

ANNUAL REPORT 2020-21



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 31.05.2021

	Shri M.R. Kumar Chairman – NIA Governing Board Chairman LIC of India		Ms. Tajinder Mukherjee Chairman-cum-Managing Director National Insurance Co. Ltd.
	Shri Girish Radhakrishnan Chairman-cum-Managing Director United India Insurance Co. Ltd.		Shri Atul Sahai Chairman-cum-Managing Director The New India Assurance Co. Ltd.
	Shri Vipin Anand Managing Director LIC of India		Shri Mukesh Kumar Gupta Managing Director LIC of India
	Shri Raj Kumar Managing Director LIC of India		Shri Devesh Srivastava Chairman-cum-Managing Director General Insurance Corporation of India
	Shri Siddhartha Mohanty Managing Director Life Insurance Corporation of India		Shri. Anjan Dey Chairman-cum-Managing Director The Oriental Insurance Co. Ltd.
	Ms. Vandita Kaul Joint Secretary Government of India, Ministry of Finance, DFS		Shri M. K. Poddar Chairman-cum-Managing Director Agriculture Insurance Co. of India Ltd.
	Shri G. N. Bajpai Intuit Consulting Pvt. Ltd.		Prof. Anil B. Suraj Law and Public Administration Indian Institute of Management Bangalore
	Shri Sanjay Vijay Founder & Principal Consultant Optimal Corporate Solutions		Shri G. Srinivasan Director National Insurance Academy

The following members ceased to be on the Governing Board of NIA during the period from 31.05.2020 to 31.05.2021:

1. Shri A V Girija Kumar, CMD, The Oriental Insurance Co Ltd.
2. Shri T C Suseel Kumar, MD, LIC of India
3. Smt. S.N. Rajeswari, CMD, The Oriental Insurance Co. Ltd

The following officials joined the Governing Board of NIA during the period from 31.05.2020 to 31.05.2021:

1. Smt S N Rajeswari, CMD, The Oriental Insurance Co. Ltd
2. Shri S Mohanty, MD, LIC of India
3. Shri Anjan Dey, CMD, The Oriental Insurance Co. Ltd



From the Chairman

It is with great pleasure that I present the Annual Report of our Academy for the year 2020-21.

The year was severely impacted by Covid-19 pandemic with adverse consequences on the economic growth of the country. The insurance sector had performed reasonably well despite challenges to show positive growth during the year. The pandemic has given a great impetus to awareness of the need for insurance. This would help the insurance sector show higher growth in the coming years. The year also witnessed huge reforms in the insurance sector and regulatory changes to ensure better customer service.

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 2020-21, while embracing the new normal, the Academy seamlessly conducted remote learning by using high-quality education technology and digital capabilities. The Academy conducted 272 Management Development Programmes (MDPs) where 8161 executives from public and private sector organizations including 106 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 2019-21, all the students were placed with a competitive package with prominent insurance companies in India. This placement process also witnessed a distinct feature of pre-placement offers for some of the students as also the shift of placement process to virtual platforms.

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.

M. R. Kumar



From the Director

The Indian insurance sector is growing significantly in a challenging and ever-changing market despite covid-19 pandemic that has affected the economy and social life.

Indian insurance sector is presently in the cusp of a transformation. Demographic factors such as growing middle class, young insurable population and growing awareness of the need for protection and retirement planning will support the growth of Indian insurance industry. The digital innovations will further accentuate the potential growth of Indian insurance sector. Emerging risks arising out of global climate change, cyber-risks and pandemic risks and

Regulatory Sandbox for product innovation and services, etc. with the help of disruptive new technologies will be the catalyst for insurers to respond to the rapidly changing needs of the customers.

In order to build high-performing and motivated virtual workforce, it is imperative for insurance industry to reskill the human capital which will help achieve the organizational goals in this challenging situation by seamlessly adapting to the new normal. National Insurance Academy as the premier institution engaged in insurance education, training and research has been playing a key role in bridging this skill gap. We at NIA, continue to foster the existing talent and provide high quality new talent to insurance industry, thereby contributing to our nation's cause while fulfilling our own mission.

During 2020-21, more than 8100 insurance industry professionals were trained through the Management Development Programmes using remote learning with high-quality education technology and digital capabilities. The participants were not only from Indian insurance industry but also from other parts of the world.

During the year NIA witnessed MoU with RIMS, USA, Launch of Professional Certification Course on Risk Management in collaboration with RIMS and MoU India Insuretech Association (IIA), Institute of Risk Management (IRM), National Academy of Defense Financial Management and The Institute of Cost Accountants.

Our flagship programme, the two year Post Graduate Diploma in Management achieved yet another milestone of 100% placement in Insurance, technology and other allied sectors. The increasing demand for students from NIA is a clear indicator of value created by us. In NIA's continuing efforts to create scholars we feel proud to mention that our students have won international competitions consecutively conducted by reputed institutions such as RIMS, USA.

The Academy conducted during the year successful events like NIA-Swiss Re Seminar on "Navigating Uncertainty: Insight-Driven Innovation", C.D. Deshmukh seminar on "Life Insurance Industry in the New Normal", HR Summit on "Re-imagining Workplaces: Re-writing HR Playbook for Insurance Industry", Insurance Summit on "Changing Dimension of Insurance Risks – Strategies to Combat Emerging Challenges", and "Manthan" - a Management Festival of PGDM students.

NIA will continue its efforts of innovative teaching, research in insurance, pension and allied areas and work closely with the insurance sector in India and abroad.

G. Srinivasan

Management Development Programmes

During the year 2020-21 due to the outbreak of 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 272 Management Development Programmes (MDPs) where 8161 executives from public and private sector organizations including 106 overseas executives were trained during the year 2020-21. These training programmes covered the following functional areas:

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

The average participation was 30 participants per programme during the year. The summary of these programmes is furnished in Table-1 below. The details of the same are furnished in Annexure-1.

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

Category	No. of Participants	No. of Programmes	No. of Programme Weeks
Life (L)	3673	164	82.50
Non-Life (N)	4358	104	55.00
Combined (C)	130	4	3.50
Total	8161	272	141.0

In addition to the annual calendar programmes, the Academy conducted On-request Programmes as per Table-2 and Webinars as per Table-3

Table 2: On-request Programmes conducted at NIA

Sr. No	Cat	Title of the Programme	From	To	Duration in week
1	L	Digital Marketing Strategy for Direct Marketing Managers (Life)	11.05.2020	12.05.2020	0.5
2	L	Digital Marketing Strategy for Direct Marketing Managers (Life)	21.05.2020	22.05.2020	0.5
3	L	Digital Marketing Strategy for Direct Marketing Managers (Life)	05.06.2020	06.06.2020	0.5

4	L	Digital Marketing Strategy for Direct Marketing Managers (Life)	08.06.2020	09.06.2020	0.5
5	N	Fire Loss of Profit Insurance (Non-Life)	13.06.2020	13.06.2020	0.5
6	L	Programme for Skill Development of CLIAS (LIC)	19.06.2020	19.06.2020	0.5
7	N	Programme on Ways to Improve market share and Profitability in Engineering Insurance for Universal Sampo General Insurance co.	19.06.2020	19.06.2020	0.5
8	C	NIA-RIMS Risk Management Certification course (Combined)	24.06.2020	27.06.2020	1
9	C	Workshop on Analysis of Financial Statements of Insurance Co. for IRDAI Officials	09.07.2020	10.07.2020	0.5
10	N	Webinar on IIB Rating – Importance and Selection of Correct Occupancy for TATA-AIG General Insurance co.	16.07.2020	16.07.2020	0.5
11	N	Basics of Fire Insurance (Universal Sampo)	17.07.2020	17.07.2020	0.5
12	N	Programme on D & O Insurance and Cyber Risk Insurance	18.07.2020	18.07.2020	0.5
13	N	Basics of Reinsurance (Swiss Re)	20.07.2020	23.07.2020	0.5
14	L	Online training for LIC's MDRT Agents on Online/Digital Marketing	21.07.2020	21.07.2020	0.5
15	N	Basics of Insurance (AXA-ABS)	04.08.2020	07.08.2020	0.5
16	N	Actuarial Applications in General Insurance Business (Non-Life)	06.08.2020	08.08.2020	0.5
17	N	Advanced Programme on Fire Insurance (Non-Life)	08.08.2020	08.08.2020	0.5
18	L	Orientation Training Programme for Independent Directors (Life)	12.08.2020	14.08.2020	0.5
19	N	Orientation Training Programme for Independent Directors (Non-Life)	19.08.2020	21.08.2020	0.5
20	N	Insurance Selling Skills in New Normal (Non-Life)- 2 days	28.08.2020	05.09.2020	0.5
21	C	Orientation Training Programme for Independent Directors of Life and General/Standalone Health Insurance Companies	02.09.2020	05.09.2020	1
22	N	Compliance for Brokers (Non-Life)	05.09.2020	05.09.2020	0.5
23	N	Webinar on Compliance for Global Insurance Brokers	03.10.2020	03.10.2020	0.5

24	N	Comprehensive technical Programme in General Insurance for NICE, ERITREA	05.10.2020	17.10.2020	2
25	N	Programme on Artificial Intelligence in General Insurance Business	08.10.2020	10.10.2020	0.5
26	N	Training Programme for Qualifying Exam for Promotion of Officers (GIC) Scale I	08.10.2020	10.10.2020	0.5
27	N	Training Programme for Qualifying Exam for Promotion of Officers (GIC) Scale II to IV	08.10.2020	10.10.2020	0.5
28	N	Advance Programme on Project Insurance (Non-Life)	09.10.2020	10.10.2020	0.5
29	N	Basics of Reinsurance (Non-Life)	16.10.2020	17.10.2020	0.5
30	N	Felicitation cum Training Programme for Best Performing Micro In-charges of United India	16.10.2020	17.10.2020	0.5
31	N	Moving to a Digital Insurance World (Non-Life)	20.10.2020	21.10.2020	0.5
32	L	Programme For Insurance Marketing Firms (IMFs)	22.10.2020	22.10.2020	0.5
33	N	Opportunities in Liability Insurance (Non-Life)	27.10.2020	28.10.2020	0.5
34	N	United's Leadership Enhancement Intervention (ULEI) - Follow up programme- I	06.11.2020	07.11.2020	0.5
35	N	United's Leadership Enhancement Intervention (ULEI) - Follow up programme- II	20.11.2020	21.11.2020	0.5
36	N	United's Leadership Enhancement Intervention (ULEI) - Follow up programme- III	27.11.2020	28.11.2020	0.5
37	N	Advanced Programme on Fire Insurance	05.12.2020	05.12.2020	0.5
38	N	Programme for Large Corporate Executives on relationship with Corporate clients and brokers	10.12.2020	11.12.2020	0.5
39	N	United' Leadership Enhancement Intervention (ULEI) - Follow up programme- IV	11.12.2020	12.12.2020	0.5
40	N	Effective Management of Third-Party Claims	14.12.2020	16.12.2020	0.5
41	N	Compliance for Brokers (Non-Life)	19.12.2020	19.12.2020	0.5

42	N	Webinar on Compliance for Brokers for Aditya Birla Insurance Brokers	07.01.2021	08.01.2021	0.5
43	N	Programme on Reinsurance Regulations (GIC)	29.01.2021	29.01.2021	0.5
44	N	Workshop on New Standard Fire Products Introduced by IRDAI	23.01.2021	23.01.2021	0.5
45	N	Training programme on Reinsurance for the executives of AXA France Vie ((26th is holiday)	25.01.2021	29.01.2021	0.5
46	N	Basics of Reinsurance (Non-Life)	27.01.2021	28.01.2020	0.5
47	C	NIA-RIMS Risk Management Certification course	27.01.2021	30.01.2021	1
48	N	Advanced Programme on Intricacies of PB and BI Claims of Fire Insurance	06.02.2021	06.02.2021	0.5
49	N	Insurance Selling Skills in New Normal (Non-Life)- II	30.01.2021 03.02.2021	06.02.2021	0.5
50	N	Basics of Reinsurance (GIC)	12.03.2021	12.03.2021	0.5
51	N	Workshop on New Standard Fire Products Introduced by IRDAI (Non-Life)	13.03.2021	13.03.2021	0.5
52	N	Orientation Programme for Non-Executive Directors of General & Stand Alone Health Insurance Companies	15.03.2021	17.03.2021	0.5
53	N	Training programme for Frontline Sales Managers of Royal Sundaram Alliance General Insurance co.	15.03.2021	17.03.2021	0.5

Table 3: Webinars conducted by NIA

1	Health Insurance in Pandemic Covid-19 Scenario: Challenges and Opportunities in India	12.05.2020
2	Rising Cyber Risk Exposures due to COVID-19 and Insurance Solutions	16.05.2020
3	Impact of COVID-19 on Marine Cargo Insurance	23.05.2020
4	Customer Service in COVID Era - A New Paradigm	30.05.2020
5	Webinar on Marine Cargo and Unknown Accumulation	08.10.2020
6	Industry Webinar on Enterprise Risk Management – ERM in the New World-Implications for the Insurers. Are You Ready?	13.10.2020
7	Webinar on Business interruption overview including CBI deep dive (Munich Re)	29.10.2020
8	Webinar on Deepening the Insurance Penetration-Reimagining the Value Chain	03.11.2020
9	Delay in Start-up/Advance Loss of Profit (by Munich Re)	09.11.2020
10	Webinar on Marin DSU Insurance in collaboration with IUMI	15.12.2020

Meet on Annual Training Calendar 2021-22 of NIA:

1. A virtual meeting of the GMs of all PSU General Insurance companies, GIC & AICL was convened by NIA on 07.01.2021 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.
2. A virtual meeting with Executive Director of LIC of India was convened on 27.01.2021 to discuss the existing training procedures, to understand and identify the gaps between the training currently being delivered vis-à-vis requirements of LIC. The training calendar for the year 2021-22 was discussed and finalised on this day.

Academic Programme - Post Graduate Diploma in Management (PGDM)

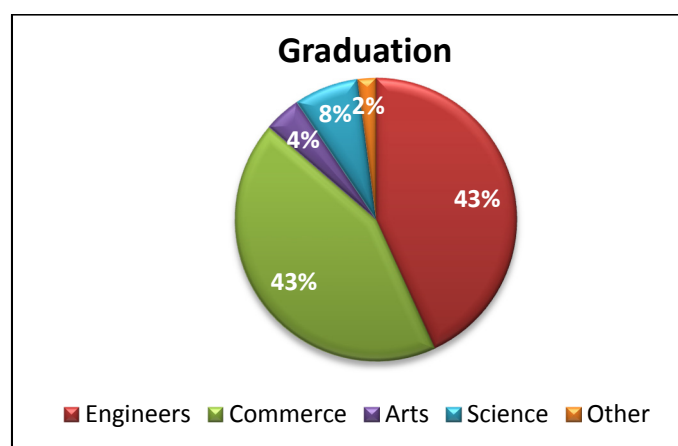
The two year Post Graduate Diploma in Management (AICTE approved) is the flagship programme of the Academy. This programme has also received MBA equivalence from the Association of Indian Universities (AIU). The course, that is meant to develop future insurance leaders, attempts to impart knowledge, 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 2020-22):

The Academy received applications from students with varied academic backgrounds viz. from Arts to Engineering, for its PGDM (Batch 2020-22) Programme. A total of 95 students were admitted for the Programme.

A graphic representation of the academic profile of Batch 2020-22 is given in Figure- 1:

Figure 1: Qualification Profile Batch 2020-22



This year the entire nation and world was adversely affected due to the Corona Pandemic. Hence, the selected students connected with the Academy through five webinars arranged to facilitate them with Management studies and introduce them to the career opportunities in the Insurance Sector, to provide them an overview of the insurance industry and to inform them the effect of the pandemic on the Global Economy. These webinars were conducted between 25th June to 22nd July 2020.

The induction programme for the batch was held from 8th August 2020 to 28th August 2020. The programme was also 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.

This was followed by a series of workshops on Learning through Cinema, Language Enhancement and Accent Neutralization, the Art of Communication, Time Management, shift from Campus to Corporate, and Introduction to the Financial World. 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).

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 polishing their innate abilities and attitudes. It also imparts the values required for leadership.

The curriculum consists of core subjects and elective subjects. The two-year 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 term 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 VIth Trimester and submit a report and a Value Addition Project (VAP) in the VIth Trimester where group of students present the descriptive research work to qualify himself / herself for the award of Diploma.

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

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, 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 have interacted with the students, virtually. 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-4:



Table 4: List of Guest Lectures conducted in the year 2020-21

Date	Speaker	Company	Topic
05-09-2020	Mr. Mahesh Balasubramanian, CEO	Kotak Mahindra General Insurance Company	Trends in General Insurance Industry – Opportunities and Skills Set Required
03-10-2020	Mr. Bikash Choudhary, Appointed Actuary	Future Generali	Life Insurance Products: Designing and Development
13-01-2021	Mr. Sandeep Desai, VP	Liberty General Insurance	Current Insurance Practices, introduction of IIB and hardening of marine market

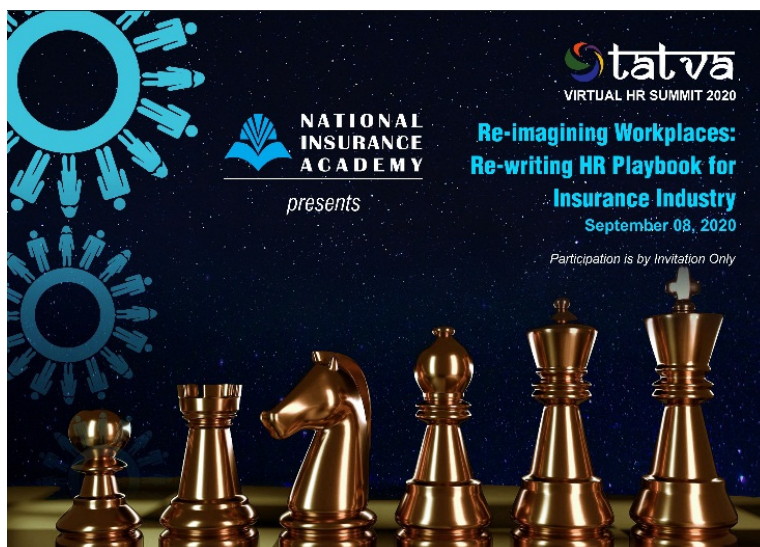
21.01.2021	Tapan Singhel, CEO	Bjaj Allianz General Insurance Co.	How to become a CEO
19.01.2021	Mr. Ajeet Phatak, Head -Agriculture	Munich Re	Overview of Reinsurance Market
09.02.2021	Mr. K R Makhania Sr. VP	K.M. Dastur	Overview of Brokers Role
04.03.2021	Mr. Neelesh Garg, CEO	TATA AIG Gen. Insurance Co.	General Insurance Industry and Leadership Qualities
08.03.2021	Ms. T. L. Alamelu, Member(Non-Life)	IRDAI	In Conversation on occasion of International Women's Day

Seminars

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 2020-21 too, students gained knowledge, skill enhancing exposure and experience 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.



NIA organized its Annual HR Summit 'Tatva' on 8th September 2020. Theme for the Summit was 'Reimagining Workplaces: Rewriting HR Playbook for Insurance Industry'. The Summit was conducted virtually due to COVID- 19 with a view to explore "Can HR Function continue with the standard playbook OR do we need to rewrite?"

20 Speakers and Panelists anchored the discussions and

invoked debate and fruitful discussions on the Summit themes. The full day event was attended by more than 350 participants from the Industry, the Academia and the Student fraternity.

The Summit started with a Welcome address by Mr. G. Srinivasan, Director, National Insurance Academy. The inaugural address was by Ms. Anita Ramachandran, Founder & CEO, Cerebrus Consultants. There were four rounds of discussions which included a CEO Roundtable and three panel discussions.

CEO Roundtable: Reimagining workplaces Post Pandemic: The CEO wish list for HR PLAYBOOK: CEO Roundtable was moderated by Mr. G. Srinivasan, Director National Insurance Academy. Speakers for the roundtable were Mr. Amit Kalra, MD & Head, Swiss Re Global Business Solutions; Ms. Anamika Roy Rashtrawar, MD & CEO, Iffco Tokio General Insurance Company; Mr. Anuj Mathur, MD & CEO, Canara HSBC OBC Life Insurance Company; Mr. Krishnan Ramchandran, MD & CEO, Max Bupa Health Insurance

Panel Discussion I: Building Future Ready Leadership Pipeline:

Mr. Ashwin Pasricha, Founder & Director, Human Network was the Moderator for Panel I. Panelists were Ms. Dola Mukherjee, Head HR, Exide Life Insurance; Mr. Judhajit Das, CHRO, ICICI Prudential Life Insurance Company Ms. Seema Trikannas, EVP & Chief of HR, SBI Life Insurance; Mr. Shailen Merchant, VP & Head HR, Cholamandalam MS General Insurance Company.

Panel Discussion II: 'HR- Business Partnering' Today and Beyond Pandemic:

Dr. Rajesh Save, Co-Founder, Centroid Analytics moderated the Panel Discussion. The Panellists included Mr. Karan Makhania, Head- Business HR & Talent Acquisition, Aegon Life Insurance; Mr. Saptarshi Bhattacharya, Head- HR Shared Services, BAGIC; Mr. Subramanian Suryanarayanan, CHRO, Tata AIG General Insurance; Mr. Tanmay Kumar Panda, Head HR, Universal Somp General Insurance.

Panel Discussion III: Holistic HR: Philosophy and Practices:

Moderator for Panel Discussion was Mr. Sunmeet Chahal, Partner- People Advisory Services, Ernst & Young, the Panellists were Ms. Nirmala Venkateswaran, Sr. VP & Head HR, Howden India Insurance Brokers; Mr. Shharad Dhakkate, Sr. VP & CHRO, SBI General Insurance. Ms. Sonali Chatterjee, EVP & Head- People, Performance & Culture, Anviti Insurance Brokers; Mr. Vibhash Naik, Head- HR L&D, HDFC Life Insurance

Dr. Sushama Chaudhari summarized the Proceedings of the Summit. The Event was coordinated by Dr. Sushama Chaudhari, Associate Professor and Ms. Ruchika Yadav, Research Associate at NIA.

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 16 years. This event is organized every year in Mumbai. However, this year due to the Corona pandemic, the Summit was conducted online on 7th December 2020. The theme this year was: ‘Changing Dimensions of Insurance Risks-Strategies to Combat Emerging Challenges’.

The Summit started with a welcome address by Mr. G. Srinivasan, Director, National Insurance Academy. The special address was by Mrs. T.L. Alamelu, Member (Non-life), IRDAI and the keynote address by Mr M. R. Kumar – Chairman LIC of India & Chairman-NIA Governing Board.

The CEO Round was on the topic- “Changing Risk Dynamics – Strategies and Business Opportunities. The panel comprised Mr. Devesh Srivastava, CMD, General Insurance Corporation of India, Mr. Mahesh Kumar Sharma, CEO, SBI Life Insurance Co. Ltd, Mr. Neelesh Garg, CMD, Tata AIG General Insurance Co.Ltd and Mr. Mayank Bathwal, CEO, Aditya Birla Health Insurance Co. Ltd. and Mr. G. Srinivasan, Director, NIA as a moderator.

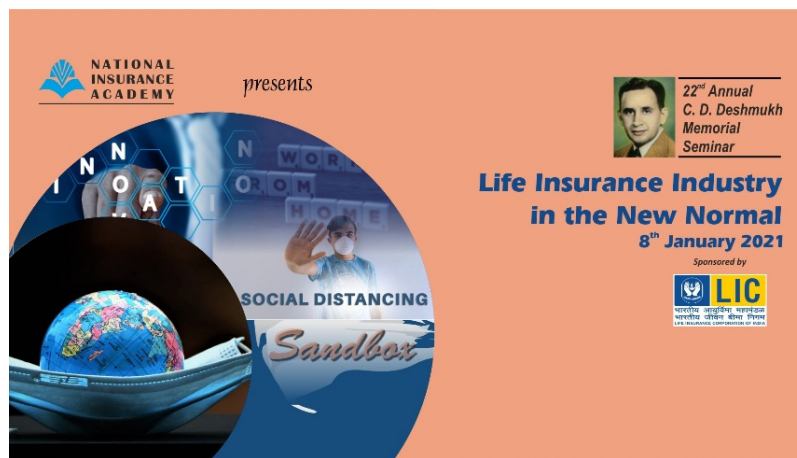
The second Session had five presentations on the topic of “Embracing Emerging Risks – Implications on various Business Areas: Insurance/Reinsurance Business, Property Insurance, Liability Insurance, Health Insurance and Life Insurance”. The presenters were Mr. Hadi Riachi, Market Head India, Swiss Reinsurance Co. Ltd (India Branch), Mr. Sanjay Kedia, Country Head & CEO, Marsh India Insurance Brokers Pvt. Ltd, Mr. P. Umesh, Consultant, Mr. Dinesh Pant, Appointed Actuary, LIC of India and Ms. Anuradha Sriram, Chief Actuary, Aditya Birla Health Insurance Co. Ltd.

All participants, including the PGDM students were greatly benefitted from the deliberations that took place in the virtual event.

Mr P. Venugopal, Chair Professor (Life Insurance), NIA, thanked all the dignitaries for gracing the summit and making it a wonderful learning experience.

The event was coordinated by Dr. S. Doss, Associate Professor and Dr. S. Uma, Associate Professor at NIA.

22nd 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 most-significant contributions in the areas of economics as well as education.

The 22nd Annual C D Deshmukh Memorial Seminar was organised on 8th January 2021 at National Insurance Academy, Pune. The theme of the seminar was “The Life Insurance Industry in the New Normal”. In view of the disruptions and restrictions imposed on account of the COVID-19 pandemic, the Seminar was conducted on the Microsoft Teams platform.

Dr. S. C. Khuntia, Chairman, IRDAI was the Chief Guest and delivered the Keynote address. Shri M.R. Kumar – Chairman, LIC of India and Chairman, NIA Governing Board, delivered the special address. Mr. G Srinivasan, Director NIA delivered the welcome address.

Dignitaries from IRDAI and Life Insurance Council and CEO’s & Actuaries of Life Insurance companies along with CEO’s of web aggregators & insuretech companies were the eminent speakers of the Seminar. Officials from LIC & private Life Insurance companies along with Life Insurance Industry experts & students of PGDM of the Academy NIA as well as students from

many colleges participated in the seminar. They were greatly benefitted from the deliberations that took place in the virtual event

There were three panel discussions on subjects related to the theme:

1. Enhancing Life Insurance Penetration - Strategies in The New Normal
2. Leveraging Technology for Customer Engagement
3. Product Innovation – Leveraging the Sandbox Regulations

Shri Vipin Anand, MD, LIC, moderated the panel discussions on “Enhancing Life Insurance Penetration - Strategies in The New Normal”. The panellists were Shri N. S. Kannan, MD & CEO, ICICI Prudential Life Insurance Co. Ltd., Shri Girish Kulkarni, MD & CEO, SUD Life Insurance Co. Ltd., Ms. R. M. Vishakha, MD & CEO, IndiaFirst Life Insurance Co. Ltd. and Shri Anuj Mathur, MD & CEO, Canara HSBC Oriental Bank of Commerce Life Insurance Co. Ltd.

Shri Ganesh, Member (Life) IRDAI moderated the discussions on “Leveraging Technology for Customer Engagement”. Shri Anand Pejavar, Head Operations, IT & International Business, SBI Life Insurance Co Ltd., Shri Yashish Dahiya, CEO, Policy Bazaar, Shri M. Muraleedharan, VP, Head of Technology and Innovation Centre, SE2 and Shri J. Bhaskar, Chief Architect (Insurance), Insurance Technology were the panel members.

Shri Pravin Kutumbe, Member (F&I), IRDAI moderated the discussions on “Product Innovation – Leveraging the Sandbox Regulations”. Shri Aneesh Khanna, Head of Products, HDFC Life Insurance Co. Ltd., Shri Avdhesh Gupta, Appointed Actuary, Bajaj Allianz Life Insurance Co. Ltd., Shri Abhay Tewari, Appointed Actuary, SUD Life Insurance Co. Ltd. and Shri S.N. Bhattacharya, Secretary General, Life Insurance Council comprised the panel.

Shri P. Venugopal, Chair Professor summed up the deliberations.

Essay Writing Competition

The Academy conducted an Essay Writing Competition conforming to the theme of the seminar “Life Insurance Industry in the New Normal”. The topics were:

1. Digital Solutions in the Life Insurance Industry to increase penetration.
2. Life Insurance Awareness in India after the Pandemic.
3. Reducing Protection Gap through leveraging Distribution Channels.

The Best 03 Essays in each Category were awarded cash prizes. Three consolation prizes were also awarded in each of the categories.

The seminar ended with a vote of thanks by Shri R. Rajnikanth, Faculty (Life) and Seminar Coordinator.

NIA-Swiss Re International Seminar

The Academy, in collaboration with Swiss Re, organized the NIA-Swiss Re International Seminar on “**Navigating Uncertainty: Insight Driven Innovation**” on 26th February 2021. The Seminar was attended by over 400 distinguished delegates viz. insurance practitioners, Sr./Top Executives from other industries, Academicians and Students from India and abroad.

The Seminar discussed the following topics:



1. Data Driven Innovation - Powering Insurance Innovation Through Cognitive Intelligence
2. Future of Insurance – Leveraging Analytical Models & Automation In Insurance & Reinsurance Business

The Seminar was inaugurated by Dr. Subhash C. Khuntia, Chairman, IRDAI. Mr. G. Srinivasan, Director, NIA delivered the welcome address. Mr. Hadi Riachi, CEO, Swiss Reinsurance Company Ltd., India Branch and Ms. S. N. Rajeswari, CMD, The Oriental Insurance Co. Ltd. delivered the special addresses.

Mr. Segar Sampathkumar, Chair Professor (General Insurance), National Insurance Academy, Pune gave the vote of thanks.

The Seminar was co-ordinated by Dr. S. Doss and Mr. K.K. Panda.

Other Seminars

14th India Virtual Rendezvous 2021 of Asia Insurance Review held on 20th to 22nd January 2021. 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.

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 two 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.

Two students Ms. Aditi Jain and Mr. Nikhil Dayal, Batch 2019-21 were selected for participation in the RIMS 2020 Annual Conference and Exhibition scheduled in April 2021 at USA. However, they attended the session through virtual mode.

Events:

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 Keskar, a renowned Academician & President - Association of Marital Counsellors, Pune on 17th March 2021. Dr. Keskar highlighted the provisions of the Act and informed the students about need for “Zero Tolerance” for sexual harassment in the Academy / workplace.

National webinar on ‘Improving One’s Memory Skills

A National webinar on ‘Improving One’s Memory Skills ‘, was jointly organised by Foresight College of Commerce, Pune & National Insurance Academy, Pune for PGDM students on 10.11.2020.

Vigilance Awareness Week

The Academy celebrated the Vigilance Awareness Week, 2020 and administered the “Integrity Pledge” through virtual mode on 29th October 2020. Students also posted their E-certificates on the social media platform to create awareness about the ill effects of corruption and prevention of corruption.

Parakram Diwas

The Academy celebrated the "Parakram Diwas" on 23rd January through virtual mode to give tribute to Netaji Subhas Chandra Bose on his 125th birth anniversary and shared Netaji’s ideas on social media platforms.

News Bulletin

The Students of PGDM batch 2020-22, initiated a News Bulletin on every Thursday from 24th September 2020 on MS Teams platform to stay updated about the topical national and international events/news in the field of Finance and Insurance.

Awareness on Vaccine Registration

The PGDM students took the initiative to create awareness about vaccine registrations through social media accounts and helped the digitally illiterate people to do the vaccine registrations. They also helped the society through providing information about the availability of Beds, Vaccines, and medicines.

Management Festival



The students' fest 'Manthan' was organized on 20th and 21st March 2021 at NIA campus by the PGDM students. Events ranging from Business, Cultural to Sports and Entertainment were conducted. The Management students in Pune and outstation colleges participated in the fest

Final Placements - Batch 2019-21:

Since the inception of the course, the academy has been able to maintain the record of 100% placement. The batch 2019-21 of 92 students was placed in well-known companies in the insurance industry. The placement activity that was smooth, saw participation by 32 recruiters. Some students received pre-placement offers from their summer internship companies. The distinct feature of the batch 2019-21 was the Pre-Placement Offers for nineteen students.

The prominent recruiters are listed in Table-5, Sector-wise Placement in Table-6 and compensation offered in Table-7 below:

Table 5: List of Recruiters Batch 2019-21

GENERAL INSURANCE	
Baja Allianz General Insurance	Tata AIG General Insurance
ICICI Lombard General Insurance	Universal Sompo General Insurance
IFFCO Tokio General Insurance	Go Digit General Insurance
Reliance General Insurance	
LIFE INSURANCE	
Exide Life	ICICI Prudential Life Insurance Company
SBI Life Insurance Company	
STANDALONE HEALTH INSURANCE	
Star Health and Allied Insurance	Aditya Birla Health Insurance
Manipal Cigna Health Insurance	
REINSURANCE	
Swiss Re	
INSURANCE BROKERS	
Aditya Birla Insurance Brokers	Limitless Insurance Brokers
Anand Rathi Brokers	Marsh India Insurance Brokers
Anviti Insurance Brokers	Policybazaar Insurance Brokers
Edelweiss Gallagher Brokers	Prudent Insurance Brokers
First Policy Brokers	Salasar Insurance Broking
Global Insurance Brokers	Unilight Insurance Brokers
Howden Insurance Brokers	
INFORMATION TECHNOLOGY / INSURETECH	
C2L BIZ Solutions	Se2 India
Larsen & Toubro Infotech	Misteco
OTHER	
Reliance Industries Limited	

Table 6: Sector-wise Placement (Batch 2019-21)

Sector	Percentage
General Insurance	38
Life Insurance	8.7
Insurance Brokers	21.7
Reinsurance	4.3
IT	12
Health Insurance	7.6
Other	7.5

Table 7: Compensation Offered in Rs. Lakh Per Annum

Package	Batch 2019-21
Highest	12.10 lakhs
Average	7.66 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 2020. In all 31 companies as named in Table-8 allowed the students to complete their project work under the Summer Internship Programme.

Table 8: Summer Internship Companies (Batch 2020-22)

Sr. No.	Name of the Company
1	Aditya Birla Health Insurance
2	Aditya Birla Health Insurance Brokers
3	Acko Insurance
4	Anviti Insurance Brokers
5	Bajaj Allianz General Insurance Company
6	Bima Pe
7	Care Health Insurance
8	Epoch Brokers
9	Future Genrali India Insurance Company

10	Future Genrali India Life Insurance Co.
11	Finsall
12	Global Insurance Brokers
13	Go Digit General Insurance Co.
14	Iffco-Tokio General Insurance Co.
15	Integrated Insurance Brokers
16	Kotak General Insurance Co.
17	Liberty General Insurance Co.
18	L&T Infotech
19	Magma HDI General Insurance Co.
20	Marsh India Insurance Brokers
21	Munich Re
22	Pioneer Insurance Brokers
23	Prudent Insurance Broker
24	Reliance Industries Ltd
25	SBI Life Insurance Co. Ltd.
26	Star Health Insurance Co.
27	Tata AIG General Insurance Co.
28	Wurth IT
29	Xsentinel
30	Metamorphosis
31	Raheja QBE General Insurance Co.

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 2018-20:

The virtual convocation for Batch 2018-20 was held on November 21, 2020. Professor Anil D Sahasrabudhe, Chairman AICTE, was the Chief Guest. Mr M R Kumar, Chairman LIC & Chairman Governing Board, NIA delivered the special address. Awards and Medals were distributed to 7 meritorious and all-rounder students.

Awards

NIA has been awarded the “CSR Top Institute of India Award” by Competition Success Review (CSR) award of 2020.



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 “Insurance for AtmaNirbhar India” on 13th March 2021. The webinar focused on the innovations in the insurance product offerings and exploring the road ahead for developing the market, in order to better respond to the changing risk landscape in the backdrop of AtmaNirbhar India Mission. The Webinar was inaugurated by Mr. G. Srinivasan, Director, NIA. Mr. Praful Soman, Vice President – Aviation, Willis Towers Watson, Ms. Harini Kannan, Director (P&C) Reinsurance, Swiss Re, Mr. Mohammad Danish Egbal, AVP - Analytics & Business Excellence, Tata AIA Life Insurance, Mr. Anshuman Kumar Panda, Sr. Vice president - Reinsurance & Crisis Management, Anviti Insurance Brokers, Ms. Unnati Bajpai, Senior Underwriter- Financial Lines, Allianz Global Corporate & Specialty SE, India



Webinar by
**NATIONAL
INSURANCE
ACADEMY**

**Insurance for AtmaNirbhar India -
Innovation in Product and
Market Development**
Saturday March 13, 2021

Under the global pandemic, the Honourable Prime Minister of India announced the “AtmaNirbhar Bharat Abhiyan” or the “Self-Reliant India Mission” which speaks of India becoming self-reliant and self-sufficient. The Indian insurance industry has to play a crucial role in fulfilling the mission. In view of this, National Insurance Academy Alumni are organizing a Webinar on the theme “Insurance for AtmaNirbhar India”. The webinar will focus on the innovations in the insurance product offerings and exploring the road ahead for developing the market, in order to better respond to the changing risk landscape in the backdrop of AtmaNirbhar India Mission.

Event Flow

04:00 pm to 04:10 pm	Welcome and Inaugural Address - Mr. G. Srinivasan, Director, NIA
04:10 pm to 05:10 pm	Alumni Panel Discussion: Innovation in Product and Market Development
05:10 pm to 05:15 pm	Vote of Thanks - Dr. M. C. Patwardhan, Associate Professor, NIA

Registration Link: <https://tinyurl.com/yahz7why>

Branch, Mr. Hitesh Chandraker, Dy. Manager, The New India Assurance Co. participated in the panel discussion. The vote of thanks was given by Dr. M.C. Patwardhan, Faculty Member and AlumNIA Co-ordinator.

AlumNIA Interaction

Interaction with Alumni was arranged during the current year through online mode. The following Alumni (Table-9) took the initiative of interacting with current students.

Table 9: Interaction of Alumni

Sr. No.	Name of the Student	Organization
1	Praful Soman	Willis Tower Watson India Insurance Broker
2	Harini Kannan	Swiss Re
3	Shibyanshu Sarma	SBI Life Insurance Co.
4	Zeeshan Ahmad	Afro Asian Insurance Services
5	KVR Sriharsha	K.M. Dastur Insurance Broker
6	Md. Raza Noorani	Edelweiss Insurance Brokers
7	Pranav Warhady	TATA AIA Life Insurance Co.
8	Ms. Amrita Pany	Reliance Health Insurance Co.
9	Mr. Rohit Rai	Accentive India Pvt.Ltd.

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. Roshan Raju, Ph.D. student of subject Organisational Management supervised by Dr Sushama Chaudhari, has been awarded Ph.D. degree by Savitribai Phule Pune University (SPPU).
2. Mr. Narhar Nimkar (subject - Financial Management) is being supervised by Dr S Uma has submitted synopsis of his PhD thesis
3. Second Round of Interviews for Ph.D. admissions (2019-20) in Insurance & Transport areas were conducted on 14th December 2020.
Mr. Kaustubh Vasant Gholap was selected by the Committee appointed by SPPU. Dr S Doss will be supervising the candidate. NIA's PhD Centre has received admission approval letter by SPPU.
Nine students are pursuing their PhD Programme at NIA's PhD Research Centre.
4. Online Workshops on 'Fundamentals of Academic Research (6th & 7th January 2021)' and 'Quantitative Research Methods (4th & 5th 2021)' were organised for the PhD

students and faculty members. The workshops were facilitated by Dr Urvashi Rathod, Director Symbiosis Centre for Research and Innovation, Pune.

5. The PhD Centre has organised Six Monthly Progress Seminars for all the PhD Students as per SPPU Guidelines.
6. Academy Constituted Institutional Academic Integrity Panel (IAIP) as per the norms of Savitribai Phule Pune University for restricting the Plagiarism in PhD research work as per UGC Guidelines.

Centre for Research

NIA's Centre for Research is established to promote development of research ecosystem at the Academy. The Centre also aims at working to build research-based knowledge generation in the form of Books, Monographs, Articles in Journals, Book Chapters, Articles in Periodicals & Dailies (Newspapers), Papers presented at Conferences / Seminars, Case studies / Notes, working papers, etc.

The Centre has initiated and conducted a number of activities to fulfil its aims and achieve the objectives. NIA encourages its Faculty and Research Associates to publish their work in refereed journals and /or present their ideas at national and international seminars as per the details given below:

Research Reports

NIA published following reports as per Table-10 during the year.

Table 10: Research Reports

Sr. No.	Name of the Report
1	"Impact of Pandemic COVID-19 on the Indian Insurance Industry" in the month of April 2020 by National Insurance Academy.
2	In association with Ernst & Young, Dr. Sushama Chaudhari and Ms. Ruchika Yadav authored a study report titled "Work-From-Home (WFH) in the Insurance Industry: Adapting to the New-Normal". The report was released in the month of June 2020.
3	The Project Report titled "Efficacy of the Insurance Marketing Firm (IMF) channel" was authored by Ms. Suparna Bedakihale, Dr. Shalini Tiwari, Mr. P. Venugopal and Mr. G. Srinivasan was released on 8th June 2020.

Papers Published in International Journals

The details of research papers in international journals are given below in Table-11.

**Table 11:
Papers Published in International Journals**

Sr. No.	Title of the Paper	ISSN No.	Month & Year of Publication	Journal Details	Name of the Faculty
1	The Insider Trading Prohibition in India- In Search of a Doctrine	ISSN:1388-7084	2020	International and Comparative Corporate Law Journal 14(2) 38 ABDC(A)	Dr. M. C. Patwardhan

Papers Published in National Journals

The details of research papers in national journals are given below in Table-12.

Table 12: Papers Published in National Journals

Sr. No.	Title of the Paper	ISSN No.	Month and year of Publication	Journal Details	Name of the Faculty
1	“Digital Disruption Through Data Science Embracing Digital Innovation On (Re) Insurance Business”	ISSN-0974-0791	September 2020	Bimaquest Vol.20, No.3 2020	Dr. Doss. S
2	“Work Values Influencing Career Choice in Non-Life Insurance PSUs: A Study of Indian Millennials”,	ISSN-0974-0791.	June 2020	Bimaquest Vol. 20 No. 2, pp. 34-47.	Ms. Yadav R. and Dr. Chaudhari Sushama

Articles in Periodicals & Dailies (Newspapers) / Newsletters

The details of Articles in Periodicals & Dailies (Newspapers) / Newsletters are given below in Table-13.

Table 13: Articles in Periodicals & Dailies (Newspapers) / Newsletters

Sr. No.	Articles in Periodicals & Dailies (Newspapers) / Newsletters	Name
1	“Social Distancing: A New Normal” was published in the March & April 2020 issue of News Snippets.	Mr. Sandeep Pande
2	“Redefining Lock down: Saving Lives to Livelihood” was published in the May 2020 issue of News Snippets.	Mr. Sandeep Pande
3	“Embedded Value: A Financial Parameter to know the Value of a Life Insurance Company” was published in the July 2020 issue of News Snippets.	Mr. Sandeep Pande
4	"Sweet & Simple: New Mantra of Insurance Regulator" was published in the October 2020 issue of News Snippets.	Mr. Sandeep Pande
5	Individual Agents: Still running the Life Insurance Show” was published in the November 2020 issue of News Snippets.	Mr. Sandeep Pande
6	Article on “Life Insurance Industry: A perfect Corona Warrior was published in the December 2020 issue of News Snippets.	Mr. Sandeep Pande
7	Articles on Saral Pension: Live Life, King Size (February 2021, Volume 3, Issue 2)	Mr. Sandeep Pande
8	Articles on Life Insurance Industry: A Building Block for a Resilient India (March 2021, Volume 3, Issue 3)	Mr. Sandeep Pande

List of Papers – International Conferences

The details of Papers Presented at international Conferences / Seminars are given below in Table-14.

Table 14: Papers Presented at International Conferences / Seminars

Sr. No.	Title of the Paper	Date	Place	Organizer	Name of the Faculty
1	To Legislate or Not To Legislate: Judging the Judge-Made Insider Trading Prohibition Theories in the United States	September 24-25, 2020	University of Paris II	37th Annual Conference of the European Association for Law and Economics (EALE)	Dr. M.C. Patwardhan
2	Assessment of Cyber Risk Exposures – An Indian Experience’	August 7, 2020	New York	World Risk and Insurance Congress (WRIEC 2020) organized by American Risk and Insurance Association (ARIA)	Dr. S. Doss

3	“Measuring Returns to Employees as Stakeholders: An Integrated Approach”	Aug 21, 2020	NIA, Pune	NIA’s International Colloquium	Dr. Sushama Chaudhari
4	“Who Are the Stakeholders of a Firm?”	Aug 21, 2020	NIA, Pune	NIA’s International Colloquium	Dr. M.C. Patwardhan And Dr S Uma
5	To Legislate or Not to Legislate: Judging the Judge-Made Insider Trading Prohibition Theories in the United States	June 18-19, 2020	University of Tennessee College of Law, United States	Eleventh National Business Law Scholars Conference	Dr. M.C. Patwardhan
6	Barriers to Advancement of Mid-Career Women in India: Implications for Women Leadership	July 2 -3, 2020	Reading University, Reading, UK	3rd International Conference on Gender Research (ICGR20) Reading University, Reading, UK	Shivani Inamdar, Dr. Sushama Chaudhari, and Dr. Asha Nagendra
7	Farmers’ Suicides in India: Financial Capability Based Case Control Study	April 15-17, 2020	K U Leuven, Belgium	Poster presentation in the 94th Annual Conference 2020 of the Agricultural Economics Society, K U Leuven, Belgium	Dr. Archana Singh

Seminar / Conference / Workshop Attended Outside

The details of Seminars / Conferences / Workshops Attended Outside are given below in Table-15.

Table 15: Seminars / Conferences / Workshops Attended Outside

Sr. No.	Seminars / Conferences / Workshops Attended Outside
1	Dr. S. Doss & Dr. Singh, Archana - Member, PMFBY- Information, Education and Communication Advisory Committee by CEO, PMFBY – May 2020.

Faculty Development Programmes / Workshop Organized In-house

The details of Faculty Development Programmes / Workshop Organized In-house are given below in Table-16.

Table 16: Faculty Development Programmes / Workshop Organized In-house

Sr. No.	Title of the Programme / Workshop	Date
1	Impact of Covid-19 on Life Insurance Industry” (based on Sir’s research project that involved a survey of executives working in the Life Insurance sector.) - Mr. R. Rajnikant	18th March 2021
2	Fire Insurance New Products Introduced by IRDAI - Mrs. Jayashree Sridhar	18th March 2021
3	Changing Dimensions of Health Insurance Portfolio offered by Life Insurers in India Mrs. K. Usha	18th February 2021
4	Significance of Persistency Ratios for Life Insurers and the Factors impacting Persistency - Mr. Sandeep Pande	18th February 2021
5	New Initiatives under Sandbox Regulatory Environment – Mr. P.K. Mahapatra	15th January 2021
6	To Legislate or Not to Legislate: Judging the Judge-Made Insider Trading Prohibition Theories in The United States, Dr. M.C. Patwardhan	15th January 2021
7	A workshop on Research Methodology (Module I) was organized for NIA Faculty members, Research Associates, and Ph. D. students was held virtually using MS Teams platform. The facilitator was Dr. Urvashi Rathod, Director, Symbiosis Centre for Research and Innovation (SCRI), Symbiosis International (Deemed University).	6th and 7th January 2021
8	Profit in Motor Third Party Insurance – Mr. Segar Sampathkumar	11th December 2020
9	Mitigating Life Insurance Frauds Mr. Anupam Jindal	11th December 2020
10	Cyber Risk & Insurance- Recent Developments – Dr. Doss	11th December 2020

Chapters in Books

The details of Chapters in Books are given below in Table-17:

Table 17: Chapters in Books

Sr. No.	Name of the Author	Chapter	Year	Publisher
1	Dr. S. Doss	The Implication of COVID-19 on Health Insurance Business –	2020-21	Bloomsbury India

	Dr. A. Chatteraj, Farzanah Chowdhury Dr. Geeta Bhardwaj	India and Bangladesh Market		
2	Inamdar, Shivani, Chaudhari, Sushama, and Nagendra, Asha	Barriers to Advancement of Mid- Career Women in India: Implications for Women Leadership, published in	2020	Conference Proceedings of 3rd International Conference on Gender Research (ICGR20) hosted by Reading University, Reading, UK. (Ebook: 978- 1- 912764-57- 0 ISBN; Ebook ISSN: 2516- 2810; Book Version ISBN: 978- 1- 912764-56-3, Book Version ISSN: 2516-2802)
	Yadav, Ruchika and Chaudhari, Sushama	Relationship Conflict in Vertical Dyad - A Generational Study	2020	In Unlocking Management Research: A Road Map to Future Business, Shone, Shamil & Punit Saurabh (Eds). Ahmedabad: Boomerang, pp. 189-196. (ISBN 978-81-949561-0- 5).

Online Courses Published

The details of Online Courses Published are given below in Table-18:

Table 18: Online Courses Published

Sr. No.	Name of the Course	Name of the Faculty	Year
1	"Data Mining and AI Algorithms" at https://www.udemy.com/course/data-mining-and-ai-algorithms/learn/lecture/24393266	Dr. Girijesh Pathak	2021
2	Proficiency in Crop Insurance	Dr. S. Doss	2020

Faculty as Resource Persons

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

Table 19: Faculty as Resource Persons

Sr. No.	Faculty invited as a Resource Person
1	Mr. P Venugopal was invited to address the selected members of the Institute of Cost Accountants of India on 13th March 2021 on "Complexities of Life Insurance"
2	Mr. G. Srinivasan invited as a speaker in the panel "Collaborate to Co-Create the Commercial Lines of Insurance" in Insurance Brokers – Innovate, Evolve, Thrive –

	Advancing penetration, Enhancing Policyholders Interest organized by Insurance Brokers Association of India on 29th January 2021.
3	Mr. G. Srinivasan invited as a speaker on Crafting Financial and Operational Safety for Insurers on the theme 'Reinvigorating The Future' at 7th edition of The Economic Times Insurance Summit on 2nd December 2020
4	Dr. Sanjay Mali was nominated as AICTE Nominee on UGC Committee, on November 23, 2020
5	Dr. S. Doss invited as a panelist in the 5th National Review Conference on Pradhan Mantri Fasal Bima Yojana (PMFBY) organized by Department of Agriculture Cooperation & Farmers Welfare, Ministry of Agriculture & Farmers Welfare on 25th and 26th of November 2020.
6	Mr. G. Srinivasan invited as a Keynote Speaker in the webinar on 'Addressing Pain Points in the Healthcare Ecosystem under current scenario' organized by FICCI on 21st November 2020.
7	Dr. Archana Singh invited as a panelist in the 5th National Review Conference on Pradhan Mantri Fasal Bima Yojana (PMFBY) organized by Department of Agriculture Cooperation & Farmers Welfare, Ministry of Agriculture & Farmers Welfare on 25th and 26th of November 2020.
8	Mr. G. Srinivasan invited as a speaker in National E- Summit on Health Insurance Under COVID Attack on "Challenges, Opportunities & Way Forward for Health Insurance Under COVID Attack" organized by ASSOCHAM on 11th September 2020.
9	Mr. G. Srinivasan invited as a Speaker in the Webinar on Impact of COVID on General Insurance Industry organized by Risk Management Association of India on 24th May 2020.
10	Mr. G. Srinivasan invited as a Moderator in the Webinar on Banking and Insurance Committee on the topic Impact of Covid-19 and Strategies for the Insurance Sector by The Institute of Cost Accountants of India on 8th May 2020.

Research & Consultancy

The Academy has provided a consultancy to the Government of Kerala on project on "Crop Insurance". The report has been submitted and the team members are Dr. S. Doss and Dr. Archana Singh.

The Academy is working on a consultancy assignment as "Gender and Inclusion (G&I) Expert with Ernst & Young (EY). EY is the implementing partner with 'Prosperity Fund - Foreign & Commonwealth Office - GOV, UK (FCO UK)' on the project 'Technical Assistance Program for Financial Sector in India' (TAP- FSI). The Academy is represented by Dr. Archana Singh.

The research projects initiated during the year is given as per Table-20:

Table 20: Research Projects initiated

Sr. No.	Project Title	Team Members
1.	Transition to Stakeholders Value Creation	Dr. Sushama Chaudhari Dr. Mangesh Patwardhan, Dr. S Uma

		Ms. Ruchika Yadav Ms. Suparna Bedakihale
2.	“Comprehensive study of Community based Mutual Insurance models in India”	Mr. Shiv Prabhat Dr. S. Uma and Dr. Archana Singh
3.	"Challenges faced by the Life Insurers while Appointing, Activating and Retaining their Individual Agents".	Ms. Suparna Bedakihale

The research projects ongoing during the year is given as per Table-21.

Table 21: Research Projects Ongoing

Sr. No.	Project Title	Team Members
1.	A Study on Assessment of Risk Culture in General Insurance Companies	Dr. S. Doss Mr. G. Srinivasan Dr. Shalini Tiwari Mr. Asim Pattnaik Mr. Rajiv Arora, E&Y
2.	Impact of Micro Offices on Growth of Retail Insurance	Dr. Sushama Chaudhari Dr. Archana Singh Mr. G. Srinivasan
3.	Analytical Study on Persistency Ratio in Life Insurance Industry	Mr. Sandeep Pande Dr. Shalini Tiwari

Research Project completed during the year:

The research studies which have been completed in the year are given in Table-22 below:

Table 22: Research Project Completed

Sr. No.	Project Title	Team Members
1	Study/ Research on Common Service Centers	Mr. G. Srinivasan Mr. Shiv Prabhat Dr. Archana Singh
2	The Project Report titled “Efficacy of the Insurance Marketing Firm (IMF) channel” was released on 8th June 2020. The report has been shared with IRDAI.	Ms. Suparna Bedakihale Dr. Shalini Tiwari Mr. P. Venugopal Mr. G. Srinivasan
3	A study on “Impact of COVID-19 on Life Insurance Industry”	Mr. Rajnikanth Dr. S. Doss
4	A Study on Fraud and Manipulation in Motor Own Damage Insurance	Mr. K.K. Panda Mr. S.N. Nallasivan
5	A Study on Assessment of Cyber Risk Exposures and Its Impact on Organizational Performance in India	Dr. S. Doss, Mr. G. Srinivasan Dr. N. Ravindran, Sentinel Risk Advisory (External Expert) Mr. B. Suresh, Sentinel Risk Advisory (External Expert)

Other activities

1. A virtual meeting of the Research Advisory Committee was held on 22nd Dec 2020 to review the actions taken and progress made by the Centre since its inception in March 2019. The Center In-charge, Dr. Shalini P. T., made an elaborate presentation and briefed the committee about the activities conducted by the Centre in the last 21 months.
2. Information on Research and Publication on NIA website - A database of information on research publications and other research outputs by NIA's Faculty Members and Research Associates was compiled and uploaded on NIA's website.

“IITB-ISRO-AICTE Mapathon 2020”- A National Level Collaborative Indian Mapping Event

A two-member team from NIA, Dr. S. Doss and Dr. Shalini Tiwari along with external experts namely Mr. Samuel John and Mr. Vignesh M. Suresh of Statlogic were declared winners in the “IITB-ISRO-AICTE Mapathon 2020” that was organized between 14th Dec 2020 to 31st Dec 2020. It was a national level collaborative Indian Mapping Event organized by IIT Bombay and Indian Space Research Organization.

Publication

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

The Academy is publishing BimaQuest since 2001. This publication aims to provide a platform, to express, exchange views and ideas among the academic fraternity and industry practitioners in the areas of Insurance, Pension, and Management.

It is published in the months of January, May, and September every year. It is indexed in EBSCO database and Google Scholar.

The second and third issues of Volume XX were published in the months of May and September 2020 and the first issue of Volume XXI was brought out in the month of January of the current year. A total of 1000 print and soft copies of each issue were mailed to the industry practitioners and the academic fraternity.



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. During the year, soft copies of the May 2020 issue 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 2020-21 include Happenings at NIA (Webinar, Research, Seminar related news) Industry Flash Figures,

Regulatory Developments, Topical Articles, and Insurance News.

Academy in Policy Making

- a) Mr. G. Srinivasan, Director is a member of Insurance Advisory Committee of IRDAI.
- b) Mr. G. Srinivasan, Director was the member of various Committees constituted by IRDAI. The list is given below:
 1. Working Group on suitability of offering of Surety Bond by Indian Insurance Industry- Chairman
 2. Committee for studying the feasibility of allowing Life Insurers to offer Indemnity based Health Policies- Chairman
 3. Loss Prevention and Minimization in the General Insurance industry –Member
- b) Mr. G. Srinivasan, Director was also a member of the Committee of International Financial Services Centres Authority (IFSCA), Gift city, Gujarat on the subject: International Retail Business Development in the IFSC.
- c) Mr Segar Sampathkumar, Chair Professor (General Insurance) was a member of IRDAI Committee: Working group to study Cyber Liability Insurance
- d) Ms. Jayashree Sridhar, Faculty Member was a member of IRDAI Committee for studying the feasibility of allowing Life Insurers to offer Indemnity based Health Policies.

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 4 (Four) examinations. 2640 candidates registered for the examinations, 2462 appeared and 1544 passed.

Insurance Brokers Training – The Academy is recognized by the IRDAI to conduct online training for Insurance Brokers since 2018. In the year 2020-21 1658 candidates undertook the training. Out of that 1434 candidates completed the fresh licence training and 224 candidates completed the renewal of licence training.

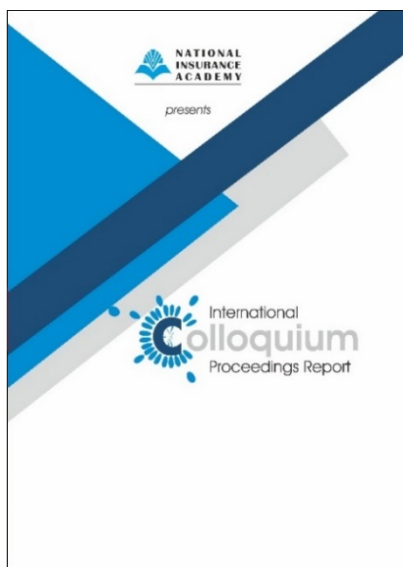
The Academy is a member of the Institute of Global Insurance Education (IGIE). IGIE conducts two web-based courses in General and Life Insurance through the resources at AICPCU. NIA is an authorized Centre for the above examination for General (Property Casualty) and Life Insurance as foundation programme.

NIA’s Other Pursuits of Professional Excellence

Webinars / Conferences / Workshops:

The Academy conducted several seminars and workshops during the year. This was to enrich and empower the participants and students and to enable them to gain a comprehensive knowledge of the business environment and to strategize for managing the challenges of the business.

International Colloquium:



The Academy organized an International Colloquium on 21st August 2020. The theme for discussion was ‘Transition to Stakeholders Value Creation’. The Colloquium was conducted virtually.

The Colloquium was conceived and designed under the guidance of Mr. G.N. Bajpai. In addition to showcasing NIA as a think-tank institution devoted to serving insurance and allied industries, the Colloquium aimed at conceptualizing much needed implementable ideas for fructification of the Intellectual concept of “Stakeholders Capitalism”.

A backgrounder introducing in detail the theme of the Colloquium and two base research papers were developed by the NIA faculty team of Dr. Shalini Tiwari, Dr. Patwardhan, Dr. S. Uma and Dr. Sushama Chaudhari. These were sent to

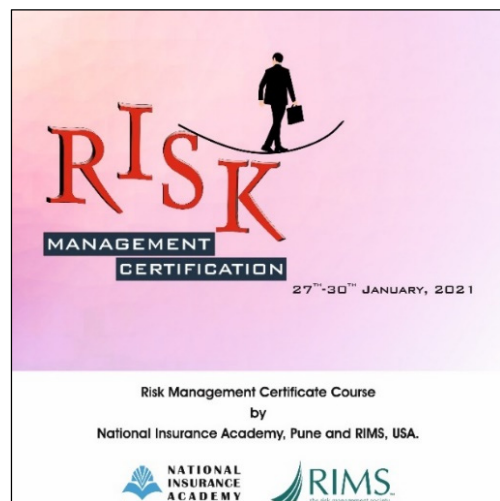
leading academicians, CEOs, Industry leaders and Directors on Boards of many companies, along with the invitation to join and participate in the Colloquium.

The event was attended by more than 100 renowned experts from the academics and the industry, both from India and abroad. Most participants from the industry were the Independent Directors on the board of renowned companies as well as members of top management of various organizations including insurance companies.

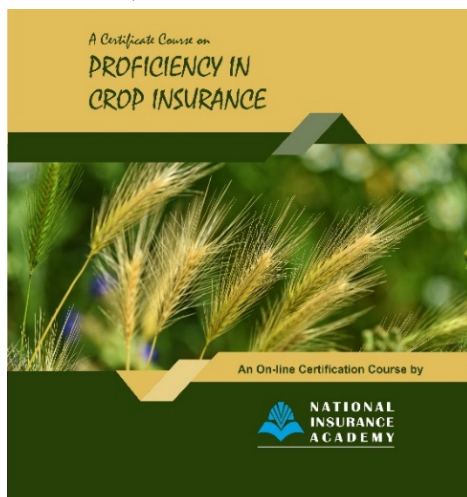
The event was inaugurated by the Chairman, IRDAI, Dr. Subhash C. Khuntia.

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 24th June 2020 to 27th June 2020 and 27th January 2021 to 30th January 2021 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 81 executives attended the course.



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

Online “Certification Course in Proficiency in Crop Insurance (eLearning)”

The rapid growth of the crop insurance market in the recent past has also created a necessity to develop a knowledgeable crop insurance professionals particularly; Insurance Executives, Government Officers handling crop insurance, Intermediaries, Surveyors & Loss Assessors, Weather Service Providers and InsurTech Companies, etc. associated with every aspect of Crop Insurance value

chain. Understanding this need, importance and the demand of the market, the Academy launched this professional certification in Crop insurance course in 2020. The course covers all the important aspects of crops insurance like the main features of PMFBY, Weather Based Crop Insurance (WBCIS), Yield Estimation using CCE, Loss Assessment, Role of Technology in Crop Insurance and Agriculture Reinsurance, etc. The course has 7 chapters covering the above topics, video session, additional reading materials and quiz. On completion of the course, the candidates shall have to appear for an on-line examination. The qualified candidates shall receive a professional certification from NIA.

The course co-ordinator is Dr. S. Doss

NIA & Munich Re Webinars

The Academy Munich Re jointly organized two webinars. The first webinar was on the topic “**BI Overview including CBI deep dive**” organized on 29th October 2020. All the speakers for the webinar were from Munich Re Germany and Singapore. The webinar was attended by 323 attendees.

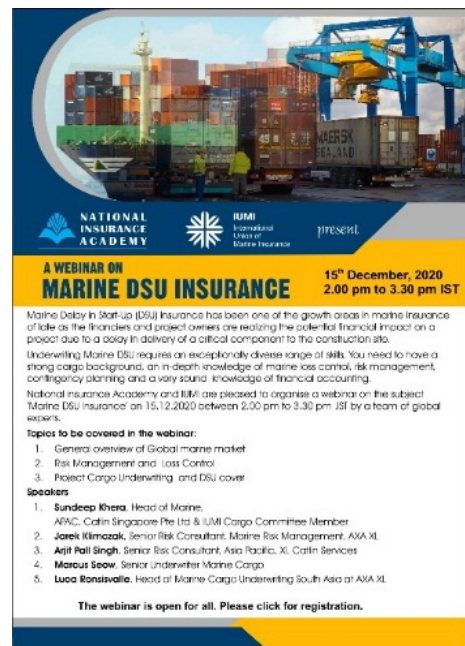
The second Webinar was organized jointly by NIA & Munich Re, on the topic “**Delay in Start-up/Advance Loss of Profit**” on 9th November 2020. The webinar was attended by 360 attendees.

NIA & International Union of Marine Insurance (IUMI), Germany Webinar

A Webinar on “**Marine Cargo and Unknown Accumulation**” was organized by the Academy in collaboration with IUMI on 8th October 2020. The guest speaker was Mr. Sean Dalton, Head of Underwriting Munich Re, who also a member of the Cargo Committee at IUMI. There were 374 attendees.

The second webinar was on the subject ‘**Marine DSU Insurance**’ on 15.12.2020. The guest speakers were Mr. Sundeep Khera, Head of Marine, APAC, Catlin Singapore Pte. Ltd. & IUMI Cargo Committee Member representing Singapore, Mr. Jarek Klimczak, Senior Risk Consultant, Marine Risk Management, AXA XL, Singapore, Mr. Arjit Pall Singh, Regional Marine Risk Consultant at AXA MATRIX Risk Consultants, Singapore, and Mr. Marcus Seow, Senior underwriter Marine Cargo, Singapore.

The Webinar was attended by 424 participants from all over the world.



NATIONAL INSURANCE ACADEMY **IUMI** International Union of Marine Insurance **present**

A WEBINAR ON MARINE DSU INSURANCE **15th December, 2020**
2.00 pm to 3.30 pm IST

Marine Delay In Start-Up (DSU) Insurance has been one of the growth areas in marine insurance of late as the financiers and project owners are realizing the potential financial impact on a project due to a delay in delivery of a critical component to the construction site.

Underwriting Marine DSU requires an exceptionally diverse range of skills. You need to have a strong cargo background, an in-depth knowledge of marine loss control, risk management, contingency planning and a very sound knowledge of financial accounting.

National Insurance Academy and IUMI are pleased to organize a webinar on the subject 'Marine DSU Insurance' on 15.12.2020 between 2.00 pm to 3.30 pm IST by a team of global experts.

Topics to be covered in the webinar:

1. General overview of Global marine market
2. Risk Management and Loss Control
3. Project Cargo Underwriting, and DSU cover

Speakers

1. **Sundeep Khera**, Head of Marine, APAC, Catlin Singapore Pte Ltd & IUMI Cargo Committee Member
2. **Jarek Klimczak**, Senior Risk Consultant, Marine Risk Management, AXA XL
3. **Arjit Pall Singh**, Senior Risk Consultant, Asia Pacific, XI, Catlin Services
4. **Marcus Seow**, Senior Underwriter Marine Cargo
5. **Luca Ronzivallo**, Head of Marine Cargo Underwriting South Asia at AXA XL

The webinar is open for all. Please click for registration.

NIA-RIMS Webinar



The Academy, in collaboration with Risk Management Society (RIMS), USA, organised a webinar on the theme “ERM in the New World – Implications for the Insurers: Are You Ready?” on 13th October 2020.

The Director introduced the theme to the participants. Ms. Lorie Graham, Chief Risk officer, American Agriculture Insurance Company USA, delivered the special address and Mr. K. Ganesh, Member-Life, IRDAI, delivered the Keynote Address.

There was a panel discussion on the above theme. The panellists were Ms. Lorie Graham, CRO, American Agriculture Insurance Company, Mr. G. Srinivasan, Director – National Insurance Academy and Mr. Sunil Sharma, President, Chief Actuary & Chief Risk Officer at Kotak Life Insurance. The Webinar was

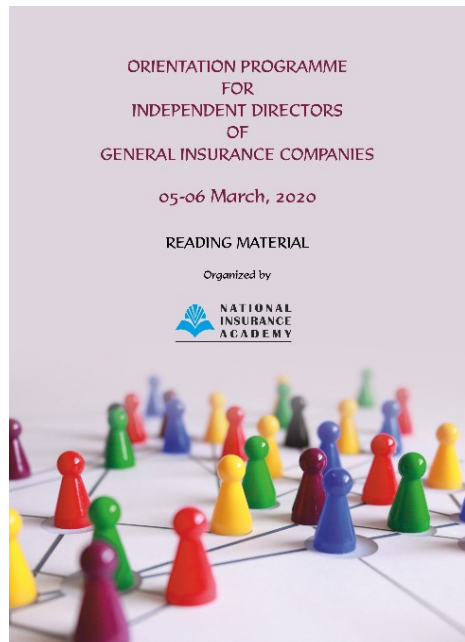
attended by 250 participants.

Orientation Programme for Independent Directors on the Board of Insurance Companies

The Academy was privileged to be chosen by IRDAI to provide Training for all the Independent Directors on the Board of the Life and General Insurance companies in India. The programme covered important concerns relating to Corporate Governance and the technical aspect of Insurance. The experts on Corporate Governance, Insurance and Finance engaged the participant Directors on all the issues and challenges relating to the role of Independent Directors on the Board in Insurance Companies. These programmes were very well received and appreciated by the participants.

During August and September 2020 two Programmes for Independent Directors of General and Health Insurance Companies and one for Life Insurance Companies were conducted. 61 Independent Directors of General Insurance, Health Insurance and Life Insurance Companies participated in these three programmes.

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



Orientation Programme for Non-Executives Directors (NEDs) of Insurance Companies

The Academy was also privileged to be chosen by IRDAI to provide Training to the Non-Executives Directors (NEDs) of Insurance Companies in India.

The focus of the programme was to enable the Non-Executives Directors (NEDs) to perform their responsibilities in a diligent manner especially while balancing the interest of the shareholders with that of the policyholders.

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

Collaboration with Institute of Cost and Management Association (ICMA).

National Insurance Academy has made collaborations with the Institute of Cost and Management Association (ICMA), and the MOU was signed on 6th February 2021.

A Memorandum of Understanding (MOU) between National Insurance Academy and Institute of Cost and Management Associations (ICMA), would entitle both the institutions to jointly organize seminars, conferences, workshops, and certificate programs for corporate and securities market professionals and executives, as well as students in areas of Insurance, Risk Management, Pension, Corporate Governance, Accounting, Finance Management, Leadership, inclusive growth and development etc.

This would enable both institutions jointly to develop appreciation for corporate governance by the companies in insurance and allied areas and build capacity of the members of ICAI for implementation of sustainable value creation in letter and spirit.

It would also enable undertaking joint research projects I surveys, publish monographs I papers I reports I studies I cases etc., on insurance and risk management, corporate governance, corporate finance, financial markets, corporate social responsibility, sustainability and sustainability reporting and other areas as may be identified in mutual consultation with each other.

Collaboration with the India Affiliate of Institute of Risk Management (IRM), UK.

National Insurance Academy had entered an MOU with the India Affiliate of Institute of Risk Management (IRM), U.K. on 12th March 2021. This collaboration would poster latest developments in Training, Research and Education in the area of Insurance and Risk Management, Risk Based Capital and Solvency II.

It would also help to get the exemptions in level-1 professional Certification course on Risk Management to the NIA PGDM students which would directly enable them to write level-2 examination of the course.

The collaboration would foster developing a joint professional certification course or diploma on Enterprise Risk Management (ERM) & Risk Based Capital / Solvency II for the working professionals and students.

Collaboration with National Academy of Defence Financial Management, Pune

National Academy of Defence Financial Management (NADFM), Pune is the designated Central Training Institute (CTI) of the Defence Accounts Department of the Ministry of Defence, Government of India by the Department of Personnel & Training (DoP&T), Government of India. The Academy is responsible for the training and development of Indian Defence Accounts Service (IDAS) Officers, Defence Service Officers and other Civil Service Officers.

National Insurance Academy and National Academy of Defence Financial Management (NADFM) signed a Memorandum of Understanding on 24th February 2021 to develop dedicated customized certificate courses and programs for the benefit of the group of officers mentioned above. The programs shall be conducted in either of the campuses at mutually agreed dates. There would be examinations at the end of each course or program and certificates shall be awarded.

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 120 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, the 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 30.4.2021
1	Books	25550+
2	E-Books	9700+
3	Periodicals	65+
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
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 2013/2016 complete suite, 24/7 internet connectivity, and staff with Intel i5 powered HP computer, Windows 8.1, Office 2013/2016 complete suite 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. 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.

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.

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 2020-21 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	Mrs. L. Lalithambal Iyer, Administrative Officer	VRS	15 th April, 2020
2	Mr. Deepak Ranpise, Recordist	VRS	21 st May, 2020
3	Mr. L. K. Shamsunder, Faculty Member	Repatriation	3 rd June, 2020
4	Mrs. Nirupma Chandra, Faculty Member	Repatriation	4 th June, 2020
5	Mr. V. Balagopal, Faculty Member	Repatriation	9 th June, 2020
6	Mr. Sumit Kumar, Research Associate	Repatriation	3 rd July, 2020
7	Mr. Alok Srivastava, Faculty Member	Repatriation	4 th September, 2020
8	Mr. K. K. Das, Faculty Member	Repatriation	21 st September, 2020
9	Mr. K. K. Panda, Faculty Member on Contract basis	Completion of contract	13 th November, 2020
10	Mr. S. K. Shinde, Administrative Officer	Superannuation	27 th November, 2020
11	Mr. Suresh Saraswat, Faculty Member on Contract basis	Completion of contract	27 th November, 2020
12	Mr. S.N. Nallasivan, Faculty Member on Contract basis	Completion of contract	4 th January, 2021

During the year 2020-21 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. R. P. Gupta, Faculty Member on deputation	10 th June, 2020
2	Mr. Anupam Jindal, Faculty Member on deputation	24 th June, 2020
3	Mrs. K. Usha, Faculty Member on deputation	3 rd July, 2020
4	Mr. P.K. Mahapatra, Faculty Member on deputation	6 th July, 2020
5	Mr. Renjit Gangadharan, Faculty Member on Contract basis	20 th November, 2020
6	Ms. Rinku Chaudhuri, Faculty Member on Contract basis	1 st December, 2020
7	Mr. S. K. Shinde, Administrative Officer on Contract basis	3 rd December, 2020

Other Significant Activities

Independence Day and Republic Day:



The Academy celebrated the 74th Independence Day of the country on 15th August 2020 and the 72nd Republic Day on 26th January 2021 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, virtually. 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. T. L. Alamelu, IRDAI Member (Non-Life) was the Guest of Honour to address the faculty members, Employees and PGDM Students of NIA.



International Yoga Day

The 6th International Day of Yoga (IDY) was celebrated by National Insurance Academy, Pune on 21st June 2020.

Director, Principal, students, Faculties and the NIA staff along with their families, joined at the MS teams platform from their homes to perform the IDY Common Yoga Protocol Drills (CYD) at 7.00 am on 21st June 2020.

Foundation Day

The 41st Foundation Day of National Insurance Academy was celebrated virtually through Microsoft Teams on 16th December 2020. To commemorate this occasion the

Academy organized a slogan competition on the theme of creating an Insurance Awareness for the PGDM students. The students posted their slogans on various social media platforms to reach out to large section of the society to create Insurance awareness. All the students were requested to contact at least 2 persons (other than family members) and create awareness about the need of having Life/Health/Home Insurance coverage.

ACKNOWLEDGEMENTS

NIA wishes to put on record its grateful thanks to the Government of India, particularly Department of Financial Services, Ministry of Finance, Ministry of Human Resource Development, IRDAI, the public sector and private sector insurance companies, AICTE, AIU, NBA, DTE, SPPU, the recruiting companies, Banks, faculty from other academic institutions, visiting faculty of NIA, distinguished speakers, other players in the academic field, NIA Alumni members, members of the media who have always willingly supported the cause of NIA. NIA would like to thank Pune Municipal Corporation, Chaturshringi Police Station for their kind support. NIA would also like to thank the Chairman and Members of the Governing Board and the Members of (NIA) Society for their guidance and the faculty and staff for their co-operation and contribution making NIA what it is today and what it is poised to be in future.

FINANCIAL SUMMARY

S P C M & ASSOCIATES
Chartered Accountants

REPORT OF AN AUDITOR RELATING TO ACCOUNTS AUDITED UNDER SUB-SECTION (2) 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	:	31.03.2021
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. 15.90 Lakhs , outstanding for more than 1 year and Amounts Written Off Rs. 19800/-
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 property 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: 17.06.2021

Place: Pune

For SPCM & Associates
Chartered Accountants
FRN. 112165W

CA. Suhas P. Bora
Partner
M. No 039765
UDIN:

BALANCE SHEET AS ON 31-03-2021
(Amount in Rs.)

Particulars	Current Year 2020-21 ₹	Previous Year 2019-20 ₹
SOURCES OF FUNDS		
Trust Fund or Corpus	2,500,000.00	2,500,000.00
Campus Fund	289,624,125.16	289,624,125.16
CSR Fund	13,057,423.90	10,898,987.42
Endowments	22,047,442.20	20,997,963.41
Sponsored Awards (Net)	3,213.25	3,213.25
Other Funds	633,678,978.05	670,873,757.84
Productivity Linked Corpus	1,114,451.00	1,007,245.24
Sub-Total	962,025,633.56	995,905,292.32
Current Liabilities & Provisions	60,641,887.77	66,842,662.98
TOTAL	1,022,667,521.33	1,062,747,955.30
APPLICATION OF FUNDS		
Campus Fund Assets	234,256,953.19	240,770,226.84
CSR Assets	3,739,546.58	3,477,275.58
Endowment Assets	22,047,442.20	20,997,963.41
Other Fixed Assets Including Insurance Lab	10,495,063.84	8,174,506.91
General Fund Investments	692,436,191.89	697,278,255.08
Insurance Lab Investments	3,958,670.54	3,753,637.82
Current Assets, Loans And Advances	55,733,653.09	88,296,089.66
TOTAL	1,022,667,521.33	1,062,747,955.30

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

CA Suhas P. Bora
Partner
Mem.No. 039765

Member
Governing Board

Chairman
Governing Board

Director

Date: 17.06.2021

Place: Pune

INCOME & EXPENDITURE AS ON 31-03-2021
(Amount in Rs.)

Particulars	Current Year 2020-21 ₹	Previous Year 2019-20 ₹
INCOME		
Training Programme Fees	495,01,472.00	3500,11,232.20
Action Research/Examination Income	113,00,543.00	159,12,675.52
PGDM Income	779,15,850.00	946,51,650.00
Contribution To Endowment Chairs	75,00,000.00	75,00,000.00
Interest	412,69,279.57	397,73,398.65
Other Income	21,09,793.74	30,22,851.14
TOTAL INCOME	1895,96,938.31	5108,71,807.51
EXPENDITURE		
Establishment Expenses On the Objects of the Trust	562,38,240.13	611,36,707.27
MDP Direct Training Expenses	47,05,215.65	857,19,851.13
PGDM Direct Expenses	181,06,073.78	338,28,852.76
Action Research / Examination Expenses	52,02,686.55	38,62,109.15
Other Expenses	1308,32,511.84	1764,58,333.86
Bad Debts	19,800.00	1,78,489.00
Foreign Exchange Fluctuation A/C	4,870.00	17,777.47
Prior Period Adjustments	-	4,70,483.78
Depreciation	126,52,943.03	276,55,421.99
TOTAL EXPENDITURE	2277,62,340.98	3893,28,026.41
Excess of Income Over Expenditure Transferred To General Fund	-381,65,402.67	1215,43,781.10

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

CA Suhas P. Bora
Partner
Mem.No. 039765

Member
Governing Board

Chairman
Governing Board

Director

Date: 17.06.2021

Place: Pune

ANNEXURE

TRAINING PROGRAMMES CONDUCTED DURING 2020-21

Sr. No.	Title of the Programme	Programme Dates	No. of Weeks	Co-ordinator
1	Health Insurance - A New Approach (Non-Life)	18.05.2020 20.05.2020	0.5	Mrs. Jayashree Sridhar
2	Financial Awareness Programme (Life)	20.05.2020 21.05.2020	0.5	CA Suresh Samtani
3	Programme on Micro and Social Sector Insurance (Life)	21.05.2020 22.05.2020	0.5	Mr. L.K. Shamsundar
4	Programme on Fire Insurance (Non-Life)	26.05.2020 28.05.2020	0.5	Mr. Asim Kumar Pattnaik
5	Programme on Insurance Fraud Detection and Prevention (Life)	26.05.2020 27.05.2020	0.5	Mr. K.K.Das
6	Comprehensive Programme on Life Insurance Regulations (Life)	26.05.2020 27.05.2020	0.5	Mr. V. Balagopal
7	Finance for Non-Finance officials (Life)	28.05.2020 29.05.2020	0.5	Dr. S. Uma
8	Programme for Insurance Accounts Executives (Non-Life)	28.05.2020 29.05.2020	0.5	Mr. Sumit Kumar
9	Programme on Digital Marketing (Life)	28.05.2020 29.05.2020	0.5	Mr. R. Rajnikanth
10	Workshop on Motor Third Party Claims (Non-Life)	01.06.2020 03.06.2020	0.5	Dr. Suresh Saraswat
11	Financial Awareness Programme (Life)	02.06.2020 03.06.2020	0.5	CA Suresh Samtani
12	Distribution Channel Management for CLIA Officials (Life)	04.06.2020 05.06.2020	0.5	Mr. R. Rajanikanth
13	Management of Liability Insurance (Non-Life)	08.06.2020 10.06.2020	0.5	Mr. K.K. Panda
14	Programme on Digital Marketing for Chief Managers/Sr.BMs (Life)- II	08.06.2020 09.06.2020	0.5	Mr. R. Rajanikanth
15	Market Intelligence (Life)	09.06.2020 10.06.2020	0.5	Mr. K.K. Das
16	Programme on IND-AS (Accounting Standards) (Life)	10.06.2020 11.06.2020	0.5	CA Suresh Samtani
17	Workshop on Communication and Presentation Skills (Life)	11.06.2020 12.06.2020	0.5	Mr.Sandeep Pande
18	Retiring Executives (Non-Life)	15.06.2020 17.06.2020	0.5	Mr. K.K. Panda
19	Programme on Managerial Effectiveness (Non-Life)	15.06.2020 17.06.2020	0.5	Dr. Sushama Chaudhari
20	Finance for Non-Finance officials (Life)	15.06.2020 16.06.2020	0.5	Dr. S. Uma

21	Distribution Channel Management for BAC Officials (Life)	16.06.2020 17.06.2020	0.5	Mr. Vivek Moharil
22	Programme on Digital Marketing (Life)	17.06.2020 18.06.2020	0.5	Mr. K.K. Das
23	Programme on Distribution Channels Management for BMs / DMs (Non-Life)	17.06.2020 19.06.2020	0.5	Dr. Shalini Tiwari
24	Programme on Digital Marketing (Life)	24.06.2020 25.06.2020	0.5	Mr. K.K. Das
25	Best Practices in Marketing (Life)	18.06.2020 19.06.2020	0.5	Mr. R. Rajanikanth
26	Management of Engineering Insurance (Non-Life)	22.06.2020 24.06.2020	0.5	Mr. Asim Kumar Pattnaik
27	Programme on Consumer Grievance Management (Non-Life)	22.06.2020 24.06.2020	0.5	Mr. S.N. Nallasivan
28	Distribution Channel Management for CLIA Officials (Life)	22.06.2020 23.06.2020	0.5	Mr. R. Rajanikanth
29	Managerial Effectiveness (Life)	23.06.2020 24.06.2020	0.5	Mr. P. Venugopal
30	Distribution Channel Management for BAC Officials (Life)	25.06.2020 26.06.2020	0.5	Mr. Vivek Moharil
31	Comprehensive Programme on Life Insurance Regulations (Life)	29.06.2020 30.06.2020	0.5	Mr. Sandeep Pande
32	Programme On Digital Marketing for Chief Managers/ Sr. BMs (Life)- IV	02.07.2020 04.07.2020	0.5	Mr. R. Rajnikanth
33	Market Intelligence- (Life) II	06.07.2020 08.07.2020	0.5	Mr. R.P. Gupta
34	Fraud Analytics in Health Insurance (Non-Life)	06.07.2020 08.07.2020	0.5	Mr. Asim Kumar Pattnaik
35	Best Practices in Marketing (Life)	07.07.2020 09.07.2020	0.5	Mr. K.K. Das
36	Distribution Channel Management for CLIA Officials (Life)- III	08.07.2020 10.07.2020	0.5	Mr. Vivek Moharil
37	Distribution Channel Management for BAC (Life)-III	09.07.2020 11.07.2020	0.5	Mr. Anupam Jindal
38	Executive Programme for Secretariat Officials(Life)-I	13.07.2020 15.07.2020	0.5	Dr. Sushama Chaudhari
39	Programme for Retiring Executives (Non-Life)- II	13.07.2020 15.07.2020	0.5	Mr. S.N. Nallasivan
40	Workshop for Agency Management (Non-Life)	13.07.2020 15.07.2020	0.5	Dr. Shalini Tiwari
41	Programme on Customer Experience Management for C-Zone Managers-I	13.07.2020 15.07.2020	0.5	Dr. K. Usha
42	Workshop On Communication and Presentation Skills (Life)-II	14.07.2020 16.07.2020	0.5	Mr. Anupam Jindal

43	Competency Development for Chief Managers (Life)-I	15.07.2020 17.07.2020	0.5	Mr. Vivek Moharil
44	Workshop on Managerial Excellence - Programme for Branch Heads-I	20.07.2020 22.07.2020	0.5	Mr. R.P. Gupta
45	Claims Management (Non-Life)	20.07.2020 22.07.2020	0.5	Mr. S.N. Nallasivan
46	Market Intelligence-III	21.07.2020 23.07.2020	0.5	Mr. P. Venugopal
47	Management of Marine Insurance (Cargo) (Non-Life)	21.07.2020 23.07.2020	0.5	Mr. Asim Kumar Pattnaik
48	Managerial Effectiveness (Life)-II	22.07.2020 24.07.2020	0.5	Mr. R.Rajnikanth
49	Programme On Digital Marketing for Chief Managers/ Sr. BMs (Life)- V	23.07.2020 25.07.2020	0.5	Mr. K.K. Das
50	Distribution Channel Management For CLIA- IV	27.07.2020 29.07.2020	0.5	Mr. Anupam Jindal
51	Distribution Channel Management for BAC (Life) - IV	27.07.2020 29.07.2020	0.5	Mr. R.P. Gupta
52	Management of Project Insurance (Non-Life)	27.07.2020 29.07.2020	0.5	Mr. Asim Kumar Pattnaik
53	Digital Transformation in Insurance Industry (Non-Life)	27.07.2020 29.07.2020	0.5	Dr. S. Doss
54	Data Driven Risk Management (Life)	27.07.2020 31.07.2020	1	Dr. Girijesh Pathak
55	Programme on Customer Experience Management for C-Zone Managers-II	28.07.2020 30.07.2020	0.5	Dr. Shalini Tiwari
56	Workshop On Communication And Presentation Skills (Life)-III	28.07.2020 30.07.2020	0.5	Mr. R.Rajnikanth
57	Finance For Non-Finance Officials (Life)-III	29.07.2020 31.07.2020	0.5	Dr. S. Uma
58	Programme on Financial Markets (Life)-I	03.08.2020 05.08.2020	0.5	Dr. S. Uma
59	Programme on Micro and Social Sector Insurance (Life)-II	04.08.2020 06.08.2020	0.5	Dr. Archana Singh
60	Management of Miscellaneous Insurance Business (Non-Life)	04.08.2020 06.08.2020	0.5	Mr. K.K. Panda
61	Programme on Customer Experience Management for C-Zone Managers-III	05.08.2020 07.08.2020	0.5	Dr. K. Usha
62	Programme on Train the Trainers (Life)-I	10.08.2020 12.08.2020	0.5	Dr. Sushama Chaudhari
63	Executive Programme for Secretariat Officials(Life) III	11.08.2020 13.08.2020	0.5	Mr. Anupam Jindal
64	Executive Development Programme for Officials of Engineering Deptt Life)-I	11.08.2020 13.08.2020	0.5	Mr. K.K. Das

65	Comprehensive Programme on Life Insurance Regulations-III	12.08.2020 14.08.2020	0.5	Mr. Vivek Moharil
66	Programme for Retiring Executives – (Non-Life) III	12.08.2020 14.08.2020	0.5	Dr. M.C. Patwardhan
67	Proficiency Development Programme for Manager (Sales)-I	17.08.2020 19.08.2020	0.5	Mr. R.P. Gupta
68	Insurance Frauds Management (Non-Life)	17.08.2020 19.08.2020	0.5	Mr. Alok Srivastava
69	Distribution Channel Management for B&AC Officials (Life) IV	18.08.2020 20.08.2020	0.5	Mr. Pradip Mahapatra
70	Programme on Micro and Social Sector Insurance (Life)-II	18.08.2020 20.08.2020	0.5	Dr. Archana Singh
71	Management of Motor Underwriting & Claims (OD) (Non-Life)	18.08.2020 20.08.2020	0.5	Dr. Suresh Saraswat
72	Programme on Train the Trainers (Life)-II	19.08.2020 21.08.2020	0.5	Dr. Sushama Chaudhari
73	Programme for Young Officers (Non-Life)	24.08.2020 26.08.2020	0.5	Mrs. Ruchika Yadav
74	Programme on Managerial Excellence for Branch Heads (Life) -II	24.08.2020 26.08.2020	0.5	Mr. R. Rajnikanth
75	Workshop on Broker's Relationship Management (Non-Life)	25.08.2020 26.08.2020	0.5	Mrs. Jayashree Sridhar
76	Market Intelligence (Life)-IV	25.08.2020 27.08.2020	0.5	Mr. Anupam Jindal
77	Programme on Customer Experience Management for C-Zone Managers-IV	26.08.2020 28.08.2020	0.5	Dr. Shalini Tiwari
78	Management of Marine Insurance (Cargo) (Non-Life)- II	27.08.2020 28.08.2020	0.5	Mrs. Jayashree Sridhar
79	Reinsurance Management (Non-Life)	02.09.2020 04.09.2020	0.5	Mr. Alok Srivastava
80	Programme on Financial Markets (Life)-II	03.09.2020 05.09.2020	0.5	Dr. S. Uma
81	Program on Micro and Social Sector Insurance (Life)-IV	03.09.2020 05.09.2020	0.5	Dr. Archana Singh
82	Program on Train the Trainers (Life)-III	07.09.2020 09.09.2020	0.5	Dr. Sushama Chaudhari
83	Proficiency Development Programme for Manager (Sales)-II	07.09.2020 09.09.2020	0.5	Mr. R.P. Gupta
84	Program on Managerial Excellence for Branch Heads (Life) -III	08.09.2020 10.09.2020	0.5	Mr. Pradip Mahapatra
85	Programme on Health Insurance (Life)-I	08.09.2020 10.09.2020	0.5	Dr. K. Usha,
86	Strategies for Emerging Insurance Landscape (Non-Life)	08.09.2020 09.09.2020	0.5	Mr. K.K. Panda

87	Programme for Insurance Accounts Executives (Non-Life)	09.09.2020 11.09.2020	0.5	Mr. S.N. Nallasivan
88	Program on Customer Experience Management for C-Zone Managers Officers-V	09.09.2020 11.09.2020	0.5	Mr. K.K. Das
89	Programme on Communication and presentation Skills (Life)	14.9.2020 16.9.2020	0.5	Mr. R.P. Gupta
90	Financial Awareness Programme (Life)	15.9.2020 17.9.2020	0.5	Mr. K.K. Das
91	Program on Health Insurance. (Life)-II	15.9.2020 17.9.2020	0.5	Dr. K. Usha, Dr.
92	Customer Service Excellence for Claims Hub / Claims handling officer / other official (Non-Life)	15.09.2020 17.09.2020	0.5	Dr. Suresh Saraswat
93	Programme for BMs and DMs (Non-Life)	16.09.2020 18.09.2020	0.5	Mr. K.K. Panda
94	Market Intelligence (Life)-IV	16.09.2020 18.09.2020	0.5	Mr. Vivek Moharil
95	Retiring Executives (Non-Life)	21.09.2020 23.09.2020	0.5	Dr. S. Uma
96	Program on Managerial Excellence for Branch Heads (Life) -IV	21.09.2020 23.09.2020	0.5	Mr. R. Rajnikanth
97	Program on Health Insurance (Life)-III	22.9.2020 24.9.2020	0.5	Dr. K. Usha
98	Workshop on Motor Third Party Claims (Non-Life)	23.09.2020 25.09.2020	0.5	Mr. Asim Kumar Pattnaik
99	Executive Development Program for Officials of Engineering Deptt Life)-II	23.09.2020 25.09.2020	0.5	Mr. Pradip Mahapatra
100	Program on Customer Experience Management for C-Zone Managers. Officers-VI	24.9.2020 26.9.2020	0.5	Mr. R. Rajnikanth
101	Program on Train the Trainers (Life)-V	28.9.2020 30.9.2020	0.5	Mr. Anupam Jindal
102	Executive Program for Secretariat Officials(Life)-III	29.9.2020 01.10.2020	0.5	Dr. Sushama Chaudhari
103	Profitable Management of Health Portfolio (Non-Life)	05.10.2020 07.10.2020	0.5	Mr. S.N. Nallasivan
104	Programme on Financial Markets (Life)	05.10.2020 07.10.2020	0.5	Dr. S. Uma
105	Programme on Right to Information Act (Life)	05.10.2020 06.10.2020	0.5	Mr. Anupam Jindal
106	Programme on Insurance Fraud Management (Life)	06.10.2020 08.10.2020	0.5	Mr. Vivek Moharil
107	Programme on Health Insurance (Life)	06.10.2020 08.10.2020	0.5	Dr. K. Usha, Dr.

108	Programme on Enterprise Risk Management (Life)	07.10.2020 09.10.2020	0.5	Mr. R.P. Gupta
109	Programme for Corporate Communications Dept. Officials (LIC)	07.10.2020 09.10.2020	0.5	Mr. Pradip Mahapatra
110	Programme on Customer Experience Management for C-Zone Managers. Officers (LIC)	12.10.2020 14.10.2020	0.5	Mr. R. Rajnikanth
111	Programme on Integrated CRM (Life)	13.10.2020 15.10.2020	0.5	Dr. K. Usha
112	Programme on Communication and Presentation Skills (Life)	13.10.2020 15.10.2020	0.5	Mr. R.P. Gupta
113	Financial Awareness Programme (Life)	14.10.2020 16.10.2020	0.5	Mr. Pradip Mahapatra
114	Programme for Legal Manager (LIC)	14.10.2020 16.10.2020	0.5	Mr. Anupam Jindal
115	Programme for Corporate Communications Dept. Officials (LIC)	19.10.2020 21.10.2020	0.5	Mr. R. Rajnikanth
116	Programme for Retiring Executives (Non-Life)-V	19.10.2020 21.10.2020	0.5	Dr. M.C. Patwardhan
117	Programme on Health Insurance (Life)- V	20.10.2020 22.10.2020	0.5	Dr. K. Usha
118	Executive Development Programme for Officials of Engineering Deptt Life)	21.10.2020 23.10.2020	0.5	Mr. Vivek Moharil
119	Executive Programme for Secretariat Officials(Life)	21.10.2020 23.10.2020	0.5	Dr. Sushama Chaudhari
120	Programme on Insurance Fraud Detection and Prevention (Life)	26.10.2020 28.10.2020	0.5	Mr. R.P. Gupta
121	Programme on Investment Awareness (Life)	27.10.2020 29.10.2020	0.5	Mr. R. Rajnikanth
122	Finance for Non-Finance Officials (Life)	27.10.2020 29.10.2020	0.5	Dr. S. Uma
123	Programme on Fire Insurance (Non-Life)	27.10.2020 29.10.2020	0.5	Dr. Suresh Saraswat
124	Programme on Right to Information Act (Life)	02.11.2020 04.11.2020	0.5	Mr. Vivek Moharil
125	Management of Engineering Insurance (Non-Life)	03.11.2020 05.11.2020	0.5	Mr. Asim Kumar Pattnaik
126	Programme on Integrated CRM (Life)	03.11.2020 05.11.2020	0.5	Dr. Shalini Tiwari
127	Programme on Communication and Presentation Skills (Life)	03.11.2020 05.11.2020	0.5	Mrs. Ruchika Yadav
128	Managerial Effectiveness (Life)	04.11.2020 06.11.2020	0.5	Mr. R.P. Gupta

129	Best Practices In Marketing (Life)-II	04.11.2020 06.11.2020	0.5	Mr. R. Rajnikanth
130	Programme on Train the Trainers (Life)-I	04.11.2020 06.11.2020	0.5	Mr. Pradip Mahapatra
131	Programme for BMs and DMs (Non-Life)-II	04.11.2020 06.11.2020	0.5	Dr. M.C. Patwardhan
132	General Insurance Finance (Non-Life)	10.11.2020 11.11.2020	0.5	Dr. S. Uma
133	Programme for Retiring Executives (Non-Life)	09.11.2020 11.11.2020	0.5	Dr. Archana Singh
134	Competency Development Programm for Chief Managers Officers (LIC)	09.11.2020 11.11.2020	0.5	Mr. Vivek Moharil
135	Programme on Investment Awareness (Life)	09.11.2020 11.11.2020	0.5	Dr. S. Uma
136	Programme on Customer Experience Management for C-Zone Managers	10.11.2020 12.11.2020	0.5	Mr. Pradip Mahapatra
137	Finance for Non-Finance Officials (Life)	10.11.2020 12.11.2020	0.5	Dr. M.C. Patwardhan
138	Marketing Strategies (Life)	18.11.2020 20.11.2020	0.5	Mr. R.P. Gupta
139	Programme on Insurance Fraud Detection and Prevention (Life)	18.11.2020 20.11.2020	0.5	Mr. Anupam Jindal
140	Strategy Implementation: P & GS (Life)	18.11.2020 20.11.2020	0.5	Mr. R. Rajnikanth
141	Programme on Financial Markets (Life)	18.11.2020 20.11.2020	0.5	Dr. S. Uma
142	Proficiency Development Programme for Manager (Sales)	19.11.2020 21.11.2020	0.5	Dr. K. Usha
143	Workshop on Problem Solving and Decision Making	19.11.2020 21.11.2020	0.5	Dr. Archana Singh
144	Executive Programmeme for Secretarial Officials (Life)	23.11.2020 25.11.2020	0.5	Dr. Sushama Chaudhari
145	Programme on Insurance Fraud Management (Life)	23.11.2020 25.11.2020	0.5	Dr. K. Usha
146	Management of Motor Underwriting & Claims (OD) (Non-Life)	24.11.2020 26.11.2020	0.5	Dr. Suresh Saraswat
147	Programme for Corporate Communications Dept. Officials (LIC)	24.11.2020 26.11.2020	0.5	Mr. Pradip Mahapatra
148	Programme On Insurance Fraud Detection And Prevention (Life)	24.11.2020 26.11.2020	0.5	Mr. R.P. Gupta
149	Programme on Consumer Grievance Management (Non-Life)	25.11.2020 27.11.2020	0.5	Mr. S.N. Nallasivan
150	Programme on Train the Trainers (Life)- VI	25.11.2020 27.11.2020	0.5	Mr. Anupam Jindal

151	Programme for Legal Managers (Life)	25.11.2020 27.11.2020	0.5	Mr. Vivek Moharil
152	Market Intelligence (Life)-IV	25.11.2020 27.11.2020	0.5	Mr. R. Rajnikanth
153	Comprehensive Technical Programme in General Insurance	30.11.2020 11.12.2020	2	Mrs. Ruchika Yadav
154	Programme on Integrated CRM (Life)- III	01.12.2020 03.12.2020	0.5	Dr. K. Usha
155	Workshop on Communication and Presentation Skills (Life)	02.12.2020 04.12.2020	0.5	Mr. Pradip Mahapatra
156	Management of Marine Insurance (Cargo) (Non-Life)	02.12.2020 04.12.2020	0.5	Mrs. Jayashree Sridhar
157	Managerial Effectiveness (Life)	07.12.2020 09.12.2020	0.5	Mr. Anupam Jindal
158	Marketing Strategies (Life)	08.12.2020 10.12.2020	0.5	Mr. R.P. Gupta
159	Programme for Retiring Executives (Non-Life)	08.12.2020 10.12.2020	0.5	Dr. S. Uma
160	Best Practices In Marketing (Life)	09.12.2020 11.12.2020	0.5	Mr. R. Rajnikanth
161	Financial Awareness Programme (Life)	14.12.2020 16.12.2020	0.5	Mr. Anupam Jindal
162	Finance for Non-Finance Officials (Life)	15.12.2020 17.12.2020	0.5	Mr. Pradip Mahapatra
163	Workshop on Problem Solving and Decision Making	16.12.2020 18.12.2020	0.5	Mr. Vivek Moharil
164	Strategy Implementation: P & GS (Life)	16.12.2020 18.12.2020	0.5	Mr. R. Rajnikanth
165	Claims Management (Non-Life)	16.12.2020 18.12.2020	0.5	Mr. Asim Kumar Pattnaik
166	Profitable Management of Health Portfolio (Non-Life)	21.12.2020 23.12.2020	0.5	Mr. S.N. Nallasivan
167	Programme on Investment Awareness (Life)	21.12.2020 23.12.2020	0.5	Dr. S. Uma
168	Emerging Trends in Marketing for Marketing Managers (Life)	22.12.2020 24.12.2020	0.5	Mr. R.P. Gupta
169	Programme on Insurance Fraud Management (Life)	28.12.2020 30.12.2020	0.5	Dr. K. Usha
170	Programme on Right to Information Act (Life)	28.12.2020 30.12.2020	0.5	Mr. Anupam Jindal
171	Insurance Regulation and Compliance (Non-Life)	29.12.2020 30.12.2020	0.5	Dr. M.C. Patwardhan
172	Marketing Strategies (Life)	04.01.2021 06.01.2021	0.5	Mr. R.P. Gupta

173	Programme on Integrated CRM (Life)	05.01.2021 07.01.2021	0.5	Dr. K. Usha
174	Programme on Managerial Excellence for Branch Heads (Life)	05.01.2021 07.01.2021	0.5	Mr. Pradip Mahapatra
175	Programme for Insurance Accounts Executives (Non-Life)	05.01.2021 07.01.2021	0.5	Dr. S. Uma
176	Programme for BMs and DMs (Non-Life)	06.01.2021 08.01.2021	0.5	Ms. Rinku Chaudhuri
177	Management of Liability Insurance (Non-Life)	11.01.2021 13.01.2021	0.5	Dr. S. Doss
178	Programme on Communication and Presentation Skills (Life)	11.01.2021 13.01.2021	0.5	Mr. Anupam Jindal
179	Financial Awareness (Life)	11.01.2021 13.01.2021	0.5	Mr. Vivek Moharil
180	Retiring Executives (Non-Life)	12.01.2021 14.01.2021	0.5	Mrs. Ruchika Yadav
181	Managerial Effectiveness (Life)	12.01.2021 14.01.2021	0.5	Mr. R.P. Gupta
182	Programme on Insurance Fraud Management (Life)	12.01.2021 14.01.2021	0.5	Dr. K. Usha
183	Programme on Problem Solving and Decision Making (Life)	18.01.2021 20.01.2021	0.5	Mr. Anupam Jindal
184	Management of Miscellaneous Insurance Business (Non-Life)	18.01.2021 20.01.2021	0.5	Mr. Renjit Gangadharan
185	Best Practices In Marketing (Life)	19.01.2021 21.01.2021	0.5	Mr. Pradip Mahapatra
186	Programme on Investment Awareness (Life)	20.01.2021 22.01.2021	0.5	Dr. S. Uma
187	Management of Project Insurance (Non-Life)	21.01.2021 22.01.2021	0.5	Mr. Asim Kumar Pattnaik
188	Market Intelligence (Life)	27.01.2021 29.01.2020	0.5	Mr. Anupam Jindal
189	Proficiency Development Programme for Manager (Sales) (Life)	27.01.2021 29.01.2020	0.5	Mr. Pradip Mahapatra
190	Management of Motor Underwriting & Claims (OD) (Non-Life)	02.02.2021 04.02.2021	0.5	Ms. Rinku Chaudhuri
191	Programme on Communication and Presentation Skills (Life)	02.02.2021 04.02.2021	0.5	Mr. R.P. Gupta
192	Programme on Integrated CRM (Life)	03.02.2021 05.02.2021	0.5	Dr. K. Usha
193	Workshop on Managerial Excellence for Branch Heads (Life)	03.02.2021 05.02.2021	0.5	Mr. Pradip Mahapatra
194	Insurance Frauds Management (Non-Life)	03.02.2021 05.02.2021	0.5	Mr. Renjit Gangadharan

195	Workshop for Agency Management (Non-Life)	08.02.2021 10.02.2021	0.5	Mrs. Ruchika Yadav
196	Program on Financial Markets (Life)	08.02.2021 10.02.2021	0.5	Mr. Anupam Jindal
197	Marketing Strategies (Life)	08.02.2021 10.02.2021	0.5	Mr. Vivek Moharil
198	Managerial Effectiveness (Life)	09.02.2021 11.02.2021	0.5	Mr. Pradip Mahapatra
199	Programme on Insurance Fraud Management (Life)	10.02.2021 12.02.2021	0.5	Mr. R.P. Gupta
200	Customer Service Excellence for Claims Hub / Claims handling officer / other official (Non-Life)	10.02.2021 12.02.2021	0.5	Mrs. Jayashree Sridhar
201	Retiring Executives (Non-Life)	15.02.2021 17.02.2021	0.5	Dr. Archana Singh
202	Programme on Problem Solving and Decision Making (Life)	15.02.2021 17.02.2021	0.5	Mr. R. Rajnikanth
203	Program on Insurance Fraud Detection and Prevention (Life)	16.02.2021 18.02.2021	0.5	Mr. Pradip Mahapatra
204	Programme on Investment Awareness (Life)	16.02.2021 18.02.2021	0.5	Dr. K. Usha
205	Profitable Management of Health Portfolio (Non-Life)	22.02.2021 24.02.2021	0.5	Ms. Rinku Chaudhuri
206	Workshop on Leadership Skills for P&GS Officials (Life)	22.02.2021 24.02.2021	0.5	Mr. R. Rajnikanth
207	Programme on Fire Insurance (Non-Life)	23.02.2021 25.02.2021	0.5	Mr. Asim Kumar Pattnaik
208	Emerging Trends in Marketing for Marketing Manager (Life)	23.02.2021 25.02.2021	0.5	Mr. Pradip Mahapatra
209	Finance for Non-Finance Officials	24.02.2021 26.02.2021	0.5	Dr. K. Usha
210	Programme on Integrated CRM (Life)	02.03.2021 04.03.2021	0.5	Dr. K. Usha
211	Program on Train the Trainers (Life)	02.03.2021 04.03.2021	0.5	Mr. Anupam Jindal
212	Program on Financial Markets (Life)	03.03.2021 05.03.2021	0.5	Mr. R.P. Gupta
213	Program on Insurance Fraud Detection and Prevention (Life)	03.03.2021 05.03.2021	0.5	Mr. Vivek Moharil
214	General Insurance Finance (Non-Life)	03.03.2021 04.03.2021	0.5	Dr. S. Uma
215	Management of Marine Insurance (Cargo) (Non-Life)	03.03.2021 05.03.2021	0.5	Mrs. Jayashree Sridhar

216	Programme on Problem Solving and Decision Making (Life)	08.03.2021 10.03.2021	0.5	Mr. R. Rajnikanth
217	Finance for Non-Finance Officials (Life)	08.03.2021 10.03.2021	0.5	Mr. Pradip Mahapatra
218	Workshop on Motor Third Party Claims (Non-Life)	08.03.2021 10.03.2021	0.5	Ms. Rinku Chaudhuri
219	Retiring Executives (Non-Life)	15.03.2021 17.03.2021	0.5	Dr. Shalini Tiwari

OFF-CALENDAR PROGRAMMES				
220	Digital Marketing Strategy for Direct Marketing Managers(Life)	11.05.2020 12.05.2020	0.5	Mr. Vivek Moharil
221	Digital Marketing Strategy for Direct Marketing Managers(Life)	21.05.2020 22.05.2020	0.5	Mr. Vivek Moharil
222	Digital Marketing Strategy for Direct Marketing Managers(Life)	05.06.2020 06.06.2020	0.5	Mr. Vivek Moharil
223	Digital Marketing Strategy for Direct Marketing Managers(Life)	08.06.2020 09.06.2020	0.5	Mr. Vivek Moharil
224	Fire Loss of Profit Insurance (Non-Life)	13.06.2020 13.06.2020	0.5	Mr. Asim Kumar Pattnaik
225	Programme for Skill Development of CLIAS (LIC)	19.06.2020 19.06.2020	0.5	Mr. Vivek Moharil
226	Programme on Ways to Improve market share and Profitability in Engineering Insurance for Universal Sampo General Insurance co.	19.06.2020 19.06.2020	0.5	Mrs. Jayashree Sridhar
227	NIA-RIMS Risk Management Certification course (Combined)	24.06.2020 27.06.2020	1	Dr. S. Doss
228	Workshop on Analysis of Financial Statements of Insurance Co. for IRDAI Officials	09.07.2020 10.07.2020	0.5	Mr. Mr. Segar Sampathkumar
229	Webinar on IIB Rating – Importance and Selection of Correct Occupancy for TATA-AIG General Insurance co.	16.07.2020 16.07.2020	0.5	Mrs. Jayashree Sridhar
230	Basics of Fire Insurance (Universal Sampo)	17.07.2020 17.07.2020	0.5	Mrs. Jayashree Sridhar
231	Programme on D & O Insurance and Cyber Risk Insurance	18.07.2020 18.07.2020	0.5	Mrs. Jayashree Sridhar
232	Basics of Reinsurance (Swiss Re)	20.07.2020 23.07.2020	0.5	Mr. K.K. Panda
233	Online training for LIC's MDRT Agents on Online/Digital Marketing	21.07.2020 21.07.2020	0.5	Mr. Anupam Jindal
234	Basics of Insurance (AXA-ABS)	04.08.2020 07.08.2020	0.5	Mrs. Jayashree Sridhar

235	Actuarial Applications in General Insurance Business (Non-Life)	06.08.2020 08.08.2020	0.5	Dr. S. Doss
236	Advanced Programme on Fire Insurance (Non-Life)	08.08.2020 08.08.2020	0.5	Mr. Asim Kumar Pattnaik
237	Orientation Training Programme for Independent Directors (Life)	12.08.2020 14.08.2020	0.5	Mr. Segar Sampathkumar
238	Orientation Training Programme for Independent Directors (Non-Life)	19.08.2020 21.08.2020	0.5	Mr. Segar Sampathkumar
239	Insurance Selling Skills in New Normal (Non-Life)- 2 days	28.08.2020 05.09.2020	0.5	Dr. Archana Singh
240	Orientation Training Programme for Independent Directors of Life and General/Standalone Health Insurance Companies	02.09.2020 05.09.2020	1	Mr. Segar Sampathkumar
241	Compliance for Brokers (Non-Life)	05.09.2020 05.09.2020	0.5	Dr. Suresh Saraswat
242	Webinar for Global Insurance Brokers	03.10.2020 03.10.2020	0.5	Dr. Suresh Saraswat
243	Comprehensive technical Programme in General Insurance for NICE, Eritrea	05.10.2020 17.10.2020	2	Mrs. Ruchika Yadav
244	Programme on Artificial Intelligence in General Insurance Business	08.10.2020 10.10.2020	0.5	Dr. S. Doss
245	Training Programme for Qualifying Exam for Promotion of Officers (GIC) Scale I	08.10.2020 10.10.2020	0.5	Mrs. Jayashree Sridhar
246	Training Programme for Qualifying Exam for Promotion of Officers (GIC) Scale II to IV	08.10.2020 10.10.2020	0.5	Mr. Segar Sampathkumar
247	Advance Programme on Project Insurance (Non-Life)	09.10.2020 10.10.2020	0.5	Mr. Asim Kumar Pattnaik
248	Basics of Reinsurance (Non-Life)	16.10.2020 17.10.2020	0.5	Mrs. Jayashree Sridhar
249	Felicitation cum Training Programme Best Performing Micro Incharges of United India	16.10.2020 17.10.2020	0.5	Mr. K.K. Panda
250	Moving to a Digital Insurance World (Non-Life)	20.10.2020 21.10.2020	0.5	Mrs. Jayashree Sridhar
251	Programme For Insurance Marketing Firms (IMFs)	22.10.2020 22.10.2020	0.5	Ms. Suparna Bedkehale
252	Opportunities in Liability Insurance (Non-Life)	27.10.2020 28.10.2020	0.5	Mr. K.K. Panda
253	United'Leadership Enhancement Intervention (ULEI) - Follow up programme- I	06.11.2020 07.11.2020	0.5	Dr. Sushama Chaudhari
254	United'Leadership Enhancement Intervention (ULEI) - Follow up programme- II	20.11.2020 21.11.2020	0.5	Dr. Sushama Chaudhari
255	United'Leadership Enhancement Intervention (ULEI) - Follow up programme- III	27.11.2020 28.11.2020	0.5	Dr. Sushama Chaudhari

256	Advanced Programme on Fire Insurance	05.12.2020 05.12.2020	0.5	Mr. Asim Kumar Pattnaik
257	Programme for Large Corporate Executives on relationship with Corporate clients and brokers	10.12.2020 11.12.2020	0.5	Mrs. Jayashree Sridhar
258	United Leadership Enhancement Intervention (ULEI) - Follow up programme- IV	11.12.2020 12.12.2020	0.5	Dr. Sushama Chaudhari
259	Effective Management of Third Party Claims	14.12.2020 16.12.2020	0.5	Mr. Renjit Gangadharan
260	Compliance for Brokers (Non-Life)	19.12.2020 19.12.2020	0.5	Mrs. Jayashree Sridhar
261	Webinar on Compliance for Brokers for Aditya Birla Insurance Brokers	07.01.2021 08.01.2021	0.5	Mrs. Jayashree Sridhar
262	Programme on Reinsurance Regulations (GIC)	29.01.2021 29.01.2021	0.5	Mr. Segar Sampathkumar
263	Workshop on New Standard Fire Products Introduced by IRDAI	23.01.2021 23.01.2021	0.5	Mr. Asim Kumar Pattnaik/ Mrs. Jayashree Sridhar
264	Training programme on Reinsurance for the executives of Axa France Vie	25.01.2021 29.01.2021	0.5	Mrs. Jayashree Sridhar
265	Basics of Reinsurance (Non-Life)	27.01.2021 28.01.2020	0.5	Mrs. Jayashree Sridhar
266	NIA-RIMS Risk Management Certification course	27.01.2021 30.01.2021	1	Dr. S. Doss
267	Advanced Programme on Intricacies of PB and BI Claims of Fire Insurance	06.02.2021 06.02.2021	0.5	Mr. Asim Kumar Pattnaik
268	Insurance Selling Skills in New Normal (Non-Life)- II	30.01.2021 03.02.2021 06.02.2021	0.5	Dr. Archana Singh
269	Basics of Reinsurance (GIC)	12.03.2021 12.03.2021	0.5	Mr. Segar Sampathkumar
270	Workshop on New Standard Fire Products Introduced by IRDAI (Non-Life)	13.03.2021 13.03.2021	0.5	Mr. Asim Kumar Pattnaik/ Mrs. Jayashree Sridhar
271	Orientation Programme for Non-Executive Directors of General & Stand Alone Health Insurance Companies	15.03.2021 17.03.2021	0.5	Mr. Segar Sampathkumar
272	Training Programme for Frontline Sales Managers of Royal Sundaram Alliance General Insurance co.	15.03.2021 17.03.2021	0.5	Dr. Archana Singh



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