

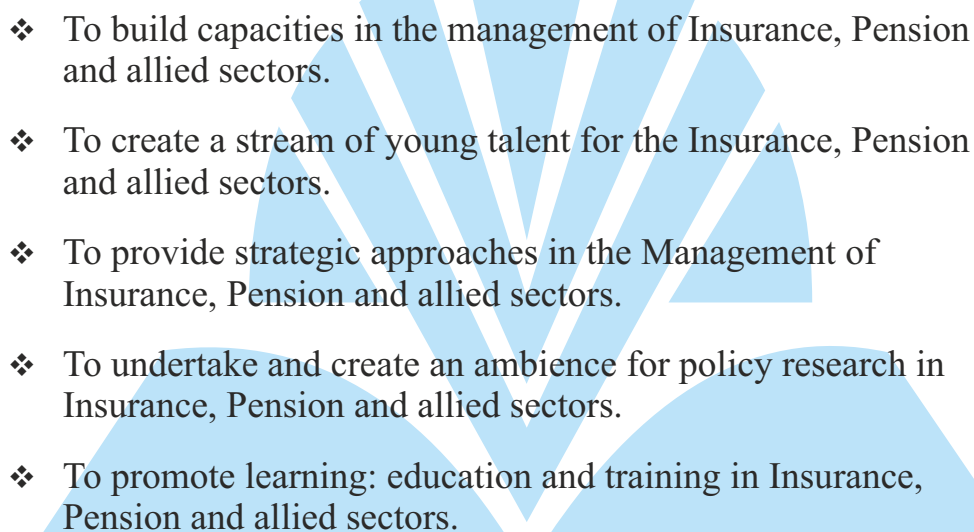
# ANNUAL REPORT 2021-22



# 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.

# PEO STATEMENTS (PGDM)

- ❖ Provide conceptual and practical knowledge in the field of management and insurance while upholding ethical practices.
- ❖ Inculcate a logical and practical approach to problem solving in a rapidly changing environment in a social and global context.
- ❖ Prepare for excellence with a sense of professionalism, integrity and team spirit.

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**NATIONAL INSURANCE ACADEMY**

**GOVERNING BOARD**

**as on 31.05.2022**

|   |   |   |  |
|---|---|---|--|
|    | <b>Shri Devesh Srivastava</b><br>Chairman – NIA Governing Board<br>Chairman-cum-Managing Director<br>General Insurance Corporation of India |    | <b>Shri M.R. Kumar</b><br>Chairperson<br>Life Insurance Corporation of India                       |
|    | <b>Shri Raj Kumar</b><br>Managing Director<br>Life Insurance Corporation of India   |    | <b>Shri. Anjan Dey</b><br>Chairman-cum-Managing Director<br>The Oriental Insurance Co. Ltd.        |
|    | <b>Shri Siddhartha Mohanty</b><br>Managing Director<br>Life Insurance Corporation of India  |    | <b>Ms. Mini Ipe</b><br>Managing Director<br>Life Insurance Corporation of India                    |
|   | <b>Ms. Suchita Gupta</b><br>Chairman-cum-Managing Director<br>National Insurance Co. Ltd.   |   | <b>Shri Satyajit Tripathy</b><br>Chairman-cum-Managing Director<br>United India Insurance Co. Ltd. |
|  | <b>Shri B C Patnaik</b><br>Managing Director<br>Life Insurance Corporation of India   |  | <b>Shri Saurabh Mishra</b><br>Joint Secretary<br>Government of India, Ministry of Finance, DFS     |
|  | <b>Shri M. K. Poddar</b><br>Chairman-cum-Managing Director<br>Agriculture Insurance Co. of India Ltd.                                       |  | <b>Shri G. N. Bajpai</b><br>Intuit Consulting Pvt. Ltd.  |
|  | <b>Prof. Anil B. Suraj</b><br>Law and Public Administration<br>Indian Institute of Management<br>Bangalore                                  |  | <b>Shri Sanjay Vijay</b><br>Founder & Principal Consultant<br>Optimal Corporate Solutions          |
|  | <b>Shri G. Srinivasan</b><br>Director<br>National Insurance Academy   |   |  |

The following members ceased to be on the Governing Board of NIA during the period from 31.05.2021 to 31.05.2022:

1. Ms. Tajinder Mukherjee, CMD, National Insurance Co Ltd.
2. Mr. Girish Radhakrishnan, CMD, United India Insurance Co. Ltd
3. Mr. Vipin Anand, MD, LIC of India
4. Mr. Mukesh Kumar Gupta, MD, LIC of India
5. Mr. Atul Sahai, CMD, The New India Assurance Co. LTd.
6. Ms. Vandita Kaul, AS, Government of India, Ministry of Finance, DFS

The following officials joined the Governing Board of NIA during the period from 31.05.2021 to 31.05.2022:

1. Ms. Mini Ipe, MD, LIC of India
2. Ms. Suchita Gupta, CMD, National Insurance Co Ltd.
3. Mr. Satyjit Tripathy, CMD, United India Insurance Co. Ltd
4. Mr. B C Patnaik, MD, LIC of India
5. Mr. Saurabh Mishra, JS, Government of India, Ministry of Finance, DFS



### **From the Chairman**

It is with great pleasure that I present the Annual Report of our Academy for the year 2021-22.

The Indian insurance sector has historically witnessed growth over a four-five-year time and will continue to grow. The growth is propelled by the advent of insure-techs, customer centricity, digital economy, regulatory reforms including sandbox framework, embedded products, greater focus on digital transformation, big data and IoT. The IPO of Life Insurance Corporation of India (LIC) and increased Foreign Direct Investments (FDI) are the key factors to

boost capital market. The growth would need huge insurance talent to manage the business efficiently delivering value to the customers

National Insurance Academy, as an institution of eminence in the field of insurance education, training and research, has been playing a very important role in contributing to the talent pipeline of the sector and also adding to the knowledge base of our country.

During the year 2021-22, the Academy seamlessly conducted online and classroom training programmes by using high-quality education technology and digital capabilities. The Academy conducted 226 Management Development Programmes (MDPs) where 5799 executives from public and private sector organizations including 114 overseas executives were trained. The Academy also conducted many webinars on the contemporary topics.

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 2020-22, all the students were placed with a competitive package with prominent insurance companies in India and abroad. This placement process also witnessed a distinct feature of pre-placement offers for some of the students as also the participation of the international companies.

NIA would continue to nurture the existing talent and provide quality fresh talent to the insurance industry and contribute 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.

**Devesh Srivastava**







### **From the Director**

The Indian insurance industry is currently undergoing rapid changes. It has been a challenging situation for all of us over the last two-three years. The industry has witnessed emerging risks such as global climate change, cyber risks and pandemic risks. It has seen advancements in the digital environment. Factors such as a growing middle class, a young insurable population, and a growing awareness of the need for protection and retirement planning shall drive the industry further. With the support of disruptive technologies, the insurers shall have to respond to the fast-changing needs of the customers. The Indian economy is allowing insurers to play a key role in its growth by co-creating and adapting their offerings to the new digital environment and by orchestrating ecosystems. The overall outlook for the insurance industry in India is positive, especially on the back of strong automobile demand, better coverage through health insurance and increased capex by the government as indicated in the Union Budget 2022 along with increased infrastructure activities.

It is vital for the insurance industry to reskill its human capital to create a high-performing and motivated workforce that can help companies achieve their objectives by seamlessly adapting to the new normal. National Insurance Academy, as the leading provider of insurance education, training, and research, has been instrumental in churning out men and women capable of shouldering corporate responsibility, equipped with 21st century skills to take on the challenges of ever changing economic and employment scenario.

During 2021-22, 5799 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.

During the year NIA was privileged to be chosen by IRDAI to provide Training for Non-Executive Directors of Life, Non-Life Insurance and Stand-Alone Health Insurance Companies in India.

Besides, it also witnessed the high-profile programmes viz. Own Risk Solvency Assessment (ORSA) in Insurance Industry and Artificial Intelligence in General Insurance Business. The Academy inked an MoUs this year with Gift SEZ, IIA, Glasgow Caledonian University, UK, Christ University, Bangalore, NIBM, Pune. The Professional Certification Courses on Actuarial Science, Principles of Underwriting in Life Insurance, Bancassurance, Life Insurance Marketing, General Insurance for ICA were launched.

Our flagship programme, the two year Post Graduate Diploma in Management achieved yet another milestone of 100% placement in Insurance, technology and other allied sector in India and abroad. 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.

The Academy conducted during the year successful events like NIA-Swiss re Seminar “Mitigating Emerging Risks through Innovative Risk Solutions” , C.D. Deshmukh seminar on “Reimagining Life Insurance Business Models in the Next Decade”, HR Summit on “Rebooting, Redesigning, Rebuilding the World of Work”, Insurance summit on “Quest for Collaboration: New Frontiers in Closing the Insurance Protection Gap”, Manthan - a Management Festival of PGDM students and host of webinars on various topics of relevance.

NIA continues to focus on innovative learning, insurance and management research and work closely with insurance sector both globally and in India.

**G. Srinivasan**

## Management Development Programmes

### On Campus / Online Programmes:

During the year 2021-22 due to continuous lock-down like conditions on account of the COVID-19 pandemic, the Academy seamlessly conducted remote learning by using high-quality education technology and digital capabilities on the MS Teams platform.

The Academy successfully conducted 226 Management Development Programmes (MDPs) out of which 212 were online and 14 were classroom training programmes. 5799 executives from public and private sector organizations including 114 overseas executives were trained during the year 2021-22.

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 attendance per programme during the year worked out to 25.66 participants. The summary of these programmes is furnished below in Table-1. The details are furnished in Annexure-1.

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

| Category     | No. of Participants | No. of Programmes |
|--------------|---------------------|-------------------|
| Life (L)     | 2531                | 111               |
| Non-Life (N) | 2904                | 103               |
| Combined (C) | 364                 | 12                |
| <b>Total</b> | <b>5799</b>         | <b>226</b>        |

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

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

| <b>Cat</b> | <b>Title of the Programme</b>  | <b>From</b> | <b>To</b>                 |
|------------|--|-------------|---------------------------|
| 1          | Orientation Programme for Non-Executive Directors of Life Insurance Companies  | 07.04.2021  | 09.04.2021                |
| 2          | Training Programme for Qualifying Exam for Promotion of Officers (GIC) Scale II to IV                                    | 07.04.2021  | 09.04.2021                |
| 3          | Training Programme for qualifying Exam for Promotion of Officers (GIC) Scale I   | 07.04.2021  | 09.04.2021                |
| 4          | Webinar on Bharat Laghu Udhya Suraksha and Bharat Sookshma Udhya Suraksha for TATA-AIG General Insurance Co. Ltd.        | 17.04.2021  | 17.04.2021                |
| 5          | Programme for Branch Managers (Non-Life)   | 22.04.2021  | 23.04.2021                |
| 6          | Orientation Programme for Non-Executive Directors of Non-Life Insurance and Stand-Alone Health Insurance Companies       | 10.05.2021  | 12.05.2021                |
| 7          | Orientation Programme for Non-Executive Directors of Life Insurance Companies  | 19.05.2021  | 21.05.2021                |
| 8          | Training on Dynamic Dashboard Development (Combined)   | 07.06.2021  | 11.06.2021                |
| 9          | Orientation Programme for Non-Executive Directors of Life, Non-Life Insurance and Stand-Alone Health Insurance Companies | 14.06.2021  | 17.06.2021                |
| 10         | Advance Programme on Fire Insurance  | 19.06.2021  | 19.06.2021                |
| 11         | Programme on Own Risk Solvency Assessment (ORSA) in Insurance Industry - RIMS  | 28.06.2021  | 29.06.2021                |
| 12         | Workshop for Property and Energy Underwriter for TATA-AIG- I   | 05.07.2021  | 07.07.2021                |
| 13         | Insurance Selling Skills in New Normal (Non-Life)  | 17.07.2021  | 21.07.2021&<br>24.07.2021 |
| 14         | R for Insurance Analytics (Combined)   | 26.07.2021  | 28.07.2021                |
| 15         | Programme on Business Interruption Insurance /FLOP (Non-Life)  | 31.07.2021  | 31.07.2021                |
| 16         | CRM Training for LIC HFL Officials   | 06.08.2021  | 06.08.2021                |
| 17         | Compliance for Brokers (Non-Life)  | 14.08.2021  | 14.08.2021                |
| 18         | Orientation Programme for Non-Executive Directors of Life Insurance Companies  | 25.08.2021  | 27.08.2021                |
| 19         | Online Certification course for Bancassurance (Combined)   | 21.08.2021  | 23.10.2021                |
| 20         | Power BI for Performance Management (Combined)   | 23.08.2021  | 27.08.2021                |
| 21         | Workshop on Fraud Management (Motor OD)  | 27.08.2021  | 28.08.2021                |

|    |  |             |  |
|----|--|-------------|--|
| 22 | Programme on Artificial Intelligence in General Insurance Business (Non-Life)  | 30.08.2021- | 01.09.2021   |
| 23 | Certification course on Principles of Underwriting in Life Insurance   | 04.09.2021- | 06.11.2021   |
| 24 | Certification Programme on Life Insurance Marketing  | 18.09.2021- | 04.12.2021   |
| 25 | R for Insurance Claims Analytics, Loss Modelling and ML for Fraud Analytics (Combined)                                   | 20.09.2021- | 24.09.2021   |
| 26 | Orientation Programme for Non-Executive Directors of Life, Non-Life Insurance and Stand-Alone Health Insurance Companies | 21.09.2021  | 24.09.2021   |
| 27 | Cyber and D&O Liability Insurance - An Overview with Legal Aspects (Non-Life)  | 25.09.2021  | 25.09.2021   |
| 28 | Program on Selling Fire Insurance Effectively for Retail Business for Liberty General Insurance Co.                      | 04.10.2021- | 06.10.2021   |
| 29 | Programme on Fire Insurance for TATA-AIG General Insurance Co. Ltd.  | 09.10.2021  | 09.10.2021   |
| 30 | Emerging Opportunities and Challenges for Divisional Managers (LIC)  | 11.10.2021  | 13.10.2021   |
| 31 | W executive: An Executive Development Programme for Women  | 20.10.2021, | 22.10.2021&<br>25.10.2021  |
| 32 | Emerging Opportunities and Challenges for Divisional Managers (LIC)  | 10.11.2021  | 12.11.2021   |
| 33 | Orientation Program on General Insurance for Directors of Cholamandalam Financial Holdings Limited                       | 10.11.2021  | 11.11.2021   |
| 34 | Motor Own Damage Claims (A Revitalization Workshop) for Liberty General Insurance Co.- Batch I                           | 11.11.2021  | 13.11.2021   |
| 35 | Advanced Property Claims Management Programme (Non-Life)   | 13.11.2021  | 13.11.2021   |
| 36 | Motor Own Damage Claims (A Revitalization Workshop) for Liberty General Insurance Co.- Batch II                          | 18.11.2021  | 20.11.2021   |
| 37 | Purposeful Teams: Strategy Meet of GovEVA  | 19.11.2021  | 20.11.2021   |
| 38 | Certification Course on General Insurance for ICMAI- Batch I   | 20.11.2021  | 02.01.2022   |
| 39 | Sales and Soft Skill Training for Brokers  | 27.11.2021  | 27.11.2021   |
| 40 | Programme on Basics of Life Insurance for Aegon Life Insurance Co. Ltd.  | 30.11.2021  | 30.11.2021<br>08.12.2021<br>09.12.2021<br>16.12.2021<br>17.12.2021 |

|    |   |             |            |
|----|---|-------------|------------|
| 41 | Managerial Effectiveness Programme for LIC Housing Finance Ltd. - Batch-I                               | 02.12.2021  | 04.12.2021 |
| 42 | Managerial Effectiveness Programme for LIC Housing Finance Ltd.-Batch-II                                | 08.12.2021  | 10.12.2021 |
| 43 | Python for Data Analytics (Foundation Course for GI)  | 13.12.2021  | 17.12.2021 |
| 44 | Emerging Opportunities and Challenges for Divisional Managers (LIC)                                     | 15-12-2021  | 17-12-2021 |
| 45 | Motor Insurance-Electric Vehicles (An Orientation Workshop) for Liberty General Insurance Co.           | 21.12.2021  | 23.12.2021 |
| 46 | Executive Development Programs (LIC)  | 27.12.2021  | 28.12.2021 |
| 47 | Programme for Surveyors   | 10.01.2022  | 05.03.2022 |
| 48 | Executive Development Programs (LIC)  | 17.01.2022  | 18.01.2022 |
| 49 | Perform or Fade away - Programme for DMs and BMs  | 17.01.2022  | 19.01.2022 |
| 50 | Post Graduate Programme in Actuarial Science  | 22.01.2022  | 27.03.2022 |
| 51 | NIA-RIMS-Risk Management Certification Course   | 01.02.2022  | 04.02.2022 |
| 52 | Executive Development Programs (LIC)  | 21.02.2022  | 22.02.2022 |
| 53 | Workshop on Motor Third Party Claims (United)   | 21.02.2022  | 23.02.2022 |
| 54 | Programme on IND AS (United)  | 28.02.2022  | 02.03.2022 |
| 55 | Current Financial Trends in General Insurance Industry (Programme for CAG Auditors) (GIC)               | 28.02.2022  | 02.03.2022 |
| 56 | Surveyors Pre-Licensing Training for Officers of HDFC Ergo- Paper SO1 and SO6                           | 02.03.2022  | 03.03.2022 |
| 57 | Training for Board and Senior Management of SICOM, Mauritius  | 02.03.2022& | 09.03.2022 |
| 58 | Programme on Artificial Intelligence in General Insurance Business (Liberty General Insurance Co.)      | 02.03.2022  | 04.03.2022 |
| 59 | Executive Development Programs (LIC)  | 07-03-2022  | 08-03-2022 |
| 60 | Applications of Geospatial Technology and Data Analytics in Crop Insurance (in collaboration with NRSC) | 07.03.2022  | 11.03.2022 |

## Seminars/Webinars

During the year the Academy conducted following seminars / webinars as per Table-3 below.

**Table 3:  
Seminars/Webinars conducted at NIA**

| Sr. No. | Name of the Webinar   | Date       |
|---------|---|------------|
| 1       | Covid 2.0- Impact on and response of Health Insurers  | 24.05.2021 |
| 2       | FICCI Special Virtual Round Table Discussion on Addressing Pain Points in Healthcare                      | 29.05.2021 |
| 3       | Webinar on “Wellness through New Age Technologies and Trends”   | 12.06.2021 |
| 4       | NIA - ICAI Webinar on Impact of Pandemic on Insurance Business – Challenges and Opportunities- 25.06.2021 | 25.06.2021 |
| 5       | Webinar on Opportunities for global InsurTechs at IFSC, GIFT City   | 30.06.2021 |
| 6       | Cognitive Intelligence Transforming the Insurance Business" on 12 August                                  | 12.08.2021 |
| 7       | Webinar on Marine Cyber: Cargo and Logistics with IUMI  | 01.09.2021 |
| 8       | Webinar on Intelligent Automation on Health Insurance   | 28.10.2021 |
| 9       | Webinar on Ensuring and Insuring ESG: The Need of the Hour (with NIA Alumni)                              | 18.12.2021 |
| 10      | C.D. Deshmukh Seminar on Reimagining Life Insurance Business Models in the Next Decade (Life)             | 12.01.2022 |
| 11      | Webinar on Career Opportunities in Insurance Sector   | 05.02.2022 |
| 12      | NIA-SWISS RE Seminar on Mitigating Emerging Risks through Innovative Risk Solutions                       | 24.02.2022 |
| 13      | Webinar- NIA-InsureTech Association on topic of Reimagining Insurance Business                            | 25.02.2022 |

## Induction Training programmes

The Academy conducted following Induction training programmes as per Table-4 below:

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

| Sr. No. | Cat | Programme title   | From       | To                      | Duration |
|---------|-----|---|------------|-------------------------|----------|
| 1       | N*  | Induction Training Programme for Swiss Re Graduates                 | 15.07.2021 | 16.07.2021 & 19.07.2021 | 0.5      |
| 2       | N   | Induction Training Programme for Newly Recruited Officers of GIC Re | 01.12.2021 | 16.02.2022              | 11       |

### **GM's Meet on Annual Training Calendar 2022-23 of NIA:**

A virtual meeting of the GMs of all PSU General Insurance companies, GIC & AICL was convened by NIA on 01.02.2022 to discuss the existing training procedures, understand and identify the gaps between the training currently being delivered vis-à-vis requirements of the companies and how improvements could be brought out to bring enhanced benefits to the companies and their employees.

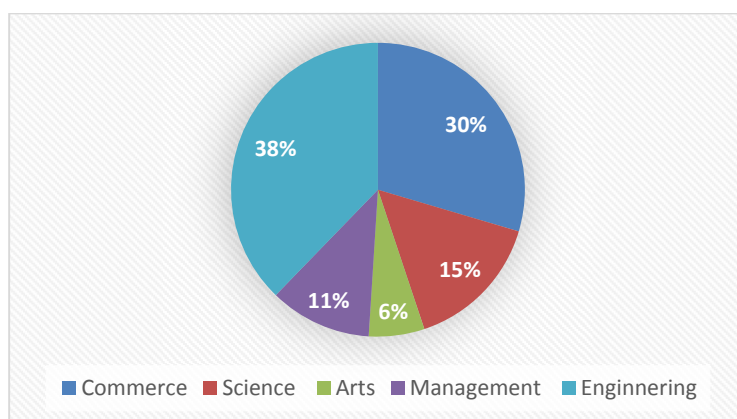
### **Academic Programme - Post Graduate Diploma in Management (PGDM)**

The two year Post Graduate Diploma in Management (AICTE approved) is the flagship programme of the Academy. This programme is accredited by National Board of Accreditation (NBA) and has also received MBA equivalence from the Association of Indian Universities (AIU). The course that is meant to develop future insurance leaders, attempts to impart knowledge, skills, inculcate 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 2021-23):**

The Academy received applications from students with varied academic backgrounds viz. Arts to Engineering for its PGDM (Batch 2021-23) Programme. A total of 101 students were admitted for the Programme. A graphic representation of the academic profile of Batch 2021-23 is given in Figure- 1:

**Figure 1: Qualification Profile Batch 2021-23**



The following series of webinars were arranged for graduate students between 12<sup>th</sup> to 22<sup>nd</sup> July 2021 through virtual mode due to continued disruption caused by the Corona pandemic.

1. Preparing for Management Studies
2. Overview of Insurance Industry
3. Career Opportunities in Insurance



The induction programme for the batch was held from 26<sup>th</sup> July to 14<sup>th</sup> August 2021. The programme was conducted online. An Icebreaking session was conducted by Batch-In charge to encourage cohesive interaction among the students. This was followed by a virtual tour of the campus including a visit to the various Insurance Laboratories in the campus.

There were a series of workshops on 'From Awareness to Creativity', Geopolitical and Economic Scenario, Use of Communication for Professionalism, Time Management and Self-Management, Awareness session on "Prevention, Prohibition and Redressal of Sexual Harassment of students in higher educational institution", Campus to Corporate, Business Opportunities in Post Covid Era, Music for the Soul, Future of Entrepreneurship and Start Ups, Insurance Marketing, MBA Through Dance (Mind -Body-Alignment), Introduction to Finance and Accounting Management. The students were also introduced to the details of various professional examinations conducted by the Institute of Actuaries of India, Chartered Insurance Institute (CII), London, and Insurance Institute of India (III), Mumbai.

### **Curriculum and Pedagogy:**

The curriculum of the programme was devised, not only to inculcate knowledge and in-depth understanding of the 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 fine tuning 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 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 students. The elective courses are offered during the second year. The students are required to opt for 1 elective course in each of the Trimesters IV, V and VI. At the end of the third trimester the student is required to complete a compulsory eight-week Summer Internship Programme (SIP). The student is also required to work on a Major Research Project (MRP) in the IV<sup>th</sup> Trimester and submit a report. There is a Value Addition Project (VAP) in the VI<sup>th</sup> Trimester where group of students present the descriptive research work to qualify himself / herself for the award of Diploma. Industry visits are organised during the conduct of technical Insurance courses for an add-on on site experience coupled with theoretical knowledge. This helps in better conceptual absorption.

The pedagogy comprises:

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

### Evaluation & Grading:

The performance of the students is evaluated not only through the term end examinations, but also through continuous evaluation. Both the components viz. continuous evaluation and term-end examination have equal weightage and form an integral part of the course evaluation. The continuous evaluation comprises tests, quizzes, viva, 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 organised regularly to benefit the students from the experience and wisdom of the speakers. Eminent speakers from insurance companies and the corporate world frequently interacted with the students. These guest lectures form an integral source of learning for the PGDM students. The PGDM students had the privilege of being addressed by the following dignitaries during this year as per Table-5:



**Table 5: List of Guest Lectures conducted in the year 2021-23**

| Sr. No. | Date       | Speaker   | Company  | Topic   |
|---------|------------|---|--|---|
| 1       | 30/07/2021 | Mr. T Babupaul,<br>MD and CEO                               | India International<br>Insurance PTE Ltd.<br>Singapore | Interaction with NIA<br>PGDM students                     |
| 2       | 05/08/2021 | Mr. Shharad<br>Dhakkate,<br>Chief Human<br>Resource Officer | SBI General  | Industry Expectations<br>from the Management<br>Graduates |
| 3       | 13/08/2021 | Mr. Anuj Gulati,<br>CEO                                     | Care Health<br>Insurance Company                       | Leadership Skills in<br>Insurance Sector                  |

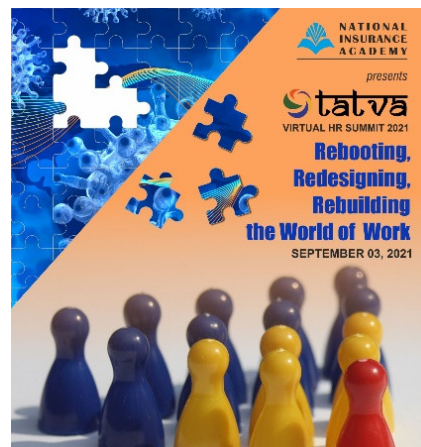
|    |            |   |   |  |
|----|------------|---|---|--|
| 4  | 26/08/2021 | Ms. Shephali Srivastava,<br>Lead Employer                               | Intellect Design  | Industry Expectations from Management Trainees                                     |
| 5  | 09/09/2021 | Mr. Saurabh Kapoor,<br>VP and Head of Talent Acquisition                | Bajaj Allianz General Insurance Company                   | Industry Expectations from Management Trainees                                     |
| 6  | 05/10/2021 | Mr. M Ravichandran,<br>MD, CEO and PO                                   | Tata Motors Insurance Broking & Advisory Services Limited | Leadership and Growth  |
| 7  | 19/11/2021 | Mr. Nagarajan Girishankar,<br>Director                                  | Pioneer Insurance & Reinsurance Brokers Pvt. Ltd.         | Importance of Reinsurance in Indian and Global Market                              |
| 8  | 20/12/2021 | Mr. Anik Jain,<br>Co-Founder  | Symbo India Insurance Broking Private Limited             | Embedded Insurance-Making Insurance Fun  |
| 9  | 07/01/2022 | Mr. Shib Shankar Saha,<br>Head- Commercial Underwriting and Reinsurance | Future Generali General Insurance Company                 | Global Reinsurance Market and Impact of Regulations on Reinsurance Market in India |
| 10 | 04/02/2022 | Mr. Krishnan Ramachandran,<br>MD and CEO                                | Niva Bupa Health Insurance Company Limited                | Trends in Health Insurance   |
| 11 | 28/02/2022 | Mr. Edwin David,<br>VP - Sales and Marketing                            | Acceltree Software Private Limited                        | InsurTech Trends   |
| 12 | 12/03/2022 | Mr. Shailesh Kumar,<br>Co-Founder and Insurance Head                    | Insurance Samadhan  | Roadmap to create Insurtech Start-up   |
| 13 | 21/03/2022 | Mr. Hersh Shah,<br>CEO  | Institute of Risk Management                              | Importance of IRM Global Certifications  |

## Seminars Conducted by NIA

Participation in various seminars and conferences organized by the Academy has always been an important source of learning for the PGDM Students. Like earlier years, during 2021-22 too, students gained knowledge, skill enhancing exposures and experiences through several such seminars/conferences held online. The details are given below:

## HR Summit

The HR Summit is a student driven activity which aims to bring the best HR Minds in the industry on a single platform to discuss and share their knowledge, experiences, and views on various topics. The Summit aims to focus on factors that have resulted in an increase in competitive pressures in the industry which have brought strategic planning of human resources to the centre stage of the process of alignment of the various components and functions to promote organizational effectiveness in the ever-changing business environment.



The National Insurance Academy organized the annual event Tatva- HR Summit 2021 on 3<sup>rd</sup> September 2021 on the theme “Rebooting, Redesigning, Rebuilding the World of Work”. Mr. G. Srinivasan, Director, NIA welcomed the guests and participants and briefed the audience about NIA’s major activities and philosophy behind the HR Summit. Prof. Biju Varkkey, Professor, IIM Ahmedabad was the keynote speaker. The one-day virtual event was conducted with an aim to bring together the CEOs, CHROs and HR Heads and to understand how they are rebooting, redesigning and rebuilding the workplaces for future. The Summit had a CEO Roundtable and 3 Panel Discussions of duration 01 hour 15 minutes each.

The respective themes are stated below:

|                    |   |
|--------------------|---|
| CEO Roundtable     | Organizational Reset: Lessons from Pandemic |
| Panel Discussion 1 | Rebooting Workplaces: Hi Tech, Hi Touch     |
| Panel Discussion 2 | Redesigning: HR Ecosystem                   |
| Panel Discussion 3 | Rebuilding: HR Innovations                  |

Format of 1 + 4 (1 moderator and 4 speakers) was followed in all the rounds of discussion. In total 21 speakers participated in the event and shared their views and practices on the theme. The event was coordinated by Dr. Sushama Chaudhari, Faculty Member and Ms. Ruchika Yadav, Research Associate and was attended by 249 attendees comprising of practitioners from the industry, NIA’s PGDM students, NIA Alumni and NIA Faculty members and Research Associates. The event was well appreciated by the attendees and was a success.



## Insurance Summit

The Insurance Summit, a student driven initiative of NIA, is an event wherein the leaders of insurance industry brainstorm critical issues and discuss the challenges being faced by the industry. The Summit aims to assess the potential and the contours of the industry's emerging landscape with focus on its future development. It generates ideas beneficial to the industry leaders, practising managers, consultants, academicians, business analysts, students and opinion makers, thus adding substantial value.

The students of NIA have been successfully organizing the summit for the last 17 years. The 17<sup>th</sup> Insurance Summit 2021 was organized on 14<sup>th</sup> October 2021 through virtual mode. The theme for the summit was "Quest for Collaboration: New Frontiers in Closing the Insurance Protection Gap". The event was attended by more than 450 attendees both from India and abroad. The organizing committee received many written appreciations for high quality action-oriented deliberations and presentations by the fourteen eminent speakers.

The inaugural ceremony began with the opening remarks from Mr. G. Srinivasan, Director, NIA. Ms. S.N. Rajeswari, Member (Distribution), IRDAI, then presented an insightful inaugural address followed by keynote address by Mr. M.R. Kumar, Chairman, LIC of India.

The first session was a Panel Discussion round on the topic- Addressing the Protection Gap: New Vistas in Strategies". Mr. G. Srinivasan, Director, NIA was the moderator and the other experts on the panel were:

- Mr. Naveen Tahilyani (MD & CEO- Tata AIA Life Insurance Co. Ltd)
- Mr. P C Kandpal (MD & CEO- SBI General Insurance Co. Ltd)
- Mr. Mahesh Balasubramanian (MD & CEO- Kotak Life Insurance Co. Ltd)
- Mr. Mayank Bathwal (CEO- Aditya Birla Health Insurance Co. Ltd)
- Mr. Sanjay Kedia (Country Head and CEO- Marsh India Insurance Brokers Pvt. Ltd.)

The second session was a presentation round. While Dr. S. Doss, NIA faculty moderated the session, the following experts made insight presentations for the audience:

- Mr. Sanjay Datta, Chief – UW, Reinsurance & Claims ICICI Lombard, made a presentation on the topic "Closing the Protection Gap in General Insurance: A Critical Review".
- Mr. Hitesh Kotak, CEO Munich Re India, made a presentation on the topic "Reinsurance and ART Solutions for Closing the Protection Gap"
- Prof. Madhusudan Acharya, Senior Lecturer- GCU London made a presentation on the topic "Climate Risk Insurance and Protection Gap"
- Ms. Mini Ipe, MD-LIC of India, made a presentation on the topic "Systemic Policy Redressal for closing the Insurance Protection Gap- Challenges & Opportunities"



The event was widely covered in national newspapers like The Economic Times, The Hindu Business Line etc.

### **23<sup>rd</sup> Annual C D Deshmukh Memorial Seminar**

The Academy organizes every year, sponsored by LIC of India, the prestigious “C D Deshmukh Memorial Seminar” on an Insurance theme to commemorate the contribution of the eminent scholar and legendary leader Late Sir C D Deshmukh. Late Sir Deshmukh was the first Indian to be appointed as the Governor of the Reserve Bank of India in 1943. He was also the member of the Board of Governors of the International Monetary Fund (IMF) and the International Bank of Reconstruction and Development (IBRD). He was the Finance Minister of India from 1950 to 1956 and made significant contributions in the areas of economics as well as education.



The 23rd Annual C.D. Deshmukh Memorial Seminar was organized on 12<sup>th</sup> January 2022 on the Microsoft Teams platform. The theme of the seminar was “Reimagining Life Insurance Business Models in the Next Decade”. Eminent leaders from the Insurance industry were invited to deliberate during the panel discussions.

The Seminar provided a forum for the top industry experts to deliberate upon the fast-changing ecosystem and measures to be taken by the Life Insurance Industry to redefine themselves. Officials from LIC of India & private Life Insurance companies along with Life Insurance Industry experts, academicians & students from various colleges participated in the seminar.

Mr. M. R. Kumar, Chairman, LIC of India was the Chief Guest and delivered the Keynote address. Mr. K. Ganesh, Member (Life) IRDAI delivered the Special address. Mr. G. Srinivasan, Director, NIA welcomed the speakers and delegates to the Seminar.

The Inaugural session was followed by three Panel discussions where the insurance experts discussed at length the Changing Customer Expectations in the post Pandemic world, Leveraging Digital Technology and on Regulatory Interventions & New Product Offerings.

Panel-1 on “Changing Customer Expectations in the post Pandemic world” was moderated by Mr. Raj Kumar, Managing Director, LIC of India. Mr. N. S. Kannan, MD & CEO, ICICI Prudential Life Insurance Co. Ltd., Mr. Naveen Tahilyani, MD & CEO, Tata AIA Life Insurance Co. Ltd. and Mr. Kamlesh Rao, MD & CEO, Aditya Birla Sun Life Insurance Co. Ltd. had intense discussions on the theme.

Panel-2 on “Leveraging Technology for Customer Engagement” was moderated by Mr. Joydeep Roy, Global Health Insurance Leader and India Insurance Practice Leader, Partner, PwC. Mr. Anand Pejavar, Dy. MD, SBI General Insurance Co. Ltd., Mr. Dheeraj Aneja, SVP - Fintech and

Payments Group Flipkart, Mr. Pratap Tambe, Head of BFSI Blockchain Consulting, UKI and Europe, TCS, and Mr. Suhail Ghai, Head IT, Max Life Insurance Co. Ltd. were the panelists.

Panel-3 on “Regulatory Interventions & New Product Offerings” was moderated by Mr. Bikash Choudhary, Appointed Actuary & Chief Risk Officer, Future Generali Life Insurance Co. Ltd. Mr. Philip Jackson, Principal & Consulting Actuary, Milliman, India, Shri P. Muraleedharan, Executive Director (Marketing & Product Development), LIC of India, Mr. Mayur Ankolekar. Consulting Actuary, Ankolekar & Co., Actuaries and Consultants, and Mr. Subhendu Kumar Bal, Chief Actuary and Chief Risk Officer, SBI Life Insurance Co. Ltd. had a very interesting and valuable discussions.

### **Essay Writing Competition:**

The Academy also conducted an Essay Writing Competition on the following topics conforming to the Seminar theme “Reimagining Life Insurance Business Models in the Next Decade”:

1. Insurtech: The game-changer for the Life Insurance Industry OR
2. FDI hike up to 74% in Insurance Industry: Overall benefits to the Insurance Industry OR
3. Virtual Offices shall take over the traditional Brick & Mortar Insurance offices. Discuss

The competition were under two categories:

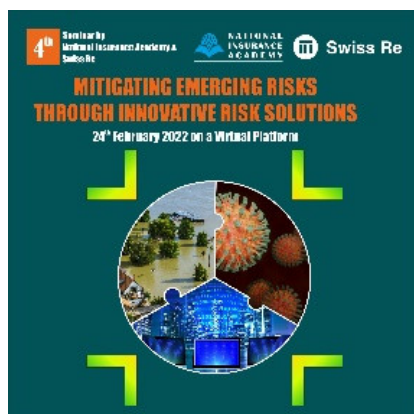
Category A: Students (pursuing graduation/post-graduation/CAT/CMAT aspirants)

Category B: Open (Insurance industry fraternity/Academicians/others).

A total of 47 entries - 34 in Category A and 13 in Category B respectively, were received for the Essay Writing competition. The results were declared at the end of the Seminar. National Insurance Academy congratulated the winners on this occasion and wished them great success in their future endeavors.

The Seminar was coordinated by Mr. Partha Samal, Faculty Member.

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



National Insurance Academy, Pune in association with Swiss Re, organized the 4<sup>th</sup> NIA- Swiss Re International Seminar on the theme of “Mitigating Emerging Risks through Innovative Risk Solutions” on 24<sup>th</sup> February 2022 on the virtual platform. The speakers were the CEOs of Life and General Insurance companies, Actuaries and Consultants. The Seminar was attended by 400 plus participants from India and abroad.

The Inaugural Address was delivered by the Chief Guest, Ms. T. L. Alamelu, Member (Non-Life), IRDAI and the Special

Address on the theme of the Seminar was delivered by Mr. Hadi Riachi, CEO, Swiss Re India. The Welcome Address was delivered by Mr. G. Srinivasan, Director, NIA.

After the inaugural session, there was a panel discussion on the theme of “Risk Mitigation Strategies for Managing the Climate Risks & Its Implications”. The panel comprised Mr. G. Srinivasan, Director, NIA as a moderator, Mr. Hadi Riachi, CEO, Swiss Re India, Mr. Malay Kumar Poddar, CMD, Agriculture Insurance Company, Mr. Sudhir Khare, Senior Executive and Head, Property & Energy, Tata AIG General Insurance Co. Ltd and Mr. Shankar Garigiparthi, CEO, Lloyds Reinsurance Company India.

The next Panel discussion focused on the theme “Innovative Risk solutions for combating the Pandemic Risks” and “Rising Cyber Risk Exposures- Challenges & Opportunities” respectively. The panel comprised of Mr. Kuntal Sur, Leader, Financial Risk and Regulatory Practice, PWC, the Moderator, Mr. Anurag Rastogi, Chief Actuary and Underwriting Officer, HDFC Ergo General Insurance Company, Mr. Bikash Choudhary, Appointed Actuary and Chief Risk Officer, Future General Life Insurance Company, Ms. Anuradha Sriram, Chief Actuary, Aditya Birla Health Insurance Co. Ltd. and Ms. Sunayana Mahansaria, Market Head, Life & Health, Swiss Re.

Dr. S. Doss, Faculty Member coordinated the seminar.

### **Student Achievements:**

#### **Risk and Insurance Management Society (RIMS) Anita Benedetti Student Involvement Program (ABSIP)**

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

Every year RIMS invites student nominations to participate in the ABSIP. The RIMS sponsor complimentary participation to the students in the annual international conference organized in USA.

In addition, ABSIP scholars receive mentorship; participates in stimulating conference sessions, gain valuable career development skills, and network with members of the Student Advisory Council (practicing risk professionals), RIMS Board of Directors, insurers, brokers, and other industry professionals.

This year the Academy nominated three students, one as a Student Council Member and two other PGDM student nominations. All three nominees won the ABSIP Scholarship and complimentary Participation in the RIMS 2022 Annual Conference and Exhibition scheduled in April 2022 at San Francisco, USA. One Student attended the conference physically, while the other two attended virtually.



**Events:****Seminars attended outside**

15<sup>th</sup> India Virtual Rendezvous 2022 of Asia Insurance Review held on 19 - 21 January 2022. The students attended the Rendezvous virtually.

Seminars are a huge value addition for students in terms of domain knowledge and also enhance their managerial skills. Student Committees get an opportunity to usher the speakers, record the proceedings of the seminar and also interview Industry Leaders for articles to be published in student driven Journal – Pravartak.

**Workshop on Prevention of Sexual Harassment**

The Academy organized a Workshop on “Sensitizing about Prevention, Prohibition and Redressal of Sexual Harassment of students in Higher Educational Institutions” for students of PGDM by Dr. Sushama Kesar, a renowned Academician & President - Association of Marital Counsellors, Pune on 30th July 2021. Dr. Kesar highlighted the provisions of the Act and informed the students about need for “Zero Tolerance” for sexual harassment in the Academy / workplace.

**Visit to Orphanage and Blind School @ Lonavla**

National Insurance Academy has always been a torchbearer for social causes and to instil values among the PGDM Batch 2020-22 students, a one-day visit was organized on 13.11.2021 to Social Action for Manpower Creation (SAMPARC Balgram) and NAB Lions Home for the Ageing Blind, Lonawala.



## Swacchta Pakhwada

National Insurance Academy observed the "Swacchta Pakhwada" from 1<sup>st</sup> September 2021 to 15<sup>th</sup> September 2021. The "Swacchta Pakhwada" was inaugurated by Mr. G. Srinivasan, Director on 1<sup>st</sup> September 2021 at 11.00 am, at the lawn adjacent to Lloyd's Café.



## Educational Seminars

National Insurance Academy organised 3 educational webinars for the students aspiring to join Business Schools in the month of December 2021, January 2022, and February 2022. The purpose of the webinars was not only to spread Insurance awareness but also educate the students about the various Career opportunities available in the Insurance sector.

The details of the webinars are given below in Table-6:

**Table 6: Educational Seminars**

| Sr. No. | Date       | Topic                                    | Total Registration |
|---------|------------|--|--------------------|
| 1       | 4.12.2021  | Insurance Education                      | 903                |
| 2       | 29.01.2022 | Insurance: A Career Opportunity          | 1029               |
| 3       | 5.2.2022   | Career Opportunities in Insurance Sector | 672                |

Academy was able to reach out to the students across the country. The total number of registrations was 2604 for these 03 webinars. The seminars were coordinated by Ms Jayashree Sridhar, Faculty member and Mr Sandeep Pande, Research Associate.

## News Bulletin

To keep the PGDM students abreast about the topical events in the field of Finance and Insurance in particular, NIA continued with the weekly News bulletin on every Monday (9.15 AM to 9.30 AM) on MS Teams platform, which was presented by PGDM Batch 2021-23 students.

## Management Festival

The event Manthan'22 with a theme "Sabrang- A spectrum of talent" was organized by the PGDM students of National Insurance Academy on 19<sup>th</sup> & 20<sup>th</sup> March 2022.

The Manthan'22 was inaugurated by Mr. G. Srinivasan, Director, National Insurance Academy, Pune.

There were close to 2300 entries on D2C platform, out of which around 200 participants were shortlisted for the Final events.



A team of 75 PGDM students of NIA worked round the clock to conduct this event in a systematic way. Ms. Jayashree Sridhar and Mr. Sandeep Pande were the faculty Coordinators for the Manthan 2022.

## Final Placements - Batch 2020-22:

Since the inception of the course, the academy has been able to maintain the record of 100% placement. The batch 2020-22 of 92 students was placed in well-known companies in the insurance industry. The placement activity that was smooth, saw participation by 35 recruiters. A few students received pre-placement offers from their summer internship companies. The distinct feature of the batch 2020-22 was the Pre-Placement Offers for twenty-eight students. Also, eight students received the offers from international companies.

The prominent recruiters are listed in Table-7, Sector-wise Placement in Table-8 and compensation offered in Table-9 below:

**Table 7: List of Recruiters Batch 2020-22**

|  |  |
|--|--|
| <b>GENERAL INSURANCE</b>                   |  |
| Bajaj Allianz General Insurance Company    | Liberty General Insurance Company        |
| Future Generali General Insurance Company  | Magma HDI                                |
| GoDigit General Insurance Company          | SBI General Insurance Company            |
| ICICI Lombard General Insurance Company    | Tata AIG General Insurance Company       |
| Orient PSJC Insurance Company              | Qatar Insurance Company                  |
| <b>LIFE INSURANCE</b>                      |  |
| TATA AIA Life Insurance Company            | HDFC Life Insurance Company              |
| <b>STANDALONE HEALTH INSURANCE</b>         |  |
| CARE Health insurance company              | Manipal Cigna Health Insurance           |
| <b>REINSURANCE</b>                         |  |
| Swiss Re                                   |  |
| <b>INSURANCE BROKERS</b>                   |  |
| Marsh Insurance Brokers                    | Unilight Insurance & Reinsurance Brokers |
| Aditya Birla Insurance Brokers             | Anant Rathi Insurance Brokers            |
| Aon India Insurance Brokers                |  |
| <b>INFORMATION TECHNOLOGY / INSURETECH</b> |  |
| Atos Syntel                                | Cognizant Technologies                   |
| C2L BIZ Solutions                          | SE2 India                                |
| L&T Infotech                               | Wurth IT                                 |
| <b>CONSULTING</b>                          |  |
| Accenture Strategy and Consulting          | Cognizant Consulting                     |
| <b>OTHER</b>                               |  |
| Reliance Industries Limited                | RMS                                      |
| Finsall Resources                          | Reliance Industries Limited              |

**Table 8: Sector-wise Placement - Batch 2020-22**

| <b>Sector</b>     | <b>Percentage</b> |
|-------------------|-------------------|
| General Insurance | 48                |
| Life Insurance    | 3                 |
| Insurance Brokers | 16                |
| Reinsurance       | 3                 |
| IT                | 21                |
| Health Insurance  | 2                 |
| Consulting        | 4                 |
| Other             | 3                 |



**Table 9: Compensation Offered in Rs. Lakh Per Annum**

| <b>Package</b> | <b>Batch 2020-22</b> |
|----------------|----------------------|
| Highest        | Rs. 29.5 lakhs       |
| Average        | Rs.10.3 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 three trimesters in the first year, each student is placed with an organization with specific assignment on which the student is required 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 is to be completed satisfactorily.

The summer placement process was organized from the month of October 2021. In all 20 companies as named in Table-10 allowed the students to complete their project work under the Summer Internship Programme.

**Table 10: Summer Internship Companies (Batch 2021-23)**

| <b>Sr. No.</b> | <b>Name of the Company</b>                |
|----------------|---|
| 1              | TATA AIG General Insurance Company        |
| 2              | Marsh India Insurance Brokers             |
| 3              | Digit Insurance Company                   |
| 4              | Gallagher Insurance Brokers               |
| 5              | L & T Infotech                            |
| 6              | Aon Insurance Brokers                     |
| 7              | Finsall Resources                         |
| 8              | Manipal Cigna Health Insurance Company    |
| 9              | Liberty General Insurance Company         |
| 10             | Care Health Insurance Company             |
| 11             | Policybazaar Insurance Brokers Pvt. Ltd.  |
| 12             | Future Generali General Insurance Company |
| 13             | Symbo India Insurance Brokers             |
| 14             | Magma HDI General Insurance Company       |
| 15             | SBI General Insurance Company             |
| 16             | Reliance Industries Ltd                   |
| 17             | Aditya Birla Health Insurance Company     |
| 18             | Kotak Life Insurance Company              |
| 19             | SBI Life Insurance Company                |
| 20             | Bajaj Allianz General Insurance Company   |

## **NIA Scholarship**

NIA offers scholarships of Rs. 1 lakh each to different categories on the basis of merit, girl students, reserved category and economically weaker sections, with a view to ensure that the scholarship amount is spread over a large number of meritorious and needy students. The total scholarship amount allocated is Rs. 9 lakhs.

## **Convocation – Batch 2019-21:**

The virtual convocation for Batch 2019-21 was held on 24<sup>th</sup> November 2021. Special Address was delivered by Mr. M. R. Kumar, Chairman, LIC of India & Chairman Governing Board, NIA while the Convocation Address was given by Chief Guest Prof. (Dr.) Nitin R. Karmalkar, Vice Chancellor, Savitribai Phule Pune University, Pune.

Awards and Medals were distributed to 13 meritorious and all-round students. Beginning this year the Academy introduced Cash Award for the best three and most innovative Value Addition Projects (VAP) undertaken by Second Year students. VAP being a group activity, three groups comprising of 15 students won cash awards. Projects were ranked by the VAP Ranking Committee.

## **Awards**

NIA has been awarded the “CSR Top Institute of India Award” by Competition Success Review (CSR) award of 2021.



## 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 footings in the insurance industry.

## AlumNIA Webinar

AlumNIA organized a Webinar on the theme “Ensuring and Insuring ESG: The Need of the Hour” on 18<sup>th</sup> December 2021. The webinar was focused on

- Impact of ESG on the insurers and other players in the insurance ecosystem.
- Role of insurers in promoting ESG through their role as institutional investors.
- New insurance covers for meeting ESG related liability risks.

The Webinar was inaugurated by Mr. G. Srinivasan, Director, NIA. Ms. Priyanka Gautama, Vice President HDFC ERGO General Insurance Company, Mr. Aditya Khanna, Senior Vice President, Marsh London, Mr. Puranjay Parchure, Pricing & Reinsurance Actuary,

National House-Building Council, UK and Mr. Akash Singh Kheterpal, Manager, Reinsurance, Marsh India Insurance Brokers participated in the panel discussion. The vote of thanks was given by Dr. M.C. Patwardhan, Faculty Member and AlumNIA Co-ordinator.

The webinar was co-ordinated by Dr. M.C. Patwardhan, Ms. Ruchika Yadav and Dr. Vaishali Bhambure, Alumni Co-ordinators.

## AlumNIA Interaction

Interaction with Alumni was arranged during the current year through online mode. The following Alumni (Table-11) took the initiative of interacting with current students.



**A Webinar by**

**NATIONAL INSURANCE ACADEMY**

**Ensuring & Insuring ESG: The Need of the Hour**

**Saturday, December 18, 2021  
11.00 am to 12.30 pm**

The Covid-19 pandemic has made the organizations realize that long term sustainability is much beyond tackling the environmental risks. It requires developing resilience and that's where the ESG (Environment, Social, Governance) comes into play. Even the latest Business Responsibility and Sustainability Reporting (BRSR) norms laid down by the Securities and Exchange Board of India (SEBI) have mandated the ESG disclosures for organizations. In view of this, National Insurance Academy Alumni are organizing a Webinar on the theme "Ensuring and Insuring ESG: The Need of the Hour".

The focus of the discussions during the webinar will be around:

- ▲ Impact of ESG on the insurers and other players in the insurance ecosystem.
- ▲ Role of insurers in promoting ESG through their role as institutional investors.
- ▲ New insurance covers for meeting ESG related liability risks.

**Event Flow:**

**Welcome and Inaugural Address:**  
Mr. G. Srinivasan, Director NIA - 11:00 am to 11:10 am

**Alumni Panel Discussions:** 11:10 am to 12:25 pm

**Vote of Thanks:**  
Ms. Ruchika Yadav, Alumina Coordinator, NIA - 12:25 pm to 12:30 pm

**Registration Link:**  
<https://forms.office.com/r/hWWi2y100K>

**Table 11: Interaction of Alumni**

| <b>Sr. No.</b> | <b>Name of the Student</b> | <b>Organization</b>            | <b>Date</b> |
|----------------|----------------------------|--------------------------------|-------------|
| 1              | Abhishek Jha               | Allianz, Germany               | 18.05. 2021 |
| 2              | Praful Soman               | Willis Tower Watson            | 19.05. 2021 |
| 3              | Ranjnish Kumar             | Accenture Technologies         | 07.06. 2021 |
| 4              | Prabal Khanna              | Finsall Technologies           | 27.06. 2021 |
| 5              | Hitesh Kamdar              | ElasticRun                     | 17.07. 2021 |
| 6              | Shankar Kumar              | Infosys Ltd.                   | 24.07. 2021 |
| 7              | Ravish Kumar               | SBI Life Insurance Company     | 24.07. 2021 |
| 8              | Sandeep Samal              | Infosys Ltd.                   | 24.07. 2021 |
| 9              | Punit Joshi                | Aditya Birla Broker            | 24.07. 2021 |
| 10             | Vaibhav Joshi              | Aon Insurance Brokers, Dubai   | 24.07. 2021 |
| 11             | Amrita Pany                | Purple Ribbon                  | 24.07. 2021 |
| 12             | Gagneet Kaur               | Marsh India Insurance Brokers  | 24.07. 2021 |
| 13             | Anand Agarwal              | Accenture, USA                 | 24.07. 2021 |
| 14             | Sayeena Seetam             | HDFC Life Insurance Company    | 31.07. 2021 |
| 15             | KVR Sriharsha              | K. M. Dastur Insurance Brokers | 07.08. 2021 |
| 16             | Shreyas Bhandari           | New India Assurance Company    | 07.08. 2021 |
| 17             | Pratisha Mishra            | SBI General Insurance Company  | 07.8. 2021  |
| 18             | Pranav Warhady             | Swiss Re                       | 14.08. 2021 |
| 19             | Akash Singh Khetrapal      | TATA AIG                       | 03.09.2021  |
| 20             | Animesh Sinha              | MSG Global                     | 04.09.2021  |
| 21             | Shahbaz Ahmed              | SBI General                    | 04.09.2021  |
| 22             | Mitali Kolekar             | eBaoTech India                 | 04.09.2021  |
| 23             | Dharam Sharma              | Fasal Beema                    | 11.09.2021  |

## Research Centre for Ph.D.

The Academy is a recognized Research Centre of Savitribai Phule Pune University (SPPU) for Doctoral studies leading to a PhD degree in Management. The major activities undertaken by the NIA's PhD Research Centre are given below: -

1. Mr. Narhar Nimkar, Ph.D. student of subject Financial Management supervised by Dr S Uma, has been awarded Ph.D. degree by Savitribai Phule Pune University (SPPU) in February 2022.
2. SPPU has approved transfer of Mr. Bhushan V. Raigaonkar from VAMNICOM to Academy in Financial Management area. Mr Raigaonkar will be supervised by Dr S Uma.
3. The PhD Centre has organized Six Monthly Progress Seminars for all the PhD Students as per SPPU Guidelines.
4. Online Workshops on 'Research Methodology' was organized for the PhD students, faculty members from Academy and other institutes, and practitioners from 5th to 9th October



2021. The workshop was facilitated by Dr Upinder Dhar, Vice Chancellor, Shri Vaishnav Vidyapeeth, Indore and Dr Sushama Chaudhari, Head of Academy's PhD Centre

5. Ten students are pursuing their Ph.D. Programme at Academy's PhD Research Centre.
6. First Round of Interviews for Ph.D. admissions (2021) in Financial Management and Marketing Management areas were conducted on 25th February 2022.
  - Mr. Mithilesh Kishor Gidage was selected by the Committee appointed by SPPU for Financial Management subject. Dr S Uma will be supervising the candidate.
  - Mr. Samuel John was selected by the Committee appointed by SPPU for Marketing Management subject. Dr S Doss will be supervising the candidate.
  - Academy has received admission approval letter by SPPU for the Mr. Samuel John and Mr. Mithilesh Kishor Gidage.

## **Centre for Research**

The NIA's Centre for Research, which was established in 2019, undertook a variety of initiatives to improve the generation of research-based knowledge and foster the growth of the Academy's research ecosystem in the preceding year. The sections below provide additional detail about these:

### **Research Projects**

In the academic year 2021–22, Ms. Suparna Bedakihale, Mr. P. Venugopal, and Mr. G. Srinivasan worked together to complete an in-depth research project on the difficulties encountered by life insurance companies in the appointment and retention of individual agents. The research was funded by NIA. It was conducted using both primary and secondary sources of information to compile its findings. The project was finished in September 2021, and the report was posted on the NIA's website for public need.

Assessment of Cyber Risk Exposures and Its Impact on Organizational Performance in India was another noteworthy study completed within the past year. It was conducted by Dr. S. Doss, Mr. G. Srinivasan, and Dr. Raveendran, an external expert. The initiative required the collecting of large amounts of primary information on Cyber risk exposures. TATA AIG General Insurance Co., Ltd. contributed partially to the project's expenses. The report was submitted in May 2021. The overview of these two studies is shown in Table 12 below.

**Table 12: Research Projects (Completed)**

| Sr. No. | Name of the Report   | Project Team  | Funding Agency   |
|---------|--|---|--|
| 1       | “Challenges Faced By The Life Insurers In Appointing And Retaining Individual Agents”                | Ms. Suparna Bedakihale, Mr. P. Venugopal, and Mr. G. Srinivasan | In-house   |
| 2       | A Study on Assessment of Cyber Risk Exposures and Its Impact on Organizational Performance in India. | Dr. S. Doss, Mr. G. Srinivasan, And Dr. Raveendran              | Partially Sponsored by TATA AIG General Insurance Co. Ltd. |

The ongoing research projects for the current year are detailed in Table-13.

**Table 13: Research Projects (Ongoing)**

| Sr. No. | Project Title   | Team Members  | Funding Agency                      |
|---------|---|---|-------------------------------------|
| 1.      | Transition to Stakeholders Value Creation                                 | Mr. G Srinivasan, Dr. Sushama Chaudhari<br>Dr. M.C. Patwardhan,<br>Dr. S Uma<br>Ms. Ruchika Yadav<br>Ms. Suparna Bedakihale                     | In-house                            |
| 2.      | Study on Insurance Protection Gap, Healthy Society and Climate Resilience | Mr. G. Srinivasan<br>Mr. Renjit Gangadharan<br>Mr. P. Venugopal<br>Dr. S. Doss,<br>Dr. Shalini Tiwari<br>Ms Jayashree Shridhar<br>Mr Barun Khan | Marsh McLennan                      |
| 3.      | A Study on Assessment of Risk Culture in General Insurance Companies      | Dr. S. Doss<br>Mr. G. Srinivasan<br>Dr. Shalini Tiwari  | In-house                            |
| 4.      | Impact of Micro Offices on Growth of Retail Insurance                     | Dr. Sushama Chaudhari<br>Dr. Archana Singh<br>Mr. G. Srinivasan   | In-house                            |
| 5.      | Analytical Study on Persistency Ratio in Life Insurance Industry          | Mr. Sandeep Pande<br>Dr. Shalini Tiwari   | In-house                            |
| 6.      | Comprehensive study of Community based Mutual Insurance models in India   | Mr. V. Sathyakumar<br>Dr. S. Uma<br>Dr. Archana Singh   | Partially sponsored by AIC of India |

### Papers Published in International and National Journals

The details of research papers published by NIA's faculty members and research associates in International & National journals are given below in Table-14.

**Table 14:  
Papers Published in International & National Journals**

| <b>Sr. No.</b> | <b>Title of the Paper</b>  | <b>ISSN No.</b> | <b>Month and year of Publication</b> | <b>Journal Details</b>                     | <b>Name of the Author/s</b>                                   |
|----------------|--|-----------------|--------------------------------------|--|---|
| 1              | Work Values & Job Attitudes: A Study of Gen Y in Public Sector   | 0019-5286       | July 2021                            | The Indian Journal of Industrial Relations | Dr. Sushama Chaudhari, Ms. Ruchika Yadav, and S. Rai          |
| 2              | Qualitative Assessment of Cyber Risks Exposures in India   | 2153-3792       | July 2021                            | Asia Pacific Journal of Risk and Insurance | Dr. S. Doss, Dr. N. Raveendran                                |
| 3              | Quality of Life in Enforced Work from Home: An Exploration of Gender Differences                                   | 0019-5286       | January 2022                         | The Indian Journal of Industrial Relations | Ms. Ruchika Yadav , Dr. Rajeev Shukla                         |
| 4              | Crop Insurance for Sustainable Development of Farmers  |                 | May 2022                             | CMA Agri Bulletin                          | Dr. S. Doss   |
| 5              | Intelligent Automation in Health Insurance   | 0974-0791       | January 2022                         | BimaQuest,                                 | Dr. S. Doss, Mr. Raghavendra Pawar, Mr. Rajasekhar Maddireddy |
| 6              | The Challenges Faced by Life Insurers in Appointing and Retaining Individual Agents                                | 0974-0791       | January 2022                         | BimaQuest,                                 | Ms. Suparna Bedakihale, Mr. P. Venugopal, Mr. G Srinivasan    |
| 7              | To Legislate or Not To Legislate: Judging The Judge-Made Insider Trading Prohibition Theories In The United States | 0364-9490       | June 2021                            | Delaware Journal of Corporate Law (DJCL)   | Dr. M.C. Patwardhan   |

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

The details of Articles published by NIA's faculty members and research associates in Periodicals & Dailies (Newspapers) / Newsletters are given below in Table-15.

**Table 15: Articles in Periodicals & Dailies (Newspapers) / Newsletters**

| <b>Sr. No.</b> | <b>Title of Article</b>   | <b>Name of Periodical &amp; Dailies (Newspapers) / Newsletters</b> | <b>Name</b>       |
|----------------|---|--|-------------------|
| 1              | Highest ever New Business Premium: Society reconfirms faith on Life Insurance Industry, | NIA's Insurance News Snippets Apl 2021 (Vol. 3, Issue 4)           | Mr. Sandeep Pande |
| 2              | Are we adequately Insured: Let's give it a thought?                                     | NIA's Insurance News Snippets May 2021 (Vol. 3, Issue 5)           | Mr. Sandeep Pande |
| 3              | Health Insurance: A Trusted Companion   | NIA's Insurance News Snippets June, 2021 (Vol. 3, Issue 6)         | Mr. Sandeep Pande |
| 4              | The Positive Start of 2021  | NIA's Insurance News Snippets June- 2021 (Vol. 3, Issue 6)         | Ms. Ruchika Yadav |
| 5              | Insurance: A Sun Rise Industry  | NIA's Insurance News Snippets July 2021 (Vol. 3, Issue 7)          | Mr. Sandeep Pande |
| 6              | Overview of Life Insurance Industry's key Parameters: Financial Year 2020-21            | NIA's Insurance News Snippets- Aug. 2021 (Vol. 3, Issue 8)         | Mr. Sandeep Pande |
| 7              | Digital Disruption: Win-Win for Life Insurance stakeholders                             | NIA's Insurance News Snippets Sept, 2021 (Vol. 3, Issue 9)         | Mr. Sandeep Pande |
| 8              | Insurance Industry and its Growth Drivers   | NIA's Insurance News Snippets Oct, 2021 (Vol. 3, Issue 10)         | Mr. Sandeep Pande |
| 9              | Key Indicators of Financial Health of Non-Life Insurance Companies                      | NIA's Insurance News Snippets November 2021 (Vol.3, Issue 11)      | Ms. Ruchika Yadav |
| 10             | EVs and Motor Insurance in India  | NIA's Insurance News Snippets December 2021 (Vol.3 Issue 12)       | Ms. Ruchika Yadav |
| 11             | Digilocker: Way to access Insurance Documents Digitally                                 | NIA's Insurance News Snippets December 2021 (Vol.3 Issue 12)       | Mr. Sandeep Pande |
| 12             | From Traditional to Bionic Distribution   | NIA's Insurance News Snippets Jan 2022 (Vol. 4, Issue 1)           | Ms Ruchika Yadav  |
| 13             | Are we Adequately Insured?  | NIA's Insurance News Snippets Jan 2022 (Vol. 4, Issue 1)           | Mr. Sandeep Pande |

|    |                                     |  |                   |
|----|-------------------------------------|--|-------------------|
| 14 | Cyber Risk and Cyber Insurance      | NIA's Insurance News Snippets Feb 2022 (Vol. 4, Issue 2) | Ms Ruchika Yadav  |
| 15 | Life Insurance: A Reliable Industry | NIA's Insurance News Snippets Mar 2022 (Vol. 4, Issue 3) | Mr. Sandeep Pande |

### List of Papers – International & National Conferences

The details of research papers presented by NIA's faculty members and research associates at international Conferences / Seminars are given below in Table-16.

**Table 16: Papers Presented at International & National Conferences / Seminars**

| Sr. No. | Title of the Paper   | Date               | Place   | Name of the Conference/ Organizer  | Name of the Faculty                            |
|---------|--|--------------------|---------|--|--|
| 1       | "The Insider Trading Prohibition Theories In The Literature – A Critique"              | June 17-18, 2021   | USA     | National Business Law Scholars Conference at the University of Tennessee College of Law, United States                                     | Dr. M.C. Patwardhan                            |
| 2       | "Cyber Risk Insurance – Implications for the insurance underwriters in India"          | July 14 - 17, 2021 | China   | China International Conference on Insurance and Risk Management  | Dr. S. Doss, Mr. N. Raveendran, Mr. B. Suresh. |
| 3       | "The Loopholes in Gödel's Loophole"  | February 25, 2022  | USA     | The Seventh Annual ACS Constitutional Law Scholars Forum, jointly sponsored by Texas A&M University School of Law and the Barry Law Review | Dr. M.C. Patwardhan                            |
| 4       | "Leader-Member Exchange and Its Impact on Relationship Conflict: A Generational Study" | March 25-27, 2022  | Austria | 12th international conference on Management, Economics, and Humanities   | Dr. Sushama Chaudhari, Ms Ruchika Yadav        |

### Seminar / Conference / Workshop Attended Outside

The details of Seminars / Conferences / Workshops Attended Outside are given below in Table-17.

**Table 17: Seminars / Conferences / Workshops Attended Outside by Mr. Sandeep Pande**

| <b>Sr. No.</b> | <b>Seminars / Conferences / Workshops Attended Outside</b>   |
|----------------|--|
| 1              | Certification course in Consumer Behaviour from National Programme on Technology Enhanced Learning (NPTEL) |
| 2              | Certification course in Research & Publication Ethics from Savitribai Phule Pune University                |
| 3              | 5-day online workshop on Universal Human Values in education organized by AICTE                            |

**Faculty Development Programmes / Workshop Organized In-house**

The details of Faculty Development Programmes / Workshop Organized In-house by the Centre are given below in Table-18.

**Table 18: Faculty Development Programmes / Workshop Organized In-house**

| <b>Sr. No.</b> | <b>Title of the Programme / Workshop</b>                         | <b>Speaker</b>   | <b>Date</b>                 |
|----------------|--|--|-----------------------------|
| 1              | "Emerging Opportunities for Training Organisations in Covid Era" | Dr. Girijesh Pathak, NIA Faculty Member  | 19 <sup>th</sup> April 2021 |
| 2              | "Penetration of Agriculture Insurance in Kerala State"           | Dr. S. Doss, NIA Faculty Member  | 19 <sup>th</sup> April 2021 |
| 3              | "Technology: Handle with Care"                                   | Mr. Segar Sampathkumar, NIA Faculty Member   | 25 <sup>th</sup> May 2021   |
| 4              | "RTI Act, 2005"  | Mr. Anupam Jindal, NIA Faculty Member  | 25 <sup>th</sup> May 2021   |
| 5              | "Mentoring PGDM Students"  | Prof. Vikas Srivastava, IIM Lucknow  | 17 <sup>th</sup> June 2021  |
| 6              | "Engaging Learners in a classroom: Some Reflections on Methods". | Prof. Prashant Mishra, Professor, IIM Calcutta   | 15 <sup>th</sup> July 2021  |
| 7              | "Application of AI in Insurance".                                | Mr. Sandeep Saxena, Vice President- drivebuddyAI   | 20 <sup>th</sup> Aug 2021   |
| 8              | "Alignment of PO, CO and Examination"                            | Dr Rajesh Arora, former Vice Chancellor, Apex Professional university                              | 23 <sup>rd</sup> Sept 2021  |
| 9              | "Applications of Blockchain Technology".                         | Mr. Prakash Tambe, Head of BFSI Blockchain Consulting, UKI and Europe at Tata Consultancy Services | 27 <sup>th</sup> Oct 2021   |
| 10             | "Embedded Insurance".  | Mr. Suvendu Pradhan, Head of Insurance at Koala Insurance, Paris, France                           | 29 <sup>th</sup> Nov 2021   |

|    |   |  |                             |
|----|---|--|-----------------------------|
| 11 | "Insurance Penetration and Role of Government".                                     | Mr. Ayandev Saha, Financial Market Expert and Strategic Adviser- Financial Sector Development Directorate, Ministry of Finance and Economic Planning, Government of Rwanda | 23 <sup>rd</sup> Dec 2021   |
| 12 | "Quality of Life in Enforced Work from Home: An Exploration of Gender Differences," | Ms. Ruchika Yadav, Research Associate, NIA   | 08 <sup>th</sup> Feb 2022   |
| 13 | "Drone Insurance"   | Mr. Praful Soman, Head of Aviation India at Willis Towers Watson   | 22 <sup>nd</sup> Feb 2022   |
| 14 | "Insurance Premium Financing"   | Mr Prabal Khanna, Co-founder and COO, Finsall  | 22 <sup>nd</sup> March 2022 |

### Faculty as Resource Persons

The details of Faculty as Resource Persons are given below in Table-19 & Table-20:

**Table 19: Faculty as Resource Persons**

| Sr. No. | Faculty invited as a Resource Person  |
|---------|---|
| 1       | Dr. Archana Singh was invited as Chief Guest by the IndSearch's Prof Pramod Parkhi Center for Banking, Finance & Insurance in 8 <sup>th</sup> Inter-Collegiate Research Competition on Micro Insurance in Oct 2021.   |
| 2       | Dr. S. Doss was invited virtually as Moderator in the Insurance Summit on the topic "Enlightening Distinctive Complexities of Protection Gap: A Specialized Perspective" on 14 <sup>th</sup> October 2021.  |
| 3       | Dr. S. Doss was invited as Moderator in the in the webinar organized by InsurTech Association on the topic "Reimagining the Insurance Business – Innovation in Process through Technology" on 25 <sup>th</sup> February 2022.   |
| 4       | Dr. S. Doss was invited virtually as speaker by the Sate Insurance Co. of Mauritius Ltd. To address 23 Board of Directors and 8 senior management officials on the topic "Digital Transformation and Artificial Intelligence in Insurance" on 2 <sup>nd</sup> March and 9 <sup>th</sup> March 2022. |

**Table 20: Seminar/ Webinar attended as Speaker/ Panel Member/ Moderator by Mr. G Srinivasan, Director**

| Sr No | Organized by   | Date       | Title  |
|-------|--|------------|--|
| 1     | NIA  | 24.05.2021 | Covid 2.0: Impact on & Response of Health Insurers                               |
| 2     | NIA in partnership with FICCI for Special Virtual Round Table Discussion | 29.05.2021 | Addressing Pain Points in the Healthcare faced by the Public during the Pandemic |



|    |  |            |  |
|----|--|------------|--|
| 3  | NIA and India InsurTech Association                          | 12.06.2021 | Wellness through New Age Technologies and Trends                         |
| 4  | NIA and the Institute of Cost Accountants of India           | 18.06.2021 | 'Digitization of Insurance Business – Challenges and Opportunities'      |
| 5  | ASSOCHAM- 13th Global E Summit and Awards-                   | 24.06.2021 | Role of Insurance Sector in Atmanirbhar Abhiyan                          |
| 6  | The Institute of Cost Accountant of India. (NIA-ICMA)        | 25.06.2021 | Impact of Pandemic on Insurance Business – Challenges and Opportunities  |
| 7  | India InsureTech and GIFT City                               | 30.06.2021 | Opportunities for global InsurTechs                                      |
| 8  | FICCI  | 21.07.2021 | FICCI's 3rd Insurance Industry Awards                                    |
| 9  | India Insur-Tech and NIA                                     | 12.08.2021 | Cognitive Intelligence transforming the insurance business               |
| 10 | NIA and IUMI   | 01.09.2021 | Cyber Risk in Marine Cargo and Logistics                                 |
| 11 | ASSOCHAM- National E-Summit on Cyber Insurance               | 23.09.2021 | Reinvigorating The Future For Bridging The Gap                           |
| 12 | CII  | 18.11.2021 | CII WR Health Conclave   |
| 13 | Marsh & GuyCarpenter   | 18.01.2022 | Bridging the Protection Gap in India- Role of Insurance                  |
| 14 | Asia Insurance Review-15th India Virtual Rendezvous 2022     | 20.01.2022 | Will Hybrid be the Future of Insurance Education?                        |
| 15 | NIA and India Insuretech                                     | 25.02.2022 | Reimagining Insurance Business: Innovation in Process through Technology |
| 16 | India Insurtech Association 1st Annual Event                 | 23.04.2022 | Build or Buy - Paths to Innovation                                       |
| 17 | Rafi Ahmed Kidwai National Postal Academy(RAKNPA), Ghaziabad | 02.05.2022 | Speaker- Topic- Insurance an Industry Perspective                        |

## Chapters in Report

Dr. Doss and Mr. G. Srinivasan have written following chapters in the Report “Risk Transfer Mechanism for Disaster Risk Financing” published by the Government of Kerala in the year June 2021.

The details of Chapters in Report are given below in Table-21:



**Table 21: Chapters in Report**

| Sr. No. | Name of the Chapter  |
|---------|--|
| 1       | Examine pros and cons and describe disaster risk financing strategies including insurance/reinsurance solutions and alternative mechanisms.  |
| 2       | Develop a sustainable disaster risk financing structure after the evaluation of various sources of risk financing options and fund-raising methods for disaster risk protection in the state |
| 3       | Suggest measures to a comprehensive disaster risk financing framework with necessary administrative and technological structures for effectively delivery in the short and long terms.       |
| 4       | Legal and Regulatory Changes for Disaster Risk Management  |

## Publication

### **BimaQuest, The Journal of Insurance, Pension and Management (ISSN 0974 -0791)**

BimaQuest is a peer reviewed publication of National Insurance Academy, Pune since 2001. It offers a platform for sharing the views and ideas of research / theory / concepts among academicians and practitioners. BimaQuest is included in UGC-CARE list, EBSCO database and Google Scholar.

BimaQuest was published in the months of May, and September 2021 and January 2022 during the Financial Year 2021-22.



### **PGDM Publication-Pravartak**



This publication is the coordinated activity of the students pursuing PGDM course at NIA. This activity has the objective to nurture creative and communication skills of the management aspirants and to provide a networking opportunity to them with the industry and Alumni.

Pravartak was published in the months of April, and December 2021 during the Financial Year 2021-22 and was mailed to insurance executives and Alumni.

### **Insurance News Snippets**

NIA publishes e-Newsletter viz. "Insurance News Snippets" every month. The contents of issues published in the year 2021-22 include Happenings at NIA (Webinar, Research, Seminar related news) Industry Flash Figures, Regulatory Developments, Topical Articles, NIA certification courses and Insurance News.

## **Academy in Policy Making**

- a) Mr. G. Srinivasan, Director is a member of:
  - i. Insurance Advisory Committee of IRDAI.
  - ii. Committee constituted by IRDAI on “ Loss Prevention and Minimization in the General Insurance industry”
  - iii. Committee of International Financial Services Centres Authority (IFSCA), Gift city, Gujarat on the subject: “International Retail Business Development in the IFSC”.
- b) Mr. G. Srinivasan, Director is a Chairman of the Committee of International Financial Services Centres Authority (IFSCA), Gift city on “ suggest road map for longevity finance hub”
- c) Ms. Jayashree Sridhar, Faculty Member is a member of IRDAI Committee on “loss prevention and loss minimization in General Insurance Industry”

## **Examinations**

The Academy continues to conduct the following examinations:

Insurance Brokers Examinations – The Academy is the only body in India recognized by the IRDAI to conduct the Insurance Brokers’ examination. It is conducted online. During the year the academy conducted 9 (Nine) examinations. 6315 candidates registered for the examinations, 5883 appeared and 2910 passed the examination.

Insurance Brokers Training – The Academy is recognized by the IRDAI to conduct online training for Insurance Brokers since 2018. During the year 2749 candidates have taken the online broker’s training from NIA’s Online Broker Training Portal. Out of that 2441 candidates have completed the Fresh training and 308 candidates have completed the Renewal of licence training.

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

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

### **Webinars / Conferences / Workshops:**

#### **Bharat Laghu Udhyaam Suraksha and Bharat Sookshma Udhyaam Suraksha”**

IRDAI came out with three standardized policies under Fire line of Business during December 2020, which was to be offered by the General Insurance companies w e f 1.4.2021. NIA wanted

to be the first one to initiate the process of training the Insurance fraternity as a whole for the new products as it was likely to impact most of policy holders and other stakeholders in the country since most of the Fire policies were coming within the purview of these three products.

National Insurance Academy as a premier institution took the initiative to conduct the first online workshop for half day on 23<sup>rd</sup> January, 2021 to discuss and Explain the guidelines for standard products for Fire and Allied Perils for Dwellings, Small and Micro businesses, which was attended by close to 220 participants from the Industry. Seeing the success and the demand for such training, the second training was conducted on 17<sup>th</sup> April 2021.

### **Orientation Programme for Non-Executive Directors of Life, Non-Life Insurance and Stand-Alone Health Insurance Companies**

The Academy was privileged to be chosen by IRDAI to provide Training to all the Non-Executive Directors of the Life, General and Health Insurance companies in India. The focus of the programme was to enable the Non-Executive Directors to perform their responsibilities in a diligent manner especially while balancing the interests of the shareholders with the interests of the policyholders. These programmes were very well received and appreciated by the participants

During April and September 2021 six Programmes for Non-Executive Directors of the Life, General and Health Insurance companies were conducted. 127 Non-Executive Directors of General Insurance, Health Insurance and Life Insurance Companies participated in these programmes.

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

### **Programme on Own Risk Solvency Assessment (ORSA) in Insurance Industry – RIMS:**

The ORSA requires insurers to form their own view of the risk profile of the company and estimate the solvency capital. Each insurer has to assess their solvency capital, based on the nature, scale and complexity of the risks that they underwrite. ORSA has been the prerequisite for the Insurers in developed market where RBC or Solvency II has been implemented. Realizing the importance of this topic, National Insurance Academy and Risk & Insurance Management Society (RIMS), USA organized a two-day programme (On-line) on 28<sup>th</sup> & 29<sup>th</sup> June 2021 for the senior executives of insurance industry.

The programme covered the following key aspects of ORSA:

- The concept of ORSA and its relevance in ERM,
- Determining Risk Appetite in Insurance business,
- Allocation of Risk Capital using (standard/dynamic) capital assessment models across different types of risks exposures.
- Role of Stress testing and Scenario analysis in determining Solvency capital
- Future of Risk Capital models – ORSA simulation Lab - determining solvency capital under dynamic scenario.

The Programme was attended by Appointed Actuaries and CROs and Senior Executives from Insurance companies in India and Overseas. Risk Management Professionals including brokers. Overall, 52 executives have attended the programme.

Dr. S. Doss, Faculty Member coordinated the programme.

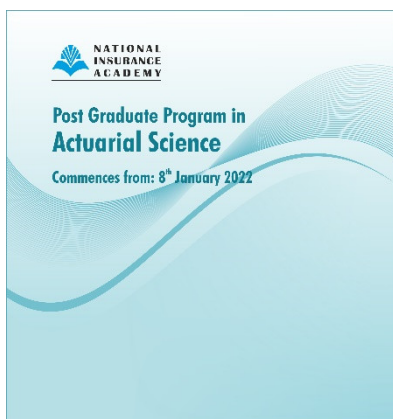
### **Programme on Artificial Intelligence in General Insurance Business (Non-Life):**

Embracing Digital Innovation, particularly applications of Artificial Intelligence have increased exponentially across all industries in recent time. In the insurance industry, AI is transforming areas such as underwriting, customer service, claims management, marketing and fraud detection. Realizing the importance of AI in insurance business, National Insurance Academy has organized an exclusive programme on Applications of Artificial Intelligence in General Insurance business from 30<sup>th</sup> August 2021 to 1<sup>st</sup> September 2021.

The programme covered the following applications of Artificial Intelligence:

- Overview of Artificial Intelligence and It's applications in General Insurance
- Application of Machine Learning in General Insurance
- Computer Vision, Image Analysis and Deep Learning Analytical Techniques
- Applications of Block-Chain Technology in Insurance Business
- Social Media & Big Data and Its Implications
- Fraud Analytics and Techniques in Insurance Business
- Use of Internet of Things (IoT) including Telematics in Insurance
- Impact of Technology on Claims Management
- Use of Remote sensing and satellite images (Crop)
- Cyber Insurance for Digital Risks

Overall, 23 executives including senior executives from General Insurance companies in India and Overseas including brokers have attended the programme.



### **Certification Courses**

**Course on Actuarial Science** The Academy launched an integrated “Post Graduate Program in Actuarial Science” covering the ‘Core Principles’ and the ‘Core Practices’ of the subjects of the Actuarial Profession. The course is intended to enable the industry practitioners and fresh graduates to get an exposure to actuarial and risk analytics while they pursue their professional careers.

The Academy received 47 applications for the program. A total of 38 applicants were selected to join the program after an interview.

The program began on 22nd January 2022 with a batch size of 27. The profile of the students largely consists of insurance professionals, IT consultants and students.

The core actuarial subjects would be dealt with by eminent actuaries and industry experts. There are interactions every month with CEOs and Senior Actuaries highlighting the industry requirements and sharing of practical experiences.

The Syllabus of the course covers the following two levels of technical subjects:

Level 1: Core Principles - on the successful passing of 7 subjects the students would be awarded a 'Level-1: Certificate in Actuarial Science' (CAS).

Level 2: Core Practice - on successful completion of another 6 subjects including 40 hours of a major research project the students would be awarded the 'Certificate of Post-Graduate Program in Actuarial Science' (CPGPAS).

The classes are being conducted online on the MS Teams platform during the weekends-Saturdays and Sundays, from 9.30 a.m. to 2.00 p.m. On-Campus / virtual contact classes would be conducted periodically.

The duration of the course at each level would approximately be of 8 months divided into 2 terms of 4 months each. Each term would cover 5 subjects. The final assessment would consist of both internal assessments of continuous evaluation through quizzes, assignments and case studies and a written examination at the end of each term. The weightage for the internal assessment would be 30% and external or final examination would be 70%. The minimum passing percentage would be 50% at an aggregate level.

The teaching faculty of the course have recommended a list of books on each subject for further reference and additional readings.

The programme is co-ordinated by Dr. S. Doss, Faculty Member.

### **Certification course on Principles of Underwriting in Life Insurance from 04.09.2021 to 06.11.2021**

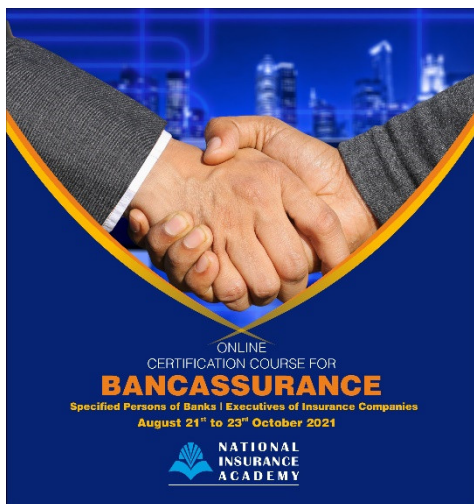
An online certificate programme on Principles of Underwriting in Life Insurance was conducted on Saturdays from 04.09.2021 to 06.11.2021. The programme covered the life insurer's most important risk management tool: underwriting. Underwriters are concerned with ensuring that the insurer retains risks knowingly considering its financial capabilities. Underwriting is essential to a competitive market. This is a basic level course which begins with concepts.

5 Participants from diverse fields of Life insurance viz. Brokers, insurance companies' working executives attended the programme. After completion of the course and successfully passing the evaluation examination all the 5 participants were awarded the completion certificate.



The programme was co-ordinated by Dr. K. Usha, Faculty Member.

### **Certification Course for Bancassurance from 21.8.21 to 23.10.2021**



An online certificate course for Bancassurance was conducted on Saturdays from 21.8.21 to 23.10.2021. The programme covered the concepts of structure and management, regulatory framework and ethics, associated risks, governing laws, types and mechanism, documentation and selling of Insurance products through banks. This course primarily aimed towards the specified persons of banks distributing Insurance Products and Insurance Executives. The objective of this course was to equip the participant with the knowledge and skills that would enable them to distribute insurance products efficiently and effectively.

33 Participants from diverse fields of Life insurance viz. Brokers, insurance companies' working executives attended the programme. After completion of the course and successfully passing the evaluation examination all the 33 participants were awarded the completion certificate.

The programme was co-ordinated by Mr. Pradip Mahapatra, Faculty Member.

### **Certification Programme on Life Insurance Marketing from 18.09.2021 to 04.12.2021**

An online certificate programme in Life Insurance Marketing was designed and conducted by NIA in the period 18/09/2021 to 04/12/2021 with the objectives of providing Life Insurance marketeers with the latest in Professionalism in Life Insurance, Products analysis, Financial Markets and Marketing strategies, Digital Marketing and Business Etiquette.

The program duration was for 3 hours each day on 11 Saturdays. The course was conducted by the industry experts, faculties and professional through case studies, discussions, interactions, quizzes for crystal clear understanding, building skills along with confidence and personality. Subjects pertinent to the programme objectives were Financial Need Analysis, Product Comparison & Analysis, Life Insurance Marketing, Mastering Business Presentations, Digital & Social Media Marketing, Mastering Marketing Tools, Corporate Life Insurance, Life Insurance Taxation, Feedback & Evaluation.

9 Participants from diverse fields of Life insurance viz. Brokers, IMF, Advisors and working executives attended the programme. One participant was from Sudan. After completion of the course and successfully passing the evaluation examination all the 9 participants were awarded the completion certificate.

The programme was co-ordinated by Mr. Anupam Jindal, Faculty Member.

### **Certification Course on General Insurance for Institute of Cost and Management Association (ICMA) -Batch I from 20.11.2021 to 02.01.2022**

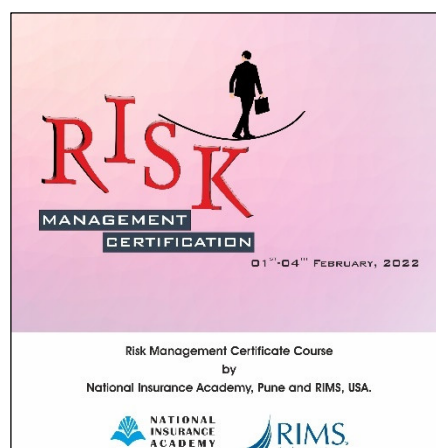
The Academy organized a professional certification course in General Insurance to the members of ICMAI. A total of 30 participants had attended the course. The course covered the core Principles and Practices of insurance, Motor Insurance, Fire Insurance, Marine Insurance, Health Insurance and Miscellaneous Insurance. The duration of the course was 26 hours.

NIA also organized two webinars on the topic of “Impact of Pandemic on the Insurance Sector – Opportunities and Challenges” and other on “Digitalisation of Insurance Business – Opportunities and Challenges”.

The programme was co-ordinated by Dr. S. Doss, Faculty Member.

### **NIA-RIMS USA Professional Certification Course on Risk Management:**

The insurance industry is in need of competent Risk Management Professionals to manage the emerging challenges. There is a vast scope for professionals for Risk Management in Insurance Companies, Banks and Financial Institutions who require detailed knowledge and skill sets in Risk Management. Keeping this in view, the Academy entered into an MoU with RIMS, USA to conduct professional certification course on Risk Management. The course duration is 3 days of intensive workshop covering the topics viz. Analysing the Business Model, Designing Organizational Risk Strategies, Implementing the Risk Process, Developing Organizational Risk Competency and Supporting Decision Making in Insurance Industry.



The Academy in collaboration with RIMS, USA, conducted two on-line programs of the Professional Certification Course on Risk Management from 1<sup>st</sup> to 4<sup>th</sup> February 2022 followed by a MCQ based qualifying test two days after the completion of the on-line program. The participants were awarded a joint certificate by NIA, Pune and RIMS, USA. In all 50 executives attended the course.

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

## **Collaboration - Memorandum of Understanding (MoUs)**

### **MoU with the India Insurtech Associations (IIA)**

The Academy and The India Insurtech Association (IIA) has entered into MOU on 12th April 2021. The India InsurTech Association aims to facilitate the promotion of usage of technology across the insurance value chain in India. The association will promote new digital business models, build

collaboration between start-ups and all the other participants of the insurance industry - insurers, reinsurers, intermediaries, TPAs, service providers, investors and regulators. The association will represent the interests and be the voice of the InsurTech ecosystem in India.

This collaboration would entitle both the institutions for Training, Research and Education in the area of Insurance and Risk Management, Artificial Intelligence, Blockchain and Parametric Insurance.

### **MoU with National Institute of Bank Management (NIBM) Pune**

On July 27, 2021, NIA and the National Institute of Bank Management (NIBM), Pune signed a Memorandum of Understanding (MoU). The purpose of this MoU is to develop a framework for exploring opportunities to support the Parties' mutual interests in the areas of executive training, higher education and research related to the Banking, Financial Services and Insurance (BFSI) sector. Under the MoU, NIA and NIBM will explore opportunities to collaborate with each other in the following areas:

- NIBM and NIA will endeavour to draw on each other's faculty resources as Guest Faculty for the Management Development Programmes (MDPs) as well as post-graduate programmes. This may be done based on the Programme contents and the faculty expertise available.
- NIBM and NIA can jointly organize seminars and workshops to leverage the expertise of NIBM in Banking and Financial Services and the expertise of NIA in Risk Management and Insurance. Such events will be co-branded and draw on faculty and other academic resources from both the parties. Such events can be related to the broader themes relevant to the BFSI sector.
- The parties can consider introducing student exchange programmes wherein post graduate students in NIBM and NIA would visit the other institute and undergo specialized modules. This would help the students from both the institutes to gain a wider exposure to the BFSI sector beyond the core expertise areas of the two institutes respectively. The modules will be designed and administered after mutual consultation and agreement.
- NIBM and NIA faculty members can undertake pure and applied research in collaboration based on their expertise and areas of research interests. For this purpose, the parties would give access to their institutional academic resources such as Library resources, databases and repositories of academic Journals.

### **MoU with Glasgow Caledonian University, UK**

National Insurance Academy (NIA), Pune had entered a Memorandum of Understanding (MOU) with the Glasgow Caledonian University, U.K. on 13th August 2021. The collaboration would help the Academy to develop new or existing academic programs in the area of Insurance, Risk Management and Actuarial Science, through the exchange of skills and expertise, including student and faculty exchange.

The collaboration would promote interdisciplinary research between the institutions. It would also facilitate access to international networks and expertise in the areas of mutual interest between the



partners. Further it would provide opportunity to the students to pursue their higher education in UK.

### **MoU with CHRIST University, Bengaluru**

The Academy has entered into a Memorandum of Understanding with CHRIST University (deemed to be University), Bengaluru on 3rd February 2022. The MoU covers broadly the following mutually beneficial activities:

1. Joint Research in Insurance and Risk Management.
2. Faculty and Student Exchange Programs
3. Organize seminars to create awareness about Insurance and the opportunities available in the insurance sector
4. Any other activities to be potentially beneficial to the insurance industry

The MoU shall be carried out within the framework of the respective laws and regulations of both the institutions and is not intended to create any legally binding rights and obligations. The MoU shall, initially, be for 5 (five) years.

The MoU was signed by Mr. G. Srinivasan, Director, NIA, as authorized by the Governing Board in its meeting held on 19.03.2019 and Dr. Anil Joseph Pinto, Registrar, on behalf of Christ University. The event was organized virtually on account of the disruptions caused by the ongoing pandemic.

All the Chair Professors, Faculty and Research Associates of NIA and the Faculty in Christ were witness to the proceedings.

### **Infrastructure at NIA**

The Academy's infrastructure spread over 32 acres of land consists of Hostel Blocks, Administrative Block, Academic Block with 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 148 students. All MDP hostel rooms are provided with PCs with internet and Television. PGDM hostel rooms have LAN connectivity for students to use their laptops. The campus also has a residential complex of 64 units for its faculty and staff.

### **Library**

The Academy's Library is one of the finest insurance libraries in India having the choicest collection of books, journal holdings in Insurance, Actuarial Science, Management, Economics, Finance, Law and Information Technology. The library is well equipped to serve the needs of the PGDM students, MDP participants and the Insurance Industry. The purpose is to cater to all types

of information needs of the users with reference to insurance and allied subjects. Stacking of the research publications is another value addition to the library. The library also has collection on Literature, History and Personality Development. Table-23 gives a brief profile of the information resources available in the library:

**Table 23 : Information Resources**

| Sr. No. | Type of Resources | Collection as on 30.4.2022 |
|---------|-------------------|----------------------------|
| 1       | Books             | 25615+                     |
| 2       | E-Books           | 10000+                     |
| 3       | Periodicals       | 62+                        |
| 4       | Databases         | 6                          |
| 5       | News papers       | 14                         |

### Services:

The library provides different services as per Table-24:

**Table 24: Library Services**

| Sr. No. | Title                       | Sr. No. | Title                   |
|---------|-----------------------------|---------|-------------------------|
| 1       | Reference Service           | 6       | Bibliography Service    |
| 2       | News Headlines Service      | 7       | New Arrivals Service    |
| 3       | Library Orientation Service | 8       | Photocopying Service    |
| 4       | Digital Reference Desk      | 9       | What's New Service      |
| 5       | Content Alert Service       | 10      | Resources Alert Service |

## IT Infrastructure at NIA

The Academy has Campus-wide Local Area network connecting 350+ computers, 7 servers, routers, switches, printers and other equipment. NIA uses Sophos Firewall for securing its network and Seqrite End point security antivirus for desktops.

The Campus along with the Hostel is Wi-fi enabled. The Academy provides unlimited internet usage to the students and employees through its high-speed WiFi facility anywhere in the campus.

The Academy has two IT-labs – IT Park (with 45 PCs) and Drucker IT Park (with 31 PCs) for hands on training to the PGDM students and the MDP participants. All full-time faculty members are provided with Intel i5, i7 powered HP laptop/computers with Windows 8.1, Office 365, 24/7 internet connectivity, and staff with Intel i5 powered HP computer, Windows 8.1, Office 365 for documentation, communication and as a productivity tool and 24/7 internet connectivity.

All the faculty and staff have access to network printers in their respective offices as well to high-speed photocopiers located in the Reprography Department. The students also have access to the network printer located in the Reprography Department.

Internet Facility is available for all users through their desktops and for PGDM students using their laptops. 120 MBps Bandwidth is made available for using internet. The PGDM Students and the MDP participants are provided LAN connectivity in all the Hostel rooms. The laptops of the students are configured for using Local area network (LAN). The students can access internet using their laptops in hostel rooms. The MDP participants are provided PCs in hostel rooms for accessing Internet.

Wi-Fi Facility: Wi-Fi facility is available to students, participants, faculty and staff members for accessing internet using their laptops and mobile phones.

There is a video conferencing facility which is used for the Board meetings, educational activities and it is extensively used especially during the placement season. Software based video conferencing unit is available for conducting meetings using Microsoft Teams, in hybrid mode (online as well as offline mode simultaneously).

The Academy has provided Microsoft Office-365 to students, faculty members and staff members which includes Word, PowerPoint, Excel, Access, Teams, Outlook for e-mail which can be used for learning purposes. Microsoft Teams are being used for online learning and for conducting online meetings.

The Academy has adopted the digital platform seamlessly after the mandatory lockdown due to COVID19. The Academy conducted online MDP programmes and webinars using MS Teams platform. The classes and examinations for the PGDM students were also conducted online. The admission and placement processes were also conducted online.

The Academy's Intranet site is used for sharing information to staff members, faculty members and students.

The Academy's website has been well developed and provides all information about the Academy. This has helped greater transparency and making the Academy more visible.

## **Personnel**

During the year 2021-22 the following employees (Table-25) left the Academy on repatriation / superannuation / VRS / completion of contract:

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

| Sr. No. | Name of the Employee  | Reason                 | Date of Relieving  |
|---------|---|------------------------|--------------------|
| 1       | Mr. R Rajnikanth, Faculty Member                            | Repatriation           | 30th April, 2021   |
| 2       | Mr. R P Gupta, Faculty Member                               | Repatriation           | 6th May 2021       |
| 3       | Mr. S N Rane, Executive Engineer                            | Superannuation         | 30th June, 2021    |
| 4       | Mr. Vivek Moharil, Faculty Member                           | Repatriation           | 30th July 2021     |
| 5       | Mr. Shiv Prabhat, Chair Professor (FISS)                    | Completion of contract | 5th August 2021    |
| 6       | Ms. Jayashree Sridhar, Faculty Member                       | Repatriation           | 14th October 2021  |
| 7       | Mr. Segar Sampathkumar, Chair Professor (General Insurance) | Resignation            | 9th November 2021  |
| 8       | Dr. Girijesh Pathak, Faculty Member                         | Superannuation         | 31st December 2021 |
| 9       | Mr. A K Pattnaik, Faculty Member                            | Superannuation         | 31st January 2022  |

During the year 2021-22 following employees joined NIA on deputation / regular appointment. The list is given in Table-26.

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

| Sr. No. | Name of the Employee   | Date of Appointment |
|---------|--|---------------------|
| 1       | Mr. Partha Samal, Faculty Member on deputation                                 | 30th April 2021     |
| 2       | Mr. Barun Kumar Khan, Faculty Member on deputation                             | 14th May 2021       |
| 3       | Mr. S N Rane, Executive Engineer on Contract basis                             | 5th July, 2021      |
| 4       | Mr. Sumesh Sheth, Faculty Member on deputation                                 | 22nd July, 2021     |
| 5       | Mr. V Sathyakumar, Chair Professor (FISS) on Contract                          | 11th October 2021   |
| 6       | Ms. Jayashree Sridhar, Faculty Member on deputation                            | 1st November, 2021  |
| 7       | Mr. Renjit Gangadharan, Chair Professor, (General Insurance) on Contract basis | 3rd December, 2021  |
| 8.      | Mr. Pramod Katke, Engineer on Contract basis                                   | 30th December 2021  |
| 9       | Mr. A K Pattnaik, Faculty Member on contract basis                             | 9th February 2022   |
| 10      | Mr. A K Srivastava, Faculty Member on contract basis                           | 4th March 2022      |
| 11      | Mr. Bipin Kumar, Faculty Member on contract basis                              | 21st March 2022     |
| 12      | Mr. Kshitish K Mohanty, Faculty Member on contract basis                       | 21st March 2022     |

## **Other Significant Activities**

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

The Academy celebrated the 75<sup>th</sup> Independence Day of the country on 15<sup>th</sup> August 2021 and the 73<sup>rd</sup> Republic Day on 26<sup>th</sup> January 2022 with fervour and enthusiasm. The Director, on both the days, unfurled the National Flag and the National Anthem was sung. The Students of the Academy demonstrated their love of country by singing patriotic songs. The employees who completed 25 years at NIA were felicitated.

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

The Academy organized the International Women's Day virtually on Microsoft Teams Platform. On this occasion Mrs Mini Ipe, MD LIC was the Guest of Honour to address the faculty members, Employees and PGDM Students of NIA.

### **7<sup>th</sup> International Yoga Day - 21st June 2021:**

International Yoga Day was organised online by the academy, which was inaugurated by Mr. G Srinivasan, Director NIA.



## **Foundation Day**

The 42<sup>nd</sup> Foundation Day of National Insurance Academy was celebrated on 16<sup>th</sup> December 2021. To commemorate this occasion the Academy organized a Debate, Self-written Poem/Song, Slogan and Essay writing competition for the PGDM students. A Cultural Evening was also organised by the PGDM student's Cultural Committee on the occasion of NIA's Foundation Day in which various group & solo performances were given by the PGDM students.





## **ACKNOWLEDGEMENTS**

The Academy 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, NBA, DTE, SPPU, the recruiting companies, Banks, faculty from other academic institutions, visiting faculty of the Academy, distinguished speakers, other players in the academic field, Academy Alumni members, members of the media who have always willingly supported the cause of the Academy. The Academy would like to thank Pune Municipal Corporation, Chaturshringi Police Station for their kind support. The Academy 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 the Academy what it is today and what it is poised to be in future.





## **FINANCIAL SUMMARY**

## S P C M & ASSOCIATES

Chartered Accountants

| REPORT OF AN AUDITOR RELATING TO ACCOUNTS AUDITED UNDER SUB-SECTION(2)<br>OF SECTION 33& 34 AND RULE 19 OF THE BOMBAY PUBLIC TRUST,1950 |   |   |
|---|---|---|
| REGISTRATION NO.  | :   | F-7891 (Pune)   |
|   |   |   |
| NAME OF THE PUBLIC TRUST  | :   | NATIONAL INSURANCE ACADEMY                              |
|   |   |   |
| FOR THE YEAR ENDING   | :   | 31.03.2022  |
| A)  | Whether accounts are maintained regularly and in a accordance with the provision of the act and the rules:  | Yes   |
| B)  | Whether receipts and disbursements are properly and correctly shown in the accounts:  | Yes   |
| C)  | Whether the cash balance and vouchers in the custody of the manager or trustee on the date of audit were in agreement with accounts:  | Yes   |
| D)  | Whether all books deeds, accounts, vouchers, other documents or records required by the auditor were produced before him:   | Yes   |
| E)  | Whether a register of movable and immovable properties is properly maintained the changes therein & communicated from time to time to the regional office & the defects & inaccuracies mentioned in the previous audit report have been duly complied with: | Yes   |
| F)  | Whether the manager or trustee or any other person required by the auditor to appear before him did so and furnished the necessary information required by him:   | Yes   |
| G)  | Whether any property of funds of the Trust were applied for any object or purpose other than object or purpose of the Trust:  | No  |
| H)  | Whether an Inventory certified by the Trustees of the Public Trust has been maintained?   | Yes   |
| I)  | The amounts of outstanding for more one year and the amounts written off, if any  | Yes, Rs. 20.95 Lakhs, outstanding for more than 1 year. |
| J)  | Whether tenders were invited for repairs or construction involving expenditure exceeding Rs.5000/-  | Yes   |
| K)  | Whether any money of the public trust has been invested contrary to the provisions of section 35:   | No  |
| L)  | Alienations, if any of the immovable properly contrary to the provisions of sections 36 which have come to the notice of the auditors:  | N.A.  |

|    |  |   |
|----|--|---|
| M) | All cases or irregular, illegal or improper expenditure, or failure or commission to recover monies or other property belonging to the public trust or of loss or waste of money or other property thereof & whether such expenditure, failure, omission, or waste trust or misapplication of any other misconduct on the part of the trustees or any person while in the management of the trust: | On the basis of our verification, no such cases observed. |
| N) | Whether the budget has been filed in the form provided by rule 16 A:   | Yes   |
| O) | Whether the maximum & minimum of the trustees is maintained  | Yes   |
| P) | Whether the meetings are held regularly as provided in such instruments  | Yes   |
| Q) | Whether the minutes book or the proceedings of the meetings is maintained  | Yes   |
| R) | Whether any of the trustees have any interest in the investment of the trust   | No  |
| S) | Whether any of the trustee is a debtor or creditor of the trust:   | No  |
| T) | Whether any irregularities pointed out by the auditors in the accounts of the previous year have been duly complied with by the trustees during the period of audit:   | N.A.  |
| U) | Any special matter which the auditor may think fit or necessary to bring to the notice of the Deputy or Assistant Charity Commissioner.  | No  |

Date: 15<sup>th</sup> June 2022

Place: Pune

**For SPCM & Associates  
Chartered Accountants  
FRN 112165W**

**Sd/-**

**CA Suhas P. Bora  
Partner  
M.No. 039765  
UDIN: 22039765AKZWA1935**

**BALANCE SHEET AS ON 31-03-2022**
*(Amount in Rs.)*

| Particulars                                | Current Year             | Previous Year            |
|--|--------------------------|--------------------------|
|  | 2021-22                  | 2020-21                  |
| <b>SOURCES OF FUNDS</b>                    | ₹                        | ₹                        |
| Trust Fund or Corpus                       | 25,00,000.00             | 25,00,000.00             |
| Campus Fund                                | 28,96,24,125.16          | 28,96,24,125.16          |
| CSR Fund                                   | 1,43,18,339.19           | 1,30,57,423.90           |
| Endowments                                 | 2,30,18,291.12           | 2,20,47,442.20           |
| Sponsored Awards (Net)                     | -                        | 3,213.25                 |
| Other Funds                                | 65,03,22,999.23          | 63,36,78,978.05          |
| Productivity Linked Corpus                 | 7,49,278.00              | 11,14,451.00             |
|  |                          |                          |
| <b>Sub-Total</b>                           | <b>98,05,33,032.70</b>   | <b>96,20,25,633.56</b>   |
|  |                          |                          |
| Current Liabilities & Provisions           | 3,76,87,001.08           | 6,06,41,887.77           |
|  |                          |                          |
| <b>TOTAL</b>                               | <b>1,01,82,20,033.78</b> | <b>1,02,26,67,521.33</b> |
|  |                          |                          |
| <b>APPLICATION OF FUNDS</b>                |                          |                          |
| Campus Fund Assets                         | 22,65,40,883.71          | 23,42,56,953.19          |
| CSR Assets                                 | 52,64,494.58             | 37,39,546.58             |
| Endowment Assets                           | 2,30,18,291.12           | 2,20,47,442.20           |
| Other Fixed Assets Including Insurance Lab | 70,28,645.58             | 1,04,95,063.84           |
| General Fund Investments                   | 71,73,50,498.20          | 69,24,36,191.89          |
| Insurance Lab Investments                  | 41,64,400.66             | 39,58,670.54             |
| Current Assets, Loans and Advances         | 3,48,52,819.93           | 5,57,33,653.09           |
| <b>TOTAL</b>                               | <b>1,01,82,20,033.78</b> | <b>1,02,26,67,521.33</b> |

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

As per our report of even date attached.

For SPCM & Associates  
Chartered Accountants  
FRN. NO. 112165W

For National Insurance Academy

Sd/-  
**CA Suhas P. Bora**  
**Partner**  
Mem. No. 039765

Sd/-  
**Member**  
**Governing Board**

Sd/-  
**Chairman**  
**Governing Board**

Sd/-  
**Director**

Date: 15<sup>th</sup> June 2022  
Place: Pune  
UDIN: 22039765AKZWAI1935

**INCOME & EXPENDITURE AS ON 31-03-2022**
*(Amount in Rs.)*

| Particulars  | Current Year           | Previous Year             |
|--|------------------------|---------------------------|
|  | 2021-22<br>₹           | 2020-21<br>₹              |
| <b>INCOME</b>  |                        |                           |
| Training Programme Fees  | 8,29,53,782.00         | 4,95,01,472.00            |
| Action Research/Examination Income                               | 2,16,12,942.00         | 1,13,00,543.00            |
| PGDM Income  | 10,04,44,666.54        | 7,79,15,850.00            |
| Contribution To Endowment Chairs                                 | 75,00,000.00           | 75,00,000.00              |
| Interest   | 3,87,94,592.97         | 4,12,69,279.57            |
| Other Income   | 97,51,673.28           | 21,09,793.74              |
| <b>TOTAL INCOME</b>  | <b>26,10,57,656.79</b> | <b>18,95,96,938.31</b>    |
| <b>EXPENDITURE</b>   |                        |                           |
| Establishment Expenses   | 6,19,50,990.59         | 5,62,38,240.13            |
| On The Objects of The Trust                                      | -                      |                           |
| MDP Direct Training Expenses                                     | 80,36,480.42           | 47,05,215.65              |
| PGDM Direct Expenses   | 2,42,36,274.99         | 1,81,06,073.78            |
| Action Research / Examination Expenses                           | 62,27,820.35           | 52,02,686.55              |
| Other Expenses   | 13,12,31,875.33        | 13,08,32,511.84           |
|  |                        |                           |
| Bad Debts  | -                      | 19,800.00                 |
| Foreign Exchange Fluctuation A/C                                 | -                      | 4,870.00                  |
| Prior Period Adjustments   | -                      | -                         |
| Depreciation   | 1,31,99,639.35         | 1,26,52,943.03            |
| <b>TOTAL EXPENDITURE</b>   | <b>24,48,83,081.03</b> | <b>22,77,62,340.98</b>    |
|  |                        |                           |
| Excess of Income Over Expenditure<br>Transferred To General Fund | <b>1,61,74,575.76</b>  | <b>(-) 3,81,65,402.67</b> |

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

As per our report of even date attached.

Sd/-  
**CA Suhas P. Bora**  
**Partner**  
Mem. No. 039765

Sd/-  
**Member**  
**Governing Board**

Sd/-  
**Chairman**  
**Governing Board**

Sd/-  
**Director**

Date: 15<sup>th</sup> June 2022  
Place: Pune  
UDIN: 22039765AKZWAI1935





## **ANNEXURE**



**TRAINING PROGRAMMES CONDUCTED DURING 2021-22**

| <b>Sr. No.</b> | <b>Title of the Programme</b>  | <b>Programme Dates</b>   | <b>Co-ordinator</b> |
|----------------|--|--------------------------|---------------------|
| 1              | Investment Awareness for Officers from BO/DO/ZO/CO in the cadre of ADM and DM (Life)                           | 22.04.2021<br>23.04.2021 | R Rajnikant         |
| 2              | Train the Trainers Programme (Life) (for Faculty Members in STC)   | 26.04.2021<br>27.04.2021 | Jindal Anupam       |
| 3              | Retiring Executives (Non-Life)- I  | 26.04.2021<br>28.04.2021 | Uma S., Dr.         |
| 4              | Programme for Customer Experience Management for C Zone Managers (Life)  | 27.04.2021<br>28.04.2021 | Usha K., Dr.        |
| 5              | Management of Miscellaneous Insurance Business (Non-Life)-I  | 27.04.2021<br>29.04.2021 | Chaudhuri Rinku     |
| 6              | Insurance Fraud detection and Prevention for Inspection, Vigilance and Divisional A & I Nodal Officials (Life) | 28.04.2021<br>29.04.2021 | Moharil Vivek       |
| 7              | Integrated CRM (Life)  | 04.05.2021<br>05.05.2021 | Usha K., Dr.        |
| 8              | Managerial Effectiveness (Life)  | 06.05.2021<br>07.05.2021 | Moharil Vivek       |
| 9              | Customer Service Excellence for Claims Hub / Claims handling officer / other official (Non-Life)               | 10.05.2021<br>12.05.2021 | Renjit Gangadharan  |
| 10             | Profitable Management of Health Portfolio (Non-Life)   | 10.05.2021<br>12.05.2021 | Chaudhuri Rinku     |
| 11             | Problem Solving and Decision Making (Life)   | 11.05.2021<br>12.05.2021 | Jindal Anupam       |
| 12             | Retiring Executives (Non-Life)   | 17.05.2021<br>19.05.2021 | Singh Archana, Dr.  |
| 13             | Management of Property (Fire) Insurance (Non-Life)   | 17.05.2021<br>19.05.2021 | Pattnaik Asim Kumar |
| 14             | Investment Awareness (Life)  | 18.05.2021<br>19.05.2021 | Samal Partha        |
| 15             | Customer Experience Management for C Zone Managers - II(Life)  | 20.05.2021<br>21.05.2021 | Usha K., Dr.        |
| 16             | Management of Miscellaneous Insurance Business (Non-Life)  | 24.05.2021<br>26.05.2021 | Jayashree Sridhar   |
| 17             | Financial Markets (Life)   | 24.05.2021<br>25.05.2021 | Uma S., Dr.         |
| 18             | Workshop on Communication and Presentation Skills (Life)   | 01.06.2021<br>02.06.2021 | Jindal Anupam       |

| <b>Sr. No.</b> | <b>Title of the Programme</b>                                | <b>Programme Dates</b>   | <b>Co-ordinator</b>    |
|----------------|--|--------------------------|------------------------|
| 19             | Workshop on Motor Third Party Claims (Non-Life)              | 02.06.2021<br>04.06.2021 | Renjit Gangadharan     |
| 20             | Program for Women Managers (Life)                            | 03.06.2021<br>04.06.2021 | Tiwari Shalini, Dr.    |
| 21             | Management of Marine Cargo (Non-Life)                        | 04.06.2021<br>05.06.2021 | Jayashree Sridhar      |
| 22             | Programme for Insurance Accounts Executives (Non-Life)       | 07.06.2021<br>09.06.2021 | Uma S., Dr.            |
| 23             | Program on Financial Awareness (Life)                        | 08.06.2021<br>09.06.2021 | Moharil Vivek          |
| 24             | Advanced Claims Management (Non-Life)                        | 08.06.2021<br>10.06.2021 | Yadav Ruchika          |
| 25             | Program on Problem Solving and Decision Making (Life)        | 10.06.2021<br>11.06.2021 | Samal Partha           |
| 26             | Retiring Executives (Non-Life)                               | 14.06.2021<br>16.06.2021 | Patwardhan M.C., Dr.   |
| 27             | Program on Investment Awareness (Life)                       | 15.06.2021<br>16.06.2021 | Barun Kumar Khan       |
| 28             | Reinsurance Management (Non-Life)                            | 21.06.2021<br>23.06.2021 | Pattnaik Asim Kumar    |
| 29             | Management of Engineering Insurance (Non-Life)               | 22.06.2021<br>24.06.2021 | Jayashree Sridhar      |
| 30             | Strategic Intent and Execution Excellence for SDMs (Life)    | 22.06.2021<br>23.06.2021 | Chaudhari Sushama, Dr. |
| 31             | Workshop on Communication and Presentation Skills (Non-Life) | 30.06.2021<br>02.07.2021 | Yadav Ruchika          |
| 32             | Program for Women Managers (Life)                            | 01.07.2021<br>02.07.2021 | Tiwari Shalini, Dr.    |
| 33             | Distribution Channel Management for MBAC Officials (Life)    | 05.07.2021<br>06.07.2021 | Mahapatra Pradip       |
| 34             | Management of Motor Underwriting & Claims (OD) (Non-Life)    | 06.07.2021<br>08.07.2021 | Chaudhuri Rinku        |
| 35             | Workshop on Managerial Excellence (Life)                     | 07.07.2021<br>08.07.2021 | Samal Partha           |
| 36             | Workshop on Communication & Presentation Skills (Life)       | 08.07.2021<br>09.07.2021 | Jindal Anupam          |
| 37             | Programme on Channels Management for BMs / DMs (Non-Life)    | 12.07.2021<br>14.07.2021 | Renjit Gangadharan     |
| 38             | Program on Digital Marketing (Life)                          | 12.07.2021<br>13.07.2021 | Moharil Vivek          |

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|----------------|--|--------------------------|---------------------|
| 39             | Programme for Retiring Executives (Non-Life)                           | 13.07.2021<br>15.07.2021 | Uma S., Dr.         |
| 40             | Best Practices In Marketing (Life)                                     | 14.07.2021<br>15.07.2021 | Barun Kumar Khan    |
| 41             | Program on Investment Awareness (Life)                                 | 15.07.2021<br>16.07.2021 | Usha K., Dr.        |
| 42             | Distribution Channel Management for CLIA Officials (Life)              | 19.07.2021<br>20.07.2021 | Moharil Vivek       |
| 43             | Emerging Trends in Marketing (Life)                                    | 19.07.2021<br>20.07.2021 | Samal Partha        |
| 44             | Programme on GMC Underwriting Skills (Non-Life)                        | 19.07.2021<br>20.07.2021 | Jayashree Sridhar   |
| 45             | Proficiency Development Program for Manager (Sales)                    | 22.07.2021<br>23.07.2021 | Barun Kumar Khan    |
| 46             | Workshop for Agency Management (Non-Life)                              | 26.07.2021<br>28.07.2021 | Chaudhuri Rinku     |
| 47             | Management of Liability Insurance (Non-Life)                           | 27.07.2021<br>29.07.2021 | Pattnaik Asim Kumar |
| 48             | Program on IND-AS (Accounting Standards) (Life)                        | 26.07.2021<br>27.07.2021 | Uma S., Dr.         |
| 49             | Program for Corporate Communication Dept. Officials (Life)             | 26.07.2021<br>27.07.2021 | Jindal Anupam       |
| 50             | Finance for Non-Finance Officials (Life)                               | 28.07.2021<br>29.07.2021 | Mahapatra Pradip    |
| 51             | Programme on Micro and Social Sector Insurance (Life)                  | 03.08.2021<br>04.08.2021 | Singh Archana, Dr.  |
| 52             | Programme on Enterprise Risk Management (Life)                         | 04.08.2021<br>05.08.2021 | Doss S., Dr.        |
| 53             | Insurance Frauds Management (Non-Life)                                 | 04.08.2021<br>06.08.2021 | Pattnaik Asim Kumar |
| 54             | Distribution Channel Management for CLIA officials (Life)              | 05.08.2021<br>06.08.2021 | Barun Kumar Khan    |
| 55             | Managing Direct Sales (Life)   | 09.08.2021<br>10.08.2021 | Samal Partha        |
| 56             | Workshop on Motor Third Party Claims (Non-Life)                        | 09.08.2021<br>11.08.2021 | Renjit Gangadharan  |
| 57             | Programme on Distribution Channel Management for B&AC officials (Life) | 10.08.2021<br>11.08.2021 | Mahapatra Pradip    |
| 58             | Financial Awareness Programme (Life)                                   | 11.08.2021<br>12.08.2021 | Sheth Sumesh        |
| 59             | Retiring Executives (Non-Life)   | 11.08.2021<br>13.08.2021 | Yadav Ruchika       |

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|----------------|--|--------------------------|------------------------|
| 60             | Programme on Financial Markets (Life)  | 12.08.2021<br>13.08.2021 | Barun Kumar Khan       |
| 61             | Programme on Customer Experience for C Zone Managers (Life)  | 17.08.2021<br>18.08.2021 | Usha K., Dr.           |
| 62             | General Insurance Finance (Non-Life)   | 17.08.2021<br>18.08.2021 | Uma S., Dr.            |
| 63             | Programme on Motor Underwriting Skills (Non-Life)  | 17.08.2021<br>18.08.2021 | Chaudhuri Rinku        |
| 64             | Workshop on Managerial Excellence for Branch Heads (Life)  | 23.08.2021<br>24.08.2021 | Samal Partha           |
| 65             | Programme on Right to Information Act for Appellate Authorities (Life)                                 | 24.08.2021<br>25.08.2021 | Jindal Anupam          |
| 66             | Women Managers (Non-Life)  | 24.08.2021<br>26.08.2021 | Singh Archana, Dr.     |
| 67             | Executive Programme for Secretariat Officials (Life)   | 26.08.2021<br>27.08.2021 | Tiwari Shalini, Dr.    |
| 68             | Train the Trainers (MDC/ZTC Faculty)   | 30.08.2021<br>31.08.2021 | Chaudhari Sushama, Dr. |
| 69             | Workshop on Communication and Presentation Skills (Life)-III   | 02.09.2021<br>03.09.2021 | Sheth Sumesh           |
| 70             | Managerial Effectiveness (Life)-II   | 06.09.2021<br>07.09.2021 | Mahapatra Pradip       |
| 71             | Profitable Management of Health Portfolio (Non-Life)   | 06.09.2021<br>08.09.2021 | Chaudhuri Rinku        |
| 72             | Best Practices in Marketing (Life)-II  | 07.09.2021<br>08.09.2021 | Jindal Anupam          |
| 73             | Workshop on Problem Solving and Decision Making (Life)   | 08.09.2021<br>09.09.2021 | Usha K., Dr.           |
| 74             | Workshop on Managerial Excellence: Programme for Branch Heads (Life)-III                               | 13.09.2021<br>14.09.2021 | Samal Partha           |
| 75             | General Management Programme for BMs and DMs (Non-Life)  | 13.09.2021<br>15.09.2021 | Renjit Gangadharan     |
| 76             | Investment Awareness Programme (Life)  | 14.09.2021<br>15.09.2021 | Sheth Sumesh           |
| 77             | Programme for Women Managers (Life)  | 15.09.2021<br>16.09.2021 | Singh Archana, Dr.     |
| 78             | Programme for Large Corporate Executives on relationship with corporate clients and brokers (Non-Life) | 16.09.2021<br>17.09.2021 | Jayashree Sridhar      |
| 79             | Distribution Channel Management for B&AC Officials (Life)  | 16.09.2021<br>17.09.2021 | Barun Kumar Khan       |



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|----------------|--|--------------------------|------------------------|
| 80             | Proficiency Development Programme for Manager Sales (Life)                               | 20.09.2021<br>21.09.2021 | Samal Partha           |
| 81             | Retiring Executives (Non-Life)   | 20.09.2021<br>22.09.2021 | Patwardhan M.C., Dr.   |
| 82             | Workshop on Conflict Management and Negotiation Skills (Non-Life)                        | 21.09.2021<br>23.09.2021 | Yadav Ruchika          |
| 83             | Integrated CRM (Life)  | 21.09.2021<br>22.09.2021 | Mahapatra Pradip       |
| 84             | Executive Development Programme for Engineering Dept. (Insurance and Soft Skills) (Life) | 23.09.2021<br>24.09.2021 | Usha K., Dr.           |
| 85             | Insurance Fraud Detection and Prevention (Life)  | 27.09.2021<br>28.09.2021 | Jindal Anupam          |
| 86             | Management of Property (Fire) Insurance (Non-Life)                                       | 27.09.2021<br>29.09.2021 | Pattnaik Asim Kumar    |
| 87             | Programme on Customer Experience Management for C Zone Managers (Life)                   | 28.09.2021<br>29.09.2021 | Barun Kumar Khan       |
| 88             | Workshop for Agency Management (Non-Life)  | 04.10.2021<br>06.10.2021 | Tiwari Shalini, Dr.    |
| 89             | Marketing Strategies (Life)  | 04.10.2021<br>06.10.2021 | Samal Partha           |
| 90             | Programme on Integrated CRM (Life)   | 05.10.2021<br>06.10.2021 | Barun Kumar Khan       |
| 91             | Workshop on Motor Third Party Claims (Non-Life)  | 05.10.2021<br>07.10.2021 | Chaudhuri Rinku        |
| 92             | Workshop on Managerial Excellence: Programme for Branch Heads (Life)                     | 06.10.2021<br>07.10.2021 | Jindal Anupam          |
| 93             | Advanced Claims Management (Non-Life)  | 11.10.2021<br>13.10.2021 | Yadav Ruchika          |
| 94             | Programme on Managerial Effectiveness (Life)   | 12.10.2021<br>13.10.2021 | Mahapatra Pradip       |
| 95             | Workshop on Broker's Relationship Management (Non-Life)                                  | 12.10.2021<br>13.10.2021 | Jayashree Sridhar      |
| 96             | Strategy Implementation (P&GS) (LIC)   | 20.10.2021<br>22.10.2021 | Chaudhari Sushama, Dr. |
| 97             | Programme for Women Managers (Life)  | 20.10.2021<br>21.10.2021 | Usha K., Dr.           |
| 98             | Retiring Executives (Non-Life)   | 20.10.2021<br>22.10.2021 | Renjit Gangadharan     |
| 99             | Management of Miscellaneous Insurance Business (Non-Life)                                | 20.10.2021<br>22.10.2021 | Chaudhuri Rinku        |

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|----------------|--|---------------------------|----------------------|
| 100            | Finance for Non-Finance Officials (Life)                     | 21.10.2021<br>22.10.2021  | Sheth Sumesh         |
| 101            | Executive Programme for Secretariat Officials (Life)         | 25.10.2021<br>26.10.2021  | Barun Kumar Khan     |
| 102            | Programme on Digital Marketing (Life)                        | 25.10.2021<br>27.10.2021  | Mahapatra Pradip     |
| 103            | Management of Engineering Insurance (Non-Life)               | 26.10.2021-<br>28.10.2021 | Pattnaik Asim Kumar  |
| 104            | Market Intelligence (Life)                                   | 26.10.2021<br>27.10.2021  | Sheth Sumesh         |
| 105            | Managing Direct Sales (Life)                                 | 27.10.2021<br>28.10.2021  | Barun Kumar Khan     |
| 106            | Programme for Legal Managers (Life)                          | 28.10.2021<br>29.10.2021  | Jindal Anupam        |
| 107            | Programme on Problem Solving and Decision Making (Life)      | 08.11.2021<br>9.11.2021   | Sheth Sumesh         |
| 108            | Reinsurance Management (Non-Life)                            | 10.11.2021<br>12.11.2021  | Pattnaik Asim Kumar  |
| 109            | Programme on Communication and Presentation Skills (Life)    | 11.11.2021<br>12.11.2021  | Barun Kumar Khan     |
| 110            | Management of Motor Underwriting & Claims (OD) (Non-Life)    | 15.11.2021<br>17.11.2021  | Chaudhuri Rinku      |
| 111            | Market Intelligence (Life)                                   | 15.11.2021<br>17.11.2021  | Mahapatra Pradip     |
| 112            | Programme for Women Managers (Life)                          | 16.11.2021<br>17.11.2021  | Usha K., Dr.         |
| 113            | Integrated CRM (Life)  | 17.11.2021<br>18.11.2021  | Sheth Sumesh         |
| 114            | Workshop on Management of Marine Insurance (Hull) (Non-Life) | 17.11.2021<br>18.11.2021  | Renjit Gangadharan   |
| 115            | Management of Liability Insurance (Non-Life)                 | 22.11.2021<br>24.11.2021  | Patwardhan M.C., Dr. |
| 116            | Best Practices in Marketing (Life)                           | 22.11.2021<br>24.11.2021  | Barun Kumar Khan     |
| 117            | Finance for Nonfinance Officials (Life)                      | 23.11.2021<br>24.11.2021  | Sheth Sumesh         |
| 118            | Understanding Solvency Drivers (Non-Life)                    | 25.11.2021<br>26.11.2021  | Uma S., Dr.          |
| 119            | Financial Awareness Programmes (Life)                        | 25.11.2021<br>26.11.2021  | Samal Partha         |

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|----------------|---|--------------------------|----------------------|
| 120            | Programme on Right to Information Act for Appellate Authorities (Life)                        | 25.11.2021<br>26.11.2021 | Jindal Anupam        |
| 121            | Managerial Effectiveness (Life)   | 29.11.2021<br>01.12.2021 | Usha K., Dr.         |
| 122            | Investment Awareness Programmes (Life)  | 29.11.2021<br>30.11.2021 | Jindal Anupam        |
| 123            | Retiring Executives (Non-Life)  | 29.11.2021<br>01.12.2021 | Uma S., Dr.          |
| 124            | Management of Marine Cargo (Non-Life)   | 01.12.2021<br>03.12.2021 | Jayashree Sridhar    |
| 125            | Retail Insurance- Focus on Strategies and Execution (Non-Life)                                | 06.12.2021<br>08.12.2021 | Tiwari Shalini, Dr.  |
| 126            | Young Executives Programme (YEP) (Life)   | 06.12.2021<br>17.12.2021 | Mahapatra Pradip     |
| 127            | Comprehensive Technical Programme in General Insurance (Non-Life)                             | 06.12.2021<br>17.12.2021 | Yadav Ruchika        |
| 128            | Women Managers (Non-Life)   | 13.12.2021<br>15.12.2021 | Singh Archana, Dr.   |
| 129            | Comprehensive Technical Programme in Life Insurance (For LIC)                                 | 13-12-2021<br>17.12.2021 | Usha K., Dr.         |
| 130            | Financial Awareness Programme (Life)  | 14-12-2021<br>15.12.2021 | Sheth Sumesh         |
| 131            | Programme for Insurance Accounts Executives (Non-Life)  | 14.12.2021<br>16.12.2021 | Patwardhan M.C., Dr. |
| 132            | Programme on Health Insurance (For BMOs)  | 16-12-2021<br>17.12.2021 | Sheth Sumesh         |
| 133            | Profitable Management of Health Portfolio (Non-Life)  | 20.12.2021<br>22.12.2021 | Chaudhuri Rinku      |
| 134            | Programme on Micro and Social Insurance Sector (For BMOs)                                     | 20-12-2021<br>21.12.2021 | Singh Archana, Dr.   |
| 135            | Executive Development Program for Engineering Department Officials (Insurance to Soft Skills) | 20.12.2021<br>22.12.2021 | Mahapatra Pradip     |
| 136            | Programme On Right to Information Act - For Appellate Authorities (LIC)                       | 21-12-2021<br>22.12.2021 | Jindal Anupam        |
| 137            | Programme on Fire Underwriting Skills (Non-Life)  | 23.12.2021<br>24.12.2021 | Pattnaik Asim Kumar  |
| 138            | Programme for Retiring Executives   | 27.12.2021<br>29.12.2021 | Renjit Gangadharan   |
| 139            | Workshop on Leadership Skills for P&GS Officials (LIC)  | 03.01.2022<br>05.01.2022 | Barun Kumar Khan     |

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|----------------|--|--------------------------|------------------------|
| 140            | Workshop on Motor Third Party Claims (Non-Life)- IV          | 04.01.2022<br>06.01.2022 | Chaudhuri Rinku        |
| 141            | Insurance Fraud Detection and Prevention (Life)              | 05-01-2022<br>06.01.2022 | Sheth Sumesh           |
| 142            | Workshop for Agency Management (Non-Life)-III                | 05.01.2022<br>07.01.2022 | Tiwari Shalini, Dr.    |
| 143            | Programme on Property (Fire) Insurance (Non-Life)            | 10.01.2022<br>12.01.2022 | Pattnaik Asim Kumar    |
| 144            | Workshop on Communication and Presentation Skills (Life)- V  | 10.01.2022<br>11.01.2022 | Samal Partha           |
| 145            | Finance for Non-Finance Officials (Life) - V                 | 11.01.2022<br>12.01.2022 | Mahapatra Pradip       |
| 146            | Retiring Executives (Non-Life)                               | 19.01.2022<br>21.01.2022 | Chaudhari Sushama, Dr. |
| 147            | Programme on GMC Underwriting Skills (Non-Life)- II          | 24.01.2022<br>25.01.2022 | Jayashree Sridhar      |
| 148            | Management of Engineering Insurance (Non-Life)               | 02.02.2022<br>04.02.2022 | Renjit Gangadharan     |
| 149            | Programme on Right to Information Act - RTI (CPIOs)          | 03.02.2022<br>04.02.2022 | Usha K., Dr.           |
| 150            | Advanced Claims Management (Non-Life)                        | 07.02.2022<br>09.02.2022 | Renjit Gangadharan     |
| 151            | Programme for Corporate Communication Dept. Officials (Life) | 10.02.2022<br>11.02.2022 | Mahapatra Pradip       |
| 152            | Programme on Motor Underwriting Skills (Non-Life)            | 10.02.2022<br>11.02.2022 | Chaudhuri Rinku        |
| 153            | Workshop on Communication and Presentation Skills (Life)     | 14.02.2022<br>15.02.2022 | Usha K., Dr.           |
| 154            | Retiring Executives (Non-Life)                               | 14.02.0222<br>16.02.2022 | Uma S., Dr.            |
| 155            | Management of Miscellaneous Insurance Business (Non-Life)-I  | 16.02.2022<br>18.02.2022 | Renjit Gangadharan     |
| 156            | Programme on Right to Information Act - RTI (CPIOs)          | 17.02.2022<br>18.02.2022 | Usha K., Dr.           |
| 157            | Finance for Non-Finance officials (Life)                     | 21.02.2022<br>22.02.2022 | Barun Kumar Khan       |
| 158            | Programme for Legal Manager (Life)                           | 21.02.2022<br>22.02.2022 | Sheth Sumesh           |
| 159            | Programme for Young Officers (Non-Life)                      | 21.02.2022<br>23.02.2022 | Chaudhari Sushama, Dr. |

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|----------------|---|--------------------------|---------------------|
| 160            | Digital Transformation in Insurance Industry (Non-Life)       | 03.03.2022<br>04.03.2022 | Tiwari Shalini, Dr. |
| 161            | Programme on Insurance Fraud Detection for Audit Dept. (Life) | 07.03.2022<br>08.03.2022 | Sheth Sumesh        |
| 162            | Programme for Insurance Accounts Executives (Non-Life)        | 07.03.2022<br>09.03.2022 | Uma S., Dr.         |
| 163            | Workshop on Cyber Insurance (Non-Life)                        | 10.03.2022<br>11.03.2022 | Yadav Ruchika       |
| 164            | Profitable Management of Health Portfolio (Non-Life)          | 14.03.2022<br>16.03.2022 | Chaudhuri Rinku     |











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