In its role as a leading education and training provider, I.I.I. is closely associated with all the segments of the insurance industry, which includes the insurance regulatory authority of India, public and private sector insurance companies.

**Diploma Courses conducted by I.I.I**

**LICENTIATE/ ASSOCIATESHIP (A.I.I.I)/FELLOWSHIP EXAMS (F.I.I.I)**

A 3 TIER QUALIFICATION FROM BASICS TO ADVANCED LEVELS IN INSURANCE

**GENERAL BRANCH**

**LICENTIATE**

**FIRST LEVEL EXAMS**

Level of difficulty: ELEMENTARY  
Pass marks: 50  
Full Objective  
Total marks per subject: 100

**Subject code & Title**

- LC-01: Principles of Insurance  
- LC-11: Practice of Life Insurance  
- LC-14: Regulation of Insurance Business

**ASSOCIATESHIP**

**SECOND LEVEL EXAM**

Level of difficulty: Advanced  
Total marks per subject: 100  
Subjective questions

**Subject code & Title**

- 21: Information Technology  
- 57. Fire and Consequential Loss Insurance  
- 67. Marine Insurance  
- 72. Motor Insurance  
- 78. Miscellaneous Insurance  
- 79. Liability and Engineering Insurance

**FELLOWSHIP**

**FINAL LEVEL EXAMS**

Level of difficulty: Advanced  
Total marks per subject: 100  
Subjective questions

**Subject code & Title**

- 85. Reinsurance  
- 86. Risk Management  
- 87. Law & Economics of Insurance  
- 88. Marketing & Public Relations  
- 90. Human Resource Management

**OPTIONAL (ANY 1 OF THE FOLLOWING):**

- 89: Management Accounting  
- 97: Legal Aspects of Industrial Relations  
- 98: Advanced Information Technology  
- 99: Asset Management

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**CENTER FOR INSURANCE & FINANCIAL PLANNING (CIFP) Conducts I.I.I Exam Preparatory Programs**

Choose from any of the 3 programs available

**I.I.I Exam Preparatory Programs (Life & Non-Life Streams)**

1. LICENTIATE exams – CIFP Preparatory program (3 subjects)  
   Total program fees: Rs. 7500. Duration of course: 3 months.

2. ASSOCIATESHIP exams – CIFP Preparatory program (6 subjects)  
   Total program fees: Rs. 15000. Duration of course: 6 months

3. 1 year Associateship level course (Licentiate—3 subjects + Associateship—6 subjects)  
   Total program fees: Rs. 20,000 including entire course portfolios for both Licentiate subjects and Associateship subjects (Best option), Duration of course: 12 months (fast track)

4. FELLOWSHIP exams – CIFP Preparatory exams (6 subjects)  
   Total program fees: Rs. 15000. Duration of course: 6 months
Subject 01 -- Principles of Insurance
(Common Subject for Life and General Insurance Branches)


**The Insurance Customer** – Customers Are Different – Different Mind Sets, Their Satisfactions – Ethical Behaviour.


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**Subject 11 -- Practice of General Insurance (General Branch)**


**Miscellaneous Coverages** – Motor Insurance – Third Party Liability Insurance For Mechanised Vessels Operating In Inland Waters – Personal Accident Insurances – Group Policies – Mediclaim

**Specialized Insurances** – Industrial All Risks Insurance – Advance Loss of Profit Cover (ALOP) – Oil And Energy Risks Insurance – Satellite Insurance


**Subject 14 -- Regulation of Insurance Business**

*(Common Subject for Life & General)*

**This Subject Shall Cover at an Elementary Level, The:**

- Main Functions of IRDA and Life Insurance Council
- AML Guidelines
- Confidentiality of Information: Its Use, Storage and Disclosure;
- Complaints-Handling Procedures
- Mechanisms for Dispute Resolution Available To Insured and the Role of the Ombudsman.
- IRDA (Licensing Of Insurance Agents) Regulations, 2000
- IRDA (Protection of Policyholders’ Interests) Regulation, 2002
- ULIP Guidelines
- Sec 38 (Assignment) Of Insurance Act, 1938
- Sec 39 (Nomination) Of Insurance Act, 1938
- Sec 41 (Prohibition ff Rebates) Of Insurance Act, 1938
- Sec 45 of Insurance Act, 1938
- Sec 64Vb of Insurance Act, 1938
- IRDA (Manner of Receipt of Premium) Regulations, 2002
- IRDA (Micro-Insurance Regulations), 2005
ASSOCIATESHIP EXAMS
SYLLABUS FOR GENERAL BRANCH

ALL 6 COMPULSORY SUBJECTS

SUBJECT 21 - INFORMATION TECHNOLOGY

Introduction to Information Technology, Data-Processing IT related applications in Insurance industry.

Evolution of computers - generation of computer, Number system - binary arithmetic concept of a computer - Central Processor, Storage (memory units), arithmetic and logic unit, control unit, input and output unit.

Introduction to Microprocessor based PC-computers (PC-family).

Data Storage Devices

Input - Output Devices, Tapes (Streamer tapes and cartridge tapes), discs (floppy disks, hard disks), CD-ROM, Recording structures on magnetic media.

Input devices, Output devices.

File Concepts

Flow - charts - different types of flow charts - some simple examples of flow charting techniques.

Introduction to SSAD (Structured System Analysis and Design).

Types of computers

Generations of computers
Processing unit
Input / output devices
Storage

Introduction to computer software

Operating system of computer
Application packages

Financial application software

Payroll
Insurance software etc.

General purpose standard software packages

Word Processing
Database Management
Spreadsheet
Computer languages
Office Automation packages: Word processors (WP), Spread sheets (SS), databases and desk top publishing (DTP).

Computerisation in insurance industry - Operating and Controlling units. Management issues.

Glossary:
The different constituents of an information technology department and their functions - system analysis, programming, operations, systems administration, and network administration.

SUBJECT 57 - FIRE & CONSEQUENTIAL LOSS INSURANCE

- Application of Basic Principles
- The Standard Fire and Special Perils Policy
- Add on Covers, Special Policies and Clauses.

- Fire hazards and fire prevention.

- Structure of All India Fire Tariff - Rules, Regulations and Rating.

- Fire Insurance documents
  - Proposal form
  - Cover note
  - Policy
  - Endorsement
  - Renewal Notice.

- Underwriting and Re-insurance.

- Claims
  - Legal Aspects
  - Rights and Duties of parties
  - Amount of loss payable
  - Salvage
  - Pro-rata average
  - Onus of proof
  - The doctrine of Proximate cause
  - Warranties
  - Non-standard and ex-gratia claims
  - "Without prejudice"
  - Rule for construction of policies

- Claims procedure
  - claim form
  - surveyors functions
  - process of surveying and loss assessment
  - survey reports

- Consequential Loss (Fire) Policy
  - The basis of policy
  - Indemnity period
  - Fixing of sum insured
  - cover, definitions and conditions of the Consequential Loss policy
  - Rating

- Extensions of policy
  - Modifications of policy
  - Special policies
  - Claims procedure and loss assessment

- Petro-Chemical Tariff
- Industrial All Risks Policy
- Fire Insurance Practice in the U.K. and U.S.A.
SUBJECT 67 - MARINE INSURANCE

Scope and markets exchange control regulations - Incoterms.

Fundamental principles
- Underwriting and Rating
- Nature of Vessel, Cargo, Packing, Coverage, Clauses, Warranties.

Claims
- General Average
- Particular and Charges
Salvage

Surveys
- Recoveries.

Hull Insurance
- Valuation and Rating
- Clauses
- Freight
- Port risks
- Tariffs.

Cargo Loss Control
- Prevention
- Reinsurance.

SUBJECT 72 - MOTOR INSURANCE

History of motor insurance
Basic Principles
Utmost good faith
Insurable Interest Indemnity
Subrogation and Contribution
Types of Motor Vehicles
Two wheelers
Commercial Vehicles
Trailers
Miscellaneous and special types of vehicles.

Legal Aspect 1
Introduction to Motor Vehicles Act 1939 & 1988
Legal Aspect 11,
Motor Policies 1
Standard form for Liability only policy
Liability to third parties
Personal Accident cover for owner Driver, Package Policies for Private cars & two wheelers
Motor Policies 11
Commercial Vehicles
Scope of standard form for commercial vehicles Package Policy,
Section 1
Loss or Damage
Risk covered
Protection & Removal Costs
Section 11
Liability to Third Parties
Section 111 Towing disabled vehicles
Drivers clause
Motor Trade.

Study of basic geographical concepts, like the Solar System, Latitudes and Longitudes, sea depth distribution, ocean currents, tides, coral reefs and islands, etc. Earthquakes and volcanic eruptions.
and areas prone to these catastrophes

**MOTOR TARIFFS (REGULATIONS)**
Proposal Forms
Policy Forms Rating
Geographical Zones
Period of Insurance
Cover note
Certificate of Insurance
Double Insurance
  - For Liability only Policy
  - For package policy
Prohibition of Mid term inclusion / cancellation of Extra benefits
Registration and Insurance
Extra Benefits
Tariff for commercial vehicles
Regulations
Scope
Rating Factors
Minimum values
Motor Vehicles Act
Passenger Risk
Limitation of Geographical Area
Limits of Liability for Third Party
Certificate of Insurance
Class E
  - Road Transit Risks
Class F
  - Motor Trade Road Risks
Class G
  - Motor Trade Internal Risks
Documents
Proposal Forms
Cover notes
Policy Forms
Endorsements
Renewal Notice
Renewal Receipts
Underwriting
The vehicles
Moral Hazard
Claim Discount
Motor Insurance Statistics
Insurance & Road safety.

**Claims-I**
Own Damage Claims
Preliminary
Assessment
Settlement
Claim discount
Types of loss
Losses on repair basis.

**Claims II**
Third party Liability Claims procedural Aspects
Proof of Negligence
General Damage for Death
General Damages for Disability
Property Damages claims
The Motor Accident Claims Tribunals
Judgements of Criminal Courts
Mediclaim Form
SUBJECT 78 - MISCELLANEOUS INSURANCE

Personal Accident Insurance
- Basic Principles
- Coverage and Benefits
- Provisos and Exclusions
- Rating
- Extensions
- Discounts
- Claims procedures
- Group policies.

Mediclaim
- Benefits
- Exclusions
- Discounts
- Conditions
- Group
- Claims - Cancer policy - Deferred mediclaim.

Overseas medical
- Benefits and conditions
- Exclusions
- Overseas practice.

Burglary
- Scope
- Types
- Exclusions
- Extensions
- Underwriting
- Survey
- Claims.

Baggage
- Underwriting
- Claims.

Money in transit
- Exclusions
- Conditions
- Extensions
- Underwriting.

Fidelity guarantee
- Coverage
- Types
- Conditions
- Underwriting
- Investigation

Court Bonds
- Liquidator and Receivership Bonds
- Government bonds.

Banker's Blanket and Jewellers Block policies
- Exclusions
- Conditions
- Rating
- Claims.

Other miscellaneous policies
- Pedal cycle
- Plate glass
- Special contingency
- Missing documents
- Neon sign
- Blood stock (Horse)
- Pet dog
- Sports
- Television
- Shopkeepers
- Householders
- Multi peril for LPG (Gas) dealers
- Doctors package
- Office protection
- Adhikari Suraksha Kavach
- Suhana Safar.

SUBJECT 79 - LIABILITY & ENGINEERING INSURANCE

- Scope of liability insurance
- Application of basic principles
- Onus of proof
- Damages.

- Legal aspects
  - Common Law and statutory liabilities
  - compulsory public liability
  - Insurance Act
  - National Environment Tribunal Act
  - Workmen’s Compensation Act.

- Scope of cover, rating, underwriting and claims processing
  - Policy Public Liability (industrial / non-industrial risks)
  - Products liability
  - Director’s and Officers Liability.

- Workmen’s compensation policy.

- Reinsurance in engineering and liability insurance.

- Scope of engineering insurance
- application of basic principles

- Scope of cover, rating, underwriting and claims processing under various engineering policies
  - Erection All risks
  - Marine-cum-Erection
  - Contractors All Risks
  - Contractors plant and machinery
  - Boiler and pressure plant
  - machinery breakdown
  - Loss of profits
  - Cold storages
  - Electronic equipment
  - Surveys and Risk inspection.
SUBJECT 85 - REINSURANCE

PRINCIPLES AND PRACTICE OF REINSURANCE

1) Introduction
   Brief historical background.
   Nature of reinsurance
   Functions of reinsurance.

2) Methods of reinsurance.
   (a) Major Forms : Facultative and Treaty
   (b) Facultative reinsurance.
       Proportional Excess of Loss.
   (c) Treaty reinsurance
       Proportional : Quota Share-Surplus Facultative obligatory
       Non-Proportional : Excess of Loss per Risk Catastrophe Stop Loss
                          Aggregate Excess of Loss.

3) Law relating to reinsurance contracts.
   Fundamentals of Contract Law as applicable to reinsurance.
   Insurance and reinsurance contracts.
   Reinsurance documentation
   slips
   cover notes
   agreements.

4) Reinsurance Special factors pertaining to :
   a) Property reinsurance.
   b) Accident / Liability reinsurance.
   c) Marine and Aviation reinsurance
   d) Basics of Life Reassurance

5) Reinsurance Programme
   Designing and Arranging. Setting Retentions
   General Considerations and factors that influence retention
   determining retentions for various classes of business
   Property
   Liability
   Marine
   Aviation.

Programme design
Analisying reinsurance needs
Needs based on business strategy
financial needs
needs based on management style and attitude
construction of reinsurance programme.

Negotiation and placement of reinsurance
Direct placement
placement through intermediaries
role of intermediaries
advantages and disadvantages of direct placement and dealing through intermediaries.

6) Reinsurance clauses
Common clauses
Operative Clause
Commencement and Termination Clause
Access to Records Clause
Errors and Ommissions Clause
Intermediary Clause
Currency Clause
Arbitration Clause
Insolvency Clause
Offset Clause
Claims Settlement Clause
Accounting Clause.

Certain Special Clauses
Business Covered Clause
Original Conditions Clause
Definition of One Risk
Net Retained Lines Clause
Retention and Limits Clause
Ultimate Net Loss Clause
Loss Occurrence Clause
Reinstatement Clause Cut through endorsement.

7) Reinsurance Accounting
Special nature of reinsurance accounts
formats of reinsurance accounting
taxation aspects
Exchange Control Regulations.

8) Reinsurance markets
Special characteristics of certain important reinsurance markets
Lloyds Reinsurance Exchanges Pools.

9) Reinsurer Financial Security
Importance
Managing reinsurer security
Selecting reinsurers
Establishing criteria for evaluation of security
Financial Strength Ratings
Major rating agencies.

10) Alternatives to reinsurance
new forms of reinsurance
Finite Risk / Financial Reinsurance
Reinsurance Futures and Securitisation of reinsurance contracts
New markets
Impact of captives and high self-retentions on the reinsurance mechanism
Emerging trends in global reinsurance markets.

11) Inward Reinsurance Business
Need for inward business
Objectives
Business strategy
Retrocession arrangements
Reciprocal trading.

12) (a) Importance of Statistics in reinsurance.
(b) Gathering and analysing statistics.
(c) Use of communication and information technology in reinsurance.
(d) Organisation of reinsurance department.

**SUBJECT 86 RISK MANAGEMENT**

Risk and uncertainty
Subjective risk attitudes to risk
Acceptable risks versus unacceptable risks
classification of risk
The cost of risks
Handling risks.

The scope and objective of risk management in corporate bodies, nationalized industries, local government and public utilities personal risk management.

Risk management process and administration.

Techniques of risk managements
Risk identification
Risk evaluation
Statistical methods and probability concepts
Decision taking under conditions of risk and uncertainty
Risk avoidance
Risk reduction and loss control
The factories Act, 1948
Role of Insurance Surveyors in loss prevention
Mutual Aid Schemes.

Risk financing
Risk retention
Risk Transfer.

Insurance
Benefits and limitations
Partial insurances
Captive insurance companies.

Risk management and corporate objectives
Risk management policy
Risk management and functional management.

**SUBJECT 87 LAW AND ECONOMICS OF INSURANCE**

**Law**
The principles of the law of contract (India Contract Act, 1872)
Ingredients of a valid contract
Modes of discharge of contracts
Contracts of indemnity and guarantee
Bailment
Assignments
Law of agency
Law of arbitration
application to Insurance.

Laws regulating insurance business
Life Insurance Corporation Act, 1956
General Insurance Business Nationalization Act, 1972
Insurance Act, 1938.

**Economic**
Economic Analysis
Concept of equilibrium
Resource allocation
Concepts of supply and demand
Theory of production
Analysis of costs
Theory of distribution
Equilibrium price under different market structures
non-price competition
Application to insurance.

Concept of social control and nationalization
Economics of public enterprise and insurance, Monopolies and Restrictive Trade Practices Legislation.

SUBJECT 88 -- MARKETING & PUBLIC RELATIONS

Introduction to Insurance
- Basic Principles of the insurance business
- Life/Non-Life/Pensions/Health
- Place in Economy, Support to Government
- History and Growth, Size
- Contribution to GDP/social Security/savings/investments
- Global/Indian
- New Developments
Blurring of boundaries.

Introduction to Marketing
- Concepts, Tasks
- Definition
- Difference from sales/product orientations
- Marketing Orientation & Mix
- Segmentation, Research
- Strategies, Planning Audit
- Life Cycle, Positioning, Branding
- Transaction vs Relationship marketing (Loyalty building)
- Positioning
- Brand building, Premium price.

Consumer Behavior
- Needs, Wants & Demands
- Unique
- Before, During and After purchase
- Strife towards Individuality (fashion) Similarity (Conformity)
- Buying decision process Search for options
- Perception, Strokes, Dissonance
- Rationality in decision making
- Insurance Consumers
- Who decides, Individual vs Group
- Level of involvement in decision cf. Risk in decision.

Introduction to Services
Characteristics and Problems
- Additional Ingredients in the Mix.

Quality in Services
- Levels of Quality, Costs, Elements
- Gaps to Manage, Responsibility
- Moments of Truth
- Check Lists, Monitoring, Measuring
- Structures, Tools, Complaints.

Strategies for Insurance
- Product
- Research
- Pricing
- Distribution
- Promotion
- Physical factors.

**The People Factor**
- Criticality (Determinant of quality)
- Training
- Empowerment
- Reward Systems.

**Rural markets**
- Profile of the market (Size, significance, Importance)
- Difficulties (Logistics, Linkages, Malpractices)
- Economics.

**Consumerism and Ethics.**

**SUBJECT 90 -- HUMAN RESOURCE MANAGEMENT**

**Evolution & Development of Management & concomitant implication for people at work.**

**Different Management Approaches**
- Max Waber’s ideal Bureaucracy
- Taylor’s Scientific Management Movement
- Administration Theory
- Comments regarding approach towards people at work for each Management Approach.

**Management Function**
- Planning
- Organising
- Line & Staff concepts
- Authority
- Decentralisation
- Delegation
- Differentiation & Specialisation.

**Management Practices**
- Role of Manager
- Concept of work
- Sources & Extent of Authority
- Responsibility & Accountability.

**Some Management Processes**
- Decision Making
- Leadership styles, Job Attitudes
- Groups & Group Dynamics, Managing Planned Change
- Overcoming resistance to change.

**Human Resources Management**
- Personnel Management A traditional view of Managing Human Resources
- Overview & functions Man-power planning
- Job Analysis
- Recruitment
- Selection
- Induction & Placement
- Training & Development
- Appraisal
- Counseling.
Other Personnel Functions
- Wage Administration, Industrial Relations
- Disciplinary Procedure - Personnel Research Human Resource Management
- Emerging thoughts & concepts since Eighties
- Settle differences between Traditional & Emerging views & practices.

International Human Resource Management (IHRM)
- Specific issues involved in Managing Human Resources for businesses across the National Boundaries like - Culture, Compensation, Communication, Competence & Co-ordination
- IHRM
- Issues related to impact on domestic competitors.

Management & Society
Management and the public
- Quality of life
- Social Responsibility.

OPTIONALS SUBJECTS (ANY 1)

SUBJECT 89 MANAGEMENT ACCOUNTING

Accounting
- Basic Principles of Accounts
- Manufacturing & Insured Business
- Insurance Act, 1938
- Final Accounts
- Life & General Insurance Business
- Revenue Account & Balance Sheet
- Terms
- Format
- Adjustments
- Provisions
- Reserves
- Problems.

Management Accounting
- Definitions
- Comparisons with Financial Accounting
- Ratio Analysis
- Kinds
- Advantages and Limitations
- Problems
- Usefulness of Ratio Analysis of Life & General Insurance Business
- Problems.

Budget and Budgetary Control
- General Terms
- Advantages & Limitations
- Preparation
- Control in Insurance Business
- Planning.

Cash Flow - Funds Flow
- Working Capital
- Analysis
- Advantages
- Changes in Working Capital
- Problems.

Cost Accounting
- General Terms
- Definitions
- Various Methods of Costing
- Advantages & Limitations
- Classification of Costing.

Reconciliation of Costing and Financial Results.

**Standard Costing**
- Definition
- Setting of Standards & Comparison with Actuals
- Variance Analysis
- Material
- Labour
- Fixed & Variable overheads
- Problems
- Standard Costing and Budgetary Control

**Marginal Costing**
- Concepts
- Contribution
- Break even Point
- PV Ratio
- Advantages & Limitations of Break even Analysis
- Problems.

**Management Information System**
- Concepts
- Importance
- Usefulness of Reports
- Audit
- Types
- Internal, Statutory
- Cost
- Management Audits
- Computers. Importance
- Usefulness to Industry and Insurance Business.

**SUBJECT 97 LEGAL ASPECTS OF INDUSTRIAL RELATIONS**

Background of Labour Laws
Sources of Industrial Laws
Constitutional provisions
Prerogative Writs
Social Justice
Natural Justice.

Industrial Disputes Act, 1947

Definition of certain terms
Industrial Dispute
Industry
Workman
Employer
Wages
Appropriate Government.

Distinction between Individual dispute and Industrial dispute.

Authorities under the Act.
Works Committee.
Grievance Settlement Authority.
Conciliation.
Procedure and Power of conciliation and conciliation Officers, Boards, Court and Tribunal.
Boards of Conciliation.
Labour Courts.
Industrial Tribunals and National Tribunals.
Reference of Dispute to various authorities.
Representation of parties.
Awards and settlements.
Notice of change—conditions of service to remain unchanged during tendency of proceedings.
Suspension.
Strike.
Lockout and lay off.
Retrenchment.
Transfer and closure of undertakings.
Offences under the Act.
Recovery of money due from an employer.
Jurisdiction of Courts.
Unfair Labour practices.
Shops and Establishments Act.
Applicability of the Act.
Registration of Establishment.
Hours of Work—Rest interval Weekly holiday leave.
Application of other Acts to shops and establishments.
Workmens Compensation Act, 1923.
Definition of Workman and wages.
Employers liability for compensation.
Payment of Wages Act, 1936.
Objective and scheme of the Act.
Definition of wages.
Trade Unions Act, 1926.

Scope and objects of the Act.

Regulations and trade unions.

Trade disputes and Industrial disputes.

Payment of Gratuity Act, 1972.

Objects of the Act.

Payment of gratuity-Determination of amount of gratuity Nomination for gratuity payment.

For better understanding and quick grasp of the subject matter, candidates are advised to go through the following Bare Acts.

Industrial Dispute Act, 1947.
Workmens Compensation Act, 1923.
Trade Unions Act, 1926.
Shops and Establishments Act.
Payment of wages Act, 1936.

Apart from the above, regular perusal of the journals reporting the decisions of the industrials, Tribunals, High Courts and Supreme Court in Labor cases as well as amendment to the relevant Acts is necessary to keep abreast of current development in labor legislation.

**SUBJECT 98 ADVANCED INFORMATION TECHNOLOGY**

**Computer Hardware**
Commercial
Personal
Laptop
Network Computers
Multimedia

**Operating Systems**
DOS
Windows 98
Unix
Windows NT

**Office Productivity Packages**
Word Processors
Spreadsheets
Presentation
Dbase
Personal Organizer

**Programming Languages**
C
COBOL
RPG
Basic
FORTRAN
Others

**Languages for GUI**
C++
- Visual Basic
Power Builder
Motif
Visualage
Others

Object Oriented Analysis and Design
OO Methodologies
Rapid Application Development

Relational Database
DB2
Oracle
Informix
Sybase
Others

Database Administration

Network
LAN MAN WAN

Network Backbone Alternatives

Network Protocols
TCP/IP
ATM
ISDN
SNMP
- Others

Software Application Architectures
Mainframe
Client / Server
Two Tier C/S
Three Tier C/S

Transaction Processing
Batch Processing
On-line Transaction Processing (OLTP)
OLTP applications in Insurance Industry

Application Software Development
Need analysis, requirements and functional specification analysis, and design analysis
Structured System Analysis and Design
Methodologies
Project Management

Processors
Single Processors
Symmetrical Multi-Processors (SMP)
Massively Parallel Processors (MPP)

Business Intelligence Applications
Data Warehouse
Data Marts
Data Warehouse Architecture
Query and Report
Statistical Analysis
Multidimensional Analysis (OLAP)
Data Mining for Knowledge Discovery

Business Intelligence Applications in Insurance Industry
Introduction to ERP (Employee Resource Planning)
Packages like SAP, BAAN, Peoplesoft etc.

**Document Imaging and Management**
Software Packages
Computer Output to Laser Disk (C.O.L.D)
Document Imaging products

**Web Technology Languages for Web**
HTML
JAVA
JAVA Script
Others
Internet
Intranet
Extranet

E-mail
File transfer (FTP)
Telnet
Web Page creation and maintenance
Internet Marketing
E-commerce

**Web Technology based applications in Insurance Industry**

**Data Integration Standards in Insurance Industry**
EDI
ACORDs Olife standard.object standard for data integration
Origo standards

**Training Modes and Media**
CBT
Multimedia
Multimedia Applications

**IT Role in Marketing**

**Security Issues**

**Audit of Data Creation, Maintenance and Transaction Processing**

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**SUBJECT 99 ASSET MANAGEMENT**

**Introduction**
Importance of asset management for various organizations

**Risk return relationship**
Expected rate of return
Kinds of risk
Trade-off between risk and return

**Securities**
Money market securities
bonds and debentures
Equity shares
convertible securities
Primary market
Secondary market
Stock exchanges
Over the counter (OTC) markets
Market Indexes
Construction of an index
Arbitrage

Construction of portfolio
Diversification
Portfolio analysis
Asset allocation and portfolio design
Markovitz diversification
Capital asset pricing model (CAPM)

Equity valuation
Fundamental analysis
Capitalizing earnings
Price-earnings (PE) ratio
Economy, industry and firm
Charting and technical analysis

Bond valuation
Market interest rates
Yield spreads
Yield to maturity
Yield curve
Interest rate swaps and bond swaps
spot and forward rates
Interest rate risk

Mutual Funds
Benefits of diversification
advantages of liquidity
Investor needs and investment objectives
Sectoral funds

Evaluation of portfolio performance

Derivatives
Futures and options
Index futures
puts and calls
Applications of derivatives
Hedging and speculation

Regulation of asset management
Regulation of foreign exchange and money markets by RBI
Regulation of capital market by SEBI
Regulation of insurance sector by IRDA

NOTE: The syllabus listed above, is as per the III Website contents for the respective subjects, for the year 2010. Kindly visit the website www.insuranceinstituteofindia.com, in future for latest changes in course subjects/ syllabus.