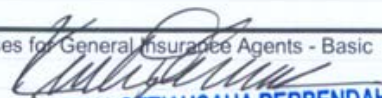


Appendix 2


Category	No	Programme Title	Duration
Professional Education Programmes for Insurers	1	Associateship of the Malaysian Insurance Institute (AMII)	18- 24 months
	2	Diploma of the Malaysian Insurance Institute (DMII)	12 months
Certification Programmes for Life Insurers and Agents	1	Registered Financial Planner (RFP)	6 days per module
	2	Certificate in Agency Development (CIAD)	4 months
	3	Certificate in Life Insurance Planning (CLIP)	4 months
	4	Certificate in Business Insurance Solutions (CBIS)	4 months
Certification Programmes for Insurance Brokers and Loss Adjusters	1	Basic Certificate Course in Insurance Loss Adjusting (BCCILA)	4 days
	2	Intermediate Certificate Course in Insurance Loss Adjusting (ICCILA)	5 days
	3	Certificate Course in Insurance Broking (Basic)	5 days
	4	Certificate Course in Insurance Broking (Intermediate)	5 days
Training Courses for General Insurance Staff - Introductory	1	Introduction to Insurance	2 days
	2	Introduction to Takaful	2 days
	3	General Insurance Company Operations	2 days
	4	Takaful and Conventional Insurance – A Comparison	2 days
Training Courses for General Insurance Staff - Basic	1	Basic Course Motor Insurance	2 days
	2	Basic Course in Fire Insurance	2 days
	3	Basic Course in Engineering Insurance	2 days
	4	Basic Course in CAR/EAR Insurance	2 days
	5	Basic Course in Marine Cargo Insurance	2 days
	6	Basic Course in Miscellaneous Accident Insurance	2 days
	7	Basic Course in Liability Insurance	2 days
	8	Basic Course in Motor & Non-Motor Insurance	2 days
	9	Basic Course in Business Interruption Insurance	2 days
	10	Basic Course in Marine Hull Insurance	2 days
	11	Basic Course in Reinsurance	2 days
	12	Basic Course in Effective Processing of Reinsurance Documents	2 days
	13	Basic Course in Risk Management	2 days
	14	Basic Course in Medical and Health Insurance	2 days
Training Courses for General Insurance Staff - Technical	1	Technical Course in Fire Insurance	3 days
	2	Technical Course in Fire Insurance – Claims	3 days
	3	Technical Course in Motor Insurance	3 days
	4	Technical Course in Motor Insurance- Claims	3 days
	5	Technical Course in Motor Insurance Claims Handling and Loss Assessment	3 days
	6	Technical Course in Miscellaneous Accident	3 days
	7	Technical Course in Miscellaneous Accident – Claims	3 days
	8	Technical Course in Marine Cargo Insurance	3 days


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	9	Technical Course in Marine Cargo Insurance – Claims	3 days
	10	Technical Course in CAR/EAR Insurance	3 days
	11	Technical Course in CAR/EAR Insurance - Claims	3 days
	12	Technical Course in CAR & EAR Insurance Claims Handling and Loss Asses	3 days
	13	Technical Course in Engineering Insurance	3 days
	14	Technical Course in Engineering – Claims	3 days
	15	Technical Course in Business Interruption Insurance	3 days
	16	Technical Course in Business Interruption Insurance – Claims	3 days
	17	Technical Course in Liability Insurance	3 days
	18	Technical Course in Product Liability Insurance	2 days
	19	Technical Course in Liability - Claims	3 days
	20	Technical Course in Comprehensive General Liability Insurance	3 days
	21	Technical Course Marine Hull Underwriting and Claims	2 days
	22	Technical Course Specialist Liability Insurances	2 days
	23	Technical Course in Bodily Injury / Fatal Motor Accident Claims	3 days
	24	Technical Course in Reinsurance	3 days
	25	Technical Course in Treaty Reinsurance Contract Wording	3 days
	26	Technical Course in Reinsurance Accounting	3 days
	27	Technical Course in Property Risk Management Process and Practice	3 days
	28	Technical Course in Designing an Insurance Programme Using the Risk Ma	3 days
	29	The Legal Aspects of Motor Insurance	3 days
	30	The Legal Aspects of Reinsurance	3 days
Courses for General Insurance Staff - Advanced	1	Advanced Course in Effective Negotiation Skills for Settlement of Claims	2 days
	2	Advanced Course in Workshop on Liability Insurance Underwriting	3 days
	3	Advanced Course in Comprehensive General Liability Insurance	3 days
	4	Advanced Course in Reinsurance Underwriting Workshop	3 days
Courses for Life Insurance Staff – Introductory	1	Introduction to Life Insurance	2 days
	2	Introduction to Life Insurance Company Operations	2 days
	3	Introduction to Takaful	2 days
	4	Takaful and Conventional Insurance – A Comparison	2 days
Courses for Life Insurance Staff – Basic and Technical	1	Basic Course in Life Insurance Underwriting	2 days
	2	Basic Course in Life Reinsurance	2 days
	3	Technical Course in Life Insurance Claims	3 days
	4	Technical Course in Legal Aspects of Life Insurance	3 days
Courses for General Insurance Agents - Basic	1	Motor Insurance	1 day
	2	Contractors' All Risk (CAR) Insurance	1 day
	3	Fire Insurance	1 day
	4	Marine Cargo Insurance	1 day


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	5	Liability Insurance	1 day
	6	Takaful & Conventional Insurance - A Comparison	1 day
	7	Business Interruption Insurance	1 day
	8	Health & Medical Insurance	1 day
	9	Risk Management	1 day
	10	Personal Accident Insurance : Group Personal & Travel Insurance	1 day
	11	All Risks, Good in Transit, Plate Glass & Golfers Policy	1 day
	12	Fidelity Guarantee, Money Insurance & Burglary Insurance	1 day
	13	Workmen Compensation, Employer's Liability & Foreign Workers Insurance	1 day
	14	Basic Selling Skills	2 days
	15	Managing Sales Performance	2 days
Courses for Life Insurance Agents - Basic	1	Induction Program For The Agency Force	1 day
	2	Introduction To Insurance And Takaful	1 day
	3	Basic Course In Life Insurance Company Operations	1 day
	4	Time Value Of Money And Financial Calculator Workshop	1 day
	5	Practical Selling Skills	2 days
	6	Risk Management Solutions In Wealth Accumulation And Conservation	2 days
	7	Needs Based Selling Workshop	2 days
	8	Concept Selling: Life Insurance Solutions For The Individuals	2 days
Courses for Life Insurance Agents - Advanced	1	Managing Client Relations And Renewal Business	2 days
	2	Business Insurance Selling: Life Insurance Solutions For Business Individuals	3 days
	3	Managing Sales Performance For Life Insurance Agents	2 days
	4	Financial Planning And Insurance Solutions	3 days
	5	Practical Management Skills For Agency Leaders	5 days
	6	Managing Agency Performance	2 days
	7	Managing Agency Structure And Recruitment	2 days
Training Courses on Takaful	1	Introduction to Takaful	2 days
	2	Family Takaful Products and Processes	2 days
	3	General Takaful Products and Processes	2 days
	4	Comparison between Takaful and Conventional Insurance	2 days


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