

## Training Schedule

### Diploma in Insurance Services (456/457/458/459/460)

S. No	Schedule		Theory	Practical		Instructions to the trainer	Learning Outcomes	
	Week	Day	Topic	Hours	Topic			Hours
1	1	1	<b>Recent trends in Insurance Sector</b> <ul style="list-style-type: none"> <li>• Nationalization of Life Insurance &amp; General Insurance</li> <li>• Review of Insurance Business in India</li> <li>• Policies &amp; measures taken by IRDA to develop Insurance Sector in India</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain the recent trends in Insurance Sector</li> <li>• Explain the policies &amp; measures taken by IRDA to develop Insurance Sector</li> </ul>	<ul style="list-style-type: none"> <li>• Develops intellectual knowledge on progress of nationalization of life &amp; general insurance to liberate sector and is able to enumerate IRDA action for development of insurance sector</li> </ul>
2	1	2	<b>Business opportunities in Insurance Sector</b> <ul style="list-style-type: none"> <li>• Multiple Careers in Insurance Sector - Agents/ Insurance Advisers, Corporate Agents, Brokers, Surveyors, Risk Managers, Legal</li> </ul>	5			<ul style="list-style-type: none"> <li>• Acquaint the learners with career opportunities available in Insurance Sector</li> </ul>	<ul style="list-style-type: none"> <li>• Develops familiarity with the various career opportunities available in Insurance sector</li> </ul>

			Consultants, Investigators, Recovery Agents, Medical Professionals, Actuary					
3	2	1	<b>Forms of business organisation</b> <ul style="list-style-type: none"> <li>• Features, merits and limitations of various forms of organization- Sole Proprietorship, Partnership, Co-operative Society, Joint stock company (Private and Public)</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain the learners various forms of business organizations</li> </ul>	<ul style="list-style-type: none"> <li>• Enumerates various forms of organization, its formation &amp; features and their Merits &amp; Demerits</li> </ul>
4	2	2	<b>Principles of Management</b> <ul style="list-style-type: none"> <li>• Managerial activities /principles of management</li> <li>• Advantage of principles of management</li> </ul>	5			<ul style="list-style-type: none"> <li>• Describe the managerial activities and principles of management</li> </ul>	<ul style="list-style-type: none"> <li>• Illustrates the principles of management and their application in insurance organization</li> </ul>
5	3	1	<b>Basic Accounting Principles</b> <ul style="list-style-type: none"> <li>• Accounting Cycle</li> <li>• Accounting Assumptions</li> <li>• Systems of Recording</li> </ul>	3	<ul style="list-style-type: none"> <li>• Illustrate how the rules of debit and credit are applied in practice</li> </ul>	2	<ul style="list-style-type: none"> <li>• Explain Basic Accounting Principles to learners</li> <li>• Demonstrate how the rules of debit and credit are applied in</li> </ul>	<ul style="list-style-type: none"> <li>• Maintains the books of accounts</li> <li>• Prepares the annual accounts</li> </ul>

			<ul style="list-style-type: none"> <li>• Basis of Accounting System</li> </ul>				practice	
6	3	2	<b>Basic Accounting Principles</b> <ul style="list-style-type: none"> <li>• Classification of Accounts</li> <li>• Journal</li> <li>• Cash Book, Ledger</li> <li>• Final Accounts</li> <li>• Application of Computers and Information Technology to Accounting and Financial Management</li> </ul>	2	<ul style="list-style-type: none"> <li>• Maintaining Journal</li> <li>• Ledger Posting, Balancing of Ledger Accounts</li> <li>• Preparation of Manufacturing Account</li> <li>• Demonstration of Profit &amp; Loss Account</li> <li>• Demonstration of Balance Sheet</li> </ul>	3	<ul style="list-style-type: none"> <li>• Demonstrate maintaining journal, ledger posting, balancing of ledger accounts, preparation of manufacturing account</li> <li>• Explain the profit &amp; loss account and preparation of balance sheet</li> </ul>	<ul style="list-style-type: none"> <li>• Maintains Journal</li> <li>• Adopts correct method for ledger posting and balancing of ledger accounts</li> <li>• Prepares manufacturing account</li> <li>• Undertakes preparation of profit and loss account and balance sheet</li> </ul>
7	4	1	<b>Communication</b> <ul style="list-style-type: none"> <li>• Formal &amp; Informal Communication</li> <li>• Importance of Communication</li> <li>• Purpose of Communication</li> <li>• Communication Process</li> <li>• Barriers &amp; Breakdowns in Communication</li> <li>• Improving Communication</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain the communication process to learners</li> <li>• Demonstrate how to improve communication</li> </ul>	<ul style="list-style-type: none"> <li>• Develops communication process to be followed in any organization</li> <li>• Enumerates how informal communication is more important than the formal communication</li> </ul>

8	4	2	<b>Information Technology (IT) Applications in Insurance</b> <ul style="list-style-type: none"> <li>• Meaning of Information Technology</li> <li>• Insurance Related Applications</li> <li>• Policy Management including Underwriting</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain the application of Information Technology Applications in Insurance</li> </ul>	<ul style="list-style-type: none"> <li>• Enumerates the application of Information Technology in Insurance sector</li> </ul>
9	5	1	<b>Risk &amp; Insurance</b> <ul style="list-style-type: none"> <li>• Risk</li> <li>• Sources of Risk</li> <li>• Types of Risks</li> <li>• Handling Risk</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain various types of risks to learners</li> </ul>	<ul style="list-style-type: none"> <li>• Identifies risks in life and adopts proper mechanism for their avoidance</li> </ul>
10	5	2	<b>Introduction to Insurance</b> <ul style="list-style-type: none"> <li>• Nature of Insurance</li> <li>• Purpose of Insurance</li> <li>• Need of Insurance</li> <li>• How Insurance Works</li> <li>• Insurance as a Security Tool</li> </ul>	3	<ul style="list-style-type: none"> <li>• Mechanism of Insurance – Calculation of Cost of an Insurance Product</li> </ul>	2	<ul style="list-style-type: none"> <li>• Demonstrate the mechanism of insurance to learners</li> <li>• Illustrate the calculation of cost of an insurance product</li> </ul>	<ul style="list-style-type: none"> <li>• Identifies the mechanism for working of Insurance</li> <li>• Enumerates the need of insurance</li> <li>• Calculates the cost of an Insurance product</li> </ul>
11	6	1	<b>Introduction to Insurance</b> <ul style="list-style-type: none"> <li>• Role of</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain the role of Insurance in Economic</li> </ul>	<ul style="list-style-type: none"> <li>• Explains the role of insurance in economic</li> </ul>

			<p>Insurance in Economic Development</p> <ul style="list-style-type: none"> <li>• History of Life Insurance</li> <li>• Insurance in Modern India</li> <li>• Life Insurance Investment</li> </ul>				<p>Development of country</p> <ul style="list-style-type: none"> <li>• Make learners aware with the history of life insurance and insurance in modern India</li> </ul>	<p>development of the country</p> <ul style="list-style-type: none"> <li>• Enumerates the investment pattern in life insurance</li> </ul>
12	6	2	<p><b>Essentials of Insurance Contract</b></p> <ul style="list-style-type: none"> <li>• Features of commercial contract</li> <li>• Principles of contracts for insurance</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain the essentials of insurance contract to the learners</li> </ul>	<ul style="list-style-type: none"> <li>• Enumerates features of commercial contract</li> <li>• Identifies Principles of contracts for insurance</li> </ul>
13	7	1	<p><b>Principles of Life Insurance</b></p> <ul style="list-style-type: none"> <li>• Principle of utmost good faith</li> <li>• Warranty</li> <li>• Insurable Interest</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain various principles associated with life insurance to the customers</li> </ul>	<ul style="list-style-type: none"> <li>• Enumerates Principles of Life Insurance</li> <li>• Identifies facts which needs to be disclosed and which does not needs to be disclosed in insurance contract</li> </ul>
14	7	2	<p><b>Fundamentals/ Principles Of General Insurance</b></p> <ul style="list-style-type: none"> <li>• Principle of Utmost Good Faith</li> <li>• Material Fact</li> <li>• Facts, which must be</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain various principles of General Insurance to the learners</li> </ul>	<ul style="list-style-type: none"> <li>• Enumerates Principles of General Insurance</li> <li>• Identifies facts which needs to be disclosed and which does not needs to be disclosed in general insurance contract</li> </ul>

			<ul style="list-style-type: none"> <li>disclosed</li> <li>Facts, which need not be disclosed</li> <li>Breaches of utmost good faith</li> <li>Principle of insurable interest</li> </ul>					<ul style="list-style-type: none"> <li>Lists the breaches of utmost good faith</li> <li>Identifies when should insurable interest exist</li> </ul>
15	8	1	<b>Fundamentals/ Principles Of General Insurance</b> <ul style="list-style-type: none"> <li>Principle of Indemnity</li> <li>How is indemnity provided?</li> <li>Corollaries of indemnity</li> <li>Proximate cause</li> </ul>	3	<ul style="list-style-type: none"> <li>Calculation of Claim to be paid to the customer</li> <li>Interpretation of the term Rate-able Proportion</li> <li>Case Studies for identifying the need of proximate cause</li> </ul>	2	<ul style="list-style-type: none"> <li>Explain various principles of General Insurance to the learners</li> <li>Demonstrate the calculation of claim to be paid to the customer</li> </ul>	<ul style="list-style-type: none"> <li>Calculates claim to be paid to the customer</li> <li>Interprets rate-able proportion</li> <li>Develops familiarity with the process of provisioning of indemnity</li> </ul>
16	8	2	<b>Peculiarities Of Insurance Contracts</b> <ul style="list-style-type: none"> <li>Insurance and gambling</li> <li>Features of an insurance contract</li> </ul>	5			<ul style="list-style-type: none"> <li>Explain the peculiarities of Insurance contract</li> </ul>	<ul style="list-style-type: none"> <li>Differentiates insurance with gambling</li> <li>Enumerates features of the insurance contract</li> <li>Adopts proper measure to resolve the dispute which arises in the insurance contract</li> </ul>
17	9	1	<b>Life Insurance Products</b> <ul style="list-style-type: none"> <li>Classification of Life Insurance Products</li> </ul>	3	<ul style="list-style-type: none"> <li>Calculation of Net Asset Value</li> </ul>	2	<ul style="list-style-type: none"> <li>Explain various life insurance products available in market</li> <li>Demonstrate the</li> </ul>	<ul style="list-style-type: none"> <li>Calculates Net Asset Value</li> <li>Enumerates different type of life insurance</li> </ul>

			<ul style="list-style-type: none"> <li>• Permanent Insurance</li> <li>• Annuities</li> <li>• Market Linked Plans</li> <li>• Important Concepts about Life Insurance Products</li> </ul>				calculation of NAV to learners	<p>products available in market</p> <ul style="list-style-type: none"> <li>• Differentiates between the insurance products based upon their peculiar features</li> </ul>
18	9	2	<p><b>Insurance Documents</b></p> <ul style="list-style-type: none"> <li>• Need for insurance documentation</li> <li>• Documents needed at the stage of the proposal</li> <li>• Documents needed during the continuance of the policy</li> </ul>	5			<ul style="list-style-type: none"> <li>• Illustrate the documentation procedure in Insurance</li> </ul>	<ul style="list-style-type: none"> <li>• Complies with the guidelines needed for Insurance documentation</li> <li>• Distinguishes between the documents needed at the proposal stage and those needed during continuance of the policy</li> </ul>
19	10	1	<p><b>Life Insurance Underwriting</b></p> <ul style="list-style-type: none"> <li>• Life insurance in operation - from proposal to policy</li> <li>• Classification of risks</li> <li>• Female life</li> <li>• Proposal form</li> <li>• Age proof</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain the underwriting procedure to learners</li> <li>• Explain the various risks to learners</li> </ul>	<ul style="list-style-type: none"> <li>• Identifies the various underwriting procedures</li> <li>• Ensures points to be considered while examining a proposal</li> </ul>
20	10	2	<p><b>Life Insurance Underwriting</b></p> <ul style="list-style-type: none"> <li>• Selection of plan and term</li> </ul>	5			<ul style="list-style-type: none"> <li>• Discuss the calculation of sum assured</li> <li>• Explain the method for right selection of plans</li> </ul>	<ul style="list-style-type: none"> <li>• Advices customers in selection of insurance plan and appropriate term</li> </ul>

			<ul style="list-style-type: none"> <li>• Objects of insurance</li> <li>• Sum proposed</li> <li>• Accident benefit</li> <li>• Mode of payment of premium</li> <li>• Declarations</li> <li>• Advance payment of premium</li> </ul>				<ul style="list-style-type: none"> <li>• to customers</li> <li>• Discuss the modes of premium payment</li> </ul>	<ul style="list-style-type: none"> <li>• Calculates sum proposed</li> <li>• Enumerates modes of payment of premium</li> </ul>
21	11	1	<b>Premium and Bonus</b> <ul style="list-style-type: none"> <li>• Insurance premium</li> <li>• Modes of payment of premium</li> <li>• Important elements in computation of premium</li> <li>• Risk, net/pure premium</li> <li>• Loading</li> <li>• Level premium</li> <li>• Actuarial valuation</li> <li>• Calculation of age</li> <li>• Rider premiums</li> <li>• Bonus</li> </ul>	2	<ul style="list-style-type: none"> <li>• Calculation of premium</li> <li>• Computation of extra premium</li> <li>• Premium calculation for ULIP policies</li> </ul>	3	<ul style="list-style-type: none"> <li>• Explain premium and bonuses available for customers</li> <li>• Demonstrate the method for calculation of premium of different policies</li> </ul>	<ul style="list-style-type: none"> <li>• Identifies important elements in computation of premium</li> <li>• Adopts correct method for calculation of premium</li> <li>• Computes extra premium</li> <li>• Calculates premium for ULIPs</li> <li>• Ensures correct actuarial valuation</li> <li>• Enumerates different types of bonuses</li> </ul>
22	11	2	<b>Policy Conditions</b> <ul style="list-style-type: none"> <li>• Age proof and dating back</li> <li>• Sub-standard age proofs</li> <li>• Days Of Grace</li> <li>• Revival of</li> </ul>	2	<ul style="list-style-type: none"> <li>• Computation of paid-up value &amp; surrender value</li> </ul>	3	<ul style="list-style-type: none"> <li>• Explain various policy conditions to the learners</li> </ul>	<ul style="list-style-type: none"> <li>• Enumerates various conditions applicable to life insurance contract</li> <li>• Adheres to the policy conditions procedures</li> <li>• Ensures regulations in</li> </ul>



			Discontinued or Lapsed Policies <ul style="list-style-type: none"> <li>• Revivals</li> <li>• Non-Forfeiture Regulation</li> </ul>				vogue <ul style="list-style-type: none"> <li>• Complies with the procedure for revival of discontinued or lapsed policies</li> </ul>	
23	12	1	<b>Policy Conditions</b> <ul style="list-style-type: none"> <li>• Hazardous Occupation</li> <li>• Nomination And Assignment</li> <li>• Prohibition of Rebate</li> <li>• Paid Up Value &amp; Surrender Value</li> <li>• Loan under policy</li> <li>• Claim concession</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain Hazardous Occupations, Nomination And Assignment, Prohibition of Rebate, Paid Up Value &amp; Surrender Value, Loan under policy and Claim concession to learners</li> </ul>	<ul style="list-style-type: none"> <li>• Identifies the hazardous occupations while insuring</li> <li>• Differentiates between paid up value and surrender value</li> <li>• Enumerates the procedure for availing loan under a policy</li> </ul>
24	12	2	<b>Group Insurance</b> <ul style="list-style-type: none"> <li>• Group insurance vs. Individual insurance</li> <li>• Characteristics of a 'group'</li> <li>• Different types of groups</li> <li>• Group gratuity scheme</li> <li>• Group superannuation scheme</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain different group insurance schemes available in market</li> </ul>	<ul style="list-style-type: none"> <li>• Lists different group insurance schemes available in market</li> </ul>
25	13	1	<b>Group Insurance</b> <ul style="list-style-type: none"> <li>• Group savings linked insurance scheme</li> <li>• Group Insurance</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain different group insurance schemes available in market</li> </ul>	<ul style="list-style-type: none"> <li>• Lists different group insurance schemes available in market</li> </ul>

			Scheme In Lieu of EDLI <ul style="list-style-type: none"> <li>• Group insurance scheme</li> <li>• Group Leave Encashment Scheme</li> <li>• Group mortgage redemption assurance scheme</li> </ul>					
26	13	2	<b>Claims and Settlement</b> <ul style="list-style-type: none"> <li>• Claim settlement</li> <li>• Claim documents &amp; forms</li> <li>• Procedure of claim settlement</li> <li>• Claim settlement options</li> <li>• IRDA regulation on policyholders protection</li> </ul>	5			<ul style="list-style-type: none"> <li>• Specify documents used in claims and settlement</li> <li>• Explain procedure of claim and settlement</li> <li>• Discuss IRDA regulation on policyholders protection</li> </ul>	<ul style="list-style-type: none"> <li>• Identifies documents used in claims and settlement</li> <li>• Adheres to procedure of claim settlement</li> <li>• Enumerates IRDA regulation on policyholders protection</li> </ul>
27	14	1	<b>Fire Insurance</b> <ul style="list-style-type: none"> <li>• History of fire insurance</li> <li>• Meaning of fire insurance</li> <li>• Features of fire insurance</li> <li>• Procedure to insure the property under fire insurance</li> <li>• Procedure to settle the fire insurance claim</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain the features of fire insurance and procedure for insuring property under fire insurance</li> <li>• Discuss the procedure to settle the fire insurance claim</li> </ul>	<ul style="list-style-type: none"> <li>• Enumerates the procedure to insure the property under fire insurance</li> <li>• Settles the fire insurance claim</li> </ul>

			<ul style="list-style-type: none"> <li>Practice of fire insurance in India</li> <li>Special policies</li> </ul>					
28	14	2	<b>Marine Insurance</b> <ul style="list-style-type: none"> <li>Meaning &amp; features of marine insurance</li> <li>Operation of marine insurance</li> <li>Procedure to insure under marine insurance</li> <li>Procedure of claim settlement</li> <li>Risk coverage</li> <li>Duration of cover-import/export</li> </ul>	5			<ul style="list-style-type: none"> <li>Explain features of marine insurance and procedure to insure under marine insurance</li> <li>Discuss the procedure of claim settlement</li> </ul>	<ul style="list-style-type: none"> <li>Enumerates the procedure to insure under marine insurance</li> <li>Settles the marine insurance claim</li> </ul>
29	15	1	<b>Marine Insurance</b> <ul style="list-style-type: none"> <li>Duration of cover-inland consignment</li> <li>Total loss</li> <li>Particular average</li> <li>General average</li> <li>Salvage loss</li> <li>Sue and labour charges</li> <li>Extra charges</li> <li>Recovery from carriers</li> </ul>	5			<ul style="list-style-type: none"> <li>Explain inland transit/overseas transit</li> <li>Specify what is not covered under Marine insurance</li> </ul>	<ul style="list-style-type: none"> <li>Lists the inland transit/overseas transit</li> <li>Identifies what is not covered under Marine insurance</li> </ul>
30	15	2	<b>Motor Insurance</b> <ul style="list-style-type: none"> <li>Types of motor policies</li> <li>Types of policy forms</li> </ul>	5			<ul style="list-style-type: none"> <li>Explain various motor insurance policies available in market</li> <li>Discuss documentation</li> </ul>	<ul style="list-style-type: none"> <li>Enumerates types of motor policies and distinguishes types of policy forms used in</li> </ul>

			<ul style="list-style-type: none"> <li>Exclusions in motor insurance</li> <li>Claims</li> <li>Third party claims</li> </ul>				<ul style="list-style-type: none"> <li>for motor insurance</li> <li>Explain procedure for claim settlement</li> </ul>	<ul style="list-style-type: none"> <li>motor insurance</li> <li>Settles the claim under Motor insurance/Third Party</li> <li>Identifies what is not covered under Motor insurance</li> </ul>
31	16	1	<b>Personal Accident Insurance</b> <ul style="list-style-type: none"> <li>Features of personal accident insurance</li> <li>Coverage's /compensation</li> <li>Exclusions (not covered under personal accident insurance policy)</li> <li>Procedure for insuring under personal accident insurance policy</li> <li>Claim procedure</li> <li>Group personal accident policy</li> </ul>	5			<ul style="list-style-type: none"> <li>Discuss different types of Personal Accident polices</li> <li>Explain procedure for settling the claim under Personal Accident insurance</li> </ul>	<ul style="list-style-type: none"> <li>Enumerates different types of Personal Accident polices</li> <li>Settles the claim under Personal Accident insurance</li> </ul>
32	16	2	<b>Health Insurance</b> <ul style="list-style-type: none"> <li>Features/coverages of health insurance policy</li> <li>Exclusions that the health insurance policy does not cover</li> <li>Procedure to be</li> </ul>	5			<ul style="list-style-type: none"> <li>Explain features of Health Insurance and different types of health insurance policies</li> <li>Specify exclusions that are not covered in insurance policy</li> <li>Discuss the Claim</li> </ul>	<ul style="list-style-type: none"> <li>Undertakes purchase methods of Health Insurance Policy</li> <li>Settles the claim under Health Insurance</li> <li>Identifies what is not covered under Health Insurance policy</li> </ul>

			<p>followed for buying health insurance policy</p> <ul style="list-style-type: none"> <li>• Conditions/ benefits of health insurance</li> <li>• Claim settlement procedure</li> <li>• Types of health insurance policy</li> </ul>				<p>settlement procedure with learners</p>	
33	17	1	<p><b>Rural Insurance</b></p> <ul style="list-style-type: none"> <li>• Rural policies</li> <li>• Cattle insurance</li> <li>• Claim procedure</li> <li>• Sheep and goat insurance</li> <li>• Poultry insurance</li> <li>• Aqua culture (shrimp / prawn) insurance</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain various rural insurance schemes</li> </ul>	<ul style="list-style-type: none"> <li>• Enumerates different rural policies</li> </ul>
34	17	2	<p><b>Rural Insurance</b></p> <ul style="list-style-type: none"> <li>• Sericulture (silk worm) insurance</li> <li>• Honey bee insurance</li> <li>• Horticulture / plantation insurance scheme</li> <li>• Agricultural pump set policy</li> <li>• Failed-well insurance</li> <li>• Gramin personal accident insurance</li> <li>• Hut insurance</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain various rural insurance schemes</li> </ul>	<ul style="list-style-type: none"> <li>• Enumerates different rural policies</li> </ul>

			<ul style="list-style-type: none"> <li>• Farmers' package insurance</li> </ul>					
35	18	1	<b>Liability insurance &amp; documents in general insurance</b> <ul style="list-style-type: none"> <li>• Various types of liability insurance</li> <li>• Documents in general insurance</li> </ul>	5			<ul style="list-style-type: none"> <li>• Discuss Various types of liability insurance policies and their documentation</li> </ul>	<ul style="list-style-type: none"> <li>• Identifies types of Liability Insurance</li> <li>• Enumerates the various documents required under insurance</li> </ul>
36	18	2	<b>Insurance Regulatory &amp; Development Authority Act</b> <ul style="list-style-type: none"> <li>• Insurance regulatory development authority act (IRDA) 1999</li> <li>• Duties, powers &amp; functions of authority</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain IRDA Act and IRDA functioning</li> </ul>	<ul style="list-style-type: none"> <li>• Enumerates IRDA Act and IRDA functioning</li> </ul>
37	19	1	<b>Insurance Regulatory &amp; Development Authority Act</b> <ul style="list-style-type: none"> <li>• Grants from the central government</li> <li>• Constitution of funds</li> <li>• Accounts and audit</li> <li>• Establishment of insurance advisory committee</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain the constitution of the IRDAI</li> <li>• Discuss the provision of accounts and audit as per IRDA Act</li> </ul>	<ul style="list-style-type: none"> <li>• Enumerates the constitution of the IRDAI</li> <li>• Lists the provision of accounts and audit as per IRDA Act</li> </ul>

38	19	2	<b>Regulations issued by IRDA</b> <ul style="list-style-type: none"> <li>• Important terminology</li> <li>• Procedure of granting of license to companies to start insurance business</li> <li>• Regulation for product approval</li> <li>• Distribution channels</li> <li>• Agent - issue of license</li> <li>• Corporate agent</li> <li>• Brokers</li> </ul>	5			<ul style="list-style-type: none"> <li>• Discuss the procedure of getting the license of insurance from IRDA</li> <li>• Explain procedure to get approval of insurance product from IRDA</li> <li>• Explain procedure to appoint an insurance inter-mediatory</li> <li>• Acquaint learners of the process of issuance of license for Agent</li> </ul>	<ul style="list-style-type: none"> <li>• Explains the procedure of getting the license of insurance from IRDA</li> <li>• Enumerates the procedure to get approval of insurance product from IRDA</li> <li>• Explains procedure to appoint an insurance inter-mediatory</li> </ul>
39	20	1	<b>Investments, Accounts &amp; Misc Provisions</b> <ul style="list-style-type: none"> <li>• Investments</li> <li>• Procedure of investments</li> <li>• Accounts</li> <li>• Miscellaneous provisions</li> </ul>	5			<ul style="list-style-type: none"> <li>• Discuss how the premium amount is invested by Insurer</li> <li>• Explain the process of maintenance of accounts by Insurer</li> <li>• Discuss the penalty for non compliance of provision of the Act</li> </ul>	<ul style="list-style-type: none"> <li>• Enumerates how the premium amount is invested by Insurer</li> <li>• Explains the process of maintenance of accounts by Insurer</li> <li>• Enumerates the penalty for non compliance of provision of the Act</li> </ul>
40	20	2	<b>Rights &amp; remedies available to consumers</b> <ul style="list-style-type: none"> <li>• Protection of policyholders' interests</li> <li>• Consumer protection act</li> </ul>	5			<ul style="list-style-type: none"> <li>• Explain the various rights &amp; remedies available to consumers</li> </ul>	<ul style="list-style-type: none"> <li>• Lists the various remedies available for the Policyholders</li> </ul>

			1986 • Ombudsman scheme				
41	21	1	<b>Public Liability Insurance Act 1991, And Workmen Compensation Act 1923 And Motor Vehicle Act 1988</b> • Public Liability Act 1991 • Workmen's Compensation Act 1923 • The Motor Vehicle Act 1988	5			<ul style="list-style-type: none"> <li>• Explain Public Liability Insurance Act 1991, And Workmen Compensation Act 1923 And Motor Vehicle Act 1988 with learners</li> <li>• Enumerates how the compensation can be claimed from the industrialist</li> <li>• Is aware of the process by which industrialist can cover their risk through insurance</li> <li>• Explains how the vehicle owner can protect himself to pay the compensation</li> </ul>
42	21	2	<b>Laws related to marine insurance and income tax provisions related to insurance</b> • Marine insurance act, 1963 • The indian ports (major ports) act, 1963 • The carriers act 1865 • Indian income tax act 1961 • Taxation provisions for insurers, insured	5			<ul style="list-style-type: none"> <li>• Explain various laws related to marine insurance and income tax provisions related to insurance</li> <li>• Lists the laws related to marine insurance</li> <li>• Enumerates how the Transporter is responsible for the loss of goods during transit</li> <li>• Enumerates various Income tax provisions related to Life Insurer, General Insurer, Business organization and Individuals</li> </ul>
43	22	-	<b>Internship with any Insurance Company</b>			10	



44	23	-	Internship with any Insurance Company			10		
45	24	-	Internship with any Insurance Company			10		
		Total HRS		193		47		
Total HRS				240				