

INSURANCE

a business of caring.....



Background

Bhutan, with its huge middle class households, has exhibited significant growth potential for the insurance industry. The insurance market in Bhutan has witnessed dynamic changes including entry of a number of global insurers in both life and non-life segment. This entry has widened the product range and offered multiple options for the bhutanese consumer. Thus, there is a need for insurance professionals who will understand the customers' necessity and help to meet dual needs - saving for life's important goals, and protecting assets.

Taking into account the paramount need, Financial Institutions Training Institute offers *Certificate Program in Insurance (CPI)*.

CPI program aims to build a pool of insurance professionals, who can sustain the growing momentum of the sector and help it achieve new levels of profitability and customer responsiveness. It aims to identify and nurture talent for the frontline sales force of Insurance Companies.

Basic Course Information

Program Duration : 7 Days

Target Participants: Insurance Officers, Managers
& relevant Officers.

Program Objective

The unique CPI program will equip the candidates with both the knowledge and experience needed to launch them on a fast-track career in the rapidly-growing Insurance sector. The program is designed to build competencies in the areas of domain knowledge, application and technology orientation, selling skills and customer service.

Program Contents

- Overview of Insurance Sector
- Types of Insurance
- Risk and Insurance
- Principle of Insurance
- Underwriting
- Claims
- Insurance Organization
- Regulatory Framework
- Insurance Products

Study Methodology

- Class room sessions
- Case Studies presentations
- Projects & Practical

FOR COURSE DETAILS CONTACT | Head, Training & Marketing Department

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