



BIMTECH
BIRLA INSTITUTE
OF MANAGEMENT TECHNOLOGY

Excellence with Values

EFFECTIVE AND EFFICIENT MANAGEMENT OF HEALTH INSURANCE PORTFOLIO

For Executives Up to Middle Level

October 17 – 19, 2019



Program Directors:

Dr. Abhijit Chatteraj

*Chartered Insurer,
ACII (UK), FIII, MBA, PGDHRM, PhD
Professor & Chairperson-
PGDM-(Insurance Business
Management)-IBM*

Dr. V Ranjan

*MD, FRCOG, MFFP, MBA
Director,
Healthcare Management Institute,
K.E.M. Hospital, Pune*

Venue:

BIMTECH

Plot No. 5, Knowledge Park – II, Greater Noida
Gautam Budh Nagar, 201 306, UP, India

Accommodation will be provided in the Newly Constructed Vikramshila Leadership Centre

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INTRODUCTION

Health insurance has emerged as a separate line of late primarily because of the kind of volume it handles today. It is already a 30,000 plus crore portfolio today. The Health Insurance industry in India has seen numerous changes over the past one decade. The entry of standalone players, separate regulation, the mode of distribution, the regulatory changes, technological improvements together with the growing interest of government have all driven the industry to its current position.

Regulatory initiatives such as enhancing the scope for product innovations, making provisions to reward healthy behaviour of policyholders, easing the process of product approval and facilitating the provision of wellness and preventive features as part of Health Insurance Policies have substantially added the growth of the portfolio.

The phenomenal growth has brought in many challenges also. The ever increasing cost of healthcare and several other allied issues make the sustainability of this portfolio very difficult.

PARTICIPANT BENEFITS

At the end of the programme participants will be able to:

- Essentials of Medical Knowledge – Physiology
- State Health Insurance regulation in India.
- Examine the issues of Morbidity, its Dimensions & Measurement
- Describe medical underwriting, clinical audit, fraud and abuse management.
- Examine the intricacies of claims management.
- Describe basic concepts and features of all corporate related insurance policies/ programmes marketed in India.
- Burden of Disease & Measurement
- Abuse and Fraud Management

FOR WHOM

Up to Middle Level Executives in General Insurance and standalone health insurance Companies who are involved in development, pricing, underwriting and marketing of health insurance products, Health providers, TPAs, Academicians, Researchers, Consultants & Broking Firms.

PEDAGOGY

The program will be conducted in a highly interactive mode with class room discussions. It will be enriched with domain related most recent development so as to facilitate better understanding among participants. The session would aid in creating an optimal environment for learning by doing with a diverse set of executives.

Faculty with academics / industry experience

Our resource persons are highly experienced industry professionals and academicians. Their vast experience and valuable insights into the dynamic and challenging world of business. BIMTECH has on its permanently more than 70 eminent faculty in different disciplines and also draws trainers from Corporate Sectors. Many of them also visit foreign Universities/Institutes/Organisations for delivering lectures and provide consultancy.

ENQUIRIES AND NOMINATIONS

The registration form along with cheque/ Demand Draft towards course fee should be sent to:

Mr. Abhinav Kumar

Manager – CMDC

Birla Institute of Management Technology
Plot No. 5, Knowledge Park – II, Greater Noida
Gautam Budh Nagar, 201 306, UP, India
M: +91 9810917481

E-mail: abhinav.kumar@bimtech.ac.in

Effective and Efficient Management of Health Insurance Portfolio

Oct 17th - 19th, 2019

Venue: Vikramshila Leadership Centre

Program Duration: 3 days

Program Directors: Dr. Abhijit K Chatteraj, Dr. V Ranjan

Date	Days	Session - I	Session - II	Session – III	Session - IV
		09:30 AM to 11:00 AM	11:15 AM to 1:00 PM	2:00 PM to 3:30 PM	4:00 PM to 5:30 PM
17 Oct	Thu	<i>"Inauguration Prof. (Dr.) H Chaturvedi, Overview of Health Insurance Portfolio by Prof. (Dr.) Abhijit Chatteraj (Group Photography)"</i>	<i>"Essentials of Medical Knowledge for Business Executives Dr. V Ranjan"</i>	<i>"Medical Underwriting - I Dr. V Ranjan"</i>	<i>"Health Insurance Regulations Prof. (Dr.) Abhijit Chatteraj"</i>
18 Oct	Fri	<i>"Medical Underwriting - II Dr. V Ranjan"</i>	<i>"Health Insurance Risk Management & Claims Management - I Dr. V Ranjan"</i>	<i>"Morbidity, its Dimensions & Measurement Prof. (Dr.) Abhijit Chatteraj"</i>	<i>"Innovative / Geriatric Products Prof. (Dr.) Abhijit Chatteraj"</i>
19 Oct	Sat	<i>"Abuse and Fraud Management Dr. V Ranjan"</i>	<i>"Health Insurance Risk Management & Claims Management - II Dr. V Ranjan"</i>	<i>"Burden of Disease & Measurement Prof. (Dr.) Abhijit Chatteraj"</i>	<i>"Managed Care Dr. V Ranjan "</i>

PARTICIPATION FEES

Participation fee includes tuition, course material, residential accommodation (A/C) on single room basis and full boarding. All programmes are residential. The fees for various duration of programmes and categories of participants are as follows:

Programme Duration	Organisations in India (INR)	Insurance Companies other Countries – Fees in US\$	Insurance companies from FAIR Members / SAARC Countries – Fees in US\$
3 days	25,000	\$450	\$400

GST @18% OR ANY EQUIVALENT TAX AS APPLICABLE UNDER THE STATUTE OF INDIA WILL BE CHARGED EXTRA

Participants having a foreign passport or Indian passport with foreign work visa will have to pay the participation fees in US\$ but those with foreign passport carrying Indian work visa working in a firm registered in India will have to pay the participation fee in Indian rupees.

DISCOUNT

The Academy favours group nominations from overseas establishments who remit in foreign currency. For every single programme beyond 4 nominations a discount of 15% can be availed for each additional nomination.

Make payment through Cheque/Demand Draft in favour of **"Birla Institute of Management Technology"**, payable at Noida/Delhi or Through NEFT/RTGS.

For Indian Participants:

Bank Name : Union Bank of India
 Branch Address : 19, Knowledge Park 2, Greater Noida
 Bank A/C No : 604302010004966
 IFSC Code : UBIN0560430
 GST : 09AAATB5507B1Z8

For Foreign Participants:

Bank Name : Axis Bank Ltd.
 Branch Address : Alfa Commercial Belt, Alfa -1,
 Greater Noida, Gautambudh Nagar,
 Uttar Pradesh, India
 Account Type : Saving
 SWIFT Code : AXISINBB624
 IBAN No. : De81501108006231605392
 IFSC Code : UTIB0000624



Prof (Dr.) Abhijit. K. Chattoraj

Chartered Insurer

Chairperson—Programme For Insurance Business Management

Goodwill Ambassador of Chartered Insurance Institute,

Vice President Risk Management Association, India.

He is a well-known academician and an insurance professional associated with many institutes of repute. He served National Insurance Academy, Pune as a researcher and faculty member. He was also chairperson PGDM and chairperson students' welfare during his stint at NIA. He also headed Amity Business School, Amity University, Mumbai. He served a well-known public sector insurance company for more than 20 years in several capacities. He has been associated with Insurance Institute of India as a resource person and visiting faculty for years. An ace presenter in the field of Marketing and Health and General insurance (automobile and liability), today, he is an acknowledged trainer-coach, facilitator, mentor and well known for his capacity to hold national/international seminars in the particularly field of health insurance and healthcare management. He also organised several MDP programmes for senior insurance professionals both in India and abroad.

He is co-author of highly acclaimed and appreciated books—“Basics of Health Insurance”, “Health Insurance Claims Management” and “Health Insurance Operation” catering to the needs of health insurance professionals and B school students in India and many other countries. He also co-authored a book – “Health Insurance in India a review” –His two articles- “Health Insurance- Is it on right trajectory? and “Health Insurance Marketing- whose health is it serving?” in the above book received rave review in a leading financial newspaper of India . As a consultant, he played a pioneering role in designing the bid document of a Health insurance Scheme of Government of Maharashtra –popularly known as Rajiv Gandhi Jeevandai Arogya Yojana (RGJAY) –one of the biggest health insurance schemes launched in India for BPL & APL population in 2010.

He is a keen researcher and has been engaged with insurance industry with several research projects. Currently he has been working on an IRDAI sponsored research project on health insurance.

Drawing upon 25 years of professional experience, Dr. Chattoraj created two powerful models – “Rural Health Insurance Penetration Model” and “Rural Health Claims Management model” in his PhD thesis.

He has been a visiting faculty at IIM Indore, National Insurance Academy, Pune, Insurance Institute of India, Mumbai, Armed Force Medical College, Pune, ILS Law College, Pune, Xavier Institute of Social Services (XISS), St. Xavier’s College, Department of Management, Pune University, Symbiosis Healthcare centre.

He is advisory board member of The Insurance Times and Banking Finance (both from Shashi Publications). He is also an Editorial Board Member with ‘International Journal of Banking, Risk and Insurance (ISSN: 2320-7507)’. He is also a member of Health Insurance Committee of Federation of Indian Chambers of Commerce and Industry (FICCI)

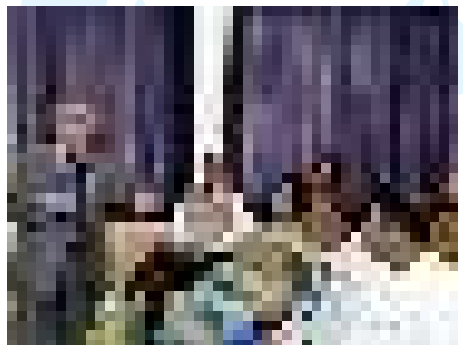


Dr Ranjan Venkatesan completed his undergraduate medical training and MD in Obstetrics and Gynaecology at the All India Institute of Medical Sciences, New Delhi, India.

He obtained the MRCOG (Member of the Royal College of Obstetricians and Gynaecologists, London) degree in 1989, MFFP (Member of the Faculty of Family Planning, London) degree in 1993 and MBA in Health Care Management from the University of Stirling, Scotland, in 2000. Prior to returning to India in 2000, he was Associate Medical Director for BUPA (the largest health insurance provider in the UK). He was awarded the FRCOG (Fellow of the Royal College of Obstetricians and Gynaecologists, London) in September 2003.

He has over 25 years of teaching experience with medical undergraduates and postgraduates and over 15 years experience in training executives of pharmaceutical and health insurance companies. Currently Dr. Ranjan holds the following positions:

- Director, Healthcare Management Institute, K.E.M. Hospital, Pune. Appointed by University of Pune
- Full time Professor, Postgraduate Diploma in Healthcare Management, University of Pune
- Dean, Postgraduate Medical Education, Texila American University, Guyana, South America
- Guest Lecturer, National Insurance Academy, Pune and Insurance Institute of India, Mumbai.





ABOUT BIMTECH

Birla Institute of Management Technology (BIMTECH) was established in 1988 under the aegis of the **Birla Academy of Art and Culture**. Syt. B K Birla, Chairperson of the B K Birla Group of Companies and Late Dr. (Smt.) Sarala Birla, Chairperson of Birla Academy of Art and Culture, are the founders of BIMTECH. The Institute is governed by an eminent Board of Governors mostly drawn from the top echelons of industry.

BIMTECH is accredited by NAAC (A+) & NBA (All Programmes 6 years) and Ranked 6th (NHRDN-Shine.com), 10th (MBA Universe) & 13th (Business Today-MDRA) among top private B-schools of India (2018 – 19).



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