



Singapore College
of Insurance

PROGRAMME CALENDAR

NURTURING ASIA'S BEST

2018

ACTUARIAL SCIENCE	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>The Actuarial Function: From a Non-Actuarial Viewpoint ^{NEW}</p> <p>This programme is intended to give participants an introductory perspective of the roles played by actuaries in life insurance, general insurance and reinsurance companies.</p> <p>The participants will have a greater understanding of the contribution of actuaries to the insurance industry and this will enable those working for insurance and reinsurance companies to form a basis for fruitful cooperation with actuaries.</p>	Introductory						27			S\$299.60 (M) S\$329.60 (NM) S\$308.00 (O)
EMPLOYEE BENEFITS	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>Underwriting & Claims Aspects Of Group Employee Benefits Insurance ^{NEW}</p> <p>This 2-day programme aims to provide participants with a firm foundation to underwrite Group Employee Benefits Insurance and to handle claims relating to this class of business. It also aims to enable marketing personnel, brokers and other intermediaries to be more effective in developing and retaining their employee benefits prospects by rendering them the appropriate technical advice and claims handling service. Employers will also find this programme useful in enhancing their understanding of Employee Benefits Insurance.</p>	Introductory to Intermediate		19 20							S\$738.30 (M) S\$812.15 (NM) S\$759.00 (O)
ENGINEERING	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>Engineering And Construction Projects - ALOP / DSU Claims ^{NEW}</p> <p>This 1-day programme, which will incorporate case studies and group discussions, aims to provide participants with a practical understanding of the risk assessment and risk management aspects of engineering and construction projects relating to ALOP / DSU claims.</p>	Intermediate			9						S\$369.15 (M) S\$406.10 (NM) S\$379.50 (O)
<p>3rd Intake: A Practical Understanding Of Engineering & Construction Risks</p> <p>This 2-day programme is designed to equip participants with a strong grounding and understanding of the technical aspects of engineering and construction risks, as they apply to insurance. The knowledge acquired will guide participants in the assessment and underwriting of construction risks, as well as the handling and evaluating of such claims.</p> <p>Apart from lectures, case studies, discussions and interactions, there will be an opportunity for participants to make a site-visit to an appropriate construction site. This will enable them to appreciate construction issues better from a practical point of view.</p>	Intermediate				28 29					S\$738.30 (M) S\$812.15 (NM) S\$759.00 (O)
<p>3rd Intake: A Practical Understanding Of CAR & EAR Insurance</p> <p>With the emerging economies in Asia back on a growth trends, there are increasing numbers of large infrastructure development projects cropping up all across the region. Consequently, the demand for Construction and Engineering-related Insurance covers has grown steadily in the region. Through lectures and case studies, you will acquire sound technical knowledge of one of the main Engineering Insurance classes to effectively underwrite this class of business. Claims aspects will also be covered during this 2-day programme.</p>	Intermediate							10 11		S\$738.30 (M) S\$812.15 (NM) S\$759.00 (O)

ENGINEERING	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
Innovative Engineering Insurance Solutions: Thinking Out Of The Box! ^{NEW} There are many things that can go wrong in a construction or engineering project. For example, significant cost overrun can impact the principal (owner), the contractor as well as insurers. Another example is liquidated damages payable by a contractor to an owner in the event of a contractor-caused delay. Conventional Construction or Engineering Insurance policies do not cover such contingencies. This workshop will examine innovative solutions or ideas related to Engineering Insurance such as: <ul style="list-style-type: none"> • Cost overrun cover • Project risk rating • Parametric typhoon and earthquake cover (loss prevention focus) • Non-physical damage business supply chain cover • Electricity outage cover • Liquidated damage cover • Special renewable energy covers such as serial loss cover, performance warranty covers and others 	Advanced				14					S\$299.60 (M) S\$329.60 (NM) S\$308.00 (O)
INSURANCE ACCOUNTING	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
Submission Of MAS Returns Programme: A Blended Learning Approach ^{NEW} This programme comprises an E-learning session which participants can complete at their own pace prior to attending a 1-day classroom workshop. Through the E-learning and case studies during the workshop, participants will acquire a good understanding of the process involved and be able to prepare the statutory returns required to be submitted to MAS. This course will comprise the MAS returns relating to the financial performance of the insurer and also the risk-based capital solvency calculations.	Introductory				1					S\$963.00 (M) S\$1,059.30 (NM) S\$990.00 (O)
IFRS & Its Impact On Insurance ^{NEW} Insurers are bracing themselves for significant changes to the accounting for insurance contracts under IFRS 17 Insurance Contracts. While the change is still a number of years away, insurers are already starting to get themselves ready. In addition, the accounting for the assets side of an insurer's balance sheet will also be undergoing changes with FRS 109 Financial Instruments. This course will provide an in-depth understanding of the requirements of IFRS 17 and their implications to insurers. It will also provide an overview of FRS 109. Insurance professionals will be able to gain practical knowledge of the new standards.	Introductory					11				S\$299.60 (M) S\$329.60 (NM) S\$308.00 (O)
Reading & Understanding Insurance Financial Statements: A Blended Learning Approach ^{NEW} Insurance professionals today are often expected to read and interpret financial statements in the normal course of their work, whether to better understand the business operations of their potential clients, or to assess the financial strength of the insurance and reinsurance entities that they deal with. This course comprises an E-learning session which participants can complete at their own pace prior to attending a half-day classroom workshop. Through the E-learning and case studies at the half-day workshop, insurance professionals, especially those without formal accounting training, will be equipped with a fundamental working understanding of accounting concepts, terminologies and practice that will enable them to interpret and analyse financial statements competently and with confidence.	Introductory					12				S\$642.00 (M) S\$706.20 (NM) S\$660.00 (O)

INSURANCE ACCOUNTING	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>Practical Aspects Of Statutory Accounting Principles & Accounting For Insurance Contracts: A Blended Learning Approach ^{NEW}</p> <p>This programme comprises an E-learning session which participants can complete at their own pace prior to attending a half-day classroom workshop. Through the E-learning and case studies during the half-day workshop, participants will acquire a good understanding of the Singapore Statutory Accounting Principles & Accounting for Insurance Contracts that they will apply to workplace situations involving the preparation, recording, processing, checking, consolidation and/or interpretation of financial statements and accounts for insurance entities.</p>	Intermediate						28			S\$802.50 (M) S\$882.75 (NM) S\$825.00 (O)
INSURANCE CLAIMS	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>Disputes In Motor Claims ^{NEW}</p> <p>All Motor Insurance practitioners, including claims personnel, can benefit from attending this programme. This programme will cover key areas of the Motor Insurance policy, specifically Sections 1 and 2, and will highlight important terms and conditions of the insurance contract, including the roles and obligations of each party.</p> <p>Participants will better understand the requirements of the MCF (Motor Claims Framework) governing various stakeholders, including how relevant legislations are enforced by the authorities and interpreted by interested parties. The do's and don'ts at the location of accident/incident, report filing, submission of Own Damage claims as well as seeking recoveries for uninsured losses against third party insurers will also be explained.</p> <p>The key learning outcome for participants attending this programme is to acquire deeper insights into why disputes arise in Motor Insurance claims. Through this programme, participants learn to identify potential problems at the onset to prevent disputes from arising. With more clarity on the claims process and deeper understanding of how the contract works, participants can steer a more positive claims outcome for customers.</p>	Introductory					20				S\$299.60 (M) S\$329.60 (NM) S\$308.00 (O)
<p>Legal Issues In Work Injury Compensation Act (WICA) Claim ^{NEW}</p> <p>In Singapore, an employee who is injured in a work-related accident, namely one arising out of and in the course of his employment, has two avenues for seeking redress – either under a “Statutory” claim under the Work Injury Compensation Act (Cap. 354) (WICA) or a “Common Law” claim. This programme will provide participants with a basic to intermediate knowledge of these two avenues.</p>	Introductory to Intermediate				22					S\$299.60 (M) S\$329.60 (NM) S\$308.00 (O)
<p>2nd Intake: Insights Into Motor Insurance Claims</p> <p>This 1-day programme seeks to equip practitioners with a better understanding of contractual obligations binding the insured and the insurer in a typical Motor Insurance policy. Important policy terms and conditions and what these mean will be explained. There will also be case study examples to demonstrate how these apply, including an example of a court award and basis of the judgement.</p> <p>The programme will also help participants to gain practical insights into claims procedures that will help them to be more effective, and to provide a more positive customer experience when handling a claim.</p>	Intermediate		11							S\$299.60 (M) S\$329.60 (NM) S\$308.00 (O)

INSURANCE CLAIMS	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>6th Intake: Insights Into Claim Fraud</p> <p>It is reported that insurance fraud accounts for 10% of all incurred claims paid by the insurance industry each year. In the USA alone, this can amount to tens of billions of dollars. This 1-day programme will draw participants' attention to the different types of claims fraud, by distinguishing between hard fraud and soft fraud. Participants will also learn the reasons for the rising trend in soft fraud and the prevalent types of soft fraud today. With the aid of case studies, the programme will also highlight how soft fraud can be detected, investigated and tackled.</p>	Intermediate				8					S\$299.60 (M) S\$329.60 (NM) S\$308.00 (O)
<p>General Insurance Claims Management And Negotiation Skills ^{NEW}</p> <p>For any insurance company, claims is the life-blood of the company. In today's highly competitive and economically challenging environment, claims settlement can serve as a market differentiator. A properly managed claims process is critical for the brand success of the company. Besides improving operational efficiencies, it is also important that the claims professional be equipped with negotiation skills. Becoming a skilled negotiator will give claims professionals the power to influence and control the outcome of claims cases. They will also be more effective in resolving claims disputes. Day 1 of this programme will focus on claims management; Day 2 will focus on negotiation skills. Practical considerations will be emphasised through exercises whereby participants will have the opportunity to role-play and apply various negotiation techniques in a claims context.</p>	Intermediate				27 28					S\$1,112.80 (M) S\$1,224.10 (NM) S\$1,144.00 (O)
<p>2nd Intake: Claims Aspects Of Engineering & Construction Insurance</p> <p>Insurance coverage relating to engineering and construction is getting more relevant these days as complicated projects and technical risks are being developed in Singapore and the region. Each engineering project and/or operational plant has its own challenges and risk exposures. Insurance buyers i.e. project/plant owners and contractors have higher expectations when the appropriate policy coverage is arranged. Claims often become a source of disappointment for stakeholders and their poor handling leads to conflicts, arbitration and even legal tussles.</p> <p>During this 3-day programme, a few Engineering Insurance products will be studied and special consideration will be given to address claims handling complications and issues. In this instance, case studies will be utilised to elaborate how various policy wordings and endorsements are applicable to equitable claims assessment.</p> <p>This specially designed training programme incorporates a visit to a forensic laboratory to witness testing and examination procedures for failure analysis of various materials.</p>	Intermediate						1 2 3			S\$1,107.45 (M) S\$1,218.20 (NM) S\$1,138.50 (O)
<p>3rd Intake: Understanding Motor Car Construction & Accident Repair From A Claims Perspective</p> <p>Through classroom lectures and a site visit, participants will gain pertinent knowledge of motor car mechanisms that will help to enhance their customer service effectiveness when dealing with Motor Insurance claims.</p>	Intermediate						20			S\$299.60 (M) S\$329.60 (NM) S\$308.00 (O)
<p>Motor Insurance Claims: Contractual Rights & Obligations ^{NEW}</p> <p>This 1-day programme will provide participants with the necessary knowledge to effectively manage the Motor Insurance claims process. Participants will also learn about the information required to support the claim decision-making process.</p>	Intermediate								15	S\$299.60 (M) S\$329.60 (NM) S\$308.00 (O)

INSURANCE CLAIMS	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>Property Damage & Business Interruption Claims ^{NEW}</p> <p>Claims service is of the utmost importance to every policyholder and insurance/risk manager.</p> <p>This 2-day programme provides an insight into the management of property and business interruption claims with an examination of the respective roles of insurers, brokers, loss adjusters, forensic accountants, forensic scientists, lawyers, and other consultants. Guest speakers from these claims specialists will also share their knowledge and experience to enable participants to have a varied perspective of such claims.</p> <p>Through the use of claims examples via interactive sessions, participants will acquire a practical knowledge of technical claim principles.</p>	Intermediate to Advanced						16 17			S\$738.30 (M) S\$812.15 (NM) S\$759.00 (O)
LIABILITY	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>Directors' & Officers' Liability Insurance ^{NEW}</p> <p>This 2-day programme will provide participants with a strong foundation in Directors' and Officers' (D&O) Liability Insurance.</p> <p>This programme will enable participants to gain an overview of the market for D&O Insurance, explain the insuring clauses, policy conditions, exclusions and extensions, as well as identify risk exposures. Key topics include an overview of the D&O Liability Insurance policy.</p>	Intermediate			10 11						S\$738.30 (M) S\$812.15 (NM) S\$759.00 (O)
<p>Professional Indemnity Exposures For Insurance Brokers ^{NEW}</p> <p>An insurance broker will almost inevitably draw some complaints that could develop into a Professional Indemnity (PI) claim. Such claims are time consuming and costly. They can damage the intermediary's reputation.</p> <p>This 1-day programme is designed to help insurance brokers and other intermediaries to not only acquire a strong grounding in and understanding of Professional Indemnity Insurance, but in particular, have a greater appreciation of the PI exposures which are unique to the insurance broking profession. It will examine the legal framework underpinning the duties and responsibilities of professionals such as insurance brokers, and address topics and issues related to the underwriting of PI Insurance, including pricing, policy coverage, terms and conditions. Participants will acquire practical tips and techniques on mitigating their PI exposures through the various case studies and scenarios discussed during this workshop.</p>	Intermediate				4					S\$299.60 (M) S\$329.60 (NM) S\$308.00 (O)

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LIABILITY	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>A Practical Understanding Of Cyber Insurance Risk Management ^{NEW}</p> <p>There has been a lot of discussion recently on cyber risk exposures faced by enterprises and their related risk management solutions. Cyber Insurance is definitely one of the key solutions in addressing such risks. Nonetheless, the more one hears about cyber risks, the more questions one will have in mind. Do we really understand Cyber Insurance as it is at the moment?</p> <p>This product is still relatively new to the Asia-Pacific region. There is not much insurance experience or data in Singapore where Cyber Insurance is concerned. There are a few companies in Singapore providing this solution at the moment and all of their product coverages and wordings are different. This programme covers the nature of cyber risks, trends and issues around the globe and examines the Cyber Insurance market in detail, including market trends, policy coverages, underwriting, claims, cyber-related vendor service, e.g. pre-loss and post-loss service reviews. It also examines the factors to be considered when looking for Cyber Insurance solutions.</p>	Intermediate				18 19					\$S738.30 (M) \$S812.15 (NM) \$S759.00 (O)
<p>2nd Intake: Underwriting & Claims Aspects Of Commercial General Liability Insurance</p> <p>The demand for Liability Insurance has been growing steadily in the region, in tandem with economic development and restructuring, and as a result of growing awareness of consumer rights and corporate accountability. This 2-day workshop will equip participants with practical knowledge of General Liability Insurance policy coverage, including the various liability policy forms and their features. Participants will also learn about the legal foundation on which liability arises, as well as the various underwriting and claims practices adopted in the key markets.</p>	Intermediate						30 31			\$S738.30 (M) \$S812.15 (NM) \$S759.00 (O)
<p>Emerging Liability Risks & Their Impact On Insurance: An In-depth Understanding ^{NEW}</p> <p>Over recent times, the world has changed dramatically, resulting in new and a greater variety of emerging risks to businesses and consumers. Paradoxically, increased risk exposures have been brought about by ever-increasing demands to achieve strong economic growth, productivity and aggressive revenue growth, coupled with the need to manage operational costs with the use of new technology, innovations, automation, and efficient processes. Together with geographical and product diversity, these have resulted in increased risks of death, injury, material damage and financial loss to a wider group of third parties caused by the failure, negligence, errors and omissions of humans and machines.</p> <p>This 2-day programme will outline the legal liability exposures that could arise from this economic reality and examines whether current Liability Insurance underwriting and claims capabilities are adequate to handle them.</p>	Intermediate to Advanced			30 31						\$S738.30 (M) \$S812.15 (NM) \$S759.00 (O)

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LIABILITY	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>Advanced Financial Lines Insurance ^{NEW}</p> <p>This 2-day programme will cover Directors' and Officers' (D&O) Liability, Professional Indemnity, Errors & Omissions, Commercial Crime Insurance, and Bankers Blanket Bond.</p> <p>Participants will gain an in-depth understanding of how the commercial sector, including financial institutions and their senior executives, are coping with dramatic changes in litigation and crime exposures in view of recent legal trends, legislative developments and technological disruptions. They will also learn how insurers have adapted their underwriting approach in response to such changes of risk exposures faced by their policyholders.</p>	Advanced					12 13				S\$738.30 (M) S\$812.15 (NM) S\$759.00 (O)
MARINE & ENERGY	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>6th Intake: Marine Insurance - A Foundation Workshop</p> <p>This 2-day intensive workshop is designed to equip participants who are relatively new to Marine Insurance with a firm foundation knowledge of this specialised class of insurance - the main risk classes; their coverage; the unique aspects of this class; and how Marine Insurance responds to the current issues in the modern commercial maritime world. With the use of audio-visual aids and numerous case exercises, participants not only will acquire a comprehensive understanding of the coverage provided by Marine Insurance, but also will gain a good grasp of how the commercial maritime industry operates in the transportation of goods internationally.</p>	Introductory		16 17							S\$1,112.80 (M) S\$1,224.10 (NM) S\$1,144.00 (O)
<p>Marine Cargo Insurance: The Shipment Of Goods By Sea ^{NEW}</p> <p>International trade requires goods to be moved in a safe and efficient manner. During this 2-day programme, participants will learn the process of shipping goods internationally, the documents required, the transfer of responsibilities between sellers and buyers, the implications of doing so and the insurance requirements. Participants will also understand the insurance cover generally provided for cargoes as well as the vital role of insurance in commodity trades when what is commonly called "Back-to-Back CIF" trading occurs (largely in the oil and gas sector). The growing popularity of Stock Throughput Insurance (STP) and Delay in Start-Up (DSU) Insurance will also be examined. In addition, this programme will enable participants to acquire a good overall understanding of Marine Cargo Insurance coverage, exclusions, the risks involved and how insurers manage such risks.</p>	Introductory		19 20							S\$1,112.80 (M) S\$1,224.10 (NM) S\$1,144.00 (O)
<p>A Practical Understanding Of Energy Insurance ^{NEW}</p> <p>The South-east Asian region is an area rich in energy supplies, developed via an abundance of upstream production and renewable energy assets, and further leveraged through an extensive array of downstream refining and petrochemical facilities. This entire value chain is serviced by a growing number of specialist energy insurers located both in the region and in other global insurance hubs. This 2-day programme provides an overview of the energy value chain coupled with a detailed insight of the insurance industry that supports it. This course is delivered by a panel of industry experts, enabling participants to gain an enhanced understanding of the influences and motivations of the various stakeholders servicing this industry, including the manner in which they interact.</p>	Introductory to Intermediate			24 25						S\$738.30 (M) S\$812.15 (NM) S\$759.00 (O)

MARINE & ENERGY	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>2nd Intake: Marine Hull Insurance Underwriting</p> <p>Marine Hull Insurance has mystified many people for many years because it has some 330 years of history attached to Lloyd's where it all began, and because many of the clauses, market practices and procedures come with some history also. Average in General Insurance is something completely different from Particular Average and General Average in Marine Insurance, which has a language of its own. There are no tariffs, no published rating schedules and in a free market, there are no two Underwriters who evaluate a risk in exactly the same way. This programme will clear up a lot of the myths and give the participants a useful insight into this fascinating subject.</p>	Intermediate	23								S\$481.50 (M) S\$529.65 (NM) S\$495.00 (O)
<p>2nd Intake: Underwriting & Claims Aspects Of Freight Forwarders' And Carriers' Liability Insurance</p> <p>Singapore is a leading maritime centre, as well as an important transport and logistics hub that is home to many international firms offering the full range of services across the supply chain. With the trend towards globalisation and outsourcing of manufacturing activities, the supply chain industry has also evolved to keep pace with developments. The role of freight forwarders and carriers has accordingly also expanded from being pure transport and warehousing providers to offering a full range of integrated supply chain management solutions. Through this 1-day programme, participants will acquire an overview of how the coverage and exposure under Freight Forwarders' and Carriers' Liability Insurance policies have changed in the light of these developments, and how insurers underwrite these risks.</p>	Intermediate			14						S\$299.60 (M) S\$329.60 (NM) S\$308.00 (O)
<p>2nd Intake: Underwriting Project Cargo Insurance</p> <p>This 2-day programme provides a comprehensive study of the discipline involved in the underwriting of Project Cargo Insurance (including DSU/ALOP). Huge amounts of money and risks are involved in the financing and building of projects respectively, and with it, comes the importance of proper underwriting and risk management. The key success from inception - feasibility studies including but not limited to site/locations and feasibility of transporting complex prototype heavy equipment - to its final positioning and testing will be dealt with exhaustively during this programme. The full supply chain and all stakeholders' roles and responsibilities from contractors, suppliers, transporters, brokers and underwriters and claims officers will be addressed.</p> <p>Included in the programme is detailed information relating to the full aspect of understanding and formulating a cargo programme for cargo material damage in Section 1 and DSU/ALOP in Section 2 of the policy. The underwriting, risk management (monitoring of the critical items) and claims aspects will be deliberated.</p>	Intermediate				21 22					S\$738.30 (M) S\$812.15 (NM) S\$759.00 (O)

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MARINE & ENERGY	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>Marine Cargo Policy Wordings: A Practical Perspective ^{NEW}</p> <p>This 2-day practical programme involves a detailed review of the Marine Cargo Insurance policy, including open covers coupled with an analysis of the commonly used standard Institute Cargo Clauses. Specialist trade clauses will also be examined during this course. The English Institute Clauses shall be the basis for the analysis and discussion during this programme. Participants will consider various additional clauses and wordings that underwriters can use and have a deeper understanding of their effect on coverage. The programme will focus on the practical issues in determining what is being insured and why certain clauses have been developed. Practical exercises will allow the participants to consider how they would apply certain principles of Marine Cargo Insurance in practice.</p>	Intermediate				25 26					S\$1,112.80 (M) S\$1,224.10 (NM) S\$1,144.00 (O)
<p>Marine Cargo Insurance: Underwriting, Claims & Risk Management In Dry & Liquid Bulk ^{NEW}</p> <p>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 the participants with the required knowledge in order to better underwrite such goods. The presentations will also engage participants in claims aspects and risk management.</p> <p>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.</p>	Intermediate							6 7		S\$738.30 (M) S\$812.15 (NM) S\$759.00 (O)
<p>2nd Intake: Underwriting Considerations In The Offshore Energy Insurance Sector</p> <p>The South-east Asian region is an area rich in oil and gas reserves and this has consequently spawned the development of a sizeable regional Energy Insurance market. This 1-day programme is aimed at providing participants with deep practical insights into this specialist class of insurance, including the scope of the commonly offered Offshore Energy Insurance covers. It will also provide an overview of the physical and other hazards that need to be considered in underwriting such risks, as well as an appreciation of how claims arising from such covers are handled and settled.</p>	Intermediate								26	S\$481.50 (M) S\$529.65 (NM) S\$495.00 (O)
<p>4th Intake: Upstream & Offshore Energy Insurance – An Advanced Workshop</p> <p>This workshop will provide participants with practical insights into the complexities involved in the procurement, underwriting and claims servicing of insurance being associated with the upstream and offshore energy industries. It will focus on the needs of buyers in terms of their commercially insurable interest and the products developed by the market to meet those needs, taking into account the standard contractual requirements within the industry.</p> <p>The workshop will also deal with issues relating to package policies for oil companies and drilling and service contractors. It will delve into subjects such as Loss of Production Interest, Third-Party Liabilities, Pollution and Political Risks, as well as Physical Damage and Control of Well.</p>	Advanced								1 2 3	S\$1,626.40 (M) S\$1,789.05 (NM) S\$1,672.00 (O)

MOTOR INSURANCE	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>3rd Intake: Understanding Singapore Motor Insurance Principles & Practices</p> <p>This 2-day course provides a comprehensive in-depth study of the main provisions of the Motor Vehicles (Third-Party Risks and Compensation) Act, as well as the structure and practices of the Motor Insurance industry in Singapore.</p>	Introductory		2 3							S\$492.20 (M) S\$541.45 (NM) S\$506.00 (O)
PROPERTY & PECUNIARY	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>2nd Intake: Overview Of Property Insurance</p> <p>This 1-day programme aims to provide participants with foundational knowledge in the underwriting and claims aspects of the various classes of Property Insurance including fire, theft, plate glass, electronic equipment and Commercial All Risks Insurance. It also aims to enable marketing personnel, brokers and other intermediaries to be more effective in developing and retaining their commercial general insurance prospects by rendering them the appropriate technical advice and claims handling service.</p>	Introductory		4							S\$299.60 (M) S\$329.60 (NM) S\$308.00 (O)
<p>5th Intake: Property Business Interruption Insurance – Back To Fundamentals</p> <p>In today's globalised and highly interconnected business environment, Business Interruption (BI) Insurance can often be the critical difference in whether a business recovers from or survives a serious catastrophe, such as fire, windstorm or earthquake. While most practitioners may have a high-level appreciation of this class of insurance, many do not fully grasp the details of how the policy works in practice.</p> <p>This 3-day programme aims to demystify BI Insurance, and provides participants with a comprehensive and sound technical understanding of the principles and practices in underwriting this specialised class of insurance.</p>	Introductory		16 17 18							S\$1,107.45 (M) S\$1,218.20 (NM) S\$1,138.50 (O)
REINSURANCE	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>3rd Intake: An Introduction To Life Reinsurance</p> <p>Reinsurance may be a relatively simple concept to grasp but at the operational level, some of its practices and technicalities can be quite complex and difficult to comprehend, at least to the uninitiated or those still new to reinsurance. Through lectures, exercises and discussions, participants will be provided with technical and practical knowledge that will enable them to understand the theory and practice of Life Reinsurance.</p>	Introductory				11					S\$299.60 (M) S\$329.60 (NM) S\$308.00 (O)
<p>8th Intake: The ART Of Reinsurance Management</p> <p>This 3-day intensive course aims to equip participants in the practical aspects of Reinsurance. It will cover how proportional reinsurance treaty business and non-proportional reinsurance treaty business are conducted. It will also examine the application of legal principles governing the contract of reinsurance and the various clauses that commonly appear in treaties. The cedant's retention strategy shall also be examined as well as financial statistics and accounts related to reinsurance. The course will also explore the role of rating agencies in reinsurer security assessment and Reinsurance Claims Management. Detailed strategies involved in placing and designing outward reinsurance and underwriting inward reinsurance shall also be covered. In addition, other topics that will be discussed include the use of Catastrophe Models in Reinsurance, Alternate Dispute Resolution and Leadership..</p>	Introductory to Intermediate					3 4 5				S\$1,107.45 (M) S\$1,218.20 (NM) S\$1,138.50 (O)

REINSURANCE	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>19th Intake & 20th Intake: The “Nuts & Bolts” Of Treaty Reinsurance: Proportional Treaty Reinsurance</p> <p>Reinsurance may be a relatively simple concept to grasp. However, at the operational level, some of its practices and technicalities can be quite complex and difficult to comprehend. This is at least to the uninitiated, or those still new to reinsurance. Through lectures, case studies and discussions conducted during this 2-day programme, participants will be equipped with detailed technical and practical knowledge of how the different types of Proportional Reinsurance Treaties can be structured and used in the reinsurance market, and most importantly, the thought processes behind such practices.</p>	Intermediate		9 10			16 17				S\$1,112.80 (M) S\$1,224.10 (NM) S\$1,144.00 (O)
<p>19th Intake & 20th Intake: The “Nuts & Bolts” Of Treaty Reinsurance: Non-Proportional Treaty Reinsurance</p> <p>Although many insurers in Asia still place their core reinsurance on a Proportional basis, there is a continuing global trend towards the use of Non-Proportional Reinsurance, whether on a Facultative or Treaty basis. Through practical exercises and lectures during this 3-day programme, participants will acquire detailed technical and practical knowledge of how the different forms of Non-Proportional Reinsurance can be structured and used in the reinsurance market, and most importantly, the thought processes behind such practices.</p>	Intermediate		11 12 13			18 19 20				S\$1,626.40 (M) S\$1,789.05 (NM) S\$1,672.00 (O)
<p>13th Intake & 14th Intake: Reinsurance Contract Treaty Wordings</p> <p>Reinsurance documentation used in 2017 is in many cases substantially more complex than that used even 5 years ago. Through the use of case studies, lectures and practical exercises, this 2-day programme aims to equip participants with the confidence and ability to comprehend, prepare and/or check reinsurance documentation with a more questioning and professional approach.</p> <p>Although there will be some discussions on Facultative wording, e.g. with regard to Contract Certainty and to highlight differences vis-à-vis Treaty wording, this programme will deal mostly with Treaty wording. Nevertheless, this will be an excellent programme to cement the participants’ overall knowledge of reinsurance.</p>	Intermediate		16 17			23 24				S\$1,112.80 (M) S\$1,224.10 (NM) S\$1,144.00 (O)
<p>Managing Reinsurance Claims ^{NEW}</p> <p>Efficient and proactive claims management is increasingly being recognised as a crucial component of the value provided by reinsurers to the industry. Good claims service needs to be part of a reinsurer’s strategic corporate objectives and it is necessary for reinsurance practitioners to keep up with new developments in this area. This new practical programme focuses on the key current issues in reinsurance claims. Participants will learn about the best practices that should be adopted by reinsurance professionals to deliver effective and service driven claims management.</p> <p>This 1-day programme will cover the emerging trends in dealing with problematic reinsurance claims. Participants will benefit from practical experiences and industry examples cited in this programme.</p>	Intermediate		18							S\$369.15 (M) S\$406.10 (NM) S\$379.50 (O)

REINSURANCE	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>14th Intake: Technical Reinsurance Accounts</p> <p>Reinsurance may be a relatively simple concept to grasp. However, at the operational level, some of its practices, especially on technical accounts, can be quite complex and difficult to comprehend. This is at least to the uninitiated, or those still new to reinsurance. Through lectures, exercises and discussions during this 3-day programme, participants will acquire detailed technical and practical knowledge of how the technical accounts for Proportional and Non-Proportional Reinsurance Treaties and Facultative are prepared and processed.</p>	Intermediate					25 26 27				\$S\$1,626.40 (M) \$S\$1,789.05 (NM) \$S\$1,672.00 (O)
<p>7th Intake: Reinsurance PLUS</p> <p>This 3-day programme primarily aims to provide an opportunity for those involved in reinsurance to learn, confirm, clarify, and expand their reinsurance knowledge. It works extremely well as a follow-up to our very successful The "Nuts & Bolts" Of Treaty Reinsurance: Proportional & Non-Proportional Reinsurance series of programmes. Considerations of structure and pricing will be an integral part of the programme. In addition, participants will learn about how the main classes of insurance may differ when it comes to reinsurance, e.g. Life and Marine.</p> <p>The programme also includes a brief look at more esoteric forms of protection, and where they fit into the overall picture. It will offer an opportunity for participants to acquire the relevant knowledge and techniques, aided by practical case studies and discussions, and to apply them to many workplace situations, whether as buyers, sellers or intermediaries.</p>	Intermediate to Advanced					30 31	1			\$S\$1,626.40 (M) \$S\$1,789.05 (NM) \$S\$1,672.00 (O)
<p>3rd Intake: ANZIIIF/SCI Reinsurance International Study Course (RISC) Singapore</p> <p>The 4-day ANZIIIF/SCI RISC Singapore, modelled after the Australian course which has been run successfully for the past 50 years, comprises an intensive mix of presentations by leading experts from the insurance and reinsurance industry, coupled with hands-on syndicated work. The presentation topics include the risk appetite of an insurance company, reinsurance strategies, as well as various types of reinsurance, including Property Pro Rata Reinsurance & Risk XL, Property Catastrophe XL, Casualty Reinsurance, Facultative Reinsurance, etc. Topics such as Catastrophe Modelling, Contract Mechanics, and Legal Ramifications will also be covered.</p> <p>The focus of the course is a case study which features a fictitious insurance organisation. During the case study exercise, delegates will be grouped into syndicates, guided by Syndicate Advisers (who are experienced and senior practitioners), to design and test the optimal reinsurance programme. Delegates will act as the executives of the insurance company and make recommendations regarding the optimal reinsurance arrangements for the insurer. The case study exercise will culminate in a presentation of the proposal to a fictitious Board.</p>	Intermediate to Advanced							24 25 26 27		\$S\$3,210.00 (M) \$S\$3,531.00 (NM) \$S\$3,300.00 (O)
<p>2nd Intake: Reinsurance Programme Designing & Buying</p> <p>This is a highly interactive programme that focuses on property and liability reinsurance programme design with in-depth coverage of pricing and the key issues associated with such classes of reinsurance. It also covers Alternative Risk Transfer (ART) which is increasingly used in the market as a substitute for traditional forms of reinsurance, and provides an insight into the future of reinsurance.</p>	Advanced								3 4	\$S\$738.30 (M) \$S\$812.15 (NM) \$S\$759.00 (O)

SPECIALIST	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>Big Data – A Differentiating Factor For Insurance Companies ^{NEW}</p> <p>Big Data has become a ubiquitous term attracting widespread interest in the insurance industry with some citing it as the top disrupter with great impact on the insurance industry.</p> <p>While the insurance industry has always used historical data for business intelligence, Big Data marks the evolution from descriptive analytics to prescriptive analytics enabling insurance organisations to make decisions based on real-time data instead of historic data, experience, and gut feeling.</p> <p>This programme covers a broad range of issues relating to Big Data including the Big Data Landscape, the nature of Big Data, modelling concepts and developing a Data Analytics strategy. Through the use of case studies, participants will also examine Big Data opportunities that can be taken advantage of by insurance companies in their various business functions. This is the ideal programme for participants wishing to explore services that go beyond insuring risks by offering active risk management on a forward looking basis.</p>	Intermediate			21 22						S\$963.00 (M) S\$1,059.30 (NM) S\$990.00 (O)
<p>4th Intake: Jewellers' Block Insurance</p> <p>This 1-day programme will equip participants with an understanding of the Jewellers' Block Insurance market and the terminologies associated with it. By understanding the policy terms, provisions and conditions, participants will gain an insight into the associated risk exposures, and understand how Jewellers' Block risks are assessed, how control measures are put in place and how the claims are settled.</p>	Intermediate						16			S\$299.60 (M) S\$329.60 (NM) S\$308.00 (O)
TECHNICAL	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>2nd Intake: Reinsurance: Basic Concepts And Practices</p> <p>This 3-day course aims to provide participants with a fundamental knowledge of the functions and basic principles of reinsurance, the terms and concepts as reflected in the various types of treaty accounts documents, the concept and functions of life reinsurance and the various forms of reinsurance and their application. It also explores the characteristics, advantages and disadvantages of different forms of reinsurance arrangement and the common treaty clauses in proportional and non-proportional treaties. The application of such clauses shall also be covered in this course.</p>	Introductory	6 7 8								S\$481.50 (M) S\$529.65 (NM) S\$495.00 (O)
<p>2nd Intake: Introductory Course To General Insurance Principles And Concepts</p> <p>The 1.5-day course aims to provide participants with the fundamental understanding of the structure of the Singapore general insurance market, the types and characteristics of risks, classification of risks, insurance concepts and principles, law of agency and contract, insurance documents, claims, reinsurance, ethics and professionalism.</p>	Introductory	13 14								S\$160.50 (M) S\$176.55 (NM) S\$165.00 (O)
<p>2nd Intake: Introductory Course To Personal General Insurance Products</p> <p>The 2-day course aims to provide participants with the essential knowledge and understanding of the main personal lines of general Insurance products available to individual and families. Such insurance products include Private Motor Car Insurance, Personal Property Insurance, Personal Accident Insurance, Travel Insurance, Foreign Domestic Worker Insurance and Hospital Cash Insurance.</p>	Introductory	26 27								S\$214.00 (M) S\$235.40 (NM) S\$220.00 (O)

TECHNICAL	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>2nd Intake: Introductory Course To Commercial General Insurance Products</p> <p>The 2.5-day course aims to equip participants with essential knowledge and understanding of the main commercial general Insurance products available to businesses and commercial enterprises. Such insurance products include Fire Insurance, Theft Insurance, Commercial Special Risks Insurance, Business Interruption Insurance, Work Injury Compensation Insurance, Public Liability Insurance, Professional Indemnity Insurance, Director's & Officer's Liability Insurance, Commercial Motor Insurance, Marine Insurance, Construction & Engineering Insurance, Fidelity Guarantee Insurance, Credit Insurance, Insurance Bonds and Group Personal Accident Insurance.</p>	Introductory		17 18 19							S\$267.50 (M) S\$294.25 (NM) S\$275.00 (O)
<p>2nd Intake: Introductory Course To Health Insurance</p> <p>This 2.5-day course aims to provide participants with an overview of the healthcare environment in Singapore and equip them with a fundamental understanding of the various Medical Insurance covers. In addition, it provides participants with a foundational knowledge of managed healthcare, healthcare financing, common policy provisions, Health Insurance pricing, Health Insurance underwriting, and financial needs analysis, as well as the coverage of Notice No. MAS 120.</p>	Introductory			14 15 16						S\$374.50 (M) S\$411.95 (NM) S\$385.00 (O)
RISK MANAGEMENT & COMPLIANCE	Level	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Fee
<p>2nd Intake: A Practical Understanding Of RBC Regulatory Framework For Singapore Insurers (Life & Non-Life)</p> <p>Through lectures and discussions, participants will acquire an in-depth understanding of the Risk-Based Capital (RBC) regulatory framework for Singapore insurers, its scope and objectives, as well as the various constituent components making up the statutory capital requirements. Participants will also learn to apply the knowledge to the preparation, checking, compilation and consolidation of the MAS statutory returns.</p>	Intermediate								17 18	S\$738.30 (M) S\$812.15 (NM) S\$759.00 (O)
<p>Implementing An ERM Process For Insurance Companies ^{NEW}</p> <p>A formal Enterprise Risk Management (ERM) process is not only meant to comply with corporate governance requirements. Organisations can also use risk management as an important tool to anticipate and mitigate risk, seize opportunities, as well as allocate limited resources more effectively and achieve better overall business performance.</p> <p>During this 2-day programme, there will also be sharing on the latest update to the ERM framework which aims to help organisations improve the way they identify, evaluate, manage risk and seize opportunities in achieving their strategy by encouraging a risk-conscious corporate culture. Detailed guidance (including useful references on commonly used ERM frameworks and sample templates) will also be provided to enable participants to help their organisations establish a formal ERM process, as well as respond to and manage risks in a more effective and efficient manner.</p>	Intermediate to Advanced				27 28					S\$738.30 (M) S\$812.15 (NM) S\$759.00 (O)

(M) : Member Company | (NM) : Non-Member Company | (O) : Overseas Participant



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