NATIONAL INSURANCE ACADEMY
A PROFILE

1. STRUCTURE

The National Insurance Academy was established in December 1980. An independent non-profit organisation which is registered as a Society, it is sponsored jointly by the Life Insurance and General Insurance Organisations in India, with support of the Government of India. The Academy is managed by a Governing Board consisting of persons representing the insurance industry, the Government of India and experts in the field of Finance and management Education.

2. OBJECTIVES

The main objectives of the Academy are:

- To promote and provide facilities for education and training in operations and management of insurance business.
- To provide constancy and other advisory services to life and general insurance business in matters of improvement and economic betterment.
- To promote and conduct research on problems of insurance management, training and development of insurance personnel, insurance policy etc.
- To promote and undertake faculty development programmes to ensure an adequate supply of competent trainers to the training establishments of insurance companies.
- To disseminate information of management know-how and for furtherance to its other objectives

In line with the above mentioned objectives, the Institute has been effectively functioning in the following areas. Briefly stated these are:

- Training

- Research
- Consultancy
- Publications

Over the last 15 years, the Academy has made useful contributions to the management of insurance industry. In the process, the Academy has gained considerable insight into the operations, practices and problems of the in industry. The Academy also organises separate programmes for participants from overseas and shares its expertise/ experience with number of Third World Countries thought these training programmes.

3. RESEARCH

The Academy is involved in various research projects pertaining to the insurance industry. In addition to the contribution to the body of knowledge, the research findings forms the base for the training programmes of the Academy. Most of the findings are brought out in mimeographed form.

A complete list of research studies so far completed and ongoing is enclosed in Annexure-1

4. TRAINING

The Academy normally organises programmes for middle and senior level executives of the insurance industry in the following broad areas;

1 Programmes for Top Management
2 General Management, Education & Training
3 Marketing and Public Relations
4 Financial Management and Financial Services
5 Personnel Management and Industrial Relations
6 Computers
7 General Insurance (Technical)
8 Life Insurance (Technical)

For the last five years, the participation at programmes organised by the Academy was as given below:

Year	No. of Programmes	No. of Participants
1992-93	73	1550
1993-94	92	2250
1994-95	82	1887
1995-96	85	1864
199697	79	1797

For the year 1997-98, the calendar of Programmes includes 84 programmes

I) In India:

In addition to the programmes for executives from the insurance industry in India, the Academy has been organising in Pune, programmes in insurance related and management areas for the executives of the overseas companies mainly from the Third World. Approximately 400 middle and senior level executives have so far come from the following counties: Abu Dhabi, Australia, Bahrain, Bangladesh, Bhutan, Cameroon, Egypt, Gambia, Indonesia, Kenya, Korea, Macau, Malawi, Malaysia, Mauritius, Nepal, Nigeria, Oman, Philippines, Saychelles, Singapore, Sri Lanka, Sudan, Thailand, Uganda, Zambia, Zimba-

bwe etc.. for participating in such programmes.

The prog'mmes for overseas participants have covered the following broad subjects:

A. Insurance Related Technical Areas

1 Actuarial Practices
2 Claims Management
3 Comprehensive Technical Aspects of General Insurance
4 Comprehensive Technical Aspects of Life Insurance
5 Fire and Engineering Insurance
6 High Technology Risk Management
7 Insurance Regulation
8 Loss Prevention & Loss Control
9 Marine Cargo & Hull Business
10 New Product Development
11 Pension Business
12 Reinsurance
13 Risk Management
14 Rural Insurance
15 Insurance Management in specialised areas such as Energy Risks, Refineries and Fetiliser Plants, Petrochemical Plants, Aviation Risks, Power Plants etc.

B. Insurance Related Management Areas

1 Effective Managerial Skills
2 Faculty Development
3 Investment Management
4 Management Development
5 Management of Executive Stress
6 Management of Strategic Issues
7 Marketing Researh and Marketing Strategies
8 People Development
9 Publicity and Public Relations

i) Abroad

The Academy gets invited from time to time to organise programmes for overseas companies in their own countries. In the last two years such programmes have been organised by NIA for the following companies/ countries:

1 Ethiopian Insurance Corporation, Addis Ababa, Ethiopia
2 Fidelity Life Assurance of Zimbabwe (Private) Limited, Harare, Zimbabwe
3 First Mutual Life Assurance Society of Zimbabwe, Harare, Zimbabwe
4 Lion of Zimbabwe Insurance Company Limited, Harare, Zimbabwe
5 National Bank of Ethiopia, Addis Ababa, Ethiopia
6 National Insurances Corporation of Tanzania Limited, Dar-es-Salam, Tanzania
7 National Insurance Company of Zimbabwe Private Limited, Harare, Zimbabwe
8 Nyala Insurance Share company Addis Ababa, Ehiopia
9 Oman United Insurance company S.A.O.G., Muscat, Oman
10 Professional Insurance Corporation Zambia Limited Lusaka, Zambia
11 Zimnat Life Assurance Company Limited, Harare, Zimbabwe
12 Zimnat Insurance company Limited, Harare, Zimbabwe

The subjects covered at such programmes include-

1 General Insurance-Technical Aspects
2 Insurance Regulation and Supervision
3 Life Insurance-Tehnical Aspects
4 Marine, Cargo and Hull Insurance
5 Marketing of Insurance Services
6 Strategic Management

The level of participation at such programmes ranged from Junior/Middle level to top management.

5. HAIR PROFESSORSHIPS

C.D. Deshmukh Professorship in Insurance & Finance:

Life Insurance corporation of India has given an Endowment of Rs 1,500,000 (Around $ 40,000) to the NIA in 1991 for a Professorship in Insurance & Finance. The Deshmukh Professor is expected to undertake research in problems in insurance and finance, deliver lectures and publish monographs.

Boda-Bowing Professorship in Insurance & Finance:

M/s J.B. Boda& Co. a firm of insurance brokers in India and M/s. C.T. Bowring, a firm of brokers in London, U.K., have instituted a chair in Insurance & Financce at NIA to commemorate 50 years of their association.

G. CONSULTANCY

The Academy is involved in helping insurance companies in different areas by undertaking institutional consultancy.

7. PUBLICATIONS

Academy brings out a Journal 'Dnynajyoti' published every six months. It is both a digest of important and significant developments in the insurane world and also includes articles by the faculty and others in the Insurance Industry.

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ANNEXURE - 1

NATIONAL INSURANCE ACADEMY

COMPLETED RESEARCH PROJECTS

St.No.	Title of the Project	Project Team	Year
01	An Analysis of the Business Cycles of LIC of India (1965-1994)	G.N. Bhaskar Rau	1996
02	Are We Fair to Motor Third Party Claimants	P.R. Rao	1986
03	Business Performance of Life Insurance Agents	K.P. Sharma	1988
04	Claims Settlement in Life Insurance : A Mathematical Approach to Maximisation - Study Based on Data from Indore and Kozhikode Divisional Offices of the Life Insurance Corporation of India	K.P. Sharma	1988
05	A cclose Look at Loss Reserving in General Insurance ccompanies in India - (2 parts)	P.R. Rao	1985
06	Consumerism in Insurance and Impact of Consumer Protection Act, 1986 on General Insurance	G. Johri	1995
07	Deductibles - An Underwriting Tool	V.J. Deo	1996
08	Estimating Human Capital Values to Assess Life Insurance Potential	G.N. Bhaskar Rau	1994
09	How Life Insurance Helps : A Study	S. Balchandran	1987

St.No.	Title of the Project	Project Team	Year
10	How Correct are Insured Estimates of Value (IEV) in Motor Private Car Comprehensive Insurance	J.D.A. Rodrigues/ P.R. Rao	1989
11	Identifying Training Needs Among Officers Working in Divisional Offices of the General Insurance Companies	R.V. Joshi	1985
12	An Indepth Study of Personal Accident Insurance Business in India	P.R. Rao	1984
13	Inland Transit Insurance Studies in Basic and Wider Cover Ratings	P.R. Rao/ J.D.A.Rodrigues	1988
14	Lapses and Surrenders of Life Insurance Policies	K.P. Sharma	1987
15	Latur Earthquake	S.V.Kulkarni	1994
16	Leadership Behaviour in General Insurance Industry	S. Balchandran/ C.D'Mello	1984
17	Life Insurance and Working Women	S. Kothari	1987
*18	Management Information Systems for LIC	M. Seetharamiah	1992
19	Motor Car Repair Cost : A study on Private Cars Repairs Claims Management in India	A. Agarwal/ P.R. Rao	1989
20	Motor Claims Standardisation Project-Accident Models & Computer Based User System for Premier Padmini Car Deluxe Model	R.R. Joshi	1995

St.No.	Title of the Project	Project Team	Year
21	Motor Theft Claims - Problems & Persspectives (Pvt. Cars & Two Wheelers)	P.R. Rao/ A. Agarwal	1988
22	Occpational Socialisation - Life Insurance Industry	T. Joshi	1987
23	Opinion of Life Insurance Agents	P. Vaidyanathan	1984
24	Personal Computers in Decision Making	M.S. Sane	1995
25	Perceived inadequacies of GIC's Personal Insurance Schemes	K. Harikrishnan	1994
26	Policy Holder's Perceptions of Life Insurance Policy Servicing	G.S. Doss	1996
27	Potentiality of Fisheries	B. Vyasakrishna	1995
28	Profile of an Early Death Claim	G.N.Bhaskar Rau	1996
29	A Profile of Policy Holders Raising Loans in Satara Division	R.V. Joshi	1986
30	Role of LIC in Total Saving Mobilisation in India	K. Kulkarni	1991
31	Report on Mutual Funds	S.Kale/S. Uma	1995
*32	Study of LIC's Equity Portfolio	S. Ramamurthy/ R.K.Parchure/ S.Kale/S. Uma	1995
33	Study of Major Fire/Explosion Losses (1987-1991)	S.V. Kulkarni	1992

St.No.	Title of the Project	Project Team	Year
34	Study of Major Fire/Explosion Losses (1985-1993)	S.V. Kulkarni	1995
35	A Study on Distribution Functions in General Insurance & Role of Intermediaries	A. Agarwal/ P.R. Rao	1989
36	A Study on Distribution Systems in LIC	G.S. Doss	1995
37	A study of Equity Issues in the Primary Market (1988-1993)	S. Uma	1995
38	A study on investments of LIC Policy Proceeds	V.J. Dandekar/ G.N.Bhaskar Rau	1995
39	A Study on Organistioanl Socialisation (Class I Officers Direct Recruit	T. Joshi/ P.R. Rao	1988
40	A Study on Professional Indemnity Insurance	A. Ramchandran/ C. D'Mello	1989
41	A Study on Surrenders of Life Insurance Policies	S. Balchandran/ C. D'Mello	1986
42	Trends in Indian Motor Insurance Business	P.R. Rao	1987
43	Uttarkashi Earthquake	S.V. Kulkarni	1991
44	Withdrawal Rates of Employees covered under Insured Group Schemes	K.P. Sharma	1991

* Not for distribution

ANNEXURE - 1

NATIONAL INSURANCE ACADEMY

RESEARCH PROJECTS - ON GOING

St.No.	Title of the Project	Project Team
01	Anxieties of Post Retirement Period	Al Wadikar
02	Capital Asset Pricing Model-Testing in Indian Stock Market	S. Uma
03	Changing Context of Life Insurance	S.K. Kutty
04	Comunication Audit of an Organisation	K.K. Sheri
05	A Comparative Study of Preparation and Presentation of Annual Accoounts with reference to Insurance Industry-An International Approach	S.S. Soman
06	Economics of Deriatives Evaluation	R.K. Parchure
07	Feasibility Study to Explore Possibilities of Extending Life Insurance	
08	Cover to Economically Disadvantaged Individuals Trough Non-Conventional Mode of Collection of Premium	P. Bose
09	Loss Research and Loss Prevention Engineering	Sanjeev Joshi
10	Motor Claims Standardisation Project - Loss Assessment of Commercial Goods Carrying Vehiclles in different accidental situation	N.C. Das

St.No.	Title of the Project	Project Team
11	The Nature of Critical Inter-Personal Incidents Having Positive or Negative Impact on Employee Morale	A.L. Wadikar
12	Performance Level of Agents and Lapses: a Study on Linkages, Trends and Pattern	V.J. Deo
13	Polycy Holders Satisfaction In LIC	G.S. Doss
14	Scope of Health Insurance - Pilot Study	B.Chakrabarti
15	A Study of Pricing Marine Insurance In a Competitive Market	K. Shenbagaraman
16	A Study of Pricing Marine Insurance In a Competitive Market	K. Shenbagaraman
17	Study on Loss of Profit Policies	P.S. Sheth

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