life Insurance Regulations (Life)- II	27.08.2018 - 31.08.2018	1	Mr. Suresh Samtani

85	Workshop to Create Analytic Edge for Managers (Combined) - I	27.08.2018 - 31.08.2018	1	Mr. Girijesh Pathak
86	Prevention of Insurance Frauds (Non-Life)- II	03.09.2018 - 05.09.2018	0.5	Dr. Saraswat Suresh
87	Programme on Integrated CRM (Life) - I	03.09.2018 - 07.09.2018	1	Mr. L.K. Shamsunder
88	Management of Marine Insurance (Cargo)- II	03.09.2018 - 07.09.2018	1	Ms. Rinku Chaudhari
89	General Management Programme for Middle Level Executives (Life) - III	03.09.2018 - 12.09.2018	1.5	Mr. V. Balagopal
90	Management of Project Insurance (Non-Life)	06.09.2018 - 08.09.2018	0.5	Mr. K.K Panda
91	Workshop on Motor Third Party Claims (Non-Life) - III	10.09.2018 - 12.09.2018	0.5	Mr. S.N. Nallasivan
92	Workshop on Problem Solving Techniques & Creativity (Combined)	10.09.2018 - 12.09.2018	0.5	Dr. Archana Singh
93	Programme on Best Practices in Marketing (Life)	10.09.2018 - 12.09.2018	0.5	Mr. Nikesh Coomar
94	Programme on Reinsurance Management (Non-Life)- II	17.09.2018 - 19.09.2018	0.5	Mr. Aswathanarayana / Dr. S. Doss
95	Programme on Investment Awareness (Life)- I	17.09.2018 - 19.09.2018	0.5	Dr. S. Uma
96	Strategy Implementation : P&GS Dept. of LIC (Life) - I	17.09.2018 - 19.09.2018	0.5	Mr. Vivek Moharil
97	Management of Motor Underwriting & Claims (OD) (Non-Life)- II	24.09.2018 - 26.09.2018	0.5	Ms. Rinku Chaudhari
98	Workshop on Conflict Management and Negotiation Skills (Non-Life)- I	24.09.2018 - 26.09.2018	0.5	Dr. Archana Singh
99	Financial Awareness Programme (Life)- II	24.09.2018 - 28.09.2018	1	Dr. S. Uma S.
100	Programme on Alternate Channels Management (Life)- II	24.09.2018 - 28.09.2018	1	Mr. Nikesh Coomar
101	Programme for Retiring Executives (Non-Life) - VI	26.09.2018 - 28.09.2018	0.5	Dr. M. C. Patwardhan
102	Programme on Claims Management (Non-Life)- III	03.10.2018 - 05.10.2018	0.5	Mr. S.N. Nallasivan
103	Distribution Channel Management (Life) II	08.10.2018 - 12.10.2018	1	Mr. Vivek Moharil
104	Management of Engineering Insurance (Non-Life) - II	08.10.2018 - 12.10.2018	1	Mr. K.K Panda
105	Comprehensive Programme on Life Insurance Regulations (Life)	08.10.2018 - 12.10.2018	1	Mr. V. Balagopal

106	Comprehensive Marketing Programme for Marketing Executives (Non-Life)- II	08.10.2018 - 12.10.2018	1	Ms. Rinku Chaudhari
107	Programme on Estate Management (Non-Life)	15.10.2018 - 17.10.2018	0.5	Mr. S.N. Nallasivan
108	Strategy Implementation : P&GS Dept. of LIC (Life) II	15.10.2018 - 17.10.2018	0.5	Mr. Sandeep Pande
109	Programme on Agricultural Insurance (Non-Life) III	15.10.2018 - 17.10.2018	0.5	Dr. S. Doss
110	Best Practices in Underwriting (Life) I	15.10.2018 - 17.10.2018	0.5	Mr. V. Balagopal
111	Finance for Non-Finance Officials (Life)- V	15.10.2018 - 17.10.2018	0.5	Mr. Suresh Samtani
112	Programme for Women Leaders in Insurance (For Scale IV and above) (Non-Life)	22.10.2018 - 24.10.2018	0.5	Dr. Sushama Chaudhari
113	Workshop on Managerial Excellence: Programme for Branch Heads (Life) II	22.10.2018 - 26.10.2018	1	Mr. Nikesh Coomar
114	Emerging Trends in Marketing for MMs (Life)	22.10.2018 - 26.10.2018	1	Mr. L.K. Shamsunder
115	Programme on Artificial Intelligence, Machine Learning	22.10.2018 - 26.10.2018	1	Dr. S. D. Page
116	Corporate Governance for Senior Management (Combined)	25.10.2018 - 26.10.2018	0.5	Dr. S. Doss
117	Workshop on Motor Third Party Claims (Non-Life) IV	29.10.2018 - 31.10.2018	0.5	Dr. Saraswat Suresh
118	Programme for Retiring Executives (Non-Life)- VII	29.10.2018 - 31.10.2018	0.5	Mrs. Ruchika Yadav
119	Financial Awareness Programme (Life) III	29.10.2018 - 02.11.2018	1	Mr. Suresh Samtani
120	Comprehensive Programme on Life Insurance Regulations (Life) IV	29.10.2018 - 02.11.2018	1	Mr. Vivek Moharil
121	Workshop on Communication and Presentation Skills (Life)	12.11.2018 - 16.11.2018	1	Mr. V. Balagopal
122	Profitable Management of Health Portfolio (Non-Life)-III	12.11.2018 - 16.11.2018	1	Ms. Rinku Chaudhari
123	Workshop to Create Technology Edge for Managers (Combined)	12.11.2018 - 16.11.2018	1	Mr. Girijesh Pathak
124	Customer Relationship Management (Non-Life) II	14.11.2018 - 16.11.2018	0.5	Dr. S. Doss
125	Programme for Retiring Executives (Non-Life)- VIII	19.11.2018 - 21.11.2018	0.5	Mr. Asim Kumar Pattnaik
126	Comprehensive Programme on Life Insurance Regulations (Life)- V	19.11.2018 - 23.11.2018	1	Mr. L.K. Shamsunder

127	Special Programme on Enterprise Risk Management (ERM) (Life)	19.11.2018-21.11.2018)	0.5	Dr. S. Doss
128	Programme on Retail Insurance (Non-Life)- II	21.11.2018 - 23.11.2018	0.5	Dr. Saraswat Suresh
129	Programme on Risk Based Underwriting (Non-Life)	26.11.2018 - 28.11.2018	0.5	Dr. S. Doss
130	Executive Development Programme (Non-Life)- II	26.11.2018 - 30.11.2018	1	Uma S., Dr.
131	Comprehensive Technical Programme In General Insurance (Non-Life)	26.11.2018 - 14.12.2018	3	Mrs. Ruchika Yadav / Mr. E. Santhoshkumar
132	Programme for Legal Managers of LIC (Life)	26.11.2018 - 30.11.2018	1	Mr. Vivek Moharil
133	Programme on Customer Experience Management for C Zone Managers (Life) - II	26.11.2018 - 30.11.2018	1	Mr. Vivek Moharil
134	Insurance Accounting, Audit & Control (Non-Life)-II	03.12.2018 - 05.12.2018	0.5	Mr. Sumit Kumar
135	Programme on Marketing Strategies (Life) II	03.12.2018 - 07.12.2018	1	Mr. L.K. Shamsunder
136	Competency Development Programme for Chief Managers (Life)	03.12.2018 - 07.12.2018	1	Mr. V. Balagopal
137	Comprehensive Technical Programme in Life Insurance (Life) III	10.12.2018 - 21.12.2018	2	Mr. Vivek Moharil
138	General Management Programme for BMs and DMs (Non-Life)- II	10.12.2018 - 12.12.2018	0.5	Dr. M. C. Patwardhan
139	Programme on Market Intelligence (Life)	10.12.2018 - 12.12.2018	0.5	Mr. L.K. Shamsunder
140	Programme for Retiring Executives (for Scale V and above) (Non-Life) II	10.12.2018 - 12.12.2018	0.5	Mr. K.K Panda
141	Finance for Non-Finance Officials (Life) VI	13.12.2018 - 15.12.2018	0.5	Mr. Suresh Samtani
142	Programme for Women Managers (Combined) III	17.12.2018 - 21.12.2018	1	Ms. Rinku Chaudhari
143	Programme on Integrated CRM (Life) II	17.12.2018 - 21.12.2018	1	Mr. Nikesh Coomar
144	Workshop on Distribution Channel Management (Non-Life) II	17.12.2018 - 19.12.2018	0.5	Dr. Shalini Tiwari
145	Programme on Vigilance (Non-Life)	26.12.2018-28.12.2018	0.5	Dr. Saraswat Suresh
146	Actuarial Practices in Life Insurance (Life)	26.12.2018 - 28.12.2018	0.5	Mr. S.C. Pattanayak
147	Workshop on Industrial Relations (Non-Life)	26.12.2018 - 28.12.2018	0.5	Mr. S.N. Nallasivan

148	Workshop on Self-Management & Transformation (Non-Life) II	26.12.2018 - 28.12.2018	0.5	Mrs. Ruchika Yadav
149	Right to Information Act (Life) II	27.12.2018 - 28.12.2018	0.5	Mr. S.C. Pattanayak
150	Management of Miscellaneous Insurance Business (Non-Life)	31.12.2018 - 04.01.2019	1	Mr. E. Santhoshkumar
151	Programme for Retiring Executives (Non-Life)- IX	02.01.2019 - 04.01.2019	0.5	Mrs. Ruchika Yadav
152	Management of Motor Underwriting & Claims (OD) (Non-Life)-III	02.01.2019 - 04.01.2019	0.5	Mr. S.N. Nallasivan
153	Finance for Non-Finance Officials (Life)	02.01.2019 - 04.01.2019	0.5	Mr. Suresh Samtani
154	Programme on Financial Markets (Life) III	02.01.2019 - 04.01.2019	0.5	Dr. S. Uma S.
155	Programme on Sales and Marketing for Frontline Executives (Non-Life)- III	07.01.2019 - 09.01.2019	0.5	Dr. Shalini Tiwari
156	Comprehensive Technical Programme in Life Insurance (Life)- IV	07.01.2019 - 18.01.2019	2	Mr. L.K. Shamsunder
157	Workshop on Motor Third Party Claims (Non-Life) V	07.01.2019 - 09.01.2019	0.5	Mr. S.N. Nallasivan
158	Workshop on Leadership Skills for P&GS Officials (Life)	07.01.2019- 09.01.2019	0.5	Mr. V.Balagopal
159	Workshop to Create Analytic Edge for Managers (Combined)	07.01.2019 - 11.01.2019	1	Mr. Girijesh Pathak
160	General Management Programme for Middle Level Executives (Life) IV	07.01.2019 - 16.01.2019	1.5	Mr. Suresh Samtani
161	Programme on Claims Management (Non-Life) -IV	14.01.2019 - 16.01.2019	0.5	Mr. Asim Kumar Pattnaik
162	Management of Marine Insurance (Cargo) (Non-Life) III	14.01.2019 - 18.01.2019	1	Ms. Rinku Chaudhari
163	Workshop on Communication and Presentation Skills (Non-Life)- II	21.01.2019 - 23.01.2019	0.5	Dr. Archana Singh
164	Programme on Prevention of Insurance Frauds (Non-Life)- III	21.01.2019 - 23.01.2019	0.5	Mr. S.N. Nallasivan
165	Financial Awareness Programme (Life)- IV	21.01.2019 - 25.01.2019	1	Dr. S. Uma
166	Programme on Financial Markets (Life) II	28.01.2019- 30.01.2018	0.5	Mr. Suresh Samtani
167	Management of Project Insurance (Non-Life)- II	28.01.2019 - 30.01.2019	0.5	Mr. Asim Kumar Pattnaik
168	Management of Liability Insurance (Non-Life) III	28.01.2019 - 30.01.2019	0.5	Mr. Sumit Kumar
169	Comprehensive Programme on Life Insurance Regulations (Life)- VI	28.01.2019 - 01.02.2019	1	Mr. Pradeep Kumar Rath

170	Programme on Android App Development (Combined)	28.01.2019 - 01.02.2019	1	Dr. S.D.Page
171	Finance for Non-Finance Executives (Non-Life)- II	04.02.2019 - 06.02.2019	0.5	Dr. M. C. Patwardhan
172	Workshop to Create Technology Edge for Managers	04.02.2019 - 08.02.2019	1	Mr. Girijesh Pathak
173	Young Executives Programme (YEP)	04.02.2019 - 15.02.2019	2	Mr. Vivek Moharil
174	Procedures & Practices in Court Cases (HR & IR)	06.02.2019 - 08.02.2019	0.5	Mr. S.N. Nallasivan
175	Programme for Retiring Executives (Non-Life)	11.02.2019 - 13.02.2019	0.5	Dr. M. C. Patwardhan
176	Management of Miscellaneous Insurance Business (Non-Life)	11.02.2019 - 15.02.2019	1	Mr. Sumit Kumar
177	Workshop on Communication and Presentation Skills (Non-Life)	11.02.2019 - 15.02.2019	1	Mr. V. Balagopal
178	Programme for Young Officers (Non-Life)	11.02.2019 - 15.02.2019	1	Mrs. Ruchika Yadav
179	Enterprise Risk Management for Senior and Middle Level Executives of Insurance Industry (Non-Life)	13.02.2019- 15.02.2019	0.5	Dr. S. Doss
180	Management of Motor Underwriting & Claims (OD)	18.02.2019 - 20.02.2019	0.5	Mr. K.K Panda
181	Programme on Managerial Effectiveness (Life)	18.02.2019 - 22.02.2019	1	Mr. Vivek Moharil
182	Special Programme for Young Executives (Life)	18.02.2019 - 01.03.2019	2	Mr. Pradeep Kumar Rath
183	Programme on Agricultural Insurance (Non-Life)	20.02.2019 - 22.02.2019	0.5	Dr. S. Doss
184	Programme for Women Leaders in Insurance (Non-Life) (for Scale IV and above) (Follow up programme)	21.02.2019 - 22.02.2019	0.5	Dr. Archana Singh
185	Management of Property (Fire) Insurance (Non-Life)	25.02.2019 - 01.03.2019	1	Ms. Rinku Chaudhari
186	Workshop on Motor Third Party Claims (Non-Life)	25.02.2019 - 27.02.2019	0.5	Mr. E. Santhoshkumar
187	Programme on Consumer Courts, Ombudsman and Grievance Redressal (Combined)	25.02.2019 - 27.02.2019	0.5	Dr. Shalini Tiwari
188	Comprehensive Programme on Life Insurance Regulations (Life)	25.02.2019 - 01.03.2019	1	Mr. Sandeep Pande
189	Programme on GST and Life Insurance Accounting (Life)	05.03.2019 - 06.03.2019	0.5	Mr. Suresh Samtani

190	Investment Awareness Programme (Life)	05.03.2019 - 07.03.2019	0.5	Dr. S. Uma
191	Management of Micro Insurance (Non-Life)	05.03.2019 - 07.03.2019	0.5	Dr. Saraswat Suresh
192	Programme for Women Managers (Combined)	05.03.2019 - 09.03.2019	1	Dr. Archana Singh
193	Finance for Non-Finance Officials (Life)	07.03.2019 - 09.03.2019	0.5	Dr. M. C. Patwardhan
194	Programme for Retiring Executives (Non-Life)	11.03.2019 - 13.03.2019	0.5	Dr. S.Uma
195	Profitable Management of Health Portfolio (Non-Life)	11.03.2019 - 15.03.2019	1	Mr. K.K Panda
196	Comprehensive Programme on Life Insurance Regulations (Life)	11.03.2019 - 15.03.2019	1	Mr. Sandeep Pande
197	Workshop on Conflict Management and Negotiation Skills (Non-Life)	11.03.2019 - 13.03.2019	0.5	Mrs. Ruchika Yadav
198	Management of Rural Insurance (Non-life)	18.03.2019 - 20.03.2019	0.5	Dr. Saraswat Suresh
199	Train the Trainers Programme (Combined)	18.03.2019 - 22.03.2019	1	Dr. Sushama Chaudhari
OFF CALENDAR PROGRAMMES				
200	Induction Training Programme for SIPF, Jaipur	16.04.2018-21.04.2018	1	Mr. Asim Kumar Pattnaik / Mrs. Ruchika Yadav
201	Workshop on Excel Essentials (GIC Re)	03.08.2018-04.08.2018-	0.5	Dr. S. D. Page
202	Programme for Retiring Executives (Scale IV and above) (Non-Life)	09.08.2018-11.08.2018	0.5	Dr. S. Uma
203	Accounting Standards on Ind AS (National)	10.09.2018-12.09.2018	0.5	Mr. Sumit Kumar
204	Programme on Publicity and Advertisement (United India)	17.09.2018 - 18.09.2018	0.5	Mr. K.K Panda
205	Leadership for Enhanced Business Performance of SDMs of LIC	08.10.2018 - 11.10.2018	1	Dr. Sushama Chaudhari
206	Special Training Programme for IT Officers of National Insurance Co.- I	12.11.2018-07.12.2018	4	Dr. S. D. Page
207	Special Training Programme for IT Officers of National Insurance Co.- II	27.12.2018-29.12.2018	2	Dr. S. D. Page
208	C.D. Deshmukh Memorial Seminar on Well-Being Strategic Response from Life Insurers	11.01.2019	0.5	Mr. Pradeep Kumar Rath/ Mr. L.K. Shamsunder

209	Follow- up Programme- New India High Performance Leadership Batch- VI	10.01.2019-11.01.2019	0.5	Dr. Sushama Chaudhari
210	Special Training Programme for IT Officers of National Insurance Co.- III	14.01.2019-25.01.2019	2	Dr. S. D. Page
211	Refresher Training Programme for Assistant Managers of IRDAI	28.01.2019-08.02.2019	2	Mr. Pradeep Kumar Rath / Mr. Shiv Prabhat
212	NIA-SWISS RE International Seminar on Challenges of Climate Risks on Insurance Business – Risk Mitigation and Adaptation Strategies, in Hostel Taj Santacruz, Mumbai	07.02.2019-08.02.2019	0.5	Mr. Aswathanaranaya / Dr. S. Doss
213	Induction Training Programme for GM, DGM, AGM and Manager of IRDAI	18.02.2019-23.02.2019	1	Mr. Nikesh Coomar
214	Trends and Opportunities in General Insurance (Bharti AXA General Insurance)	05.03.2019-06.03.2019	0.5	Mr. S.N. Nallasivan



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