



**BIMTECH**  
BIRLA INSTITUTE  
OF MANAGEMENT TECHNOLOGY



## INSTITUTE

Birla Institute of Management Technology (BIMTECH) is a leading business school, founded by the late B K Birla group in the year 1988. It is an AICTE approved autonomous institute, offering two-year full-time Post Graduate Programs (PGDM) in four different streams including one exclusively for Insurance Business Management. All the four courses run by BIMTECH are NAAC / NBA accredited and have MBA equivalence from Association of Indian Universities (AIU). BIMTECH is ranked among the top private B schools in India by different rating agencies.



## Insurance Program at BIMTECH

BIMTECH was pioneer in getting professional insurance management course at post graduation level in the country in year 2000 when the industry was opened up. Over the years, BIMTECH has carved out a permanent niche for itself among the recruiters by constantly monitoring the emerging trends and assimilating the requirements of professional education, research, training, and consultancy in the field of insurance and risk management. Many of the senior alumni are now occupying leadership position in insurance sector in India & abroad.

The strategic partnership with Swiss-Re, academic accreditation with CII-UK, MoUs with leading global insurance education providers like LOMA-USA, IIBA (Canada), RIMS-USA & close liaison with organizations like FAIR and RMAI are the distinctive features of the insurance program at BIMTECH.

<https://www.bimtech.ac.in/programs/pgdm-IBM/#>

## Overview of Certificate Course in Life Insurance

With the increasing use of technology, the life insurance industry is witnessing a paradigm shift in its sales & operations domain. There is a growing need of technically sound people who have the 360\* view of the industry so as to extend solutions to the customers in one go.

The proposed course intends to provide an opportunity for working professionals to understand afresh the very founding principles & practices of the life insurance business from a practical perspective. It would have input from all the working areas related directly with the customer interface be it sales or customer service. The technology-driven disruptions & the future scenario would also be the focal point in all class deliberations. It would provide the chance to understand the industry working in totality & foresee the opportunities & challenges coming in the future.

## Course Content

Module 1 : Principles & purpose of Life Insurance  
Module 2 : Structure & pricing of different products  
Module 3 : Leading products & their selling features  
Module 4 : Risk assessment & UW decisions  
Module 5 : Policy conditions & client servicing  
Module 6 : Claims operation  
Module 8 : Tech driven disruptions & way forward

## Target Audience

Early & middle-level professionals with a minimum of one year of work experience in the life insurance industry. The course would be equally beneficial for participants coming from sales & operation background.



### Delivery Mode

The classes would be delivered online in the synchronous mode for three hours on weekends. Participants are required to have access to a personal computer/laptop & stable internet connectivity. The study materials & delivered content y would be shared to the participants.

### Language of Course Delivery

Hindi & English

### Certificate

Upon completion of the program & found successful in the evaluation process the participants would be awarded a Certificate in Life Insurance.

### Course Duration

The course would be of 30 hours spread over five weeks. It is scheduled to start from weekend starting August 29th, 2020.

### Course Fee

Individuals : ₹ 10,000/- plus GST  
Corporate Group : ₹ 8,000/- plus GST

### Lead Faculty

Prof Manoj Kumar Pandey would be the lead faculty of the course. Services of practicing industry officials would also be taken.

**For registration & fee payment use the link**  
**<https://www.bimtech.ac.in/eventregistration/>**



**Prof Manoj K Pandey** holds a Master degree in Management from Banaras Hindu University (BHU) & is an Associate member (Life) of Insurance Institute of India.

He started his career in life insurance industry in year 1992 as a direct recruit officer in LIC. In first 14 years of his service in India he worked at multi locations handling different roles in domains such as underwriting, customer service, claims & also as overall in-charge of two leading branches. He also served as Manager (Sales) in one of big metro divisions of LIC. In 2006 he was deputed as Country Manager for the LIC's operation in Sultanate of Oman. In 2009, he joined the leading composite insurance company in Oman & worked as Head of the life & medical division of the company reporting to CEO. He joined BIMTECH as Associate Professor in December, 2011 & since then involved in teaching & research in area of life insurance, insurance channel management & general marketing.



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