

ANNUAL REPORT 2016-17



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.	From the Director	3
2.	Governing Board	4
3.	Management Development Programmes	5
	1. On-Campus Programmes	
	2. On-Request Programmes	
4.	Academic Programmes–Post Graduate Diploma in Management (PGDM)	10
	• Registration and Orientation Programme - Batch 2016-18	
	• Profile of the Students - Batch 2016-18	
	• Curriculum and Pedagogy	
	• Evaluation & Grading	
	• Guest Lectures	
	• Leadership Talk Series	
	• Student Activities	
	▪ Insurance Summit	
	• Other Seminars	
	• Student Achievements	
	• Socially Relevant Activities	
	• Vittiya Saksharta Abhiyan	
	• Outbound Learning	
	• Cultural& Sports Events	
	• Blood Donation Camp	
	• Special Events	
	• Final Placements	
	• Summer Internship Programme (SIP)	
	• Scholarships	
	• Pravartak	
	• Convocation – Batch 2013-15	
	• Awards	
	• AlumNIA Activities	
6.	Research Center for Ph.D.	25
7.	Research & Publication	25
8.	Examinations	28
9.	NIA’s Other Pursuits of Professional Excellence	28
10.	Infrastructure at NIA	31
11.	Library	31
11.	IT Infrastructure at NIA	32
13.	Personnel	32
14.	Other Significant Activities	32
15.	Financial Performance	34
16.	Annexure	41

From the Director



The Indian insurance sector has grown significantly since opening of the private sector participants. The insurance market has a huge business opportunity waiting to be harnessed. The further liberalization of Foreign Direct Investment norms in insurance to 49% created more room for participation of foreign insurance companies to collaborate with Indian insurers to explore the untapped potential of this industry.

Government's initiatives like 'Pradhan Mantri Jan-Dhan Yojana', 'Rashtriya Swasthya Bima Yojana' (RSBY), 'Pradhan Mantri Jeevan Jyoti Bima Yojana' (PMJJBY) 'Pradhan Mantri Suraksha Bima Yojana' (PMSBY) and 'Atal Pension Yojana' (APY) for enhancing financial inclusion have provided protection to a larger section of the country's population than was hitherto tapped by commercial insurance companies.

There is a growing need for the right talent with appropriate skills in the area of insurance and management. It is our responsibility as a centre of excellence in insurance sector to develop the professionals to meet the talent scarcity arising in view of the significant growth of the insurance sector.

Management Development Programmes continued to dominate the activities of the Academy, and attracted large number of participants from India as well as from abroad. During 2016-17, 211 such programmes were conducted in which nearly 6000 participants were trained for life and non-life sectors including 108 overseas executives.

The Academy's flagship academic programme, the two year Post Graduate Diploma in Management (PGDM), catering to the needs of insurance industry and allied sectors achieved another successful landmark in 100% placement of its students. We have seen an increase in demand for these young professionals across various segments of the market and we continue to serve the insurance sector in a meaningful manner.

This year was also witness to successful events like NIA-FAIR Seminar on 'Agriculture Insurance: Risk Mitigation for Livelihood Security and Sustainable Development', Insurance Summit on 'Redefining Insurance Channel Management – Value Creation through Seamless Service Delivery', C. D. Deshmukh Seminar on 'Life Insurance in the Digital Era' and Manthan – a Management Festival of PGDM students.

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

Sushobhan Sarker

**NATIONAL INSURANCE ACADEMY GOVERNING BOARD
AS ON 13.06.2017**

Shri V. K. Sharma Chairman – NIA Governing Board Chairman Life Insurance Corporation of India	Shri G. Srinivasan Chairman-cum-Managing Director The New India Assurance Co. Ltd.
Ms. Alice G. Vaidyan Chairman-cum-Managing Director General Insurance Corporation of India	Shri K. Sanath Kumar Chairman-cum-Managing Director National Insurance Co. Ltd.
Shri A.V. Girijakumar Chairman-cum-Managing Director The Oriental Insurance Co. Ltd.	Ms. Usha Sangwan Managing Director Life Insurance Corporation of India
Shri Hemant Bhargava Managing Director Life Insurance Corporation of India	Ms. Sunita Sharma Managing Director Life Insurance Corporation of India
Shri B. Venugopal Managing Director Life Insurance Corporation of India	Ms. T. L. Alamelu Chairman-cum-Managing Director Agriculture Insurance Co. of India Ltd.
Shri N. Srinivasa Rao Economic Adviser Government of India Ministry of Finance, DFS	Shri G. N. Bajpai Intuit Consulting Pvt. Ltd
Prof. G. Ramesh Indian Institute of Management Bangalore	Prof. Anil B. Suraj Law and Public Administration Indian Institute of Management, Bangalore
Shri Sanjay Vijay Founder & Principal Consultant Optimal Corporate Solutions	Shri Sushobhan Sarker Director National Insurance Academy

Following members **ceased** to be on Governing Board during the period from **01.04.2017 to 13.06.2017:**

1. Shri A. V. Girijakumar (as Officiating CMD – United India Insurance Co. Ltd.)
2. Shri Sujay Banarji

Following members have **joined** the Governing Board during the period from **01.04.2017 to 13.06.2017:**

1. Ms. Sunita Sharma
2. Shri B. Venugopal
3. Shri A. V. Girijakumar (as CMD Oriental Insurance Co. Ltd.)
4. Ms. T. L. Alamelu

Management Development Programmes

On Campus Programmes

During the year 2016-17 Academy has successfully conducted 211 Management Development Programmes (MDP) where 5992 executives from public and private sector organizations including 108 overseas executives were trained. The Academy conducted 211 MDPs compared to 222 MDPs conducted in the previous 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 2016-17 worked out to 28.40 as compared to 30.40 in the year 2015-16. The number of participants for MDP from the year 2012-13 to 2016-17 and the number of MDP's are given in Figure-1 and Figure-2 respectively.

Figure 1:

Number of Participants for MDP over the Years

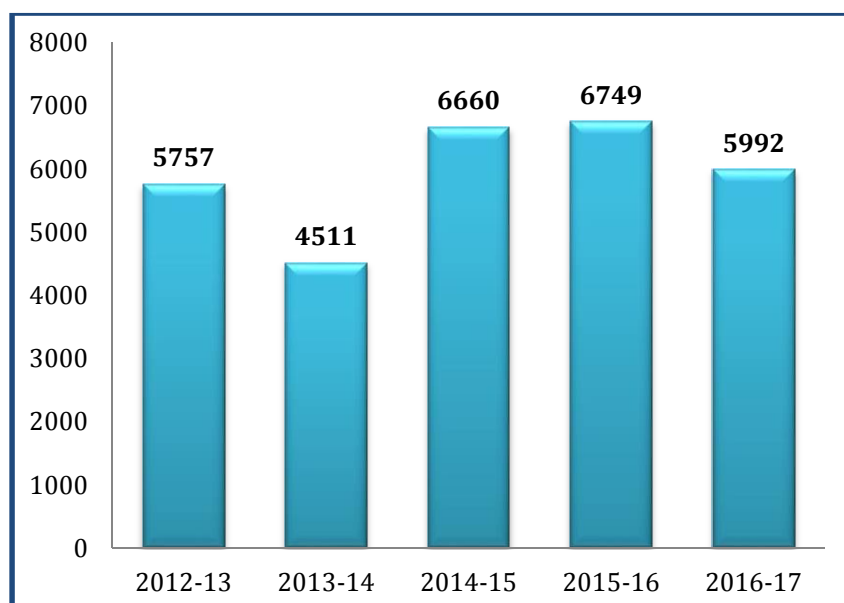
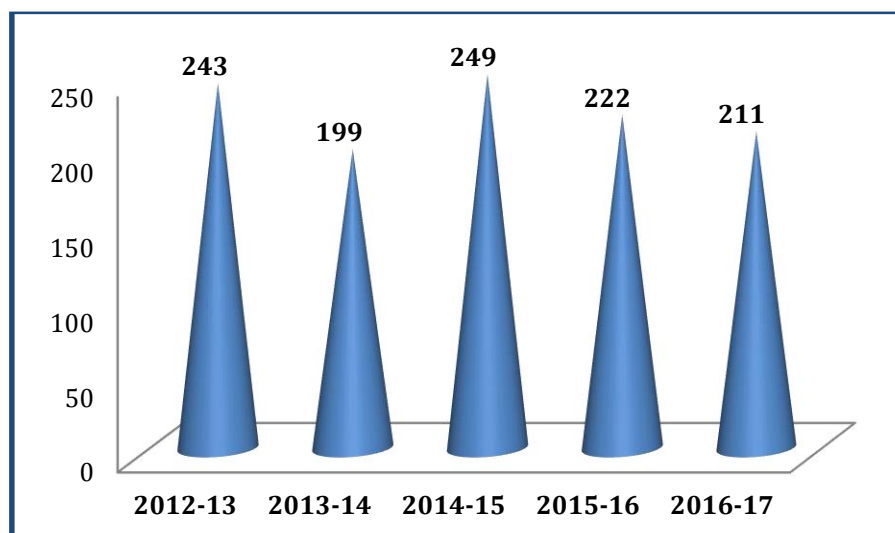


Figure-2 depicts the number of programmes conducted from the year 2012-13 to 2016-17

**Figure 2:
Number of Programmes Conducted - (2012-13 to 2016-17)**



The summary of these programmes is furnished in Table-1 and Table-2 and details of the same are furnished in the Annexure.

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

Particulars	No. of Participants	No. of Programmes	No. of Programme Weeks
Life	1797	69	80.0
Non-Life	3389	116	82.5
Combined	806	26	23.5
Total	5992	211	186.0

**Table 2:
Organization-wise number of participants at Programmes**

Particulars	Programme		Organization-wise number of participants at Programmes								
	No	Weeks	LIC	GIC	NIC	NIA	OIC	UII	OTH	OVR	TOTAL
Life	69	80.0	1721	0	0	0	0	0	61	15	1797
Non-Life	116	82.5	0	36	612	1148	536	801	166	90	3389
Combined	26	23.5	475	18	14	80	71	120	25	3	806
Total	211	186.0	2196	54	626	1228	607	921	252	108	5992

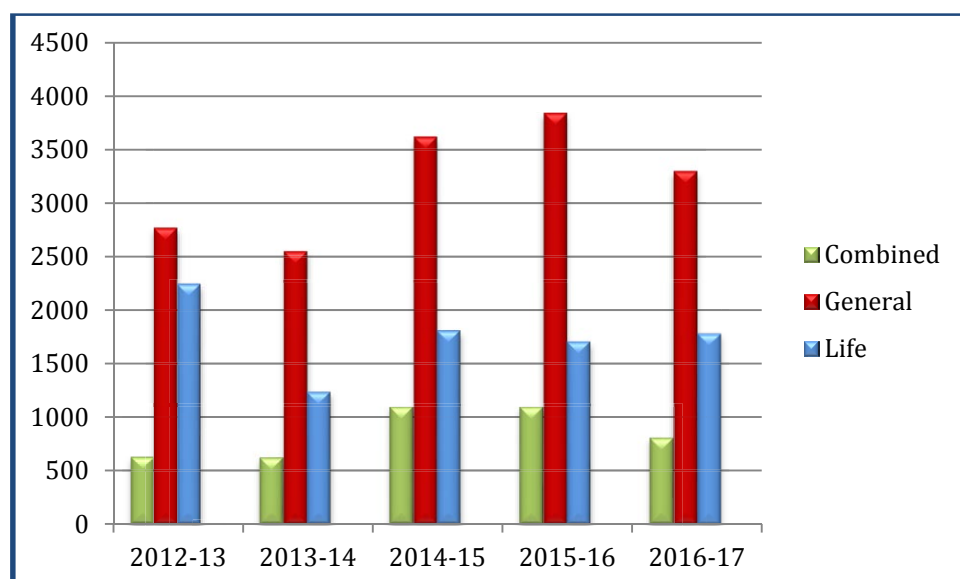
Abbreviations:

Life Insurance Corporation of India	LIC	Oriental Insurance Co. Ltd.	OIC
General Insurance Corporation of India	GIC	United India Insurance Co. Ltd.	UII
National Insurance Co. Ltd.	NIC	Other	OTH
The New India Assurance Co. Ltd.	NIA	Overseas	OVR

NIA also organizes company specific programmes as and when such requests are made by the companies. During 2016-17 the number of such company specific programmes conducted was 37.

The number of programmes during 2016-17 has decreased to 211 in the current year compared to 222 in the previous year mainly because of the discontinuation of Brokers Training Programmes and absence of certain company specific special and Induction Programmes and elongated Life Insurance Programmes. The number of participants trained from the year 2012-13 to 2016-17 is given in Figure-3.

**Figure 3:
Number of Participants (2012-13 to 2016-17)**


On-Request Programmes

In addition to Annual Calendar programmes, NIA has conducted On-request On-Campus Programmes as per Table-3:

**Table 3:
On-request Programmes conducted at NIA**

Sr. No.	Title of the Programme	From	To	Duration	Co-ordinator/s
1	Aspects of Inspection and Audit of a Life Insurance Co - Programme for Internal Auditors of SBI Life	18.04.2016	20.04.2016	0.5	Ponpandian P.
2	Induction training programme for New Recruited SIPF Officers- (6 days) Govt. of Rajasthan	25.04.2016	30.04.2016	1	Pattnaik Asim Kumar
3	High Performance Leadership Training for New India- I - 4 days	06.06.2016	09.06.2016	1	Chaudhari Sushama, Dr.
4	High Performance Leadership Training for New India- II - 4 days	13.06.2016	16.06.2016	1	Chaudhari Sushama, Dr.
5	High Performance Leadership Training for New India- III - 4 days	20.06.2016	23.06.2016	1	Chaudhari Sushama, Dr.
6	Induction Training Programme for Junior Officers of IRDAI	04.07.2016	23.07.2016	3	Aswathanarayana/ Nadkarni S.S./ Surender R.
7	Workshop on Cattle Insurance (United) - 2 days	07.07.2016	08.07.2016	0.5	Doss. S., Dr.
8	Programme for Audit Officials (Oriental)	11.07.2016	15.07.2016	1	Ravi Shankar K./ Pattnaik Asim Kumar
9	Management Skills Development Programme (National) - Batch I	11.07.2016	15.07.2016	1	Pattnaik Asim Kumar
10	Management Skills Development Programme (National) - Batch II	18.07.2016	22.07.2016	1	Tiwari Shalini, Dr.
11	Management Skills Development Programme (National) - Batch III	25.07.2016	30.07.2016	1	Pattnaik Asim Kumar
12	Management Skills Development Programme (National) - Batch IV	01.08.2016	05.08.2016	1	Pattnaik Asim Kumar
13	Technical Training Programme on General Insurance (Cholamandalam MS General)	01.08.2016	12.08.2016	2	Matam Geeta Raghvendra
14	High Performance Leadership Training for New India - IV - 4 days	02.08.2016	05.08.2016	1	Chaudhari Sushama, Dr.
15	Programme for Legal Managers (Life)	08.08.2016	12.08.2016	1	Gupta R. P.
16	Management Skills Development Programme (National) - Batch V	26.09.2016	30.09.2016	1	Tiwari Shalini, Dr.
17	Programme on Crop Insurance (New India)	03.10.2016	05.10.2016	0.5	Doss S., Dr.
18	Management Skills Development Programme (National) - Batch VI	17.10.2016	21.10.2016	1	Pattnaik Asim Kumar

19	Management Skills Development Programme (National) - Batch VII	24.10.2016	28.10.2016	1	Pattnaik Asim Kumar
20	Management Skills Development Programme (National) - Batch VIII	24.10.2016	28.10.2016	1	Doss S., Dr.
21	Management Skills Development Programme (National) - Batch IX	01.11.2016	05.11.2016	1	Patwardhan M. C.
22	Programme on Health Management (Oriental)	02.11.2016	05.11.2016	1	Surender R.
23	Programme for Legal Managers (Life)	15.11.2016	19.11.2016	1	Gupta R. P.
24	Management Skills Development Programme (National) - Batch X	28.11.2016	02.12.2016	1	Patwardhan M. C.
25	Management Skills Development Programme (National) - Batch XI	05.12.2016	09.12.2016	1	Pattnaik Asim Kumar
26	Management Skills Development Programme (National) - Batch XII	13.12.2016	17.12.2016	1	Uma S., Dr.
27	Refresher Training for Assistants of IRDAI	02.01.2017	06.01.2017	1	Pattanayak Subhash
28	Follow up Programme - High Performance Leadership Training - (New India) Batch I	19.01.2016	20.01.2017	0.5	Chaudhari Sushama, Dr.
29	Follow up Programme - High Performance Leadership Training - (New India) Batch II	23.01.2016	24.01.2017	0.5	Chaudhari Sushama, Dr.
30	Management Skills Development Programme (National) - Batch XIII	23.01.2017	28.01.2017	1	Pattnaik Asim Kumar
31	Follow up Programme - High Performance Leadership Training - (New India) Batch III	02.02.2017	03.02.2017	0.5	Chaudhari Sushama, Dr.
32	Follow up Programme - High Performance Leadership Training - (New India) Batch IV	06.02.2017	07.02.2017	0.5	Chaudhari Sushama, Dr.
33	High Performance Leadership Training for New India - V - 4 days	13.02.2017	16.02.2017	1	Chaudhari Sushama, Dr.
34	Management Skills Development Programme (National) - Batch XIII	13.02.2017	17.02.2017	1	Aswathanaranaya
35	Special Training Programme for ITSG Officials (LIC) (Batch-I)	13.02.2017	10.03.2017	4	Page S. D., Dr.
36	Programme on Champion Agency Management (New India)	27.02.2017	28.02.2017	0.5	Doss S., Dr./ Dr. Tiwari Shalini
37	Special Training Programme for ITSG Officials (LIC) (Batch-II)	16.03.2017	12.04.2017	4	Page S. D., Dr.

(Duration in weeks)

Academic Programme

Post Graduate Diploma in Management (PGDM)

The two year Post Graduate Diploma (AICTE Approved) is the flagship programme of the Academy. This programme has also received MBA equivalence from 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.

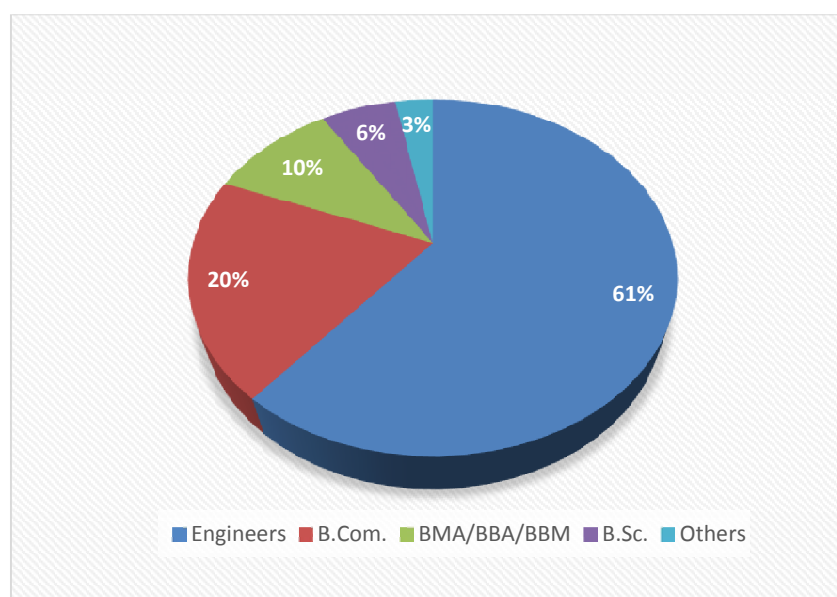
Registration and Orientation Programme (Batch 2016-18)

One week orientation programme for the new Batch 2016-18 was held from 26th June 2016 to 2nd July 2016. At the onset of the Programme, Parents / Guardians of the students were introduced to the Programme structure and execution. The students were introduced through workshops to Time Management and Team Building Techniques, Stress Management and Assertiveness and Negotiation Skills. They got an opportunity to interact with Faculty Members, Placement & Compliance Officer, Controller of Examinations, Chief Librarian and Computer Center officials who formed part of the Orientation Programme. Online orientation of PGDM 2016-18 batch students was done by Shri 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 61 students enrolled for the Programme.

Profile of the Students 2016-18

The Academy receives applications from students with varied academic background viz. from Arts to Engineering, for its PGDM Programme. A graphic academic profile of Batch 2016-18 is given in Figure-4:

**Figure 4:
Qualification Profile Batch 2016-18**



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 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 of the course consists of core subjects and elective subjects. Core subjects are compulsory for all students and form 89% of the total curriculum. 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 four, five and six. At the end of the third term the student is required to complete an eight week Summer Internship Programme (SIP) to qualify for the award of the diploma. The student is also required to work on a Major Research Project (MRP) and submit a report to qualify himself / herself to the award of Diploma

The pedagogy comprises of:

1. Case Study / Quiz
2. Insurance Laboratory (INLAB)
3. Use of Information Technology (viz. Blogs, Wiziq, Udemy)
4. Digital Library
5. Industry Interface
6. Classroom Lectures and Tests

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 integral parts 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.

NIA follows a relative grading of its PGDM students. System involves initially awarding letter grades and subsequently converting letter grades into Grade Points (GP) Grade Point Average (GPA) and Cumulative Grade Point Average (CGPA).

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:

- Shri Nilesh Sathe, Member, Insurance Regulatory & Development Authority of India (IRDAI)
- Shri Alok Agarwal, Executive Director, ICICI Lombard General Insurance Co. Ltd.
- Shri Arijit Basu, Managing Director & CEO, SBI Life Insurance Co. Ltd.
- Shri S N Jayasimhan, Joint Director, IRDAI
- Shri Shankar Garigiparthi, Country Manager, India-Lloyds
- Dr. Kalpana Mathur, Former Prof. and HOD, Jai Narain Vyas University, Jodhpur

Leadership Talk series

During the year AICTE has initiated a process of bringing prominent leaders face to face with the students of the country by means of interactive online talks from these leaders. NIA actively participated in this initiative of AICTE by aligning its activities and by creating necessary facilities for such participation of our students.



NIA Students listening to video address by Director AICTE, Dr. A D Sahasrabudhe on India's Idea Leadership Talk Series under Smart Hackathon 2017

Student Activities

Insurance Summit



Sitting from left to right Mr. Sandeep Bakshi, MD & CEO ICICI Prudential, Mr. Mukesh Gupta, ED, LIC of India & Mr. Arijit Basu, MD & CEO, SBI Life Insurance during the Insurance Summit.

Students of NIA have been successfully organizing the summit for the last 12 years. This event is organized every year in Mumbai. In the current year it was held on October 19, 2016. Theme of the Summit was **“Redefining Insurance Channel Management – Value Creation through Seamless Service Delivery”**. This Summit has always been attracting extensive participation (exceeding 400 delegates) from leading speakers and delegates in the insurance, IT and related fields. Current edition of the summit received deep appreciation from all quarters.

Insurance Summit (Student driven initiative) - the flagship event 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 shapes the contours of industry's emerging landscape with focus on its future development. It generates ideas beneficial to the industry leaders, practicing managers, consultants, academicians, business analysts, students and opinion makers, thus adding substantial value.



Sitting from left to right Mr. Tapan Singhel, MD & CEO Bajaj Allianz General, Mr. K. Sanath Kumar, CMD, National Insurance Co. Ltd., Ms. T. L. Alamelu, Director & GM New India Assurance Co. Ltd. during the Insurance Summit

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 2016-17 too, students gained knowledge and skill enhancing exposure and experience through several such seminars/conferences held on/off the campus including NIA-FAIR Seminar, C. D. Deshmukh Seminar held on the campus and India Rendezvous of Asia Insurance Review in Mumbai on 19th and 20th January 2017 on the theme “Finding the Ideal Reinsurance Partner” and FICCI’s 18th Annual Insurance Conference in Mumbai on 9th March 2017 on the theme “The Changing Face of Insurance – Insurance 2020”.

Student Achievements

Swiss Re Competition : Students of Batch 2015-17 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.



Mr. Sagar Date, Mr. Sreenath Iyer & Mr. Ashirwad Padhee PGDM students receiving the Swiss Re Award from the Swiss Re officials.



The students have been rewarded INR 50,000/- cash prize and were invited to visit Swiss Re Bangalore office on 19th and 20th January 2017.

RIMS Grant

The 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.

Mr. Ashirwad Padhee a student of Batch 2015-17 distinguished himself by his outstanding scholastic achievement of getting selected for RIMS 2017 Annual Conference and Exhibition held on April 23-26 in Philadelphia, USA. He has been honoured with the student Grant.



Ashirwad Padhee (6th from left) (Recognized for Outstanding Scholastic Achievement, invited to Philadelphia for The World's Premier Risk Management Conference) with RIMS delegation during their visit to NIA on 20.2.2017

Socially Relevant Activities

Insurance Awareness Camp

On the occasion of Independence Day i.e. on 15th August 2016, an Insurance awareness camp was organized at Gunjawane village in Velhe Taluka in Pune by the PGDM students. The purpose of this camp was to increase awareness about various Government insurance schemes like PMSBY, PMJJBY, PMFBY among farmers of Gunjavane Village. Various benefits of these schemes and how to apply for insurance, claim process, etc. were explained to the villagers by the students.

As a part of this campaign, students insured 100 villagers of Gunjavane Village under PMSBY insurance scheme. Students helped villagers to open their accounts in Bank of Maharashtra and linked their accounts with this scheme. The entire project was successfully completed in the month of December 2016.

Vittiya Saksharata Abhiyaan

As a part of the Campaign by Higher educational institutions for digital economy, an initiative of Ministry of HRD, National Insurance Academy has circulated the presentation on “Vittiya Saksharta Abhiyan”(VISAKA) organized by MHRD for the awareness of digital economy to all the employees and family members of NIA.



In view of the thrust given by Government of India toward “less cash economy” a camp was arranged on 26th January 2017 in Gunjavane Village to make people aware of the benefit of using less cash and convenient options for cashless transactions and how to make plastic money

transaction by PGDM students. Demonstration of e-wallet application (PayTM) was also given for moving towards cashless transactions.

Outbound learning

Students of Batch 2015-17 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.



Students during an Outbound Programme at High Places, Garud Machi, Tamhini Ghat, Mulshi.

Cultural and Sports Events

NIA campus was full of fun and festivity with regular events. Celebrations on Gokulashtami / Janmashtami Celebrations, Ganesh Chaturthi, Winter Sports, Management Festival Manthan(Primavera) Holi Celebrations, Independence Day, Republic Day. Apart from the above during the year NIA also celebrated International Yoga Day and Birth Anniversary of Swami Vivekananda and Sadbhavana Diwas, Constitution Day. Campus residents also participated in these events.

Management Festival - Manthan



Blood Donation Camp

PGDM Students organized a Blood Donation Camp on 15th August 2016 in the campus with the help of Serological Institute, Pimpri. This has been a regular feature for last several years.



Special Events

Constitution Day

The 'Constitution Day' was celebrated on 26th November, 2016 on the occasion of 125th Birth Anniversary of Dr. B R Ambedkar. NIA organized a Mass reading of the Preamble of the Constitution. Director, Shri Sushobhan Sarker led the activity.

Azadi 70

Government of India had taken patriotic initiative of expressing gratitude to the sacrifices made by millions of freedom fighters who braced violence unarmed, suffered brutalities with silent but eloquent bravery and stoically sacrificed their personal gain for the future generations. It is essential for students to know our past, the sacrifices made by the thousands of martyrs who have given the precious gift of freedom to our country.

As part of this celebration, 9th August being 'Quit India Day', Patriotic songs and a Skit commemorating Quit India Movement were organized in Lecture Hall 8 at 5.30 pm. Students

presented a programme consisting of a skit recreating Freedom Movement and sang patriotic songs. A video of the programme was uploaded on NIA's intranet.

Students also sang patriotic songs after the flag hoisting programme on 15th August. On the same day students also conducted a few programmes in Pune City creating awareness about sacrifices during the freedom struggle along with awareness about insurance as a measure of protection.

Felicitation of Freedom Fighters from Pune

As a part of 70th Independence Day celebration and directives of Ministry of HRD, Director Shri Sushobhan Sarker, Chief Administrator Shri S. S. Nadkarni and Head of HRM & OB Dr. Sushama Chaudhari visited freedom fighters, who were too old to move, in their respective residences. NIA team felicitated these impressive personalities. The names of the freedom fighters are given below:



Barrister Chhajed being felicitated



Shri Vasant Rao Joshi with Shri S. S. Nadkarni & Dr. Sushama Chaudhari

Barrister Chhajed, age 86 years, who had participated in the freedom movement from Ahmednagar and has written a couple of books on the 'Freedom Struggle'.

Shri Vasant Rao Joshi, age 90, who had joined the Congress Seva Dal in 1938 and was assigned to be with Pandit Jawaharlal Nehru



Smt. Ushatai Alekar being felicitated



Smt. Lilatai Merchant being felicitated

during his stay in Pune and also played a very important role in rehabilitating the Panshet Dam victims in later years.

Smt. Lilatai Merchant, who was a part of the Ladies Brigade and was closely associated with Shri Kakasaheb Gadgil and Shri Yashwantrao Chavan. When China attacked India in 1962, she gave all her ornaments in support of India's cause.

Smt. Ushatai Alekar, daughter of Late Shri Kakasaheb Gadgil and wife of Late Vasanttrao Alekar who was also a freedom fighter.

International Yoga Day

Responding to the clarion call from AICTE, NIA celebrated the International Yoga Day on 21st June 2016 (Tuesday). The staff members, and MDP Participants attended the session in large scale. PGDM students who were doing internship in Pune also participated.

Dr. Gajanan Jog, Yoga Expert in Pune, was invited to conduct the Practical session. The Session started at 7.15 am with the Prayer in Meditative Posture with Namaskara Mudra. Dr.

Jog had demonstrated the Yoga Postures of Standing, Sitting, Prone Lying and Supine Lying positions and also highlighted its benefits. The participants tried to practice the Yogasanas.



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.

After 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

शान्तिःपाठ

ॐ सर्वे भवन्तु सुखिनः

सर्वे सन्तु निरामयाः ।

सर्वे भद्राणि पश्यन्तु

मा कश्चिद्दुःखभागभवेत् ।

ॐ शान्तिः शान्तिः शान्तिः ॥

The session concluded with a Sankalpa followed by Shaanti Paath.

Vigilance Awareness Week

NIA observed the Vigilance Awareness Week on 2nd November 2016 in response to the advice of AICTE. Speaking on the occasion Shri Sushobhan Sarker, Director NIA, emphasized the need for public participation in promoting integrity and in eradicating corruption. While advocating the concept of “Zero Tolerance” to corruption, he drew attention of the audience to various government initiatives like KYC, Anti-Money Laundering Act, No Frill Accounts etc.



Director Shri Sushobhan Sarker, reading the Messages of Honourable President, Prime Minister and Finance Minister

Messages of Honourable President, Prime Minister and Finance Minister were read, and ‘Integrity Pledge’ was administered to students as well as employees by Director Shri Sushobhan Sarker.

NIA has also taken a pledge of integrity and good governance on Central Vigilance Commission’s website and obtained a

Workshop on Prevention of Sexual Harassment

Maharashtra State Commission for Women and Savitribai Phule Pune University has jointly



organized a workshop on Prevention of Sexual harassment of women employees on 2nd February 2017 at St. Mira College, Pune. The workshop was attended by Dr. S.D. Page, Principal, Dr. Shalini Tiwari, Associate Professor and Internal Complaint Committee (ICC) Member, Dr. Vaishali Bhambure, Compliance & Placement Officer and ICC Member. The workshop emphasized on the special provisions made in the Indian Constitution to ensure the protection of women’s status in the society. The participants were also educated in respect of the Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013 amended in 2016.



Certificate of Commitment in a digital form.

To participate in the mission of Maharashtra State Commission for “Stop Sexual Harassment” and “Zero Tolerance to Sexual Harassment”, National Insurance Academy has organized a workshop on Sexual Harassment for students of PGDM on 27th February 2017. Dr. S.D. Page, Principal has given a brief introduction about the objectives of the State Commission and the provisions of the Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013.



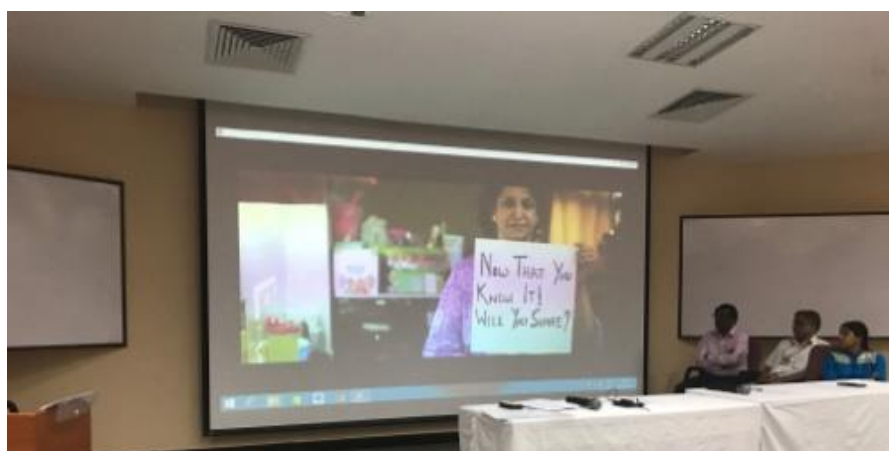
Dr. S. D. Page briefing the students on the provisions of Prevention of Sexual Harassment of Women at Workplace ACT- 2013



Shri Sushobhan Sarker, Director highlighting the provisions of Sexual Harassment of Women at Workplace ACT- 2013

Shri Sushobhan Sarker, Director highlighted the provisions of the Act and informed the students about “Zero Tolerance” for sexual harassment in the Academy. He also appreciated the efforts of Maharashtra State Commission for Women for increasing the awareness of the Act and taking major steps for enforcing the Act.

Afterwards, two films/videos provided by Maharashtra State Commission were screened. Dr. S. Uma, Faculty Member and ICC Member talked about the functioning of Internal Complaint Committee of NIA.



Films/Videos provided by Maharashtra State Commission being screened

Final Placements

Since the inception of the course we have been able to maintain our record of 100% placement. Batch 2015-17 with 45 students were placed on Day Zero and Day One. The placement activity which saw participation by 16 recruiters was smooth. Some of the students earned pre-placement offers from the recruiters with whom they had done their summer internship.

The prominent recruiters (in the order of number of students recruited) are listed in Table-4 below, Sector-wise Placement in Table-5 and compensation offered in Table-6 below:

**Table 4:
List of Recruiters Batch 2015-17**

Name of the Company	No. of students selected	% of students
Global Insurance Brokers Pvt. Ltd.	6	13
SBI General Insurance Co. Ltd.	5	11
Iffco-Tokio General Insurance Co. Ltd.	5	11
Syntel Pvt. Ltd.	5	11
C2LBIZ Solutions Pvt. Ltd.	5	11
Tata AIG General Insurance Co. Ltd.	3	7
Intellect Design Arena Ltd.	3	7
IBM India Pvt. Ltd.	2	4
SUD Life Insurance Co. Ltd.	2	4
International Reinsurance & Insurance Consultancy & Broking Services Pvt. Ltd. (IRICBS)	2	4
Mahindra Insurance Brokers Ltd.	2	4
Accenture Solutions Private Ltd.	1	2
Cognizant Technology Solutions Pvt. Ltd.	1	2
ITI Reinsurance Ltd.	1	2
Marsh India Insurance Brokers Pvt. Ltd.	1	2
UIB Insurance Brokers (India) Pvt. Ltd.	1	2
Total	45	100%

**Table 5:
Sector-wise Placement (Batch 2015-17)**

Functional Area	No. of students	% of students
Insurance Companies	15	33.33
Information Technology	17	37.78
Insurance Broking	12	26.67
Reinsurance	1	2.22
Total Students	45	100%

**Table 6:
Compensation Offered in Rs. Lakh Per Annum**

Package	Batch 2015-17
Highest	10.00 lakh
Average	7.33 lakh

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 of 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 in the month of November 2016. In all 25 companies as per Table No. 7 participated in Summer Internship Programme.

**Table 7:
Summer Internship Companies (Batch 2016-18)**

Sr. No	Name of the Company	Sr. No.	Name of the Company
1	Aditya Birla Insurance Brokers Limited	14	Liberty Videocon General Insurance Co.
2	Bajaj Allianz General Insurance Co. Ltd.	15	Mahindra Insurance Brokers
3	Bajaj Allianz Life Insurance Co. Ltd.	16	MARSH India Insurance Brokers
4	E & Y	17	Reliance General Insurance Co. Ltd.
5	EXIDE Life Insurance Company Ltd.	18	Religare Health Insurance Co. Ltd.
6	First Policy Insurance Brokers	19	Royal Sundaram General Insurance Co. Ltd.
7	Future Generali General Insurance Co. Ltd.	20	SBI Life Insurance Co. Ltd.
8	Global Insurance Brokers	21	Shriram Life Insurance Co. Ltd.
9	HDFC ERGO General Insurance Co. Ltd.	22	Star Union Dai-chi Life Insurance Co. Ltd.
10	ICICI Lombard General Insurance Co. Ltd.	23	TATA AIG General Insurance Co. Ltd.
11	IFFCO TOKIO General Insurance Co.	24	The New India Assurance Co. Ltd.
12	Infintus Innovations Private Limited	25	Universal Sompo General Insurance Co. Ltd.
13	Kotak General Insurance Co. Ltd.		

Scholarships

NIA offers a total of 14 scholarships under various categories as per Table 8.

**Table 8 :
Scholarships**

GIC Re Scholarship (Five in number) of Rs 482500/- (50% of fees) per student	
Batch 2016-18	Awarded to 3 Students(No eligible Candidates in ST Category)
Batch 2015-17	4 Students (No eligible student available in a particular category)
Batch 2014-16	Awarded to 5 students
NIA Scholarship (Nine in Number) of Rs 100000/- per student	
Batch 2015-17	Awarded to 7 students (No eligible candidates for remaining two scholarship)
Batch 2014-16	Awarded to 7 students (No eligible candidates for remaining two scholarship)
Batch 2013-15	Awarded to 8 students (No eligible candidates for remaining one scholarship)

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 issue on Enterprise Risk Management. The issue was well received and appreciated by the readers for its insightful articles.



Convocation – Batch 2013-15

During February 2017 Convocation for batch 2013-15 was held and Diploma Certificates were awarded to the students.



Scenes from Convocation Function

Awards

NIA has received the Competition Success Review (CSR) Awards 2016 in the following two categories:



Shri Sushobhan Sarker, Director, NIA receiving CSR Award

1. CSR Top Institutes of India Award
2. CSR Excellence in Education Award

On behalf of National Insurance Academy Shri Sushobhan Sarker, Director received the award from the hands of Mr. S. K. Sachdeva, Managing Director, Competition Success Review at a function held in New Delhi. This marked the 3rd consecutive year of NIA being honoured with the Award.

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

1. Mr. Praful Soman - Batch 2004-06
2. Mr. Hitesh Kamdar - Batch 2004-06
3. Mr. Puranjay Parchure - Batch 2006-08
4. Ms. Unnati Bajpai - Batch 2007-09

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 as per Table 9:

**Table 9:
Research Guide**

Name of the Guide	Area
Dr. Sushama Chaudhari	Organization Management
Dr. S. Doss	Marketing Management and Insurance & Transport (Dept. of Commerce, SPPU)
Dr. S. Uma	Financial Management
Dr. Shalini Tiwari	Marketing Management

Research and Publication

Apart from NIA's own in-house periodical publications like Bimaquest and Pravartak as well as the occasional Dnyanajyoti Research Series (DJRS), 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:

Published Papers-

1. **Mr. M. C. Patwardhan**, "Marriage beyond Procreation- In Search of a Regulatory Paradigm", NLUJ Law Review (Vol. 3, Issue 2 - Spring 2016)
2. **Dr. S. Doss**, "Stress Testing and Scenario Analysis for General Insurers in India, published in the book New Vistas of Risk Management 2016, Amity School of Insurance, Banking and Actuarial Science, Amity University, New Delhi. ISBN 978-81-8011-2140.
3. **Dr. S. Doss**, "Insurance – A Risk Mitigation Tool for Managing Catastrophic Risks arising due to Climate Change" in the book Green Technology and Sustainable Development Indigenous Practices, 2017, Amity University, Global Books Organisation, New Delhi ISBN 978-93-80570-860
4. **Dr. S. Doss**, "Evaluation of Deposit Insurance Fund Adequacy using Credit Risk Model – An Indian Experience" in the Journal Chinese Business Review, Vol 16, No. 5, 2017 David Publication USA, 2017, ISSN 1537-1506
5. **Ms. Archana Singh** - "Agriculture Insurance in India", *Bima Quest*, Vol 16, Issue 2, ISSN-0974-0791.

Paper Presentations and Conference Proceedings-

1. **Mr. M. C. Patwardhan**, Presented a paper titled "Insider Trading Prohibition Based on the Equal Access Doctrine – A Critique" in the Fifth Annual National Conference on Contemporary Legal Scholarship held at Symbiosis Law School, Pune on 10th September, 2016
2. **Dr. Sushama Chaudhari**, Presented a paper titled "Strength based approach to Leadership Skills Development: Role of Awareness; Alignment; Action." in the conference Spirituality and Skill for Leadership and Sustainable Management organized by School of Management Sciences, Varanasi and California State University, USA.

3. **Mr. Girijesh Pathak**, “Mixed Radix Algorithm for Qualitative Assessment in Management Education, Proceedings of Fourteenth AIMS International Conference on Management, December 2016. ISBN: 9781943295050
4. **Mr. Girijesh Pathak**, Simulation as a Tool for Risk Management in Health Insurance, International Journal of Research in IT and Management, Vol 7, issue 3, March 2017, pp. 56-61, ISSN: 2231-433
5. **Mr. Girijesh Pathak**, Critical Review of Data Mining Techniques for Insurance Service Operations, Proceedings of International Conference on Technology and Business Management, April 2017. ISBN: 9781943295067
6. **Dr. S. Doss**, Presented a paper titled “Pros & Cons of Cashless Facility in Health Insurance” at the Seminar on Emerging Health Care Trends in India organised by Health Care Management Institute, KEM, Pune, 12 February, 2017
7. **Dr. S. Doss**, Presented a paper titled “Insurance – A Risk Mitigation Tool for Managing Catastrophic Risks arising due to Climate Change” at the Seminar on Green Technology and Sustainable Development Indigenous Practices organised by Amity University, 26 February 2016
8. **Dr. S. Doss**, Presented a paper titled “Operational Challenges and Issues in Scaling up of Crop Insurance Penetration in Asia” at the NIA-FAIR International Seminar on Agriculture Insurance” 24-25 November 2016 held at National Insurance Academy, Pune
9. **Dr. S. Doss**, Presented a paper co- authored titled “Issues in Implementation of Crop Insurance Schemes in India’ at the NIA-FAIR International Seminar on Agriculture Insurance” 24-25 November 2016 held at National Insurance Academy, Pune
10. **Ms. Archana Singh**, Presented a paper titled “Farmers’ Suicide and Financial Capability: A Conceptual Framework”, in AIMS International Conference on Management, Organised by AIMS and MICA, Ahmedabad on December 26-28, 2016.
11. **Ms. Archana Singh**, Presented a paper titled “Financial Capability and Farmer’s Suicides in India”, in COSMAR 2016, The 16th Consortium of Students in Management Research Organized by Department of Management Studies, IISc Bangalore on November 11 & 12, 2016.

Projects ongoing during the year 2016-17

- Project on “HR Plan 2016-17 to 2020-21” for a client company was initiated in July 2016. Team Leader – **Dr. Sushama Chaudhari, Ms. Archana Singh-Member, Project Team**
- Project on “Best Practices for Agency Management” initiated in December 2016 for a client company. Team Leader – **Mr. Aswathanarayana, Dr. S. Doss & Dr. Shalini Tiwari Member, Project Team**

Guest Sessions-

Mr. Sushobhan Sarker

- Invited as a Panelist on “Panel Discussion about the best Insurance Awareness Practices of Insurers” organized by **Insurance Regulatory & Development Authority (IRDAI)** on their Foundation Day Anniversary in Hyderabad on 19th April 2016.
- Invited as a Panel Speaker on “Capacity Building of Insurance Professional” in 3rd South Asian Regulators’ Meet and International Insurance Conference organized by **Beema Samiti Nepal** in Kathmandu on 13th May 2016.

- Delivered the Keynote address on “Insurance Education in India: Challenges and Opportunities” at the National Level Seminar of the Department of Studies in Commerce, **University of Mysore** in their Campus on 11th July 2016.
- Invited as key speaker on Founder’s Day of Annapurna Pariwar organization dedicated to the empowerment of the poor, on 20th August 2016. A book titled “Community Based Health Insurance – Planting a seed for tomorrow’s need” written by Dr. Kanish Debnath of FLAME University and published by Dada Purao Research & Training Institute with FOREWORD by Shri Sushobhan Sarker was released by him on this occasion.
- Invited as Speaker and Member in plenary session along with Shri Aswathanarayana, Chair Professor, General Insurance and Dr. Shalini Tiwari, Associate Professor titled “Health Insurance : A Risk Mitigation Tool for Health Care Management” on 24th September, 2016, organized by **Gokhale Institute of Politics and Economics**, Pune -14th Annual Conference of India

Mr. Aswathanarayana

- Invited as Speaker and Member in plenary session along with Shri Sushobhan Sarker, Director and Dr. Shalini Tiwari, Associate Professor titled “Health Insurance : A Risk Mitigation Tool for Health Care Management” on 24th September, 2016, organized by **Gokhale Institute of Politics and Economics**, Pune -14th Annual Conference of India

Dr. Shalini Tiwari

- Invited as Speaker and Member in plenary session along with Shri Sushobhan Sarker, Director and Shri Aswathanarayana, Chair Professor, General Insurance titled “Health Insurance : A Risk Mitigation Tool for Health Care Management” on 24th September, 2016, organized by **Gokhale Institute of Politics and Economics**, Pune -14th Annual Conference of Indian Association for Social Sciences & Health (IASSH)
- Invited as Speaker in Longitudinal Ageing Study in India (LASI) Training of Trainers (ToT) workshop on topic “Health Insurance in India with a focus on Government and Private Schemes” on 06 October, 2016 at Hotel Fariyas, Lonavala, Pune. Organized by **The International Institute for Population Sciences (IIPS)**, Mumbai in collaboration with Harvard School of Public Health and University of Southern California, USA

Achievements-

Mr. Girijesh Pathak - Outstanding paper award from International Forum of Management Scholars for the paper titled "Critical Review of Data Mining Techniques for Insurance Service Operations" at International Conference on Technology and Business Management organized at CFD Dubai during April 2017.

Other-

Mr. M. C. Patwardhan- Judged the “Mock Constituent Assembly Round” of the Finale of the first National Constitutional Law Olympiad held at ILS Law College, Pune on 25th February, 2017

Mr. Girijesh Pathak - Started a YouTube video channel named "Project Management and Linear Programming" with 12 videos. This has over 2000 views in the first 6 months.

Ms. Bhagyashri Sane, Chief Librarian– Invited as an External Member in Film and Television Institute of India in Library Renovation Committee.

Case Writing Workshop at NIA

NIA organized two days Case Writing Workshop for its Faculty Members and Research Associates on 8th and 9th December 2016. The Workshop was facilitated by Mr. Trevor Williamson. He is Principal Lecturer at Manchester Metropolitan University Business School, UK where he oversees development of programmes in the financial services / planning area at undergraduate and postgraduate level.



Examinations

NIA conducts following examinations:

- Brokers Examinations - NIA is the only body in India recognized by **IRDAI** for conducting Brokers' examination. During the year NIA conducted 5 (Five) examinations. 2722 candidates appeared for the examination, of which 1418 cleared the examination.
- 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. During the year 38 candidates appeared for the examination of which 37 candidates successfully cleared the examination.

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 Academic Year.

NIA-FAIR International Seminar

National Insurance Academy in collaboration with Federation of Afro-Asian Insurers & Reinsurers (FAIR) organized the NIA-FAIR International Seminar on “Agriculture Insurance: Risk Mitigation for Livelihood Security and Sustainable Development” in Pune on 24th and 25th November 2016. The Seminar was attended by distinguished delegates from many countries including Sri Lanka, Nigeria,

Bangladesh, Nepal, Egypt, Bhutan, Malaysia, Kenya apart from



Shri P. J. Joseph, Member IRDAI with other Dignitaries and NIA officials during the inaugural function of the NIA FAIR Seminar.



Shri G. Srinivasan, CMD New India Assurance Co. Ltd. giving valedictory address at the NIA FAIR Seminar.

insurance practitioners, academicians and students from India.

The Seminar discussed the Global Scenario of Agriculture Insurance with a special emphasis on Agriculture Insurance in India, its operational issues and challenges. Scholarly sessions on Sustainable distribution models on Crop Insurance, use of Technology in it, impact of climate change in the emerging Agriculture Insurance market were held.

The Seminar was inaugurated by Dr. Adel Mounir, Secretary General FAIR, in presence of Shri Sushobhan Sarker, Director NIA. Shri P.J. Joseph, Member (Non-Life) IRDA gave the keynote address. The Valedictory address was delivered by Shri G Srinivasan, CMD –The New India Assurance Co. Ltd.

Eminent speakers from FAIR, IRDAI, Prof. Dr. Fatta Bahadur K.C., Chairman, Beema Samiti, Insurance Regulatory Authority, Nepal, Nepal-Re, Janashakthi Insurance PLC- Sri Lanka, Vimo SEWA, Nigerian Agriculture Insurance Corporation, General Insurance Council, Public Sector General Insurance Companies like New India Assurance Co. Ltd, United India Insurance Co. Ltd., Oriental Insurance Co. Ltd., National Insurance Co. Ltd., GIC Re and Agriculture Insurance Co. of India Ltd. addressed the delegates. Speakers from the Banking sector representing NABARD and College of Agricultural Banking (RBI) also participated in the deliberations. Leading Private Insurers in India viz. Bajaj Allianz General Insurance Co. Ltd., ICICI Lombard General Insurance Co. Ltd., Reinsurance Major Swiss-Re and prominent Brokers KM Dastur, Aon Benfield APAC, Howden India as well as Actuaries also joined in different sessions.

Presence of speakers from Scientific Organizations including National Remote Sensing Centre and Weather Risk Management Services and Risk Management group RMSI helped the participants to appreciate the latest technological tools and the current trends in the respective areas. Senior Officials from State Government, representatives of the farmers, Faculty members from National Insurance Academy shared their varied experiences in the field.

18th Annual C.D. Deshmukh Seminar

18th Annual C. D. Deshmukh Memorial Seminar was held on 12-13th January 2017 at NIA Pune. NIA Pune organizes this seminar annually in the memory of Late Sri 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.



Prof. Dr. Rajat Moona, Director General C-DAC lighting the lamp, Shri Sushobhan Sarker Director, NIA on the extreme left and other dignitaries during the inaugural function of the C D Deshmukh Seminar.

The theme of the seminar was “Life Insurance in the Digital Era” and the topics for the discussions were:

- a. Impact of Technology in designing Life Insurance Products & their Pricing
- b. Impact of Technology on the Distribution of Life Insurance
- c. Impact of Technology on Processes & Operations of Life Insurance Companies
- d. Impact of Technology on the Life Insurer’s Bottom line, Structure and Future (Sustainability)
- e. Impact of Technology on delivering value to the Customers

Prof. Dr. Rajat Moona, Director General, CDAC was the Chief Guest and Keynote Speaker. He focused on the Vision of Digital India followed by eminent speakers from life insurance companies, IT services companies, NASSCOM, National Payment Corporation of India, etc.



From Left: Shri P. K. Rath Chair Professor (Life) NIA, Ms. Usha Sangwan, Managing Director, LIC of India and Shri Sushobhan Sarker Director, NIA at the Valedictory session

Ms. Usha Sangwan, Managing Director, LIC of India delivered the valedictory address.

Eminent speakers from IRDAI, Life Insurance Corporation of India, Future Generali Life Insurance Company Ltd, India First Life Insurance Co Ltd, Allianz Group, Aegon Life Insurance Company limited, SBI Life Insurance Co Ltd, Reliance Life Insurance Co. Ltd, Bajaj Allianz Life Insurance Co. Ltd, Kotak Mahindra old Mutual Life Ins

Ltd, Munich Re India Services Pvt. Ltd, Common Service Centre, National Payment Corporation of India, TCS, Nasscom, Auditime Information systems and NIA addressed the delegates.

The Seminar was attended by over 100 distinguished delegates from many life insurance companies including LIC apart from insurance practitioners, academicians and students from India and abroad.

C.D. Deshmukh Essay / Paper Competition

Keeping in view of the current scenario and the theme of the seminar "Life Insurance in the Digital Era" in the backdrop, a competition was floated to invite technical papers from Academicians, Insurance Practitioners, Finance Professionals and others on the Topic "Impact of Technological Innovations on Life Insurance Business Continuity". In response to this, we received Essays/Papers from all over the country. After the evaluation by the expert panel, 1st prize was awarded to Mr George Pascal, OSD (Health/Analytics & BAP Analysis), IRDAI and the 2nd prize to Mr. Ravindra Muley, AAO (CC), LIC of India.

Infrastructure at NIA

The Academy's infrastructure spread over 32 acres of land consists of hostel block with 5 hostels, administrative block, teaching block consisting of 8 modern state-of-the-art classrooms, 8 syndicate rooms, 24 faculty rooms, Multi-purpose Hall, Library, Computer Center, Kitchen, Dining Hall, Cafeteria and Reception, Auditorium with a capacity of 212, Meditation Hall, Gymnasium, Badminton Court, Swimming Pool, 5 Hostels with a capacity to accommodate 157 participants and 120 students. The campus also has the residential complex with 64 units.

Library

NIA Library is fully equipped to serve the needs of the students, trainees of MDP and Insurance Industry. It is one of the finest insurance libraries in India having choicest collection of books, journal holdings, VCDs, DVDs in the subject areas of Insurance, Management, Economics, Finance, Law and Information Technology, Actuarial Science. The main goal is to cater to all types of information needs of the users in respect of insurance and allied subjects. Stacking of the research publications is another value addition to the library. The Library also has collection on Literature, History and Personality Development. The following Table 10 is a brief profile of the information resources available in the library:

**Table 10:
Information Resources**

Sr. No.	Type of Resources	Collection as on 31.3.2017
1	Books	24724
2	Periodicals	95
3	DVDs	130
4	Databases	8
5	News papers	14

Services

Library provides different services as per Table-11:

**Table 11:
Library Services**

Reference Service	Bibliography Service
News Headlines Service	New Arrivals
Current Awareness Service	Photocopying Service
Library orientation	Digital Reference Desk
Book Publish Alert	Resource Alert Service

IT Infrastructure at NIA

NIA is having Campus-wide Local Area network connecting 350+ computers, 7 servers, routers, switches and other equipments. We have two IT-labs - FAIR 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 2016-17, One Faculty Member and four Research Associates, One Chair Professor and Principal joined the Academy. (Total Seven)

Three Faculty Members who were on deputation were repatriated to their parent organizations and one Chair Professor superannuated during this period. (Total Four)

Other Significant Activities

NIA Foundation Day – The 37th NIA Foundation day was celebrated on 16th December 2016. All staff and Faculty members have actively participated in the celebration.

ACKNOWLEDGEMENTS

NIA wishes to put on record its grateful thanks to the Government of India, particularly Ministry of Finance, Ministry of Human Resource Development, IRDA, the public sector and private sector insurance companies, AICTE, AIU, DTE, SPPU, NBA, 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 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 after today.

FINANCIAL PERFORMANCE

AUDIT REPORT

(Bombay Public Trust Act- sec.33 & 34 and Rule 19)

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

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

We have audited the accounts of the above Trust for the year ending **31st March 2017**. These Financial Statements are the responsibility of the Trust's Management. Our responsibility is to express an opinion on these financial statements based on our audit. We report as under –

1.	Whether accounts are maintained regularly & in accordance with the provisions of the Act & rules.	Yes
2.	Whether receipts & disbursements are properly & correctly shown in the accounts	Yes
3.	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
4.	Whether all books, deeds, accounts vouchers or other documents or records required by the auditor were produced before him.	Yes
5.	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
6.	Whether the manager or trustee or any other person required by the auditor to appear before him did so & furnished the necessary information required by him.	Yes
7.	Whether any property or funds of the Trust were applied for any objects or purpose other than the objects or purpose of the Trust.	No
8.	Whether an inventory certified by the trustees of the Public Trust has been maintained?	N.A.

9.	The amount of outstanding for more than one year & amounts written off, if any.	Yes, Rs.85,70,169.09 are outstanding for more than 1 year. Above amount is after Writing off Amount of Rs.8,824.80/- during the year.
10.	Whether tenders were invited for repairs or construction involving expenditure exceeding Rs. 5,000/-.	Tenders / quotations were called for before purchase.
11.	Whether any money of the public trust has been invested contrary to the provisions of section 35.	No
12.	Alienation, if any, of the immovable property contrary to the provisions of section 36 which have come to the notice of the auditor.	No
13.	All cases of irregular, illegal or improper expenditure or failure or omission to recover monies or other property belonging to the public trust or of loss or waste of money or other property hereof & Whether such expenditure, failure, omission loss or waste was caused in consequence of breach of trust or misapplication or any other misconduct on the part of trustees or any other person while in the management of the trust.	To the best of our knowledge no such cases were observed.
14.	Whether the budget has been filed in the form provided by rule 16 A.	Yes
15.	Whether the maximum & minimum number of the trustees is maintained.	Yes
16.	Whether the meetings are held regularly as provided such instrument.	Yes
17.	Whether the minute's books of the proceedings of the meetings are maintained	Yes

18.	Whether any of the trustees has any interest in the investment of the trust.	No
19.	Whether any of the trustees is a debtor or creditor of the trust	No Trustee is a debtor or creditor in his individual capacity.
20.	Whether the irregularities pointed out by the auditors in the accounts of the previous year have been duly complied with by the trustees during the period of audit.	Yes.
21.	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: 30th June 2017

For HMA & Associates
Chartered Accountants
FRN -100537W

Sd/-

CA Anand Joshi
Partner
M. No. 113805

Trust Reg. No. F/7891(Pune)

BALANCE SHEET AS ON 31.03.2017

	Current Year	Previous Year
SOURCES OF FUNDS		
Trust Fund or Corpus	25,00,000.00	25,00,000.00
Campus Fund	2891,24,125.16	2891,24,125.16
CSR Fund	27,73,584.00	25,69,544.00
Endowments	163,44,162.19	157,37,363.90
Sponsored Awards (NET)	39,686.25	39,686.25
Other Funds	4225,74,346.40	4127,44,731.85
Productivity Linked Corpus	184,89,341.00	149,70,940.00
-----	-----	-----
Sub-Total	7518,45,245.00	7376,86,391.16
Current Liabilities & Provisions	399,97,421.21	414,19,583.42
TOTAL	7918,42,666.21	7791,05,974.58
APPLICATION OF FUNDS		
Campus Fund Assets	2559,50,415.79	2467,94,451.38
CSR Assets	27,72,084.00	25,68,044.00
Endowment Assets	163,44,162.19	157,37,363.91
Other Fixed Assets Including Insurance Lab	97,45,648.73	148,30,545.75
General Fund Investments	3725,32,509.73	3620,81,711.20
Insurance Lab Investments	28,42,278.44	26,81,025.44
Current Assets, Loans And Advances	1316,55,567.33	1344,12,832.90
TOTAL	7918,42,666.21	7791,05,974.58

Date: 30th June 2017

Place: Pune

INCOME & EXPENDITURE FOR THE YEAR ENDED 31.03.2017

	Current Year	Previous Year
INCOME		
Training Programme Fees	1649,94,945.00	2611,16,517.36
Action Research/Examination Income	56,32,612.00	15,03,387.26
PGDM Income	509,13,538.00	618,56,652.00
Contribution to Endowment Chairs	10,00,000.00	10,00,000.00
Interest	356,88,993.83	251,95,117.88
Other Income	47,24,076.92	34,65,181.79
	2629,54,165.75	3541,36,856.29
EXPENDITURE		
Establishment Expenses	522,89,185.49	464,07,508.83
Objects Of The Trust		
MDP Direct Training Expenses	503,30,861.85	840,94,576.09
PGDM Direct Expenses	160,88,985.85	175,69,274.80
Action Research / Examination Expenses	35,33,420.55	7,38,680.00
Other Expenses	1108,94,895.55	1153,36,381.64
Prior Period Adjustments	12,26,657.00	20,62,602.12
Depreciation	182,04,765.47	161,23,965.38
	2525,68,771.76	2823,32,988.86
Excess Of Income Over Expenditure Transferred To General Fund	103,85,393.99	718,03,867.43

Date: 30th June 2017

Place: Pune

ANNEXURE

TRAINING PROGRAMMES CONDUCTED DURING 2016-17

Sr. No.	Title of the Programme	Programme Dates	No. of Weeks	Co-ordinator/s
1	Retiring Executives (Non-Life)	11.04.2016 13.04.2016	0.5	Patwardhan M.C.
2	Retiring Executives (Non-Life) I (for Scale V, VI and VII)	20.04.2016 22.04.2016	0.5	Pattnaik Asim Kumar
3	Programme on Financial Markets (Combined)	20.04.2016 22.04.2016	0.5	Patwardhan M.C.
4	Programme on Vigilance in General Insurance (Non-Life)	20.04.2016 22.04.2016	0.5	Ravi Shankar K.
5	Programme on Integrated CRM (Life)	25.04.2016 29.04.2016	1	Ponpandian P.
6	Workshop of Communication and Presentation Skills (Life)	25.04.2016 29.04.2016	1	Gupta R.P.
7	Essentials of Sales & Marketing for Frontline Executives (Non-Life)	25.04.2016 27.04.2016	0.5	Dr. Tiwari Shalini
8	Programme for Retiring Executives (Non-Life)	27.04.2016 29.04.2016	0.5	Matam Geeta Raghvendra
9	General Management Programme for Middle Level Executives (Life)	02.05.2016 11.05.2016	1.5	Saji Paul
10	Actuarial Practices in Life Insurance (Life)	04.05.2016 06.05.2016	0.5	Sinha Amarnath
11	Programme on Estate Management (Non-Life)	02.05.2016 04.05.2016	0.5	Ravi Shankar K.
12	Programme on HRM and Employee Relations (Life) - I	09.05.2016 13.05.2016	1	Sinha Amarnath
13	Management of Marine Insurance (Hull) (Non-Life)	11.05.2016 13.05.2016	0.5	Surender R.
14	Workshop on 21st Century Skills (Combined)- I	09.05.2016 13.05.2016	1	Pathak Girijesh
15	Investment Awareness Programme (Life)	16.05.2016 20.05.2016	1	Ponpandian P.
16	Comprehensive Programme on Life Insurance Regulations (Life)	16.05.2016 20.05.2016	1	Sinha Amarnath
17	Programme on Creative Thinking, Innovation for Organisational Effectiveness (Combined)	18.05.2016 20.05.2016	0.5	Ravi Shankar K.
18	Management of Marine Insurance (Cargo) (Non-Life)	16.05.2016 18.05.2016	0.5	Surender R.
19	Workshop on Communication and Presentation Skills (Life)	23.05.2016 27.05.2016	1	Gupta R.P.

20	Programme on Derivatives (Combined)	23.05.2016 25.05.2016	0.5	Dr. Uma S.
21	Profitable Management of Health Portfolio (Non-Life)	23.05.2016 27.05.2016	1	Singh Satyendra
22	Financial Audit and Control (Life)	30.05.2016 03.06.2016	1	Saji Paul
23	HRM and Employee Relations (Life)	30.05.2016 03.06.2016	1	Nadkarni S.S.
24	Programme on Retail Insurance (Non-Life)	30.05.2016 01.06.2016	0.5	Ravi Shankar K.
25	Management of Project Insurance (Non-Life)	30.05.2016 03.06.2016	1	Aswathanarayana
26	Programme on Marketing Strategies (Life)	06.06.2016 10.06.2016	1	Saji Paul
27	Programme Managerial Effectiveness (Life)	06.06.2016 10.06.2016	1	Gupta R.P.
28	Train the Trainers Programme (Combined)	06.06.2016 10.06.2016	1	Singh Satyendra
29	Management of Liability Insurance (Non-Life)	06.06.2016 08.06.2016	0.5	Patwardhan M.C.
30	CWISS Functionalities (New India)	08.06.2016 10.06.2016	0.5	Matam Geeta Raghvendra
31	Executive Development Programme for Engineering Department (Life)	13.06.2016 17.06.2016	1	Nadkarni S.S.
32	Financial Awareness Programme (Life)	13.06.2016 17.06.2016	1	Dr. Uma S.
33	Executive Development Programme (Non-Life)	13.06.2016 17.06.2016	1	Singh Archana/ Mata Geeta Raghavendra
34	Techno Marketing in General Insurance (Non-Life)	15.06.2016 17.06.2016	0.5	Singh Satyendra
35	Comprehensive Technical Programme in Life Insurance (Life)	20.06.2016 01.07.2016	2	Ponpandian P.
36	Strategy Implementation (Life)	20.06.2016 22.06.2016	0.5	Saji Paul
37	EOP0- Enquiry Officer and Presenting Officer (Non-Life)	20.06.2016 22.06.2016	0.5	Surender R.
38	Enterprise Risk Management for Sr. Executives (Non-Life)	23.06.2016 24.06.2013	0.5	Dr. Doss S.
39	Programme on Old Age Security and Pension (Life)	27.06.2016 29.06.2016	0.5	Patwardhan M.C.
40	Workshop on Distribution Channels Management (Non-Life)	27.06.2016 29.06.2016	0.5	Dr. Tiwari Shalini

41	Workshop on Motor Third Party Claims (Non-Life)	29.06.2016 01.07.2016	0.5	Surender R.
42	Workshop on Excel (for Financial, Investment, Pension and Marketing Analytics) (Life)	27.06.2016 01.07.2016	1	Dr. Page S.D.
43	Programme for Retiring Executives (Non-Life)	04.07.2016 06.07.2016	0.5	Patwardhan M.C.
44	General Management Programme for Operating Unit Heads (Non-Life)	04.07.2016 06.07.2016	0.5	Ravi Shankar K.
45	Management of Property Insurance (Fire)	04.07.2016 08.07.2016	1	Pattnaik Asim Kumar
46	Workshop on Project Management-(Life)	04.07.2016 08.07.2016	1	Pathak Gijesh
47	Distribution Channels Management (Life)	11.07.2016 15.07.2016	1	Gupta R.P.
48	Financial Awareness Programme (Life)	11.07.2016 15.07.2016	1	Patwardhan M.C.
49	Women Managers (Combined)	11.07.2016 15.07.2016	1	MatamGeetaRaghvendra
50	Workshop on R (for Financial, Investment, Pension and Marketing Analytics) (Life)	11.07.2016 15.07.2016	1	Dr. Page S.D.
51	Young Executives Programme (YEP) (Life)	18.07.2016 29.07.2016	2	Saji Paul
52	Leadership Competencies for Business Excellence (Non-Life)	18.07.2016 20.07.2016	0.5	Singh Archana
53	Management of Miscellaneous Insurance Business (Non-Life)	18.07.2016 22.07.2016	1	Singh Satyendra
54	Corporate Governance Issues for Senior Management (Combined)	21.07.2016 22.07.2016	0.5	Patwardhan M.C.
55	Marketing Strategies (Life)	25.07.2016 29.07.2016	1	Gupta R.P.
56	Developing Leaders for Tomorrow (Non-Life)	25.07.2016 29.07.2016	1	Singh Archana
57	Management of Motor Underwriting & Claims (OD) (Non-Life)	25.07.2016 27.07.2016	0.5	Dr. Doss S.
58	Workshop on R for Advanced Data Analytics (Combined)	25.07.2016 29.07.2016	1	Dr. Page S.D.
59	Financial Awareness Programme (Life)	01.08.2016 05.08.2016	1	Dr. S. Uma
60	Profitable Management of Health Portfolio (Non-Life)	01.08.2016 05.08.2016	1	Surender R.
61	Workshop on Data Mining & Interpretation (Life)	01.08.2016 05.08.2016	1	Pathak Girijesh

62	Business Environment for Sr./DMs (Life)	08.08.2016 10.08.2016	0.5	Nadkarni S.S.
63	IT Awareness Programme for Non-IT Perosnnel (Life)	08.08.2016 12.08.2016	1	Saji Paul
64	Workshop on Performance Management for Regional & Divisional Incharges (Non-Life)	08.08.2016 10.08.2016	0.5	Singh Archana
65	Retiring Executives (Non-Life)	16.08.2016 18.08.2016	0.5	Dr. Uma S.
66	Management of Liability Insurance (Non-Life)	16.08.2016 18.08.2016	0.5	Aswathanarayna
67	Programme on Consumer Courts, Ombudsman and Grievance Redressal (Combined)	16.08.2016 18.08.2016	0.5	Pattnaik Asim Kumar
68	Young Executives Programme (YEP) (Life)	22.08.2016 02.09.2016	2	Saji Paul
69	Competency Development Programme for Chief Managers (Life)	22.08.2016 26.08.2016	1	Ponpandian P.
70	Insurance Accounting, Audit & Control (Non-Life)	22.08.2016 24.08.2016	0.5	Ravi Shankar K.
71	Workshop on Motor Third Party Claims (Non-Life)	22.08.2016 24.08.2016	0.5	Surender, R.
72	Workshop on Risk Modeling and Health Risk Analytics (Combined)	22.08.2016 26.08.2016	1	Dr. Page S.D.
73	Financial Awareness Programme (Life)	29.08.2016 02.09.2016	1	Dr. Uma S.
74	Women Managers (Combined)	29.08.2016 02.09.2016	1	Dr. Tiwari Shalini
75	Claims Management (Non-Life)	29.08.2016 31.08.2016	0.5	Dr. Doss S.
76	Retiring Executives (Non-Life)	07.09.2016 09.09.2016	0.5	Pattnaik Asim Kumar
77	Workshop on Self Management & Transformation (Non-Life)	07.09.2016 09.09.2016	0.5	Dr. Chaudhari Sushma
78	Risk Based Underwriting (Non-Life)	06.09.2016 08.09.2016	0.5	Dr. Doss S.
79	Actuarial Appreciation Programme for Senior Executives (Life)	06.09.2016 08.09.2016	0.5	Pattanayak, Subhas Kumar
80	Management of Engineering Insurance (Non-Life)	14.09.2016 16.09.2016	0.5	Aswathanarayana
81	Reinsurance Management (Non-Life)	14.09.2016 16.09.2016	0.5	Dr. Doss S.
82	Comprehensive Technical Programme in Life Insurance (Life)	19.09.2016 30.09.2016	2	Saji Paul

83	Workshop on Managerial Excellence: Programme for Branch Heads (Life)	19.09.2016 23.09.2016	1	Gupta R.P.
84	Prevention of Insurance Frauds (Non-Life)	19.09.2016 23.09.2016	1	Surender, R.
85	Comprehensive Marketing Programme for Marketing Executives (Non-Life)	19.09.2016 23.09.2016	1	Ravi Shankar, K.
86	IT-Business Analyst Competency Development Workshop- (Combined)	19.09.2016 23.09.2016	1	Dr. Page S.D.
87	Programme on Investment Appreciation (Life)	19.09.2016 26.09.2016	1	Ponpandian P.
88	Workshop of Communication and Presentation Skills (Life)	26.09.2016 30.09.2016	1	Ponpandian, P.
89	CWISS Functionalities (New India)	26.09.2016 28.09.2016	0.5	MatamGeetaRaghvendra
90	Workshop on Motor Third Party Claims (Non-Life)	28.09.2016 30.09.2016	0.5	Gejji, S.H.
91	General Management Programme for Operating Unit Heads (Non-Life)	03.10.2016 05.10.2016	0.5	Ravi Shankar K.
92	Profitable Management of Health Portfolio (Non-Life)	03.10.2016 07.10.2016	1	Dr. Doss S.
93	Workshop on SQL, NOSQL & Big Data Analytics (Combined)	03.10.2016 07.10.2016	1	Dr. Page S.D.
94	Competency Development Program for Chief Managers (Life) - II	03.10.2016 07.10.2016	1	Ponpandian P.
95	Seminar on Right to Information Act (Combined)-1 day	14.10.2016 14.10.2016	0.5	Saji Paul
96	General Management Programme for Middle Level Executives (Life) II	17.10.2016 26.10.2016	1.5	Pattanayak Subash
97	New Age Marketing - (Life)	17.10.2016 21.10.2016	1	Saji Paul
98	Customer Relationship Management (Non-Life)	17.10.2016 19.10.2016	0.5	Ravi Shankar K.
99	Workshop on Project Management (Combined)	17.10.2016 21.10.2016	1	Pathak Girijesh
100	Retiring Executives (Non-Life)	24.10.2016 26.10.2016	0.5	Matam Geeta Raghvendra
101	Finance Appreciation Programme (Non-Life)	24.10.2016 26.10.2016	0.5	Dr. Uma S.
102	Management of Liability Insurance (Non-Life)	24.10.2016 26.10.2016	0.5	Patwardhan M.C.
103	Actuarial Practices in Life Insurance (Life)	02.11.2016 04.11.2016	0.5	Ponpandian P.

104	Strategic Intent and Execution Excellence (Life)	02.11.2016 04.11.2016	0.5	Rath Pradeep Kumar
105	Loss of Earnings Insurance (LOP,ALOP,MLOP, DSU) (Non-Life)	02.11.2016 04.11.2016	0.5	Ravi Shankar K.
106	Integrated CRM (Life)	07.11.2016 11.11.2016	1	Saji Paul
107	Best Practices in Marketing (Life)	07.11.2016 11.11.2016	1	Nadkarni S.S.
108	Programme on Financial Markets (Combined)	07.11.2016 09.11.2016	0.5	Patwardhan M.C.
109	Retiring Executives (Non-Life) (for Scale V, VI and VII)	09.11.2016 11.11.2016	0.5	Dr. Uma S.
110	Workshop on Digital Marketing & Intelligence (Combined)	07.11.2016 11.11.2016	1	Dr. Page S.D.
111	Management of Motor Underwriting & Claims (OD) (Non-Life)	15.11.2016 17.11.2016	0.5	Dr Doss S.
112	Workshop on Problem Solving Techniques & Creativity (Combined)	15.11.2016 17.11.2016	0.5	Pattanayak Subash
113	General Management Programme for Middle Level Executives (Life)	16.11.2016 25.11.2016	1.5	Ponpandian P.
114	Essentials of Sales & Marketing for Frontline Executives (Non-Life)	16.11.2016 18.11.2016	0.5	Dr. Tiwari Shalini
115	Emerging Trends in Marketing for MMs (Life)	21.11.2016 25.11.2016	1	Gupta R.P.
116	Procedures & Practices in Court Cases (HR) (Non-Life)	21.11.2016 23.11.2016	0.5	Patwardhan M.C.
117	Comprehensive Technical Programme In General Insurance (Non-Life)	21.11.2016 09.12.2016	3	Surender R./ Yadav Ruchika
118	Workshop on Data Mining & Interpretation (Combined)	21.11.2016 25.11.2016	1	Pathank Girijesh
119	Executive Development Program for Engineering Department (Life)	21.11.2016 25.11.2016	1	Pattanayak Subash
120	Young Executives Programme (YEP) (Life)	28.11.2016 09.12.2016	2	Saji Paul
121	Investment Awareness Programme (Life)	28.11.2016 02.12.2016	1	Ponpandian P.
122	Marketing Strategies for Non-marketing Executives (Non-Life)	28.11.2016 30.11.2016	0.5	Ravi Shankar K.
123	Workshop on Excel Macros for Professional Spreadsheet Application Modeling (Combined)	28.11.2016 02.12.2016	1	Dr. Page S.D.
124	New Age Marketing - (Life)	05.12.2016 09.12.2016	1	Pattanayak Subash

125	Women Managers (Combined)	05.12.2016 09.12.2016	1	Dr. Uma S.
126	Workshop on 21st Century Skills (Combined)	05.12.2016 09.12.2016	1	Pathak Girijesh
127	Programme on Market Intelligence (Life)	13.12.2016 15.12.2016	0.5	Pattnayak Subash
128	Enterprise Risk Management for Middle Level Executives (Non-Life)	13.12.2016 15.12.2016	0.5	Dr. Doss S
129	Programme for Retiring Executives (Non-Life)	14.12.2016 16.12.2016	0.5	Patwardhan M.C.
130	Programme on Retail Insurance (Non-Life)	14.12.2016 16.12.2016	0.5	Dr. Tiwari Shalini
131	Distribution Channels Management (Life)	19.12.2016 23.12.2016	1	Saji Paul
132	Workshop on Managerial Excellence: Programme for Branch Heads (Life)	19.12.2016 23.12.2016	1	Ponpandian P.
133	Developing Leaders for Tomorrow (Non-Life)	19.12.2016 23.12.2016	1	Singh Archana
134	Management of Project Insurance (Non-Life)	19.12.2016 23.12.2016	1	Aswathanarayana
135	IT Awareness Programme for Non-IT Perosnnel (Life)	26.12.2016 30.12.2016	1	Pattanayak Subash
136	Workshop of Communication and Presentation Skills (Life)	26.12.2016 30.12.2016	1	Gupta R.P.
137	Prevention of Insurance Frauds (Non-Life)	26.12.2016 30.12.2016	1	Ravi Shankar K.
138	Workshop on Motor Third Party Claims (Non-Life)	26.12.2016 28.12.2016	0.5	Gejji S.H.
139	Workshop on Distribution Channels Management (Non-Life)	02.01.2017 04.01.2017	0.5	Dr. Doss S.
140	General Management Programme for Operating Unit Heads (Non-Life)	04.01.2017 06.01.2017	0.5	Dr. Uma S.
141	Management of Marine Insurance (Cargo) (Non-Life)	04.01.2017 06.01.2017	0.5	Surender R.
142	Young Executives Programme (YEP) (Life)	09.01.2017 20.01.2017	2	Gupta R.P.
143	Comprehensive Technical Programme in Life Insurance (Life)	09.01.2017 20.01.2017	2	Saji Paul
144	Comprehensive Marketing Programme for Marketing Executives (Non-Life)	09.01.2017 13.01.2017	1	Ravi Shankar K.
145	C.D. Deshmukh Seminar on Life Insurance in the Digital Era (life)	12.01.2017 13.01.2017	0.5	Rath P.K. / Gupta R.P. / Pande Sandeep

146	Workshop on Self Management & Transformation (Non-Life)	16.01.2017 18.01.2017	0.5	Chaudhari Sushama
147	Management of Miscellaneous Insurance Business (Non-Life)	16.01.2017 20.01.2017	1	Matam Geeta Raghvendra
148	Workshop on Excel for Actuarial Analytics (Life)	16.01.2017 20.01.2017	1	Dr. Page S.D.
149	Retiring Executives (Non-Life)	23.01.2017 25.01.2017	0.5	Uma S., Dr.
150	Finance Appreciation Programme (Non-Life)	23.01.2017 25.01.2017	0.5	Patwardhan M.C.
151	General Management Programme for Middle Level Executives (Life)	30.01.2017 08.02.2017	1.5	Pattanayak Subhash
152	Agricultural Insurance (Non-Life)	30.01.2017 31.01.2017	0.5	Yadhav Ruchika
153	Management of Micro Insurance (Non-Life)	30.01.2017 01.02.2017	0.5	Singh Archana
154	Workshop on R for Actuarial Analytics (Life)	30.01.2017 03.02.2017	1	Dr. Page S.D.
155	Market Segmentation - Effective Service Delivery (Non-Life)	01.02.2017 03.02.2017	0.5	Ravi Shankar K.
156	Comprehensive Technical Programme in Life Insurance (Life)	06.02.2017 17.02.2017	2	Ponpandian P.
157	Management of Property Insurance (Fire) (Non-Life)	06.02.2017 10.02.2017	1	Matam Geeta Raghvendra
158	Management of Motor Underwriting & Claims (OD) (Non-Life)	08.02.2017 10.02.2017	0.5	Surender R.
159	Retiring Executives (Non-Life)	13.02.2017 15.02.2017	0.5	Surender R.
160	Executive Development Programme (Non-Life)	13.02.2017 17.02.2017	1	Dr. Uma S.
161	Old Age Security and Pension (Life)	21.02.2017 23.02.2017	0.5	Ponpandian, P.
162	Insurance Accounting, Audit & Control (Non-Life)	20.02.2017 22.02.2017	0.5	Ravi Shankar K.
163	Claims Management (Non-Life)	22.02.2017 24.02.2017	0.5	Matam Geeta Raghvendra
164	Programme on Strategy Implementation : P&GS (Life)	22.02.2017 23.02.2017	0.5	Gupta R.P.
165	Comprehensive Technical Programme in Life Insurance (Overseas)	27.02.2017 10.03.2017	2	Gupta R.P.
166	Programme on Improving Communication System (Non-Life)	27.02.2017 01.03.2017	0.5	Yadav Ruchika
167	Profitable Management of Health Portfolio (Non-Life)	27.02.2017 03.03.2017	1	Yadav Ruchika / E. Santhoshkumar

168	Women Managers (Combined)	06.03.2017 10.03.2017	1	Dr. Chaudhari Sushama
169	Programme on Consumer Courts, Ombudsman and Grievance Redressal (Combined)	08.03.2017 10.03.2017	0.5	Ravi Shankar, K.
170	Retiring Executives (Non-Life)	15.03.2017 17.03.2017	0.5	Surender R.
171	Management of Engineering Insurance (Non-Life)	15.03.2017 17.03.2017	0.5	Pattnaik Asim Kumar
172	Train the Trainers Programme (Combined)	20.03.2017 24.03.2017	1	Dr. Chaudhari Sushama
173	Management of Rural Insurance (Non-Life)	20.03.2017 22.03.2017	0.5	Yadav Ruchika
ADDITIONAL / OFF-CALENDAR TRAINING PROGRAMMES				
174	Aspects of Inspection and Audit of a Life Insurance Co - Programme for Internal Auditors of SBI Life	18.04.2016 20.04.2016	0.5	Ponpandian P.
175	Induction training programme for New Recruited SIPF Officers- (6 days)	25.04.2016 30.04.2016	1	Pattnaik Asim Kumar
176	High Performance Leadership Training for New India- I - 4 days	06.06.2016 09.06.2016	1	Dr. Chaudhari Sushama
177	High Performance Leadership Training for New India- II - 4 days	13.06.2016 16.06.2016	1	Dr. Chaudhari Sushama
178	High Performance Leadership Training for New India- III - 4 days	20.06.2016 23.06.2016	1	Dr. Chaudhari Sushama
179	Induction Training Programme for Junior Officers of IRDAI-	04.07.2016 23.07.2016	3	Aswathanarayana / Nadkarni / Surender R.
180	Workshop on Cattle Insurance (United) - 2 days	07.07.2016 08.07.2016	0.5	Dr. Doss. S.
181	Programme for Audit Officials (Oriental)	11.07.2016 15.07.2016	1	Ravi Shankar K./ Pattnaik Asim Kumar
182	Management Skills Development Programme (National) - Batch I	11.07.2016 15.07.2016	1	Pattnaik Asim Kumar
183	Management Skills Development Programme (National) - Batch II	18.07.2016 22.07.2016	1	Dr. Tiwari Shalini
184	Management Skills Development Programme (National) - Batch III	25.07.2016 30.07.2016	1	Pattnaik Asim Kumar
185	Management Skills Development Programme (National) - Batch IV	01.08.2016 05.08.2016	1	Pattnaik Asim Kumar
186	Technical Training Programme on General Insurance (Cholamandalam MS General)	01.08.2016 12.08.2016	2	Matam Geeta Raghvendra

187	High Performance Leadership Training for New India- IV - 4 days	02.08.2016 05.08.2016	1	Dr. Chaudhari Sushama
188	Programme for Legal Managers (Life)	08.08.2016 12.08.2016	1	Gupta R.P.
189	Management Skills Development Programme (National) - Batch V	26.09.2016 30.09.2016	1	Dr. Tiwari Shalini
190	Programme on Crop Insurance (New India)	03.10.2016 05.10.2016	0.5	Dr. Doss S.
191	Management Skills Development Programme (National) - Batch VI	17.10.2016 21.10.2016	1	Pattnaik Asim Kumar
192	Management Skills Development Programme (National) - Batch VII	24.10.2016 28.10.2016	1	Pattnaik Asim Kumar
193	Management Skills Development Programme (National) - Batch VIII	24.10.2016 28.10.2016	1	Dr. Doss S.
194	Management Skills Development Programme (National) - Batch IX	01.11.2016 05.11.2016	1	Patwardhan M.C.
195	Programme on Health Management (Oriental)	02.11.2016 05.11.2016	1	Surender R.
196	Programme for Legal Managers (Life)	15.11.2016 19.11.2016	1	Gupta R.P.
197	NIA--FAIR Seminar on Agriculture Insurance - Risk Mitigation for Livelihood Security and Sustainable Development (non-Life)	24.11.2016 25.11.2016	0.5	Aswathanarayana/ Dr. Doss S. / E. Santhoshkumar
198	Management Skills Development Programme (National) - Batch X	28.11.2016 02.11.2016	1	Patwardhan M.C.
199	Management Skills Development Programme (National) - Batch XI	05.12.2016 09.12.2016	1	Pattnaik Asim Kumar
200	Management Skills Development Programme (National) - Batch XII	13.12.2016 17.12.2016	1	Dr. Uma S.,
201	Refresher Training for Assistants of IRDAI	02.01.2017 06.01.2017	1	Pattanayak Subhash
202	Follow up Programme - High Performance Leadership Training - (New India) Batch I	19.01.2016 20.01.2017	0.5	Dr. Chaudhari Sushama
203	Follow up Programme - High Performance Leadership Training - (New India) Batch II	23.01.2016 24.01.2017	0.5	Dr. Chaudhari Sushama
204	Management Skills Development Programme (National) - Batch XIII	23.01.2017 28.01.2017	1	Pattanaik Asim Kumar
205	Follow up Programme - High Performance Leadership Training - (New India) Batch III	02.02.2017 03.02.2017	0.5	Dr. Chaudhari Sushama
206	Follow up Programme - High Performance Leadership Training - (New India) Batch IV	06.02.2017 07.02.2017	0.5	Dr. Chaudhari Sushama
207	High Performance Leadership Training for New India- V - 4 days	13.02.2017 16.02.2017	1	Dr. Chaudhari Sushama

208	Management Skills Development Programme (National) - Batch XIII	13.02.2017 17.02.2017	1	Aswathanaranaya
209	Special Training Programme for ITSG Officials (LIC) (Batch-I)	13.02.2017 10.03.2017	4	Dr. Page S.D.
210	Programme on Campion Agency Management (New India)	27.02.2017 28.02.2017	0.5	Dr. Doss S. / Dr. Tiwari Shalini
211	Special Training Programme for ITSG Officials (LIC) (Batch-II)	16.03.2017 12.04.2017	4	Dr. Page S.D.



**NATIONAL
INSURANCE
ACADEMY**

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

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

Email: niapune@vsnl.com **Website:** www.niapune.org.in