

ANNUAL REPORT 2017-18



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.

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**NATIONAL INSURANCE ACADEMY GOVERNING BOARD
AS OF 01.08.2018**

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

Following members ceased to be on Governing Board during the period from 14.06.2017 to 31.07.2018:

1. Shri K. Sanath Kumar, CMD, NICL
2. Shri M. N. Sarma, CMD, UIICL
3. Shri G. Srinivasan, CMD, NIACL

Following members have joined the Governing Board during the period from 14.06.2017 to 31.07.2018:

1. Shri John Pulinthanam, GM & Director, CMD (Additional Charge), NICL



From the Chairman

“Success in management requires learning as fast as the world is changing”.

-Warren Bennis

It gives me immense pleasure in presenting the Annual Report of our Academy for the year 2017-18.

The insurance industry is on the cusp of witnessing a phenomenal growth in the coming years, given the Government’s push towards mass insurance schemes in the form of “Pradhan Mantri Jan Arogya Abhiyan (PMJAA)” and “Pradhan Mantri Fasal Bima Yojana (PMFBY)”, which seeks to provide protection to every citizen of our country from different economic strata of our society. Given these developments, it is imperative to have trained individuals who can efficiently service the insurance needs of the society. When it comes to providing training in insurance, there is no better institute in this country than National Insurance Academy, which stands committed to its mission and vision of achieving excellence in imparting insurance education.

Training presents a prime opportunity to expand the horizon of knowledge base of all employees. In this regard NIA fulfills twin objectives, one being training executives from the insurance industry through the Management Development Programmes (MDP) and the other being moulding the future of the bright youth coming for the two-year PGDM Programme in the insurance sector. Based on statistical data of number of participants, a total of 7031 executives attended the MDP Programme this year, which is a growth of 17% compared to 2016-17. For the PGDM Programme, the 2016-18 Batch comprising of 61 students were placed in top private companies on “Day Zero”, which highlights the quality of both faculty and students of the PGDM Programme.

As a centre of excellence it is our responsibility not to rest on our laurels and to continuously improve our training facilities so that we can fulfill the ever changing needs of this dynamic industry.

Alice G. Vaidyan



From the Director

The Indian insurance sector is growing significantly in a challenging and ever-changing market. The insurance market has a huge business opportunity waiting to be harnessed. 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 Government of India has taken a number of initiatives to boost the insurance industry. Ayushman Bharat the National Health Protection Scheme, which will cover over 10 crore poor and vulnerable families (approximately 50 crore beneficiaries) providing coverage upto 5 lakh rupees per family per year for secondary and tertiary care hospitalization. Over 4.8 crore farmers were benefitted under Pradhan Mantri Fasal Bima Yojana (PMFBY) in 2017-18.

Management Development Programmes (MDPs) continued to dominate the activities of the Academy and attracted large number of participants from India as well as from abroad. During 2017-18, 223 such programmes were conducted in which over 7000 participants from life and non-life sectors including 91 overseas executives were trained. Besides regular Calendar Programmes, NIA has also conducted Induction Training Programme for new entrants to the insurance industry upon request from respective organisations. NIA faculty were also invited by Insurance organisations in Ethiopia to offer training programmes in Ethiopia. This signifies the faith of the insurance industry nationally as well as globally.

Our flagship academic programme, the two year Post Graduate Diploma in Management (PGDM), catering to the needs of insurance industry and allied sectors achieved another successful landmark in 100% placement of its students. We have seen an increase in demand for these young professionals across various segments of the market and we continue to serve the insurance sector in a meaningful manner. In NIA's continuing efforts to create scholars we feel proud to mention that our students have won consecutively national and international competitions conducted by reputed institutions such as RIMS, USA and Swiss Re in India. A Memorandum of Understanding for collaboration between Swiss Re and NIA signed during 2017-18 will definitely help in strengthening the areas of risk management and reinsurance.

This year too witnessed successful events like NIA-FAIR Seminar on `Cyber Risk, Liability & Insurance Management, HR Summit on `Human Capital Management – Next Wave in the Dynamic World`, Insurance Summit on `The Emerging Risk Landscape & The Insurance Challenge`, C. D. Deshmukh Seminar on `Role of Life Insurance Industry in the Sustainable Development of India` 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.

Sushobhan Sarker

Management Development Programmes

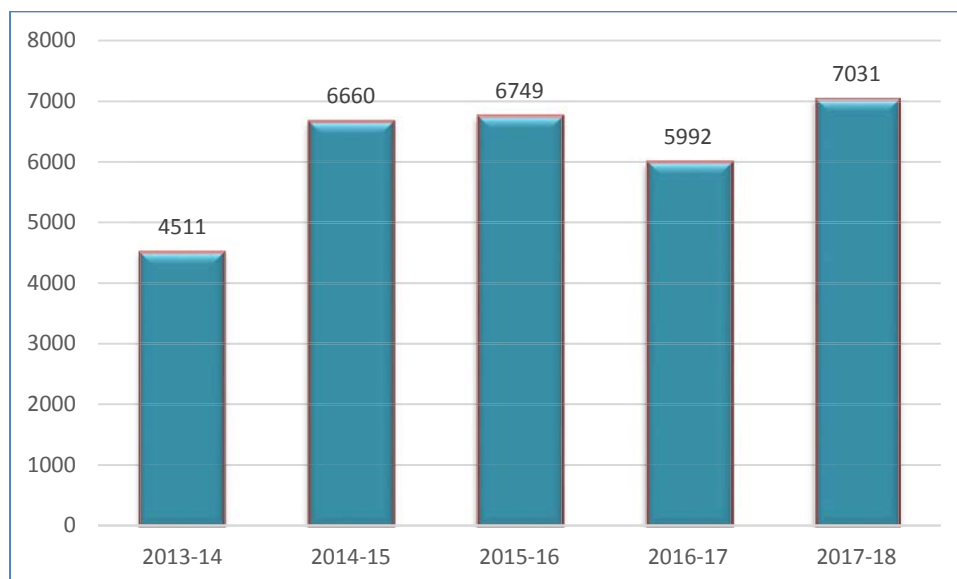
On Campus Programmes:

During the year 2017-18 Academy has successfully conducted 223 Management Development Programmes (MDP) where 7031 executives from public and private sector organizations including 91 overseas executives were trained. The Academy conducted 223 MDPs compared to 211 MDPs conducted in the previous year. The functional areas covered by these training programmes were as follows:

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

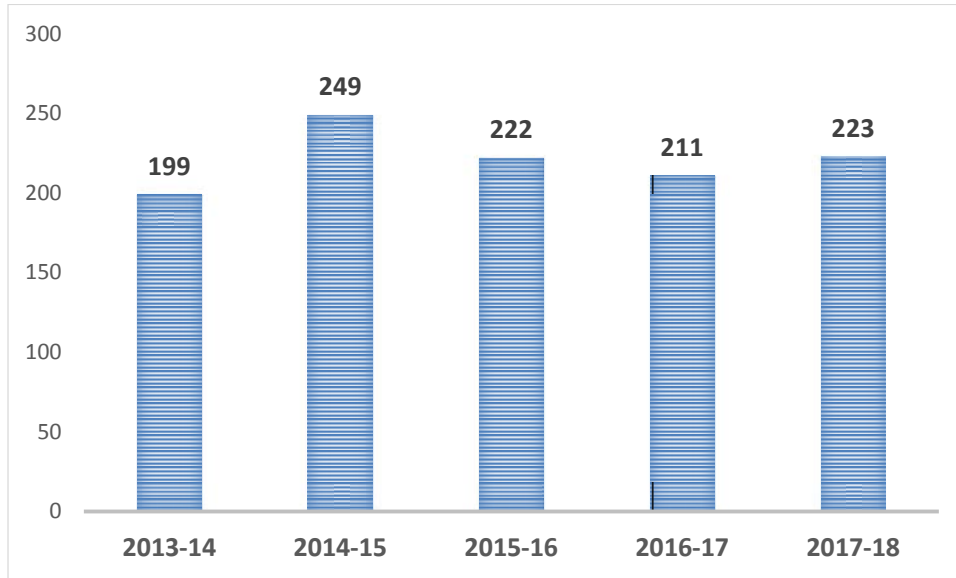
The average participation during 2017-18 worked out to 31.5 as compared to 28.40 in the year 2016-17. The number of participants for MDP from the year 2013-14 to 2017-18 and the number of MDP's are given in Figure-1 and Figure-2 respectively.

**Figure 1:
Number of Participants for MDP (2013-14 to 2017-18)**



Following Figure-2 depicts the number of programmes conducted from the year 2013-14 to 2017-18

**Figure 2:
Number of Programmes Conducted (2013-14 to 2017-18)**



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

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

Particulars	No. of Participants	No. of Programmes	No. of Programme Weeks
Life	2551	92	92.5
Non-Life	3620	107	125.5
Combined	860	24	22.0
Total	7031	223	240.0

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

Particulars	Programme		Companies								
	No	Weeks	LIC	GIC	NIC	NIA	OIC	UII	OTH	OVR	TOTAL
Life	92	92.5	2288	1	0	0	0	0	230	32	2551
Non-Life	107	125.5	0	82	742	1354	401	765	218	58	3620
Combined	24	22.0	461	1	67	71	71	130	58	1	860
Total	223	240	2749	84	806	1425	472	895	506	91	7031

Abbreviations:

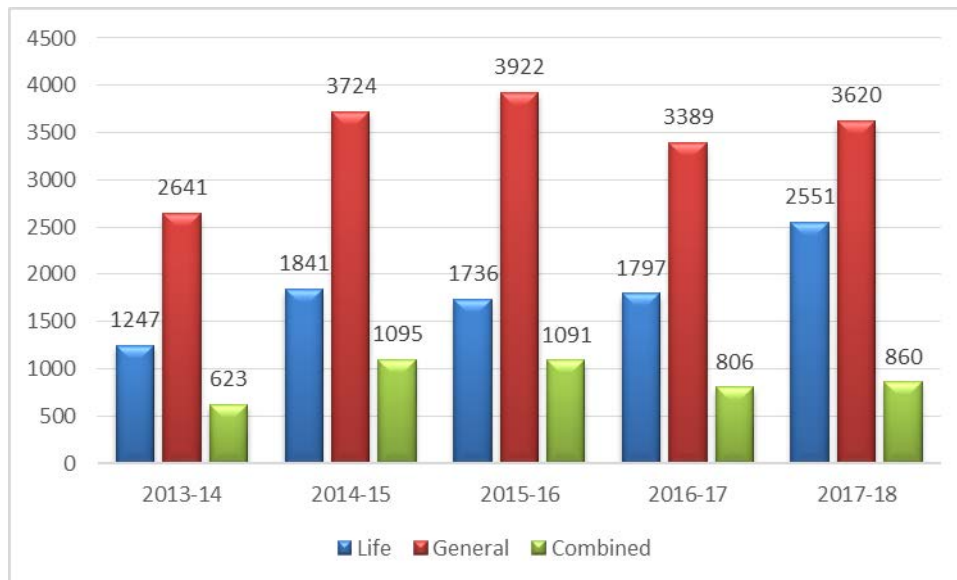
Life Insurance Corporation of India	LIC	Oriental Insurance Co. Ltd.	OIC
General Insurance Corporation of India	GIC	United India Insurance Co. Ltd.	UII
National Insurance Co. Ltd.	NIC	Other	OTH
The New India Assurance Co. Ltd.	NIA	Overseas	OVR

NIA also organizes company specific programmes as and when such requests are made by the companies. During 2017-18 the number of such company specific programmes conducted was 25.

The number of programmes during 2017-18 has increased to 223 in the current year compared to 211 in the previous year mainly because of the additions of the Induction Training Programmes for the Public Sector new recruit officers viz. The New India Assurance Co. Ltd., General Insurance Corporation of India, Agriculture Insurance Company Ltd. and also for Insurance Regulatory Development Authority of India and Managerial Skills Development programmes for National Insurance Companies (SDMs/DMs & SBMs).

The number of participants trained from the year 2013-14 to 2017-18 is given in Figure-3.

**Figure 3:
Number of Participants (2013-14 to 2017-18)**



During the year 2017-18 the Academy has started its on-line Brokers Training Module.

Off-Campus Programmes:

In addition to Annual Calendar programmes, NIA has conducted On-request On-Campus Programmes within India as per Table-3 and four Overseas Programmes as per Table-4 for the year 2017-18, the details of which are given below:

**Table 3:
On-request Programmes conducted at NIA and within India**

Sr. No.	Title of the Programme	Dates	Duration	Co-ordinator/s
1	Special Training Programme for ITSG Officials of LIC (Life)-I	24.04.2017 to 19.05.2017	4	Dr. Page S.D.
2	Induction Training Programme for Direct Recruits of Class I Officer (New India)- Batch A-Phase I	08.05.2017 to 16.06.2017	6	Mr. Pattnaik Asim Kumar/ Mr. Sumit Kumar
3	Induction Training Programme for Direct Recruits of Class I Officer (New India)- Batch B-Phase I	08.05.2017 to 16.06.2017	6	Mr. Pattnaik Asim Kumar / Mrs. Ruchika Yadav
4	Induction Training Programme for Direct Recruits of Class I Officer (New India)- Batch C-Phase I	08.05.2017 to 16.06.2017	6	Mr. R. Surender / Mr. E. Santhoshkumar
5	Induction Training Programme for Direct Recruits of Class I Officer (New India)- Batch D-Phase I	08.05.2017 to 16.06.2017	6	Mr. R. Surender / Mrs. Matam Geeta Raghvendra
6	Special Training Programme for ITSG Officials of LIC (Life)- II	29.05.2017 to 23.06.2017	4	Dr. Page S.D.
7	Induction Training Programme for Direct Recruits of GIC Re	27.06.2017 to 29.07.2017	5	Mr. Aswathanarayana/ Mr. E. Santhoshkumar
8	Induction Training Programme for Direct Recruits of Class I Officer (New India)- Batch A-Phase II	31.07.2017 to 24.08.2017	6	Mr. Pattnaik Asim Kumar / Mr. Sumit Kumar
9	Induction Training Programme for Direct Recruits of Class I Officer (New India)- Batch B-Phase II	31.07.2017 to 24.08.2017	6	Mr. Pattnaik Asim Kumar / Mr. Ruchika Yadav
10	Induction Training Programme for Direct Recruits of Class I Officer (New India)- Batch C-Phase II	31.07.2017 to 24.08.2017	6	Mr. R. Surender / Mr. E. Santhoshkumar
11	Induction Training Programme for Direct Recruits of Class I Officer (New India)- Batch D-Phase II	31.07.2017 to 24.08.2017	6	Mr. R. Surender / Mrs. Matam Geeta Raghvendra
12	Workshop on Bancassurance (National)	28.08.2017 to 29.08.2017	0.5	Dr. Doss S. / Dr. Tiwari Shalini

13	Refresher Training Programme for SIPF Officers, Jaipur	11.09.2017 to 15.09.2017	1	Dr. Tiwari Shalini / Mrs. Ruchika Yadav
14	Mastering the Mind (SBI LIFE) - I	03.10.2017 to 05.10.2017	0.5	Mr. Shamsunder L.K.
15	Mastering the Mind (SBI LIFE) - II	12.10.2017 to 14.10.2017	0.5	Mr. Shamsunder L.K.
16	Finance for Non-Finance Executives (LIC) -I	23.10.2017 to 25.10.2017	0.5	Mr. Samtani Suresh
17	Finance for Non-Finance Executives (LIC) -I I	26.10.2017 to 28.10.2017	0.5	Mr. Samtani Suresh
18	Managerial Skills Development Programme (NIC) I	30.10.2017 to 03.11.2017	1	Mr. Karmakar P.N. / Dr. Tiwari Shalini
19	Mastering the Mind (SBI LIFE) - III	02.11.2017 to 04.11.2017	0.5	Mr. Shamsunder L.K.
20	Finance for Non-Finance Executives (LIC) -III	08.11.2017 to 10.11.2017	0.5	Mr. Samtani Suresh
21	Managerial Skills Development Programme (NIC) II	13.11.2017 to 17.11.2017	1	Mr. Karmakar P.N.
22	Mastering the Mind (SBI LIFE) - IV	02.11.2017 to 04.11.2017	0.5	Mr. Shamsunder L.K.
23	Finance for Non-Finance Executives (LIC) -IV	20.11.2017 to 22.11.2017	0.5	Mr. Samtani Suresh
24	Finance for Non-Finance Executives (LIC) -V	23.11.2017 to 25.11.2017	0.5	Dr. Patwardhan M.C.
25	NIA-FAIR Seminar on Cyber Risk, Liability and Insurance Management (Combined)	23.11.2017 to 24.11.2017	0.5	Mr. Aswathanarayana / Dr. Page S.D. / Mr. Panda Kishore K.
26	Managerial Skills Development Programme (National) III	13.11.2017 to 17.11.2017	1	Mr. Karmakar P.N.
27	Managerial Skills Development for AMs and AOs (National) I	13.11.2017 to 17.11.2017	1	Mr. Karmakar P.N.
28	Finance for Non-Finance Executives (LIC) -VI	07.12.2017 to 09.12.2017	0.5	Dr. Patwardhan M.C.
29	Finance for Non-Finance Executives (LIC) -VII	11.12.2017 to 13.12.2017	0.5	Dr. Uma S.
30	Living Vision- Leadership and Beyond (for GMs and DGMs of New India)	15.12.2017 to 17.12.2017	0.5	Dr. Chaudhari Sushama / Dr. Tiwari Shalini
31	Induction Training Programme for Direct Recruits of Class I Officer (New India)- Batch E- Phase I	18.12.2017 to 25.01.2018	6	Mr. Nallasivam S.N. / Mr. Santhoshkumar E,

32	Managerial Skills Development for AMs and AOs (National) II	01.01.2018 to 05.01.2018	1	Mr. Karmakar P.N.
33	Mastering the Market (SBI LIFE) - V	04.01.2018 to 06.01.2018	0.5	Mr. Shamsunder L.K.
34	High performance follow up programme of New India (of Batch V)	08.01.2018 to 09.01.2018	0.5	Dr. Chaudhari Sushama
35	Programme on Reinventing Self-Revitalizing Organisation (LIC)- 1 day	12.01.2018 to 12.01.2018	0.5	Mr. Shamsunder L.K.
36	Mastering the Market (SBI LIFE) - VI	18.01.2018 to 20.01.2018	0.5	Mr. Moharil Vivek
37	Managerial Skills Development Programme (National) IV	29.01.2018 to 02.02.2019	1	Mr. Karmakar P.N.
38	Mastering the Market (SBI LIFE) - VII	08.2.2018 to 10.02.2018	0.5	Mr. Pattanayak S.C.
39	Mastering the Market (SBI LIFE) - VIII	12.02.2018 to 14.02.2018	0.5	Mr. Moharil Vivek
40	Induction Training Programme for Asst. Managers (IRDAI)	12.02.2018 to 10.03.2018	4	Mr. Rath Pradeep Kumar /Mr. Panda K.K. / Mr. Moharil Vivek
41	High Performance Leadership Programme for New India	12.02.2018 to 15.02.2018	1	Dr. Chaudhari Sushama
42	Managerial Skills Development Programme (National) VI	26.02.2018 to 02.03.2018	1	Mr. Karmakar P.N.
43	Induction Training Programme for AICL	05.03.2018 to 16.03.2018	2	Dr. Doss S./ Dr. Singh Archana
44	Induction Training Programme for Direct Recruits Class I Officers (New India)- Batch E-Phase I	12.03.2.18 to 06.04.2018	6	Mr. Nallasivam S.N. / Mr. Santhoshkumar E,
45	Workshop on Qualitative Research Methods	13.03.2018 to 15.03.2018	0.5	Dr. Chaudhari Sushama

(Duration in weeks)

**Table 4:
Overseas Programme Conducted in 2017-18**

Sr. No.	Title of the Programme	Dates	Weeks	Co-ordinator/s
1	Comprehensive Technical Programme in General Insurance (Non-Life) for United Insurance Company, Ethiopia	30.3.2017 to 12.04.2017	2	Mr. Satyender Singh/ Mr. Asim Kumar Pattnaik / Mr. R. Surender
2	Comprehensive Technical Programme in General Insurance (Non-Life) for Association of Ethiopian Insurers, Ethiopia	17.07.2017 to 29.07.2017	2	Mr. Satyender Singh/ Mr. Asim Kumar Pattnaik
3	Comprehensive Technical Programme in General Insurance (Non-Life) for Association of Ethiopian Insurers, Ethiopia	19.02.2018 to 03.3.2018	2	Mr. Satyender Singh/ Mr. Asim Kumar Pattnaik / Mr. R. Surender
4	Programme on Managerial Effectiveness, for Association of Ethiopian Insurers, Ethiopia	05.3.2018 to 09.3.2018	1	Dr. Sushma Chaudhari / Dr. Shalini Tiwari

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 Association of Indian Universities (AIU). The course meant to develop future insurance leaders attempts to inculcate knowledge, skills, human values and professional ethics in the students through a curriculum that balances academic rigour with co-curricular and extra-curricular activities.

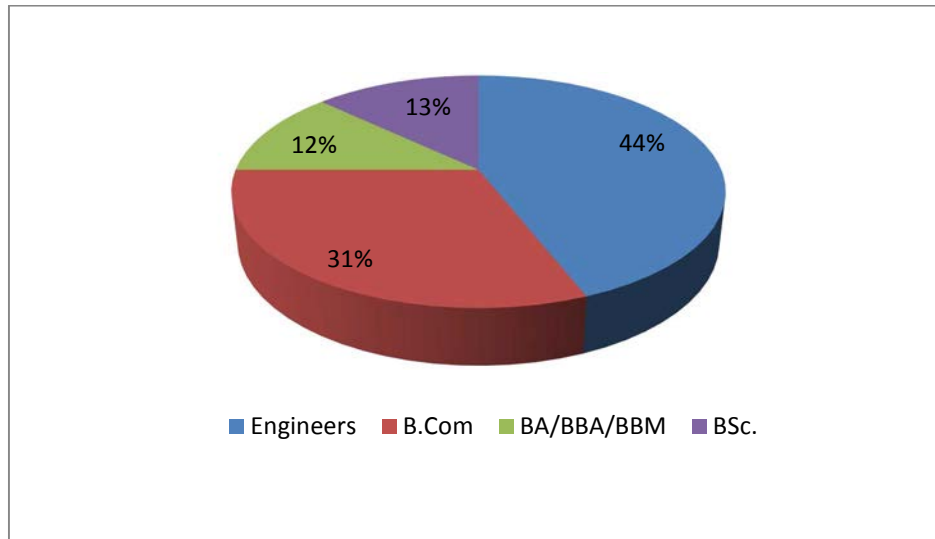
Registration and Orientation Programme (Batch 2017-19):

One week orientation programme for the new Batch 2017-19 was held from 25th June 2017 to 30th June 2017. On the first day of the Programme, students along with their Parents / Guardians were introduced to the Programme structure and execution. On subsequent days the students were introduced through workshops to Entrepreneurship Awareness Programme, Harnessing Self through Cinema, Effective Communication, Image Management, Project work writing, Managing Expectations, and Creativity. Online orientation of PGDM 2017-19 batch students was done by Shri Girijesh Pathak, Faculty Member to involve them in preliminary discussion and provide orientation to quantitative techniques before their arrival on the campus. A total of 78 students enrolled for the Programme.

Profile of the Students 2017-19:

The Academy receives applications from students with varied academic background viz. from Arts to Engineering, for its PGDM Programme. A graphic academic profile of Batch 2017-19 is given in Figure- 4:

**Figure 4:
Qualification Profile Batch 2017-19**



Curriculum and Pedagogy:

The curriculum of the programme has been devised not only to inculcate knowledge and in-depth understanding of different functional areas, but also to introduce the students to techniques and skills required for a successful on the job performance. It attempts to develop managerial / professional skills in the students by polishing their innate abilities and attitudes. It also imparts the values required for leadership.

The curriculum consists of core subjects and elective subjects. Core subjects (including insurance subjects) are compulsory for all students and form 89% of the total curriculum. The two year PGDM course comprises of six trimesters, three in the first year and three in the second year. Each trimester is of 12 to 14 weeks duration with intense academic work for the student. The elective courses are offered in the second year. Students have to opt for 1 elective each in Trimester IV, V and VI. At the end of the third term the student is required to complete an eight week Summer Internship Programme (SIP) which is a compulsory requirement for the Programme. The student is also required to work on a Major Research Project (MRP) in the VIth Trimester and submit a report to qualify himself / herself for the award of Diploma.

The pedagogy comprises of:

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

Evaluation & Grading:

The students' performance in the course is evaluated not only through the term-end examination but also continuously. Both the components viz. continuous evaluation and term-end examination have equal weightage and form integral parts of course evaluation. Continuous evaluation comprises tests, quizzes, home assignments, term reports, individual as well as group exercises, classroom participation, online problem solving exercises, etc.

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

Guest Lectures:

It has been the practice of the Academy to bring the students face to face with eminent academicians and practitioners. Guest lectures are regularly organized so that students benefit from the experience and wisdom of the speakers. Speakers from insurance companies and corporate world visit the campus and interact with students. These guest lectures form an integral source of learning for the PGDM students. PGDM students had the privilege of being addressed by the following dignitaries during this year:

- Mr. Hemant Bhargava, MD, LIC of India
- Ms. Kalpana Sampat, CEO Swiss Re India
- Dr. N Raveendran, MD Alegion Insurance Brokers Pvt. Ltd.
- Mr. Stephen G. Anderson, CPCU, The Institutes
- Mr. Tapan Singhel, CEO, Bajaj Allianz General Insurance Co. Ltd.
- Mr. Rishi Jain, CEO, Infintus Innovations Inc
- Mr. Rajkumar Phatate, Maharashtra Centre for Entrepreneurship Development
- Mr. Dharmadhikari, Maharashtra Centre for Entrepreneurship Development

Student Activities



Mr. Ramesh Kumar, HR Head, Iffco-Tokio

HR Summit:

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

The event provides NIA Students an opportunity to get a glimpse of the world of work and groom themselves to meet industry's expectations. Students of NIA have been successfully organizing the summit every alternate year. This year the event was held in NIA Campus on 1st September 2017. Theme of the summit was "**Human Capital Management – Next Wave in the Dynamic World**". The summit attracted about 150 attendees and more than 20 speakers and Heads of HR of various General, Life, Broking, Health, Reinsurance and IT/ITES Companies.



Ms. Nupur Ray, Bajaj Allianz Life, Mr. Saptarshi Bhattacharya, Bajaj Allianz General, Mr. Sanjeev Meghani, Religare Health, Mr. Dinesh Bhojwani, SUD Life Insurance with Dr. S. D. Page of NIA (centre).

Insurance Summit:

Insurance Summit, the Student driven initiative of NIA is an event wherein the leaders of insurance industry discuss and brainstorm critical issues challenging the industry. The Summit aims to assess



Sitting on the Dais Keynote Speaker Mr. Nilesh Sathe Member, (Life) IRDAI, Mr. Sushobhan Sarker, Director NIA

the potentials and the contours of industry's emerging landscape with focus on its future development. It generates ideas beneficial to the industry leaders, practising managers, consultants, academicians, business analysts, students and opinion makers, thus adding substantial value.

Students of NIA have been successfully organizing the summit for the last 13 years. This event is organized every year in Mumbai. In the year 2017-18 year it was held on October 13, 2017. Theme of the Summit was **"The Emerging Risk landscape & The Insurance Challenge"**. This Summit has always been attracting extensive participation (exceeding 400 delegates) from leading speakers and delegates in the insurance, IT/ITES and related fields. The Summit received deep appreciation from all quarters.

Other Seminars:

Participation in various seminars and conferences organized by the Academy has always been an important source of learning for our PGDM Students. Like earlier years, during 2017-18 too, students gained knowledge and skill enhancing exposure and experience through several such seminars/conferences held on/off the campus including C.D. Deshmukh Seminar on "Role of Life Insurance Industry in the Sustainable Development of India" on 11th January 2018 held on the campus, NIA-FAIR Seminar held in Mumbai on 23rd & 24th November 2017 on the theme "Cyber Risk, Liability & Insurance Management" and India Rendezvous of Asia Insurance Review in Mumbai on 18th and 19th January 2017 on the theme "The New World of Reinsurance in India".

Student Achievements

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

Students of Batch 2016-18 brought laurels to the Academy by winning the First prize in an All India competition “Swiss Re-imagine Initiative” Organized by Swiss – Re, the globally renowned Reinsurance giant.

The students have been awarded INR 50,000/- cash prize and were invited to visit Swiss Re Bangalore office.



With Swiss Re MD Mr. Amit Kalra



Akash Singh Kheterpal, at RIMS, USA

RIMS Grant:

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

Mr. Akash Singh Kheterpal, a student of Batch 2016-18 distinguished himself by his outstanding scholastic achievement of getting selected for RIMS 2018 Annual Conference and Exhibition held on April 12-19 in San Antonio, USA. He has been honoured with the student Grant.

Events

Swacchta Pakhwada:

Swacchta Pakhwada was an occasion to pledge the support of the higher educational institution for spreading the message of cleanliness not only among the students but also in the surrounding areas. In view of this and responding to the clarion call from AICTE, a cleanliness drive was arranged in and around the Academy.



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

Leadership Talk Series:



Hon`ble Prime Minister Shri Narendra Modi addressed the students of all educational institutions on 16.02.2018 through a live Telecast on handling examination stress and making exams fun. The PGDM students joined to see this telecast.

Commemoration of 70th year of Independent India:

Hon'ble Prime Minister's endeavour to have a terrorism-free, caste-free, corruption-free, uncleanness-free and poverty-free society and make his vision a reality a pledge "Sankalp se Siddhi for New India" was taken by the PGDM students and NIA staff on the 9th of August 2017. The pledge was administered by Director, Shri Sushobhan Sarker.



Workshop on Prevention of Sexual Harassment:



The Academy, organized a Workshop on "Prevention, Prohibition and Redressal of Sexual Harassment for students of PGDM by Dr. Sushama Keskar, Renowned Academician & President - Association of Marital Counsellors, Pune on 3rd August 2017. Dr. Keskar highlighted the provisions of the Act and informed the students about "Zero Tolerance" for sexual harassment in the Academy.

Vigilance Awareness Week:

With reference to AICTE Letter dated October 16, 2017, NIA observed the Vigilance Awareness Week on 3rd November 2017. The programme was organized for PGDM students. Director Shri Sushobhan Sarker & Dr. Sanjay Mali, Principal-PGDM explained the theme – My Vision – Corruption Free India to all. Messages by President, Vice-President and Prime Minister were read.



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

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

International Day of Yoga:

NIA enthusiastically celebrated the International Yoga Day on 21st June 2017. The staff members, and MDP Participants attended the session in large scale. PGDM students who were doing internship in Pune also participated.



Dr. Gajanan Jog, Yoga Expert in Pune, was invited to conduct the Practical session. The Session started at 7.15 am with the Prayer in Meditative Posture with Namaskara Mudra. Dr. Jog had demonstrated the Yoga Postures of Standing, Sitting, Prone Lying and Supine positions and also highlighted the benefits. The participants tried to practice the Yogasanas.

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

Blood Donation Camp:

PGDM Students organized a Blood Donation Camp on 15th August 2017 in the campus with the help of Serological Institute, Pimpri. This has been a regular feature for last several years.

Sports and Cultural Activities

NIA campus was full of fun and festivity with regular events. Celebrations on Gokulashtami / Janmashtami, Ganesh Chaturthi, Winter Sports, Management Festival Manthan (Primavera) Holi Celebrations, Independence Day, Republic Day. Campus residents also participated in these events.



Management Festival - Manthan





Mr. Amit Kalra, MD, Swiss Re addressing during the MoU

Collaboration with Swiss Re Global Business Solutions India Pvt. Ltd. (“Swiss Re”)

A MoU between NIA and Swiss Re to exchange their insights and expertise in Reinsurance, Insurance and Risk Management Education to enhance insurance professionalism in the country. The broad areas of the MoU consists of Developing PGDM course modules and conduct of workshops for PGDM Students, Opportunities in placements, Research, Live projects, Webinars and Interactions.

Final Placements

Since the inception of the course we have been able to maintain our record of 100% placement. Batch 2016-18 with 61 students was placed on Day Zero. The placement activity which saw participation by 18 recruiters was smooth. Some of the students had earned pre-placement offers from the recruiters with whom they had done their summer internship.

The prominent recruiters (in the order of number of students recruited) are listed in Table-5 below, Sector-wise Placement in Table-6 and compensation offered in Table-7 below:

**Table 5:
List of Recruiters Batch 2016-18**

Sr. No.	Name of the Company	No. of students placed
1	Tata AIG General Insurance	9
2	Bajaj Allianz General Insurance	8
3	Iffco-Tokio General Insurance	6
4	Aditya Birla Brokers	4
5	Global Insurance Brokers	4
6	Mahindra Insurance Brokers	4
7	Syntel	4
8	ICICI Lombard General Insurance	3
9	Alliance Brokers	3
10	SBI Life Insurance	3
11	IBM	2
12	L& T Infotech	2
13	Howden Insurance Brokers	2
14	Infintus Technology	2
15	Royal Sundaram General Insurance	2
16	Accenture	1
17	Edelweiss Insurance Brokers	1
18	Religare Health Insurance	1

**Table 6:
Sector-wise Placement (Batch 2016-18)**

Sector-wise Placement	No. of Students placed	%
General Insurance	28	46
Life Insurance	3	5
Health	1	2
IT/ITES	11	18
Insurance Broker	18	29
Total Students	61	100%

**Table 7:
Compensation Offered in Rs. Lakh Per Annum**

Package	Batch 2016-18
Highest	11.50 lakh
Mean	7.56 lakh
Median	7.75 lakh

Summer Internship Programme (SIP)

The Summer Internship Programme of the Academy aims to integrate classroom learning with practical experience. Every student is required to complete eight weeks of Summer Internship Programme (SIP) to qualify for the Diploma. After completing the three trimesters of the first year, each student is placed with an organization with specific assignment on which the student has to work and report to the Faculty Guide. The objective is to expose students to the dynamics of an organization and the market. The project work is an integral part of the academic curriculum and must be completed satisfactorily.

Summer placement process was organized in the month of November 2017. In all 25 companies as per Table No. 8 participated in Summer Internship Programme.

**Table 8:
Summer Internship Companies (Batch 2017-19)**

Sr. No.	Name of the Company
1	Agnext Technologies Pvt. Ltd.
2	Bajaj Allianz General Insurance Co. Ltd.
3	Cholamandalam MS General Insurance Co. Ltd.
4	Edelweiss Insurance Brokers Ltd.
5	Ernst & Young
6	Future Generali Life Insurance Co.
7	Health Insurance TPA of India Pvt Ltd.
8	Infinitus Innovations Pvt. Ltd.
9	Larsen & Toubro Infotech
10	Liberty General Insurance Co. Ltd.
11	Magma HDI General Insurance Co.

12	Marsh Insurance Brokers
13	National Insurance Company Ltd
14	New India Assurance Company Ltd
15	Oriental Insurance Company Ltd.
16	Royal Sundaram General Insurance Co.
17	SBI Life Insurance Co. Ltd.
18	Shriram Life Insurance Co. Ltd.
19	Tata AIG General Insurance Co. Ltd.
20	United India Insurance Company Ltd.
21	Universal Sompo General Insurance Co.
22	Xsentinal Risk & Claim Advisory Pvt. Ltd.

Scholarships

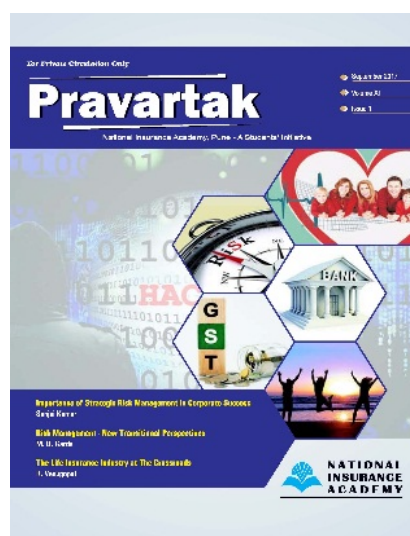
NIA offers a total of 14 scholarships under various categories. During the year scholarships were awarded under various categories as per Table 9.

**Table 9:
Scholarships**

GIC Re Scholarship (Five in Number) of Rs. 482500/- (50% of fees) per student	
Batch 2017-19	Awarded to 3 Students (No eligible student for 2 scholarships)
NIA Scholarship (Nine in Number) of Rs 100000/- per student	
Batch 2016-18	Awarded to 7 students (No eligible candidates for remaining 2 scholarship)

PGDM Publication-Pravartak

The publication brought out through initiative of PGDM students has wide appeal amongst readers and stalwarts of insurance industry. In continuation with this tradition PGDM students brought out the issue on Risk Management. The issue was well received and appreciated by the readers for its insightful articles.



Convocation – Batch 2014-16 & 2015-17

In September 2017 Convocation for Batch 2014-16 & 2015-17 was held with Shri T. S. Vijayan, Chairman, IRDAI as the Chief Guest. The function was presided by Shri V. K. Sharma, Chairman, Governing Board, NIA. Shri Hemant Bhargava, MD, LIC, Ms. Kiran Sahdev, ED (HRD/OD) LIC and Shri Sanjay Vijay, Member, Governing Board, NIA were among the prominent invitees present along with parents and students.



Mr. T. S. Vijayan, Chairman IRDAI lighting the lamp during the PGDM Convocation. Seen from left Mr. Sushobhan Sarker, Director, NIA, Mr. V. K. Sharma, Chairman, LIC, Dr. Sanjay Mali, Principal, PGDM, Mr. Hemant. Bhargava, MD, LIC.

Awards

NIA has received the Competition Success Review (CSR) Awards 2017 in the following two categories:

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

On behalf of National Insurance Academy Dr. Sanjay Mali, Principal-PGDM received the award from the hands of Mr. S. K. Sachdeva, Managing Director, Competition Success Review at a function held in New Delhi. This marked the 4th consecutive year of NIA being honoured with the Award.



Dr. Sanjay Mali, Principal-PGDM, NIA receiving the CSR Award

AlumNIA Activities

Alumni are one of the major strengths of the Academy. AlumNIA was established with a vision to advance and promote the interest of NIA by connecting the Alumni with each other and with the Alma Mater. It serves as a foundation to foster development of members by providing a forum to enhance professional relationships as well as rekindle the old ties. It also aims to provide opportunities for both the AlumNIA and NIA to strengthen their footing in the insurance industry.

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

1. Mr. Anshuman Panda – Batch 2005-07
2. Mr. Dharmendra Sharma – Batch 2004-06
3. Ms. Nikita Rao – Batch 2011-13
4. Mr. Shibyanshu Sharma – 2007-09
5. Ms. Sneha Mishra – Batch 2005-07
6. Mr Sarfaraj Ali Shah – Batch 2010-12
7. Mr. Anurag Mishra – Batch 2005-07

Research Centre for Ph.D.

National Insurance Academy is a recognized Research Centre of Savitribai Phule Pune University (SPPU) for doctoral studies leading to Ph.D. degree in Management. Presently there are four guides in the following management areas as per Table 10:

**Table 10:
Research Guide**

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

PhD. Admissions:

NIA Research Centre has admitted five students under different subjects for the year 2017-18. The guide-wise list of students is depicted in Table 11 below:

Table 11:

Name of the Guide	Subject	Existing students	New admissions	Total students
Dr. Sushama Chaudhari	Organization Management	2	1	3
Dr. S. Uma	Financial Management	1	1	2
Dr. S. Doss	Marketing Management			0
Dr. S. Doss	Insurance & Transport		1	1
Dr. Shalini Tiwari	Marketing Management		2	2

Renewal of Approval from Savitribai Phule Pune University:

Savitribai Phule Pune University has recognized NIA's Ph.D. Research Centre by renewing approval for five years from 2018 to 2023.

Workshop on Qualitative Research (March 13th to 15th 2018):

Workshop on Qualitative Research was organized for faculty members & Ph. D. students of NIA, and Faculty members from other B-Schools. Prof Ganesh N Prabhu from IIM, Bangalore facilitated the workshop. Workshop involved discussions on conceptual frameworks and seminal work on Qualitative Research during first two days of the workshop. On the last day, participants visited Regional Office/ Divisional Office/ Branch Offices of Insurance Companies to conduct field work and apply some of the techniques learnt during the workshop. The participants presented Research Problems, Propositions and shared learning Points. Prof Prabhu provided valuable inputs and insights to participants based on their presentations.

Dr. Sushama Chaudhari coordinated the Workshop. Participants appreciated NIA's initiative to organize the said Workshop, especially the experience of Field Work.

Research and Publication

Apart from NIA's own in-house periodical publications like Bimaquest and Pravartak as well as the occasional Dnyanajyoti Research Series (DJRS), NIA encourages its Faculty and Research Associates to publish their work in refereed journals and /or present their ideas at national and international seminars as per the details given below:

Consultancy Assignments ongoing during 2017-18:

1. HR Plan 2016-17 to 2020-21: A Transformational Journey (Initiated on Dec.2016-continuing), for Agriculture Insurance company of India Ltd
Team members – Mr. Aswathanarayana, Dr. Sushama Chaudhari, Dr. Archana Singh

Consultancy Assignments completed during 2017-18:

1. A "Study to review the Jan Suraksha Schemes - PMSBY" – Prime Minister's Suraksha Beema Insurance (PMSBY), 2018 and the report submitted to GIPSA, March 2018.
Team members – **Mr. Aswathanarayana, Dr. S. Doss, Dr. Shalini Tiwari, Dr. S. Uma, Dr. Archana Singh, Dr. S Saraswat, Ms. Uma Ramani.**
2. A "Study to review the Jan Suraksha Schemes - PMJJBY" – Prime Minister's Jeevan Jyoti Beema Insurance (PMJJBY), 2018 and the report submitted to LIC, March 2018.
Team members – **Mr. P. K Rath, Mr. L.K. Shamsunder, Ms. Renu Agnihotri, Dr. S. Uma, Dr. Archana Singh, Dr. Shalini Tiwari.**
3. A Project on "Best Practices in Agency Channel Management for National Insurance Company Ltd". was completed and the draft report submitted to the company.
Team members – **Mr. Aswathanarayana, Dr. S. Doss, Dr. Shalini Tiwari**

Articles:

1. **Dr. Doss**, Contributed an article on Risk Based Pricing in Health Insurance in Health Insurance Seminar organized by Assocham & National Insurance Company Ltd., at Kolkata on 13th February 2017.

Research Papers:

1. **Dr. Chaudhari, Sushama and Pasricha, Ashwin**
Strength based approach to Leadership Skills Development: Role of Awareness; Alignment; Action; BimaQuest Vol. 17, issue 2. (ISSN-0974-0791), September 2017.
2. **Ms. Yadav, Ruchika and Dr. Chaudhari, Sushama**
Work Values, Generation Y Expectations and HRM Implications (Study of an Indian Public Sector Non- Life Insurer). BimaQuest Vol. 18, issue 1. (ISSN-0974-0791), January 2018.
3. **Dr. Steward Doss**
Evaluation of Deposit Insurance Fund Adequacy using Credit Risk Model – An Indian Experience, Published in Chinese Business Review, David Publication, USA – May 2017 (ISSN 1537-1514).
4. **Dr. Steward Doss**
Insurance - A Risk Mitigation tool for managing catastrophic risks arising due to Climate Change” published in Amity University , Global Books Organization, New Delhi in 2017 (ISBN 978-93-80570-86-0).
5. **Dr. Steward Doss & Dr. Shalini Tiwari**
“Professional Qualities of Successful Agents in Insurance Business in India –Validity through Canonical Discriminant Function Model” (Accepted for forthcoming publication in the journal Asia Pacific Risk and Insurance Association, Singapore).
6. **Dr. Steward Doss & Dr. Shalini Tiwari**
“A Study on Morbidity & Mortality Analysis and Premium Rating for Live-stock Insurance: An Experience from Indian Market” (Accepted for forthcoming publication in the journal Asia Pacific Risk and Insurance Association, Singapore).
7. **Dr. Shalini Tiwari, Richard P. Bagozzi and Sanjaya S. Gaur**
“Social Influence and Intentional Social Action in Dyadic Relationship Decisions under a Key Informant Methodology” is accepted for Publication by an International Journal Archives of Psychology (USA) and will be published in the forthcoming issue.
8. **Mr. M. C. Patwardhan**, Associate Professor
A thesis titled “Doctrines Underlying Insider Trading Prohibition with Specific Reference to the US and India” was successfully submitted to and approved by the Symbiosis International Deemed University for award of Ph.D. Degree.
9. **Ms. Archana Singh**, Research Associate
A thesis titled “Agrarian Crisis & Farmers’ Suicides in India with Special Reference to Yavatmal District’ was successfully submitted to and approved by the Humanities & Social Sciences Department, Indian Institute of Technology, Mumbai for award of Ph.D. Degree..

Case Study:

1. **Dr. S Uma, Dr. Chaudhari Sushama, Mr. Aswathanarayana** submitted case study on 'National Insurance Company: Rewriting the Future' - to 'The Case Centre'- Cranfield University UK.

Conference / Workshop Attended:

1. **Mr. S. N. Nallasivan and Dr. Archana Singh** attended the Conference on Mutuals, Cooperatives & Community Based Organizations organized by Insurance Institute of India on 14th November 2017 in Mumbai.
2. **Dr. S. Uma** attended the Workshop on Qualitative Research methods 13-15 March, 2018.

Guest Sessions:

1. **Dr. S. Doss** was invited to speak on the RIMS Risk Summit organized by RIMS-Risk Management Society, USA, at Mumbai on 7th December 2017 on the topic "Operational Challenges in ERM".
2. **Dr. Shalini Tiwari** was invited by International Institute of Management Studies, Saibalaji Education Society, Pune as a guest speaker and judge in their "International Case Study & Research Paper Conference" held on 19 January 2018.
3. **Mr. V. Balagopal** was invited by the School of Mathematical Sciences, North Maharashtra University, Jalgaon as a Resource Person (Speaker) for State Level Workshop on Actuarial Science and he was also the Chief Guest on the occasion of the Opening Ceremony of the Workshop.
4. **Dr. S. D. Page** was invited as a Speaker for a Workshop on Actuarial Science by the School of Mathematical Sciences, North Maharashtra University, Jalgaon to deliver a talk on "Actuarial Computing & Analytics Using Excel & R".
5. **Dr. S. Uma** was invited to review a Ph D thesis- "Feasibility Study of Universalisation of Comprehensive Social Security Program in India" by the Gokhale Institute of Politics and Economics, Pune.

Achievements:

1. **Mr. M. C. Patwardhan**, Associate Professor and **Ms. Archana Singh**, Research Associate have been awarded the Doctoral Degree by Symbiosis International Deemed University and Indian Institute of Technology, Mumbai respectively.
2. **Mr. Zeeshan Ahmed**, NIA Alumnus (Batch 2008-10) and Chief Underwriting Officer at GIC Re South Africa, has shared the information that he has been selected as one of the 35 Rising Stars 2017 (Emerging Leaders under the age of 35 years associated with insurance sector around the world) by Intelligent Insurer, UK.

Examinations

NIA conducts following examinations:

- Brokers Examinations - NIA is the only body in India recognized by **IRDAI** for conducting Brokers' examination. During the year NIA conducted 5 (Five) examinations. 2722 candidates appeared for the examination, of which 1418 cleared the examination.
- NIA is a member of the **Institute of Global Insurance Education (IGIE)**. IGIE conducts two web based courses in General and Life Insurance through the resources at AICPCU. NIA is an authorized Centre for the above examination for General (Property Casualty) and Life Insurance as foundation programme. During the year 38 candidates appeared for the examination of which 37 candidates successfully cleared the examination.
- The Chartered Insurance Institute (CII), twice in a Year (April and October)
- Society of Actuaries (SOA), twice in a Year (April and October)

NIA's Other Pursuits of Professional Excellence

Seminars / Conferences / Workshops:

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

NIA-FAIR International Seminar



Lighting of the lamp by Mr. P. J Joseph, Member Non-Life IRDAI. Seen from left Mr. Sushobhan Sarker, Director NIA, Ms. Heba Fouad, Assistant Secretary General FAIR & Ms. Alice Vaidyan, CMD, GIC Re.

National Insurance Academy in collaboration with Federation of Afro-Asian Insurers & Reinsurers (FAIR) organized the NIA-FAIR International Seminar on "Cyber Risk Liability & Insurance Management" in Mumbai on 23rd and 24th November 2017. The Seminar was attended by distinguished delegates from countries like Malaysia, Nepal and Egypt apart from insurance practitioners, Sr./Top Executives from other industries, academicians and students from India.

The Seminar discussed on the topics viz. Cyber Risk Trends and best practices for Cyber Risk Management, Cyber Risk Analytics & Modeling, Cyber Risk Insurance products, Cyber Reinsurance & Claims Handling, Cyber Risk and Information security and shape of Cyber Risks

apprehended in future. This will lead to a collaborative approach (between insurance industry and its client industries), for more effective Cyber Risk Solutions.

The Seminar was inaugurated by Ms. Alice Vaidyan, CMD, GIC Re with her opening address in presence of Shri Sushobhan Sarker, Director NIA. Shri P. J. Joseph, Member (Non-Life) IRDAI gave the keynote address.

Eminent speakers from RBI, Symbiosis Institute of Telecom Management, PwC, DellEMC, Cisco Systems, TrendMicro, Bank of India, Bombay Stock Exchange, Reliance Life Insurance, FireEye, HDFC Ergo, Exential Risk and Claim Advisory, Ankolekar & Co. Actuaries and Consultants, Iknowlation Research Labs, Optum, Global Insurance Brokers, TATA AIG General Insurance, Bajaj Allianz General Insurance, Mandiant Consulting, TransAsia Risk Advisors, Risk Quotient Solutions, Somandi & Associates, ITI Re, L&T Infotech, HPCL, Tata Power and Public Sector General Insurance Companies like New India Assurance Co. Ltd also addressed the delegates.

19th Annual C.D. Deshmukh Seminar

19thAnnual C. D. Deshmukh Memorial Seminar was held on 11th January 2018 at NIA Pune. NIA Pune organizes this seminar annually in the memory of Late Shri C. D. Deshmukh, who was an eminent Scholar, Statesman and the first Indian to be appointed as the Governor of the Reserve Bank of India in 1943 by the British. He also served as the Finance Minister from 1950 to 1956.



The theme of the seminar was “Role of Life Insurance Industry in the Sustainable Development of India” and the topics for the discussions were:

Mr. V. K. Sharma, Chairman, LIC addressing during the Seminar. On the dais Mr. P. K. Rath, Chair Professor Life, NIA, Mr. Sushobhan Sarker, Director NIA, Ms. Usha Sangwan, MD LIC & Mr. Aswathanarayana, Chair Professor Non-Life, NIA

- Role of Life Insurance Industry in the Sustainable Development of India
- Role of Life Insurance Industry in Ensuring Sustainability at various Life Stages
- Life Insurance – Social Security and Financial Inclusion

Mr. V.K. Sharma, Chairman, LIC of India was the Chief Guest and Keynote Speaker. Eminent speakers from IRDAI, PFRDA, LIC, UNDP, PWC, Shriram Life Insurance, Edelweiss Tokio Life Insurance, Future Generali Life Insurance, Munich Re, Ankolekar & Co., Swiss Re addressed the delegates.

Mr. Nilesh Sathe, Member, IRDAI delivered the valedictory address. The Seminar was attended by over 100 distinguished delegates from many life insurance companies including LIC apart from insurance practitioners, academicians and students from India and abroad.

Infrastructure at NIA

The Academy's infrastructure spread over 32 acres of land consists of Hostel Blocks with 5 Hostels, Administrative Block, Academic Block consisting of 8 modern state-of-the-art classrooms, 2 Computer Labs (IT Parks), 8 syndicate rooms, 24 faculty rooms, Multi-purpose Hall, Library, Computer Centre, Kitchen, Dining Hall, Cafeteria and Reception, Auditorium with a capacity of 212, Meditation Hall, Gymnasium, Badminton Court, Swimming Pool, 5 Hostels with a capacity to accommodate 157 participants and 120 students. All MDP hostel rooms are provided with PCs with internet and Television. PGDM hostel rooms also have LAN connectivity for students to use their laptops. The campus also has the residential complex with 64 units.

Library

NIA Library is well equipped to serve the needs of the students, trainees of MDP and Insurance Industry. It is one of the finest insurance libraries in India having choicest collection of books, journal holdings, VCDs, DVDs in the subject areas of Insurance, Management, Economics, Finance, Law and Information Technology, Actuarial Science. The main goal is to cater to all types of information needs of the users in respect of insurance and allied subjects. Stacking of the research publications is another value addition to the library. The Library also has collection on Literature, History and Personality Development. The following Table 12 is a brief profile of the information resources available in the library:

**Table 12:
Information Resources**

Sr. No.	Type of Resources	Collection as on 31.3.2018
1	Books	25095
2	Periodicals	100
3	DVDs	130
4	Databases	7
5	News papers	14

Services:

Library provides different services as per Table-13:

**Table 13:
Library Services**

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

IT Infrastructure at NIA

The Academy has Campus-wide Local Area network connecting 350+ computers, 7 servers, routers, switches and other equipments. We have two IT-labs - FAIR IT Park (with 50 PCs) and

Drucker IT Park (with 30 PCs). Internet Facility is available for all users through their desktops and for PGDM students using their laptops. Video Conferencing facility is available in the board room which is used for conducting various meetings

Personnel

During 2017-18, eight Faculty Members, one Research Associate and one Academic Attendant joined the Academy. (Total Ten)

Four Faculty Members and one Research Associate who were on deputation were repatriated to their parent organizations and one Faculty Member (on deputation) and one Academic Attendant superannuated during this period. One Warden resigned from the Academy (Total Eight).

Other Significant Activities

A. NIA celebrated the foundation days of following promoter companies:

1. The New India Assurance Co. Ltd. 99th Foundation Day
2. LIC 61st Foundation Day on 1st September, 2017 at Tea lounge.
3. Oriental Insurance Co. 71st Foundation Day on 12th September, 2017 at 3.30pm at Tea Lounge.
4. GIC Re 46th Foundation Day on 22nd November, 2017 at 11.30am in Tea Lounge.



5. National Insurance Co. 112th Foundation Day on 5th December, 2017 at 3.30pm in Tea Lounge
6. NIA 38th Foundation Day on 16th December, 2017 at 4.00pm in Lecture Hall
- No.7. On this occasion a theme for NIA **‘Let us Renovate, Rejuvenate and Rejoice’** was launched. All staff and Faculty members have actively participated in the celebration.

B. NIA signed a MoU with a Myanmar based company for providing training.

ACKNOWLEDGEMENTS

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

FINANCIAL SUMMARY

AUDIT REPORT

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

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

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

We have audited the accounts of the above Trust for the year ending **31stMarch 2018**. These Financial Statements are the responsibility of the Trust's Management. Our responsibility is to express an opinion on these financial statements based on our audit. We report as under –

1.	Whether accounts are maintained regularly & in accordance with the provisions of the Act & rules.	Yes
2.	Whether receipts & disbursements are properly & correctly shown in the accounts	Yes
3.	Whether the cash balance & vouchers in the custody of the manager or trustee on the date of audit were in agreement with the accounts.	Yes
4.	Whether all books, deeds, accounts vouchers or other documents or records required by the auditor were produced before him.	Yes
5.	Whether a register of movable & immovable properties is properly maintained, the changes therein are communicated from time to time to the regional office & the defects & inaccuracies mentioned in the previous audit report have been duly complied with.	Yes
6.	Whether the manager or trustee or any other person required by the auditor to appear before him did so & furnished the necessary information required by him.	Yes
7.	Whether any property or funds of the Trust were applied for any objects or purpose other than the objects or purpose of the Trust.	No
8.	Whether an inventory certified by the trustees of the Public Trust has been maintained?	N.A.

9.	The amount of outstanding for more than one year & amounts written off, if any.	Yes, ₹ 81,84,709.92 are outstanding for more than 1 year. Above amount is after Writing off Amount of ₹ 1,02,018.00/- during the year.
10.	Whether tenders were invited for repairs or construction involving expenditure exceeding Rs. 5,000/-.	Tenders / quotations were called for before purchase.
11.	Whether any money of the public trust has been invested contrary to the provisions of section 35.	No
12.	Alienation, if any, of the immovable property contrary to the provisions of section 36 which have come to the notice of the auditor.	No
13.	All cases of irregular, illegal or improper expenditure or failure or omission to recover monies or other property belonging to the public trust or of loss or waste of money or other property thereof & Whether such expenditure, failure, omission loss or waste was caused in consequence of breach of trust or misapplication or any other misconduct on the part of trustees or any other person while in the management of the trust.	To the best of our knowledge no such cases were observed.
14.	Whether the budget has been filed in the form provided by rule 16 A.	Yes
15.	Whether the maximum & minimum number of the trustees is maintained.	Yes
16.	Whether the meetings are held regularly as provided such instrument.	Yes
17.	Whether the minute's books of the proceedings of the meetings are maintained	Yes

18.	Whether any of the trustees has any interest in the investment of the trust.	No
19.	Whether any of the trustees is a debtor or creditor of the trust	No Trustee is a debtor or creditor in his individual capacity.
20.	Whether the irregularities pointed out by the auditors in the accounts of the previous year have been duly complied with by the trustees during the period of audit.	Yes.
21.	Any special matter, which the auditor may think fit or necessary to bring to the notice of the Deputy or Assistant Charity Commissioner.	No

Place: Pune
Date: 27th June 2018

For HMA & Associates
Chartered Accountants
FRN -100537W

Sd/-

CA Anand Joshi
Partner
M. No. 113805

BALANCE SHEET AS ON 31.03.2018

	Current Year 2017-18	Previous Year 2016-17
SOURCES OF FUNDS		
Trust Fund or Corpus	25,00,000.00	25,00,000.00
Campus Fund	28,96,24,125.16	28,91,24,125.16
CSR Fund	1,06,06,854.65	27,73,584.00
Endowments	1,91,14,480.15	1,63,44,162.19
Sponsored Awards (NET)	39,686.25	39,686.25
Other Funds	47,47,84,526.37	42,25,74,346.40
Productivity Linked Corpus	2,39,440.00	1,84,89,341.00
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Sub-Total	79,69,09,112.58	75,18,45,245.00
Current Liabilities & Provisions	5,97,18,592.61	3,99,97,421.21
TOTAL	85,66,27,705.19	79,18,42,666.21
APPLICATION OF FUNDS		
Campus Fund Assets	26,03,29,677.01	25,59,50,415.79
CSR Assets	29,91,643.00	27,72,084.00
Endowment Assets	1,91,14,480.15	1,63,44,162.19
Other Fixed Assets Including Insurance Lab	58,82,979.83	97,45,648.73
General Fund Investments	42,51,05,140.90	37,25,32,509.73
Insurance Lab Investments	32,73,769.45	28,42,278.44
Current Assets, Loans And Advances	13,99,30,014.85	13,16,55,567.33
TOTAL	85,66,27,705.19	79,18,42,666.21

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

Sd/-
Partner
M/s HMA & Associates
Chartered Accountants

Sd/-
Member
Governing Board

Sd/-
Chairman
Governing Board

Sd/-
Director

Date: 27th June 2018

Place: Pune

INCOME & EXPENDITURE FOR THE YEAR ENDED 31.03.2018

	Current Year 2017-18	Previous Year 2016-17
INCOME		
Training Programme Fees	25,13,74,078.89	15,90,74,000.00
Action Research/Examination Income	1,31,13,715.00	1,15,53,557.00
PGDM Income	6,97,98,861.00	5,09,13,538.00
Contribution to Endowment Chairs	10,00,000.00	10,00,000.00
Interest	2,88,68,411.90	3,56,88,993.83
Other Income	31,56,388.17	47,24,076.92
	36,73,11,454.96	26,29,54,165.75
EXPENDITURE		
Establishment Expenses	6,51,65,470.49	5,22,89,185.49
Objects Of The Trust		
MDP Direct Training Expenses	7,60,30,450.19	5,03,30,861.85
PGDM Direct Expenses	1,99,16,415.94	1,60,88,985.85
Action Research / Examination Expenses	45,95,617.80	35,33,420.55
Other Expenses	13,20,87,434.99	11,08,94,895.55
Prior Period Adjustments	1,59,145.00	12,26,657.00
Depreciation	1,72,09,681.35	1,82,04,765.47
	31,51,64,215.76	25,25,68,771.76
Excess Of Income Over Expenditure Transferred To General Fund	5,21,47,239.20	1,03,85,393.99

Sd/-
Partner
M/s HMA & Associates
Chartered Accountants

Sd/-
Member
Governing Board

Sd/-
Chairman
Governing Board

Sd/-
Director

Date: 27th June 2018

Place: Pune

ANNEXURE

TRAINING PROGRAMMES CONDUCTED DURING 2017-18

Sr. No.	Title of the Programme	Programme Dates	No. of Weeks	Co-ordinator
1	Programme for Retiring Executives (Non-Life)- I	10.04.2017 12.04.2017	0.5	Uma S., Dr.
2	Programme for Young Executives Programme (YEP) (Life)- I	17.04.2017 28.04.2017	2	Saji Paul
3	Claims Management (Non-Life) - I	17.04.2017 19.04.2017	0.5	Matam Geeta Raghvendra
4	Retiring Executives (Non-Life) (for Scale V and above) I	19.04.2017 21.04.2017	0.5	Ravi Shankar, K.
5	Workshop on Communication and Presentation Skills (Life)- I	24.04.2017 28.04.2017	1	Gupta. R.P.
6	Enquiry Officers and Presenting Officers (Non-Life)	24.04.2017 26.04.2017	0.5	Surender, R.
7	Programme on Sustainable Insurance (Combined)	03.05.2017 05.05.2017	0.5	Pattnayak S.C.
8	Retiring Executives (Non-Life)- II	02.05.2017 04.05.2017	0.5	Pattnaik Asim Kumar
9	Programme on Sales and Marketing for Frontline Executives (Non-Life)- I	03.05.2017 05.05.2017	0.5	Ravi Shankar K.
10	Finance for Non-Finance Executives (Non-Life)- I	03.05.2017 05.05.2017	0.5	Uma S., Dr.
11	Programme on Financial Markets (Combined)- I	09.05.2017 11.05.2017	0.5	Patwardhan M.C.
12	Workshop on Motor Third Party Claims (Non-Life)	08.05.2017 10.05.2017	0.5	Santoshkumar E.
13	Programme on Customer Experience Management (Life)- I (For C Zone Managers)	15.05.2017 19.05.2017	1	Pattanayak S.C.
14	Comprehensive Marketing Programme for Marketing Executives (Non-Life)- I-	15.05.2017 19.05.2017	1	Ravi Shankar K.
15	General Management Programme for Middle Level Executives (Life)-I	22.05.2017 31.05.2017	1.5	Rath Pradeep Kumar
16	Young Executives Programme (YEP) (Life)- II	22.05.2017 02.06.2017	2	Mohril Vivek
17	Programme on Retail Insurance (Non-Life)- I	22.05.2017 24.05.2017	0.5	Tiwari Shalini, Dr.
18	Comprehensive Programme on Life Insurance Regulations (Life) (For Faculty Members of ZTCs/STCs) -(Life) I	22.05.2017 26.05.2017	1	Shamsunder L.K.
19	Management of Project Insurance (Non-Life)- I	29.05.2017 31.05.2017	0.5	Aswathanarayana

20	Management of Marine Insurance (Cargo) (Non-Life)- I	29.05.2017 02.06.2017	1	Surender R.
21	Competency Development Programme for Chief Managers (Life)- I	05.06.2017 09.06.2017	1	Rath Pradeep Kumar
22	Programme on Integrated CRM (Life)- I	05.06.2017 09.06.2017	1	Moharil Vivek
23	Profitable Management of Health Portfolio (Non-Life)- I	05.06.2017 09.06.2017	1	Surender R.
24	Management of Property (Fire) Insurance (Non-Life)- I	05.06.2017 09.06.2017	1	Pattnaik Asim Kumar / Ravi Shankar K
25	Retiring Executives (Non-Life)- III	12.06.2017 14.06.2017	0.5	Patwardhan M.C.
26	Workshop on Distribution Channel Management (Life)-I	12.06.2017 16.06.2017	1	Pattnayak S.C.
27	Managerial Skills Development Programme for Engineering Department (Insurance and Leadership)-(Life) - I	12.06.2017 16.06.2017	1	Balagopal V.
28	Management of Engineering Insurance (Non-Life)-I-	12.06.2017 16.06.2017	1	Pattnaik Asim Kumar
29	Programme on New Age Marketing - (Life)- I	19.06.2017 23.06.2017	1	Rath Pradeep Kumar
30	Proficiency Development Programme for Manager Sales (Life)	19.06.2017 23.06.2017	1	Shamsunder .L.K.
31	Workshop on Distribution Channels Management (Non-Life)	19.06.2017 21.06.2017	0.5	K. Ravi Shankar/ Pattnaik Asim Kumar
32	Programme for Women Managers (Combined)	19.06.2017 23.06.2017	1	Tiwari Shalini, Dr.
33	Seminar on Right to Information Act (Combined)- 1 day	23.06.2017 23.06.2017	0.5	Gejji S.H.
34	Prevention of Insurance Frauds (Non-Life) - I	27.06.2017 29.06.2017	0.5	Surender R.
35	Programme on Micro and Social Sector Insurance (Life)	27.06.2017 29.06.2017	0.5	Agnihotri Renu
36	Programme on Auditing and Accounting Standards (Life)- I (For Audit Officers)	28.06.2017 30.06.2017	0.5	Rath Pradeep Kumar
37	Workshop on Self-Management & Transformation (Non-Life)-I	28.06.2017 30.06.2017	0.5	Chaudhari Sushama, Dr.
38	Young Executives Programme (YEP) (Life)- III	03.07.2017 14.07.2017	2	Shamsundar L.K.
39	Workshop on Conflict Management and Negotiation Skills (Non-Life)- I	03.07.2017 05.07.2017	0.5	Chaudhari Sushama, Dr.
40	Comprehensive Technical Programme In General Insurance (Non-Life)- I	03.07.2017 21.07.2017	3	Pattnaik Asim Kumar/ Yadav Ruchika

41	Workshop on Advanced Excel including Macros(Life)	03.07.2017 07.07.2017	1	Page S.D., Dr.
42	Comprehensive Technical Programme in Life Insurance (Life)-I	10.07.2017 21.07.2017	2	Balagopal, V.
43	Project Insurance for Bankers and Customers (Non-Life)	10.07.2017 12.07.2017	0.5	Aswathanarayana
44	Programme on Alternate Channels Management (Life)- I	17.07.2017 21.07.2017	1	Agnihotri Renu
45	Executive Development Programme (Non-Life)- I	17.07.2017 21.07.2017	1	Uma S., Dr.
46	Workshop on SQL, Data Mining and Big Data- Analytics (Combined)	17.07.2017 21.07.2017	1	Page S.D., Dr.
47	Workshop on Communication and Presentation Skills (Life)- II	24.07.2017 28.07.2017	1	Pande Sandeep
48	Workshop on Managerial Excellence: Programme for Branch Heads (Life)- I	24.07.2017 28.07.2017	1	Shamsunder L.K.
49	Train the Trainers Programme (Combined)- I	24.07.2017 28.07.2017	1	Chaudhari Sushma, Dr.
50	Management of Miscellaneous Insurance Business (Non-Life)- I	24.07.2017 28.07.2017	1	Matam Geeta Raghvendra
51	Programme on Consumer Courts, Ombudsman and Grievance Redressal (Combined) I	24.07.2017 26.07.2017	0.5	Patwardhan M.C.
52	Programme for Legal Manager (Life)- I	31.07.2017 04.08.2017	1	Moharil Vivek
53	Comprehensive Programme on Life Insurance Regulations (Life) - II (For Manager of PS/CRM)	31.07.2017 04.08.2017	1	Shamsunder L.K.
54	Workshop on Motor Third Party Claims (Non-Life)- II	31.07.2017 02.08.2017	0.5	Santhoshkumar E.
55	General Management Programme for Operating Unit Heads (Non-Life)- I	02.08.2017 04.08.2017	0.5	Singh Archana
56	Retiring Executives (Non-Life)- IV	02.08.2017 04.08.2017	0.5	Surender R.
57	Programme on Marketing Strategies (Life)	07.08.2017 11.08.2017	1	Rath Pradeep Kumar
58	Managerial Effectiveness (Life)	07.08.2017 11.08.2017	1	Balagopal V.
59	Insurance Accounting, Audit & Control (Non-Life) I	07.08.2019 09.08.2017	0.5	Uma S., Dr.
60	Programme on Sales and Marketing for Frontline Executives (Non-Life)- II	09.08.2017 11.08.2017	0.5	Tiwari Shalini, Dr.

61	Programme on "Loss of Earnings" Insurance (LOP,ALOP,MLOP, DSU)(Non-Life)	16.08.2017 18.08.2017	0.5	Surender R.
62	Agricultural Insurance (Non-Life)- I	16.08.2017 18.08.2017	0.5	Doss S., Dr.
63	Programme on Accounting Standards on IND AS (Life)	21.08.2017 23.08.2017	0.5	Samtani Suresh
64	Programme on Leadership Skills for P&GS Officials (Life)	21.08.2017 23.08.2017	0.5	Balagopal V
65	Customer Relationship Management (Non-Life)	22.08.2017 24.08.2017	0.5	Tiwari Shalini, Dr.
66	Workshop on Communication and Presentation Skills (Non-Life)	21.08.2017 23.08.2017	0.5	Singh Archana
67	Risk Based Underwriting (Non-Life) I	22.08.2017 24.08.2017	0.5	Doss S., Dr.
68	Financial Audit and Control (Life)	28.08.2017 01.09.2017	1	Balagopal V.
69	Profitable Management of Health Portfolio (Non-Life)- II	28.08.2017 01.09.2017	1	Matam Geeta Raghvendra
70	Management of Motor Underwriting & Claims (OD) (Non-Life)-I	28.08.2017 30.08.2017	0.5	Sumit Kumar
71	Programme on Computing Skills for P&GS Dept. (Life)- I	28.08.2017 01.09.2017	1	Page S.D., Dr.
72	Programme on Market Intelligence (Life) I	06.09.2017 08.09.2017	0.5	Shamsunder L.K.
73	General Management Programme for Middle Level Executives (Life)- II	06.09.2017 15.09.2017	1.5	Moharil Vivek
74	Workshop on Problem Solving Techniques & Creativity (Combined)	04.09.2017 06.09.2017	0.5	Singh Archana
75	Management of Liability Insurance (Non-Life)- I	06.09.2017 08.09.2017	0.5	Patwardhan M.C.
76	Programme for Retiring Executives (Non-Life)- V	06.09.2017 08.09.2017	0.5	Matam Geeta Raghvendra
77	Investment Awareness Programme (Life)- I	11.09.2017 15.09.2017	1	Patwardhan M.C.
78	Management of Marine Insurance (Cargo) (Non-Life)- II	11.09.2017 15.09.2017	1	Panda K.K.
79	Programme for Women Managers (Combined)- II	11.09.2017 15.09.2017	1	Uma S., Dr.
80	Workshop on Advanced Excel (Non-Life)	11.09.2017 15.09.2017	1	Page S.D., Dr.
81	Comprehensive Technical Programme in Life Insurance (Life)- II	18.09.2017 29.09.2017	2	Mohril Vivek
82	Competency Development Programme for Chief Managers (Life)- II	18.09.2017 22.09.2017	1	Balagopal V.

83	Workshop to Create Analytic Edge for Managers (Combined)- I	18.09.2017 22.09.2017	1	Pathak Girijesh
84	Programme on Crop, Agriculture, Rural and Micro Insurance (United)	18.09.2017 22.09.2017	1	Doss S., Dr./ Singh Archana
85	Enterprise Risk Management for Senior and Middle Level Executives (Non-Life)-	20.09.2017 22.09.2017	0.5	Doss S., Dr.
86	Financial Awareness Programme (Life)- I-	25.09.2017 29.09.2017	1	Samtani Suresh
87	Prevention of Insurance Frauds (Non-Life) - II	25.09.2017 27.09.2017	0.5	Matam Geeta Raghvendra
88	Programme Retiring Executives (Non-Life) (for Scale V and above) -II	25.09.2017 27.09.2017	0.5	Patwardhan M.C.
89	Management of Motor Underwriting & Claims (OD) (Non-Life)-II	03.10.2017 05.10.2017	0.5	Pattnaik, Asim Kumar
90	Techno Marketing in General Insurance (Non-Life)	03.10.2017 05.10.2017	0.5	Surender R.
91	Strategic Intent and Execution Excellence (Life)	04.10.2017 06.10.2017	0.5	Balagopal, V.
92	Programme on Market Intelligence (Life)-II	04.10.2017 06.10.2017	0.5	Moharil Vivek
93	Finance for Non-Finance Executives (Non-Life)-II	04.10.2017 06.10.2017	0.5	Uma S., Dr.
94	Programme on Integrated CRM (Life)- II	09.10.2017 13.10.2017	1	Balagopal, V.
95	Programme on New Age Marketing - (Life)- II	09.10.2017 13.10.2017	1	Shamsunder L.K.
96	Comprehensive Marketing Programme for Marketing Executives (Non-Life)- II	09.10.2017 13.10.2017	1	Panda Kishore Kumar
97	Workshop on Project Management (Combined)	09.10.2017 13.10.2017	1	Pathak Girijesh
98	Workshop on Self-Management & Transformation (Non-Life)-II	09.10.2017 11.10.2017	0.5	Singh Archana
99	Programme on Managing Direct Sales (Life)- I	09.10.2017 13.10.2017	1	Mohril Vivek
100	Emerging Trends in Marketing for MMs (Life)- I	23.10.2017 27.10.2017	1	Shamsunder L.K.
101	Executive Development Programme for Engineering Dept. (Insurance and Soft Skills)- Life- I	23.10.2017 27.10.2017	1	Pande Sandeep
102	Programme for Retiring Executives (Non-Life)- VI	23.10.2017 25.10.2017	0.5	Patwardhan M.C.
103	Programme on Vigilance (non-Life)	23.10.2017 25.10.2017	0.5	Saraswat Suresh, Dr.
104	Programme on Claims Management (Non-Life) - II	25.10.2017 27.10.2017	0.5	Doss S, Dr.

105	Reinsurance Management (Non-Life)- I	30.10.2017 01.11.2017	0.5	Doss S., Dr.
106	Financial Awareness Programme (Life)- II	30.10.2017 03.11.2017	1	Samtani Suresh
107	Workshop on Communication and Presentation Skills (Life)- III	30.10.2017 03.11.2017	1	Shamsunder L.K.
108	Management of Miscellaneous Insurance Business (Non-Life)- II	30.10.2017 03.11.2017	1	Matam Geeta Raghvendra
109	Workshop to Create Technology Edge for Managers (Combined)	30.10.2017 03.11.2017	1	Pathak Girijesh
110	Programme on Marketing Strategies (Life) - II	06.11.2017 10.11.2017	1	Rath Pradeep Kumar
111	Comprehensive Technical Programme In General Insurance (Non-Life)- II	06.11.2017 24.11.2017	3	Panda Kishore Kumar / Yadav Ruchika
112	Comprehensive Technical Programme in Life Insurance (Life)- III	13.11.2017 24.11.2017	2	Pande Sandeep
113	Programme on Retail Insurance (Non-Life)- II	13.11.2017 15.11.2017	0.5	Saraswat Suresh, Dr.
114	Programme for Retiring Executives (Non-Life)- VII	15.11.2017 17.11.2017	0.5	Uma S., Dr.
115	Programme on Alternate Channels Management (Life)- II	20.11.2017 24.11.2017	1	Shamsunder L.K.
116	Programme on Computing Skills for P&GS Dept. (Life)- II	20.11.2017 24.11.2017	1	Pathak Girijesh
117	Management of Motor Underwriting & Claims (OD) (Non-Life)-III	20.11.2017 22.11..2017	0.5	Sumit Kumar
118	Insurance Fraud Management (Life)	27.11.2017 29.11.2017	0.5	Pattnaik S.C.
119	Programme on Strategy Implementation : P&GS (Life) -I	27.11.2017 29.11.2017	0.5	Moharil Vivek
120	Programme on Financial Markets (Combined)- II	27.11.2017 29.11.2017	0.5	Uma S., Dr.
121	Workshop on Motor Third Party Claims (Non-Life)- III	27.11.2017 29.11.2017	0.5	Surender R. / Nallasivan S.N.
122	Workshop on Managerial Excellence: Programme for Branch Heads (Life)- II	04.12.2017 08.12.2017	1	Balagopal V
123	Workshop on Distribution Channel Management (Life)-II	04.12.2017 08.12.2017	1	Moharil Vivek
124	Management of Liability Insurance (Non-Life)- II	28.11.2017 30.11.2017	0.5	Surender R.
125	Programme on Sales and Marketing for Frontline Executives (Non-Life)- III	04.12.2017 06.12.2017	0.5	Tiwari Shalini, Dr.
126	Corporate Governance for Senior Management (Combined)	07.12.2017 08.12.2017	0.5	Aswathanarayana

127	General Management Programme for Middle Level Executives (Life)- III	11.12.2017 20.12.2017	1.5	Samtani Suresh
128	Emerging Trends in Marketing for MMs (Life)- II	11.12.2017 15.12.2017	1	Balagopal V.
129	Workshop on Distribution Channels Management (Non-Life)- II	11.12.2017 13.12.2017	0.5	Panda K.K. / Tiwari Shalini, Dr.
130	Retiring Executives (Non-Life)- VIII	13.12.2017 15.12.2017	0.5	Surender R. / Nallasivam S.N.
131	Managerial Skills Development Programme for Engineering Department (Insurance and Leadership)-(Life) - II	18.12.2017 22.12.2017	1	Moharil Vivek
132	Customer Experience Management (For C Zone Managers) (Life)- II	18.12.2017 22.12.2017	1	Shamsunder L.K.
133	Profitable Management of Health Portfolio (Non-Life)- III	18.12.2017 22.12.2017	1	Saraswat Suresh, Dr.
135	Programme for Women Managers (Combined)- IV	18.12.2017 22.12.2017	1	Agnihotri Renu
136	General Management Programme for Operating Unit Heads (Non-Life)- II	26.12.2017 28.12.2017	0.5	Saraswat Suresh, Dr.
137	Programme on GST and Life Insurance Accounting (Life)	27.12.2017 28.12.2017	0.5	Samtani Suresh
138	Actuarial Practices in Life Insurance (Life)- I	27.12.2017 29.12.2017	0.5	Agnihotri Renu
139	Programme on Financial Markets (Combined)- III	27.12.2017 29.12.2017	0.5	Patwardhan M.C.
140	Reinsurance Management (Non-Life)- II	27.12.2017 29.12.2017	0.5	Sumit Kumar
141	Investment Awareness Programme (Life)- II	03.01.2018 05.01.2018	1	Agnihotri Renu
142	Management of Engineering Insurance (Non-Life) - II	01.01.2018 05.01.2018	1	Saraswat Suresh, Dr.
143	Programme for Retiring Executives (Non-Life)- IX	03.01.2018 05.01.2018	0.5	Panda K.K.
144	Young Executives Programme (YEP) (Life)- IV	08.01.2018 19.01.2018	2	Balagopal V.
145	Comprehensive Technical Programme in Life Insurance (Life)- IV	08.01.2018 19.01.2018	2	Samtani Suresh
146	Workshop to Create Technology Edge for Managers (Combined)- II	08.01.2018 12.01.2018	1	Pathak Girjesh
147	CD Deshmukh Seminar on Role of Life Insurance Industry in the Sustainable Development of India- (Life) 1 day	11.01.2018 11.01.2018	0.5	Rath Pradeep Kumar / Shamsunder L.K.

148	Workshop on Actuarial Computing and Analytics using Excel and R (Life)	15.01.2018 19.01.2018	1	Page S.D., Dr.
149	Agricultural Insurance (Non-Life)- II	15.01.2018 17.01.2018)	0.5	Doss S., Dr.
150	Management of Project Insurance (Non-Life)- II	17.01.2018 19.01.2018	0.5	Panda K.K.
151	Programme on Best Practices in Underwriting (Life)	22.01.2018 24.01.2018	0.5	Agnihotri Renu
152	Programme on Strategy Implementation : P&GS (Life)	22.01.2018 24.01.2018	0.5	Moharil Vivek
153	Management of Motor Underwriting & Claims (OD) (Non-Life)-III	22.01.2018 24.01.2018	0.5	Surender R.
154	Financial Awareness Programme (Life)- III	29.01.2018 02.02.2018	1	Samtani Suresh
155	Workshop on Communication and Presentation Skills (Life)- IV	29.01.2018 02.02.2018	1	Balagopal V.
156	Programme on Estate Management (Non-Life)	29.01.2018 31.01.2018	0.5	Nallasivan S.N.
157	Programme on Claims Management (Non-Life) - II	31.01.2018 02.02.2018	0.5	Saraswat Suresh, Dr.
158	Programme for Legal Manager (Life)- II	05.02.2018 09.02.2018	1	Moharil Vivek
159	Comprehensive Programme on Life Insurance Regulations (Life) - III (For Faculty Members of ZTCs / STCs)	05.02.2018 09.02.2018	1	Samtani Suresh
160	Management of Property (Fire) Insurance (Non-Life)- II	05.02.2018 09.02.2018	1	Surender R.
161	Management of Marine Insurance (Cargo) (Non-Life)- III	05.02.2018 09.02.2018	1	Panda K.K.
162	Workshop on Create Analytic Edge for Managers (Combined)- II	05.02.2018 09.02.2018	1	Pathak Girijesh
163	Programme on Auditing and Accounting Standards (Life)- II (For Audit Officers)	14.02.2018 16.02.2018	0.5	Samtani Suresh
164	Insurance Accounting, Audit & Control (Non-Life)-I	14.02.2018 16.02.2018	0.5	Uma S., Dr.
165	Programme on Consumer Courts, Ombudsman and Grievance Redressal (Combined) II	14.02.2018 16.02.2018	0.5	Saraswat Suresh, Dr.
166	Research Methodology and Report Writing (Life)	20.02.2018 22.02.2018	0.5	Doss S., Dr.
167	Procedures & Practices in Court Cases (HR & IR) (Non-Life)	20.02.2018 22.02.2018	0.5	Nallasivan S.N.
168	Best Practices in Marketing (Life)	21.02.2018 23.02.2018	0.5	Moharil Vivek

169	Management of Liability Insurance (Non-Life)- III	21.02.2018 23.02.2018	0.5	Sumit Kumar
170	Workshop on Motor Third Party Claims (Non-Life)- IV	27.02.2018 01.03.2018	0.5	Santhoshkumar E. / Uma Ramani
171	Comprehensive Technical Programme in Life Insurance (Overseas)	05.03.2018 16.03.2018	2	Shamsunder L.K.
172	General Management Programme for Middle Level Executives (Life)- IV	05.03.2018 14.03.2018	1.5	Moharil Vivek / Balagopal V.
173	Programme for Women Managers (Combined)- IV	05.03.2018 09.03.2018	1	Yadav Ruchika /Uma Ramani
174	Management of Miscellaneous Insurance Business (Non-Life)- III	12.03.2018 16.03.2018	1	Sumit Kumar
175	Programme for Retiring Executives (Non-Life)- X	12.03.2018 14.03.2018	0.5	Saraswat Suresh, Dr.
176	Financial Awareness Programme (Life)- IV	19.03.2018 23.03.2018	1	Samtani Suresh
177	Train the Trainers Programme (Combined)- II	19.03.2018 23.03.2018	1	Chaudhari Sushma, Dr.
178	Profitable Management of Health Portfolio (Non-Life)- IV	19.03.2018 23.03.2018	1	Surender R.
179	Special Training Programme for ITSG Officials of LIC (Life)-I	24.04.2017 19.05.2017	4	Page S.D., Dr.
180	Induction Training Programme for Direct Recuites of Class I Officer (New India)- Batch A-Phase I	08.05.2017 16.06.2017	6	Pattnaik Asim Kumar/ Sumit Kumar
181	Induction Training Programme for Direct Recuites of Class I Officer (New India)- Batch B-Phase I	08.05.2017 16.06.2017	6	Pattnaik Asim Kumar / Yadav Ruchika
182	Induction Training Programme for Direct Recuites of Class I Officer (New India)- Batch C-Phase I	08.05.2017 16.06.2017	6	Surender R. / Santhoshkumar E.
183	Induction Training Programme for Direct Recuites of Class I Officer (New India)- Batch D-Phase I	08.05.2017 16.06.2017	6	Surender R. / Matam Geeta Raghvendra
184	Special Training Programme for ITSG Officials of LIC (Life)- II	29.05.2017 23.06.2017	4	Page S.D., Dr.
185	Induction Training Programme for Direct Recruits of GIC Re	27.06.2017 29.07.2017	5	Aswathanarayana / Santoshkumar E.
186	Induction Training Programme for Direct Recuites of Class I Officer (New India)- Batch A-Phase II	31.07.2017 24.08.2017	4	Pattnaik Asim Kumar / Sumit Kumar

187	Induction Training Programme for Direct Recuites of Class I Officer (New India)- Batch B-Phase II	31.07.2017 24.08.2017	4	Pattnaik Asim Kumar / Yadav Ruchika
188	Induction Training Programme for Direct Recuites of Class I Officer (New India)- Batch C-Phase II	31.07.2017 24.08.2017	4	Surender R. / Santhoshkumar E.
189	Induction Training Programme for Direct Recuites of Class I Officer (New India)- Batch D-Phase II	31.07.2017 24.08.2017	4	Surender R. / Matam Geeta Raghvendra
190	Workshop on Bancassurance (National)	28.08.2017 29.08.2017	0.5	Doss S., Dr. / Tiwari Shalini, Dr.
191	Refresher Training Programme for SIPF Officers, Jaipur	11.09.2017 15.09.2017	1	Tiwari Shalini, Dr. / Yadav Ruchika
192	Mastering the Market (SBI LIFE) - I	03.10.2017 05.10.2017	0.5	Shamsunder L.K.
193	Mastering the Market (SBI LIFE) - II	12.10.2017 14.10.2017	0.5	Shamsunder L.K.
194	Finance for Non-Finance Executives (LIC) -I	23.10.2017 25.10.2017	0.5	Samtani Suresh
195	Finance for Non-Finance Executives (LIC) -II	26.10.2017 28.10.2017	0.5	Samtani Suresh
196	Managerial Skills Development Programme (National) I	30.10.2017 03.11.2017	1	Karmakar P.N. / Tiwari Shalini, Dr.
197	Mastering the Market (SBI LIFE) - III	02.11.2017 04.11.2017	0.5	Shamsunder L.K.
198	Finance for Non-Finance Executives (LIC) -III	08.11.2017 10.11.2017	0.5	Samtani Suresh
199	Managerial Skills Development Programme (National) II	13.11.2017 17.11.2017	1	Karmakar P.N.
200	Mastering the Market (SBI LIFE) - IV	02.11.2017 04.11.2017	0.5	Shamsunder L.K.
201	Finance for Non-Finance Executives (LIC) -IV	20.11.2017 22.11.2017	0.5	Samtani Suresh
202	Finance for Non-Finance Executives (LIC) -V	23.11.2017 25.11.2017	0.5	Patwardhan M.C.
203	NIA-FAIR Seminar on Cyber Risk, Liability and Insurance Management (Combined)	23.11.2017 24.11.2017	0.5	Aswathanarayana / Page S.D., Dr. / Panda Kishore K.
204	Managerial Skills Development Programme (National) III	27.11.2017 01.12.2017	1	Karmakar P.N.
205	Managerial Skills Development for Ams and AOs (National) I	04.12.2017 08.12.2017	1	Karmakar P.N.
206	Finance for Non-Finance Executives (LIC) -VI	07.12.2017 09.12.2017	0.5	Patwardhan M.C.
207	Finance for Non-Finance Executives (LIC) -VII	11.12.2017 13.12.2017	0.5	Uma S., Dr.

208	Living Vision- Leadership and Beyond (for GMs and DGMs of New India)j	15.12.2017 17.12.2017	0.5	Chaudhari Sushama, Dr. / Tiwari Shalini, Dr.
209	Induction Training Programme for Direct Recuites of Class I Officer (New India)- Batch E-Phase I	18.12.2017 25.01.2018	6	Nallasivam S.N. / Santhoshkumar E,
210	Managerial Skills Development for Ams and AOs (National) II	01.01.2018 05.01.2018	1	Karmakar P.N.
211	Mastering the Market (SBI LIFE) - V	04.01.2018 06.01.2018	0.5	Shamsunder L.K.
212	High performance follow up programme of New India (of BatchV)	08.01.2018 09.01.2018	0.5	Chaudhari Sushama
213	Programme on Reinventing Self-Revitalizing Organisation (LIC)- 1 day	12.01.2018 12.01.2018	0.5	Shamsunder L.K.
214	Mastering the Market (SBI LIFE) - VI	18.01.2018 20.01.2018	0.5	Moharil Vivek
215	Managerial Skills Development Programme (National) IV	29.01.2018 02.02.2019	1	Karmakar P.N.
216	Mastering the Market (SBI LIFE) - VII	08.02.2018 10.02.2018	0.5	Pattanayak S.C.
217	Mastering the Market (SBI LIFE) - VIII	12.02.2018 14.02.2018	0.5	Moharil Vivek
218	Induction Training Programme for Asst. Managers (IRDA)	12.02.2018 10.03.2018	4	Rath Pradeep Kumar / Panda K.K. / Moharil Vivek
219	High Performance Leadership Programme for New India	12.02.2018 15.02.2018	1	Chaudhari Sushma, Dr.
220	Managerial Skills Development Programme (National) VI	26.02.2018 02.03.2018	1	Karmakar P.N.
221	Induction Training Programme for AICL	05.03.2018 16.03.2018	2	Doss S., Dr. / Singh Archana
222	Induction Training Programme for Direct Recuites of Class I Officer (New India)- Batch E-Phase II	12.03.2.18 06.04.2018	6	Nallasivam S.N. / Santhoshkumar E,
223	Workshop on Qualitative Research Methods	13.03.2018 15.03.2018	0.5	Chaudhari Sushama, Dr.



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