



You are invited to register for the following Marine Insurance Courses

Intermediate

MARINE CARGO INSURANCE: UNDERWRITING, CLAIMS & RISK MANAGEMENT IN DRY & LIQUID BULK

Dates: 20 & 21 Jul 2023

Time: 9.00 a.m. to 5.00 p.m.

CPD Hours: 14

Venue: To be advised

Programme Leader: Mr Said Khan

PROGRAMME HIGHLIGHTS

In this 2-day programme, participants will have a good understanding of liquid & dry bulk; its characteristics, its peculiar behaviours and the rigours they go through when being shipped from origin to destination. The programme will equip participants with the required knowledge in order to better underwrite such goods. The presentations will also engage participants in claims aspects and risk management.

Participants will have an opportunity to see this class of business through an underwriter's and a marine loss control engineer's eyes. This is particularly valuable as such engineers have the necessary seafaring experience and are familiar with the processes involved in the shipment of such cargoes, which puts them in good stead to perform underwriting and risk management in this area.

FOR WHOM

- Underwriters and Claims Practitioners in Insurance and Reinsurance companies; as well as Insurance and Reinsurance Brokers, with more than 2 years of work experience in Cargo Insurance.
- Loss Adjusters and Risk Surveyors dealing with such risks.
- Other practitioners from the shipping, commodity trading business wishing to better understand or reinforce their knowledge in Cargo Insurance.

KEY LEARNING OUTCOMES

By the end of the programme, participants will be able to:

- Be conversant with the characteristics of dry & liquid bulk.
- Be familiar with Cargo Operation & Processes at Load & Discharge.
- Be aware of Modes of Measurement and its Limitations.
- Be able to Formulate a Contract of Insurance on such goods.
- Be competent in handling dry & liquid bulk claims.
- Be conversant with the regulatory requirements & prohibitions.
- Be familiar with risk management of such goods.

PROGRAMME OUTLINE

- Types & characteristics of dry & liquid bulk.
- Construction of vessels and the tanks' preparations.
- Calibration, Sampling & Measurement.
- Loading & Discharge preparations & procedures.
- Underwriting – Policy conditions & rating levels.
- Importance of Sanction & Limitation Clause.
- Paper Loss & its Challenges.
- Claims Procedure & Process.
- Risk Management/Marine Loss Control Engineering in dry & liquid bulk.
- Comparison of Underwriting such Goods in the 90s and Now.

PROGRAMME FEE

Full Course Fee (incl. of 8% GST): \$819.72

Net Course Fee*: \$5440.22 (incl. of 8% GST and after 50% MCF funding) for Singapore Citizens and Singapore Permanent Residents

*Eligible participants are required to pay the net course fee only upon registration.

Please click [here](#) for information on the MCF Training Grant.

Introductory

BUILDING THE FUNDAMENTALS OF CARGO INSURANCE CLAIMS MANAGEMENT

Date: 21 Aug 2023

Time: 9.00 a.m. to 5.00 p.m.

CPD Hours: 7

Venue: To be advised

Programme Leader: Mr Dan Yeo

PROGRAMME HIGHLIGHTS

Providing a professional claims service is crucial to the success of the cargo insurance underwriting business and aids in customer retention in this competitive market. This one-day programme helps claims handlers to revisit the fundamental concepts and technicalities of cargo insurance claims handling and management, and how to apply them to deliver value-added claim service.

FOR WHOM

- Company or general claims handlers working in an insurance company, reinsurance company, insurance broking company or in-house claims handlers with at least one year of claims handling experience.
- Cargo underwriters, brokers, marine surveyors, loss adjusters and risk managers who wish to strengthen their understanding of the fundamental concepts in marine cargo insurance and cargo claims.

KEY LEARNING OUTCOMES

By the end of the programme, participants will be able to:

- Know the different ship types, ship classification and the Protection & Indemnity clubs.
- Explain the different cargo types and their characteristics and how are carried on board ships.
- Understand Incoterms in the contract of sale between the buyer and seller of goods in various claim scenarios.
- Know the differences between the Institute Cargo Clauses 1/1/82 and Institute Cargo Clauses 1/1/09.
- Understand the concept burden of proof and what is claimable under a cargo policy.
- Understand evidence and application of policy exclusions.
- Understand evidence and application of policy commencement and termination.
- Know the concept of a general average loss and how it works under the cargo insurance policy.
- Understand the basic application of contract of sea and air carriage regulations plus the applicable terms and conditions with a view to protecting recovery of the claim.

PROGRAMME OUTLINE

- Nature and background of ship types, ship classification, P & I clubs.
- Characteristics of different cargo types and how cargoes are carried on board ships.
- Incoterms and the contract of sale
- Key differences between Institute Cargo Clauses 1/1/82 and 1/1/09
- Burden of proof and what is claimable.
- Evidence and application of policy exclusions
- Evidence and application of when the policy commences and terminates.
- Protecting recoveries with understanding of the law on the carriage of goods plus the carriage terms and conditions

PROGRAMME FEE

Full Course Fee (incl. of 8% GST): \$410.40

No funding.

Introductory

FREIGHT & LOGISTICS LIABILITY: RISKS & CLAIMS HANDLING

Date: 22 Aug 2023

Time: 9.00 a.m. to 5.00 p.m.

CPD Hours: 7

Venue: To be advised

Programme Leader: Mr Dan Yeo

PROGRAMME HIGHLIGHTS

Freight forwarders and/or logistics service providers are often exposed to claims during their business. This one-day programme covers the basic nature of operations in the freight and logistics industry. It addresses the legal cause of actions arising in the freight and logistics industry not to mention the related ground challenges. The main focus of the programme is on how insurance claims handlers could best assist freight and logistics liability policyholders to handle such legal claims and provide a value-added service.

FOR WHOM

- General liability and marine claims handlers of insurers and reinsurers with at least one year of claims handling experience.
- Insurance brokers and reinsurer brokers with at least one year's experience in handling freight and/or logistics liability claims.
- Loss adjusters or in-house claims handlers with at least one year of claims handling experience.
- General liability and marine underwriters, brokers, marine surveyors, and risk managers who wish to strengthen their foundation in liability insurance in bailment, freight and logistics contracts, warehouseman's liability and international carriage conventions relating to cargo.

KEY LEARNING OUTCOMES

By the end of the programme, participants will be able to:

- Know the difference between the legal role of the freight forwarder as an agent and that as a Principal.
- Understand the liability risk exposure of the freight forwarder and logistics service provider and the sources giving rise to such liability i.e. tort, bailment, contract and breach of statutory laws.
- Understand the common terms and provisions of standard trading conditions and bills of lading which affect the liability of the freight forwarder or logistics service provider.
- Explain the functions of the bill of lading and other transport documents.
- Know the law on the Carriage of Goods by Sea (Hague/Hague-Visby Rules and) the Carriage by Air (Montreal Convention), particularly applicable to the carrier.
- Understand the responsibilities of the multimodal transport operator and how the international carriage conventions apply to it.
- Know the 'Doses' and 'Don'ts' of handling a liability claim.
- Know Loss evidence and how to deal with the claim against the freight forwarder or logistics service provider.
- Explain the various insurance coverages applicable to the freight forwarder and the logistics service provider.
- The duties and responsibilities of the carrier under international carriage conventions
- Handling freight liability claims
- Proving value added claims service to the insured
- The types of coverage required for a freight forwarder or logistics service provider

PROGRAMME OUTLINE

- Nature and background of the role of the freight forwarder
- The duties and responsibilities of the bailee at law
- The risks exposures of the freight forwarder and the logistics service provider
- Standard trading conditions and practice
- Bill of lading and other transport documents
- The importance of other marine services to Marine insurance
- How ships are managed; in particular Flag and Classification
- Maritime Piracy, Cyber Risks, International Developments and its impact on Marine Insurance

PROGRAMME FEE

Full Course Fee (incl. of 8% GST): \$410.40

No funding.

Introductory

THE NUTS & BOLTS OF MARINE INSURANCE

Dates: 4 & 5 Sep 2023

Time: 9.00 a.m. to 5.00 p.m.

CPD Hours: 14

Venue: To be advised

Programme Leader: Mr Quek Keng Seng

PROGRAMME HIGHLIGHTS

This 2-day intensive workshop is designed to enable participants to develop an overview of the international legal and regulatory framework for Marine Insurance and understand the International and Asian Marine Insurance market. Participants will gain an overview of Marine Hull & Machinery, Cargo Insurance and Marine Liabilities as well as understand the importance of other marine services to Marine insurance. The issues related to Maritime Piracy and its impact on Marine Insurance shall also be examined. The course will be enhanced through the use of actual business examples and case study discussions.

FOR WHOM

- Underwriters and Claims Practitioners in Insurance and Reinsurance companies; as well as Insurance and Reinsurance Brokers with less than 18 months of experience in handling Marine Insurance.
- Practitioners from the shipping and maritime-related industries wishing to reinforce their understanding of Marine Insurance and the extent to which it acts as a risk management tool for their operations.

KEY LEARNING OUTCOMES

By the end of the programme, participants will be able to:

- Develop an overview of the international legal and regulatory framework for Marine insurance.
- Understand the International and Asian Marine Insurance Market.
- Develop an overview of Marine Hull & Machinery, Cargo Insurance and Marine Liabilities.
- Understand the importance of other marine services to Marine insurance.
- Understand how ships are managed; in particular Flag and Classification.
- Understand the issues related to Maritime Piracy, Cyber Risks, International Developments and its impact on Marine Insurance.
- The importance of other marine services to Marine insurance
- How ships are managed; in particular Flag and Classification
- Maritime Piracy, Cyber Risks, International Developments and its impact on Marine Insurance

PROGRAMME OUTLINE

- Overview of the international legal and regulatory framework for Marine insurance
- The International and Asian Marine Insurance Market
- Marine Hull & Machinery, Cargo Insurance and Marine Liabilities.
- The importance of other marine services to Marine insurance
- How ships are managed; in particular Flag and Classification
- Maritime Piracy, Cyber Risks, International Developments and its impact on Marine Insurance

PROGRAMME FEE

Full Course Fee (incl. of 8% GST): \$1,069.20

MCF funding to be advised.

Introductory

INSURANCE OF SHIPMENTS BY SEA: THE ESSENTIALS

Dates: 6 & 7 Sep 2023

Time: 9.00 a.m. to 5.00 p.m.

CPD Hours: 14

Venue: To be advised

Programme Leader: Mr Quek Keng Seng

PROGRAMME HIGHLIGHTS

During this 2-day programme, participants will learn the major types of cargo shipped by sea, different modes of shipment and the risks of loss and/or damage to such cargoes. They will know the international terms of trade between buyer/seller and its relevance to cargo insurance by sea. The essentials of Marine Cargo insurance coverage will be discussed including market developments and managing the impact on cargo insurance. The course will be enhanced through the use of actual business examples and case study discussions.

FOR WHOM

- Underwriters and claims practitioners in insurance and reinsurance companies; as well as insurance and reinsurance brokers with less than 18 months of experience in dealing with Marine Cargo Insurance.
- Only for company-sponsored individuals¹⁾ who are Singapore Citizens or Singapore Permanent Residents, physically based in Singapore.
- Vessel charterers, shippers, commodity traders, importers and exporters, freight forwarders, lawyers, financiers and banks who wish to learn more about the risk management of goods being shipped by sea.

- Also suitable for practitioners from the shipping and maritime-related industries wishing to reinforce their understanding of Marine Insurance.

KEY LEARNING OUTCOMES

By the end of the programme, participants will be able to:

- Understand the major types of cargo shipped by sea.
- Know different modes of shipment and the risks of loss and/or damage to such cargoes.
- Know the international terms of trade between buyer/seller and its relevance to cargo insurance by sea.
- Understand the essentials of Marine Cargo insurance coverage.
- Know about ancillary marine cargo covers like Stock Throughput and Storage insurance.
- Understand the developments of Electronic Bills of Ladings, Insurtech, international sanctions and managing their impact on cargo insurance.
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- Stock Throughput and Storage insurance
- The development of Electronic Bills of Ladings, Insurtech, international sanctions and managing their impact on cargo insurance

PROGRAMME OUTLINE

- The major types of cargo shipped by sea
- Different modes of shipment and the risks of loss and/or damage to such cargoes
- International terms of trade between buyer/seller and its relevance to cargo insurance by sea
- The essentials of Marine Cargo insurance coverage
- Stock Throughput and Storage insurance
- The development of Electronic Bills of Ladings, Insurtech, international sanctions and managing their impact on cargo insurance

PROGRAMME FEE

Full Course Fee (incl. of 8% GST): \$534.60

Net Course Fee: \$5188.10 (incl. of 8% GST and after 70% FTS funding) for Singapore Citizens aged 40 years old and above

Net Course Fee: \$5386.10 (incl. of 8% GST and after 30% FTS funding) for Singapore Citizens below 40 years old and Singapore Permanent Residents

FINANCIAL TRAINING SCHEME (FTS) ELIGIBILITY CRITERIA TO PAY THE ABOVE NET FEE:

- Singapore-based Financial Institutions regulated by MAS (licensed or exempted from licensing by MAS).
- FinTech firms certified by Singapore FinTech Association.
- Only for company-sponsored individuals¹⁾ who are Singapore Citizens or Singapore Permanent Residents, physically based in Singapore.
- Successfully completed FTS recognised programme (including passing all relevant assessments and examinations).

(1) Individuals who attend a course in the capacity of an instructor or facilitator, e.g. presenter / speaker / panelist are not eligible for FTS funding.

In the event that the participant drops out halfway through the course or did not pass the assessments, SCI will take steps to claw back the course fee subsidy from the self-sponsored participant or the company that has sponsored the participant. The course fee subsidy is applicable only to participants who have fulfilled all the course requirements and passed the assessments.

Funding support for the same course / examination will be granted only once per calendar year per participant.

All fees indicated are in Singapore Dollars, unless otherwise stated.

For more information on FTS funding terms and conditions, please refer to [IBF website](#).

Singapore College of Insurance
CPE Registration No: 199408491M

Period Of CPE Registration: From 26 September 2019 to 25 September 2023

For enquiries, please contact: Singapore College of Insurance
Tel: (65) 6221 2336 | Website: [www.sci.college.org.sg](#)

Information presented on this marketing material is correct at the time of publishing.
However, changes to the programme contents, dates, time, duration, venue and faculty members can occur owing to unforeseen circumstances. Every effort will be made to inform all participants of such changes on a timely basis.

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