



**REGISTER NOW**

**Opening Registration Date:**  
2 January 2020  
**Closing Registration Date:**  
27 August 2020

## PROGRAMME HIGHLIGHTS

This two-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.

## FOR WHOM

- Insurance practitioners, underwriters, brokers and agents who have been handling marine cargo insurance for at least 3 years.
- Those who wish to have a better understanding of the basic concepts of marine cargo insurance.
- Those who wish to have a thorough understanding of the coverage afforded under marine cargo insurance policies.
- Also suitable for those handling cargo insurance claims or adjusting cargo losses.

## PROGRAMME LEADER

**Mr Kenneth Cheong**

# Intermediate MARINE CARGO POLICY WORDINGS: A PRACTICAL PERSPECTIVE

This course is part of the Singapore College of Insurance's Marine Insurance qualifications whereby participants can opt to take an assessment and obtain the relevant SCI Marine Insurance qualification. Click [here](#) for more details.

**Date (s): 1 & 2 September 2020**  
**Time: 9.00am to 5.00pm**  
**CPD Hours: 14**

## KEY LEARNING OUTCOMES

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

- Describe the underwriting factors that an insurer will take into account when considering any particular cargo risk proposals.
- Explain the various ways in which a cargo insurance policy can be structured including individual insurances or open covers.
- Explain the key coverages afforded within a typical cargo insurance policy wording and whether any terms can be implied therefrom.
- Explain the terms and coverage of the Institute Cargo Clauses 1/1/09, how they differ from the 1982 clauses and why the changes were introduced.
- Analyse why a cargo risk might best be covered using specialist trade clauses.
- Describe the key provisions of the main Institute trade clauses and what practical benefits they bring to both insureds and insurers.
- Explain why standard cargo insurance clauses might be amended and describe typical amendments.
- Explain why additional wording might be added to a typical cargo insurance policy, the purpose of such additional wording or clauses and the challenges faced if such clauses are not standard.
- Understand the importance of best policy drafting practices to prevent problems occurring in the future.

## PROGRAMME OUTLINE

- Overview of what is actually being insured – the underlying business of sale and carriage of goods.
- The history of cargo insurance and the development of clauses commonly used today over the years.
- The underwriting factors in cargo risks and their impact on an underwriter's use of certain clauses and wording.
- Institute Cargo clauses A, B, and C 1/1/09 and their respective differences from the 1982 clauses.
- Institute War and Strikes clauses.
- Trade clauses – why and when are they used.
- Other international clauses – such as US Bulk Oil Form.
- Other clauses such as Classification Clauses, Theft Pilferage and Non-Delivery, Termination of Transit.
- Best policy drafting practices.
- Practical exercises on policy drafting.
- The consequences faced by claims personnel when the cargo insurance policy is not drafted or put together correctly.

## PROGRAMME FEES<sup>+</sup>

**Full Course Fee (incl. GST) \$1,224.08**  
**Net Course Fee (incl. GST & after 50% MCF grant) \$652.08**

+ Valid Until 31 December 2020