



*Training Course:  
Insurance and Risk Management for Senior  
Professionals*

*3 - 7 March 2025  
Milan (Italy)*

## Training Course: Insurance and Risk Management for Senior Professionals

Training Course code: MA234577 From: 3 - 7 March 2025 Venue: Milan (Italy) - Training Course Fees: 5250 € Euro

### Course Introduction

This course is very wide and top-level in the area of risk and insurance management. It discusses all kinds of structure, reasoning, and process. Although this course may look very long and condensed, it's rather customizable to the delegates' level, area of expertise in the insurance industry. In addition to the technicality of the course some business, financial, management and strategy concepts have been considered too. Most managers, CEOs, and senior managers need to consolidate and integrate these two domains together; insurance and risk vis-à-vis strategy and technical knowledge. This course is not traditional and requires high abilities and levels.

### Course Objectives:

- How and why insurance contracts are designed as they are
- Enhancing the ability to critically analyze various risk-management issues that arise in financial planning.
- Apply the standard models of risk assessment
- Understand agency problems between insurance companies and policyholders
- Construct written work which is logically and professionally presented
- Assess ethical and social considerations in problems in the insurance industry, e.g., insurance fraud

### Target Audience:

Managers, senior managers, directors, executives, financial controllers, senior accounting and finance personnel, and auditors.

### Target Competencies:

- Communicating
- Leading
- Motivating
- Risk planning
- Risk identifying
- Risk assessing
- Risk reviewing

### Course outlines:

#### Day 1

- Define different types of risks, hazards, and perils, and explain the adverse effect of risk on economic activity
- Define the basic statistical principles of insurance and identify the situations where insurance may be used as a risk-sharing or risk-transfer device
- Differentiate between private and social insurance and recognize the respective needs for each
- The structure of the insurance industry and the unique facets of an insurance company, including its

financial operations

- The annuity contract and understand the various uses of annuities today

## Day 2

- The need for disability income insurance and the provisions of the disability income policy
- Identify the various types and appropriate uses of medical expense insurance contracts
- Review the concept of the current Social Security system, including the coverage it provides, the soundness of the program, and proposals for future changes
- Workers Compensation and Unemployment Compensation programs
- The concept of estate planning and discuss the various tools, which are used to minimize estate shrinkage

## Day 3

- The unique characteristics of group insurance and identify the types of group insurance most frequently used
- Pension plans and other retirement plans and outline the requirements for pension plans established under the Employee Retirement Income Security Act of 1974 ERISA
- The concept of property insurance with a particular emphasis on the various forms of Homeowners and Inland Marine insurance policies
- The legal concepts of negligence and identify methods of dealing with legal liability
- Nature and need for automobile insurance, the types of automobile coverage, and a review of the computation of auto insurance costs

## Day 4

- Commercial property and liability coverages available for businesses
- The principles behind surety and fidelity bonding
- The need for regulation of the insurance industry, explain the methods by which the industry is currently regulated and discuss proposals of future regulation
- Strategy development, business planning, and performance management underpinning value-based business decision-taking
- Value chain management balancing investment throughout the chain from access to decommissioning

## Day 5

- Internationalization, portfolio management, and asset trading; securing the right deals to achieve strategic corporate outcomes
- Contracts, asset valuations, negotiations with partners and governments, new country entry, joint venture and partner management consistent with commercial agreements
- External affairs management including government relations and reputation management
- Joint ventures, commercial agreements, and partnering
- Portfolio management, mergers and acquisitions and negotiations

## Registration form on the Training Course: Insurance and Risk Management for Senior Professionals

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Company Information

Company Name: .....  
 Address: .....  
 City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
- Please invoice my company

### Easy Ways To Register

Telephone:  
+201095004484 to  
provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
booking form with cheque  
to: Global Horizon  
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Giza, Giza Governorate,  
Egypt.