

2008 TRAINING CALENDAR



The Malaysian Insurance Institute
(Co No: 35445-H)
No. 5 Jalan Sri Semantan Satu
Damansara Heights
50490 Kuala Lumpur
Website : <http://www.insurance.com.my>
Tel: 03-2087 8882/03-2087 8883

PUBLIC COURSES IN KUALA LUMPUR

Course Level	CPD Point	Duration	Course Fees (RM)	BTF Subsidy	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Professional Courses for General Insurance Staff																
Associateship of the Malaysian Insurance Institute (AMI)		16 Months		N/A												
Diploma of the Malaysian Insurance Institute (DMI)		8 Months		N/A												
Certificate in Insurance		2 Months	1,800	N/A												
Certificate in Risk Management		12 Months	7,900	N/A												
Certificate in Underwriting Practice		2 Months	1,800	N/A												
Certificate in Claims Practice		2 Months	1,800	N/A												
Certificate in Motor Insurance Practice		2 Months	1,800	N/A												
Actuarial Program		2 Months	4,500	N/A												
Professional Courses for Life Insurance Staff																
Diploma of the Malaysian Insurance Institute(Life)		12 months	TBA	80%												
Certificate in Insurance		2 Months	1,800	80%												
Certificate in Risk Management		12 Months	7,900	80%												
Certificate in Underwriting Practice		2 Months	1,800	80%												
Certificate in Claims Practice		2 Months	1,800	80%												
Certificate in Motor Insurance Practice		2 Months	1,800	80%												
Professional Courses for Life Insurance Agents																
RFP (Module 1) : Fundamentals of Financial Planning		2 Months	750	80%												
RFP (Module 2) : Risk management and Insurance Planning		2 Months	750	80%												
RFP (Module 3) : Investment Planning		2 Months	750	80%												
RFP (Module 4) : Tax Planning		2 Months	750	80%												
RFP (Module 5) : Estate Planning		2 Months	750	80%												
RFP (Module 6) : Retirement Planning		2 Months	750	80%												
RFP (Module 7) : Applications in Financial Planning		2 Months	1000	80%												
Certificate in Life Insurance Planning (CLIP)		4 Months	1,800	80%												
Certificate in Business Insurance Solutions(CBIS)		4 Months	1,800	80%												
Certificate in Agency Development (CIAD)		4 Months	2,500	80%												
Professional Courses for Insurance Brokers																
Certificate in Insurance Broking (Basic)		5 days	880	N/A			10-14		12-16			11-15			10-14	
Certificate in Insurance Broking (Intermediate)		6 days	1,100	N/A				21-26						20-25		1-6
Professional Courses for Insurance Loss Adjusters																
Basic Certificate Course in Loss Adjusting (BCCILA)		4 days	728	N/A		18-21		14-17				11-14		28-31		
Intermediate Certificate Course in Loss Adjusting (ICCILA)		5 days	950	N/A							30 & 1-4					1-5
Training Courses for General Insurance Staff																
Introductory Courses																
Introduction to Insurance	Level 1	2 days	800*/1050	N/A	28-29	19-20	11-12	8-9	21-22	16-17	22-23	25-26	9-10	21-22	11-12	16-17
Introduction to Takaful	Level 1	2 days	800*/1050	N/A	22-23		19-20			10-11			16-17			9-10
Motor and Non-Motor Insurance	Level 1	2 days	800*/1050	N/A	15-16					25-26			16-17			
General Insurance Company Operations	Level 1	2 days	800*/1050	N/A		25-26						5-6				
Takaful & Conventional Insurance – A Comparison	Level 1	1 day	400*/550	N/A		19			21			5			11	
CAR/EAR Insurance																
Basic Course in CAR/EAR Insurance	Level 1	2 days	800*/1050	N/A	29-30					4-5						3-4
Technical Course in CAR/EAR Insurance	Level 2	3 days	1050*/1300	N/A					20-22			11-13				
CAR/EAR Insurance – Claims	Level 2	3 days	1050*/1300	N/A				8-10			8-10					
Engineering Insurance																
Basic Course in Engineering Insurance	Level 1	2 days	800*/1050	N/A			5-6				22-23					5-6
Technical Course in Engineering Insurance	Level 2	3 days	1050*/1300	N/A				22-24				5-7				
Engineering Insurance - Claims	Level 2	3 days	1050*/1300	N/A			24-26				1-3				10-12	
Business Interruption Insurance																
Business Interruption Insurance	Level 1	2 days	800*/1050	N/A			19-20					5-6				10-11
Technical Course in Business Interruption Insurance	Level 2	3 days	1050*/1300	N/A					6-8				21-23			
Business Interruption Insurance -Claims	Level 2	3 days	1050*/1300	N/A						9-11					18-20	
Fire Insurance																
Basic Course in Fire Insurance	Level 1	2 days	800*/1050	N/A	29-30				6-7			11-12				3-4
Technical Course in Fire Insurance	Level 2	3 days	1050*/1300	N/A			25-27				22-24					16-18
Fire Insurance - Claims	Level 2	3 days	1050*/1300	N/A				22-24				11-13				9-11
Liability Insurance																
Liability Insurance	Level 1	2 days	800*/1050	N/A		25-26					9-10					19-20
Comprehensive General Liability Insurance	Level 1	2 days	800*/1050	N/A						18-19				28-30		
Technical Course in Liability Insurance	Level 2	3 days	1050*/1300	N/A					6-8				9-11			
Liability Insurance - Claims	Level 2	3 days	1050*/1300	N/A				1-3						14-16		
Liability Insurance – Products Liability	Level 2	2 days	800*/1050	N/A					21-22				3-4			
Liability Insurance – Specialist Liability	Level 2	2 days	800*/1050	N/A				16-17				20-21				
Comprehensive General Liability Insurance - Technical	Level 2	3 days	1050*/1300	N/A			4-6									4-6

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					JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Marine Insurance																
Basic Course in Marine Cargo Insurance	Level 1	2 days	800*/1050	N/A	29-30					7-8					20-21	
Marine Cargo Insurance Claims Handling and Loss Assessment	Level 1	2 days	800*/1050	N/A				15-16					3-4			
Basic Course in Marine Hull Insurance	Level 1	2 days	800*/1050	N/A	23-24							4-5				
Technical Course Marine Cargo Insurance	Level 2	3 days	1050*/1300	N/A						16-18					18-20	
Marine Cargo Claims	Level 2	3 days	1050*/1300	N/A			18-20				9-11					
Marine Hull - Underwriting & Claims	Level 2	2 days	900*/1150	N/A				23-24								
Marine Insurance Fraud	Level 2	2 days	1050*/1300	N/A												
Motor Insurance																
Basic Course in Motor Insurance	Level 1	2 days	800*/1050	N/A	23-24				9-10				4-5		3-4	
Motor Claims Procedure	Level 1	2 days	800*/1050	N/A			19-20				9-10					
Motor Insurance – Claims Handling and Loss Assessment	Level 1	2 days	800*/1050	N/A			5-6			4-5					12-13	
Technical Course in Motor Insurance	Level 2	3 days	1050*/1300	N/A				22-24				19-21				
Motor Insurance - Claims	Level 2	4 days	1150*/1400	N/A					5-8						15-18	
Motor Insurance Bodily Injury/Fatal Claims	Level 2	3 days	1050*/1300	N/A						10-12						
Reinsurance																
Basic Course in Reinsurance	Level 1	2 days	800*/1050	N/A		26-27					5-6				21-22	
Reinsurance – Accounting	Level 2	3 days	1050*/1300	N/A				24-26					4-6			
Reinsurance – Treaty Wording	Level 2	3 days	1050*/1300	N/A			4-6					19-21				
Miscellaneous Accident Insurance																
Basic Course in Miscellaneous Accident Insurance	Level 1	2 days	800*/1050	N/A		19-20			14-15					11-12		
Technical Course in Miscellaneous Accident Insurance	Level 2	3 days	1050*/1300	N/A				4-6						16-18		
Miscellaneous Accident Insurance - Claims	Level 2	3 days	1050*/1300	N/A					29-31			14-16			10-12	
Risk Management																
Risk Management	Level 1	3 days	850*/1100	N/A				5-7					14-16			
Designing an Insurance Programme Using Risk Management Approach	Level 2	2 days	1050*/1300	N/A						7-8						
Practical Approach to Risk Assessment & Survey	Level 2	2 days	800*/1050	N/A					4-5							
Fire Hazards Assessment & Loss Control for Small & Medium Industries(sawmill, Furniture factory and Palm Oil Mill)	Level 2	1/2 day	350*/600	N/A	15				8		15			20		
International Management of Risk and Uncertainty	Level 3	2 days	2,500	N/A	21-22											
Health and Medical Insurance																
Health and Medical Insurance	Level 1	2 days	800*/1050	N/A		19-20				7-8			4-5			
Health and Medical Insurance	Level 2	2 days	900*/1150	N/A	29-30						25-26				12-13	
Health and Medical Claims	Level 2	2 days	900*/1150	N/A		26-27						11-12				
Legal Aspects																
The Legal Aspects of Insurance and Their Practical Applications in Malaysia	Level 2	3 days	1050*/1300	N/A	29-31					13-15				14-16		
The Legal Aspects of Motor Insurance	Level 2	2 days	900*/1150	N/A			25-26						9-10			
The Legal Aspects of Reinsurance	Level 2	2 days	900*/1150	N/A				4-5				6-7				
Technical Workshops																
Effective Negotiation Skills for Settlement of Claims	Level 3	2 days	900*/1150	N/A						13-14					14-15	
Liability Insurance – Underwriting Workshop	Level 3	3 days	1100*/1350	N/A							15-17					
Comprehensive General Liability Insurance – Claims	Level 3	3 days	1100*/1350	N/A					22-24				26-28			
Training Courses for Life Insurance Staff																
Life Insurance Principles	Level 1	2 days	800*/1050	75%	23-24			4-5				16-17			5-6	
Induction Program for Life Insurance Company Staff	Level 1	2 days	800*/1050	75%					4-5				11-12			
Basic Course in Life Insurance	Level 1	2 days	800*/1050	75%		25-26								4-5		
Life Reinsurance	Level 1	2 days	800*/1050	75%						14-15						
Life Insurance Company Operations	Level 1	2 days	800*/1050	75%			26-27									
Life Insurance Underwriting	Level 1	2 days	800*/1050	75%							18-19					
Health and Medical Insurance	Level 1	2 days	800*/1050	75%												
Life Insurance – Legal Aspects	Level 2	3 days	1050*/1300	75%				8-10								
Life Insurance	Level 2	2 days	900*/1150	75%				8-9					11-12			
Life Insurance Claims	Level 2	3 days	1050*/1300	75%						24-26						
Health and Medical Claims	Level 2	2 days	900*/1150	75%												
International Management of Risk and Uncertainty	Level 3	2 days	2,500	N/A												
Training Courses for General Insurance Agents																
Introductory Course in Insurance	Level 1	8	1 day	200	N/A	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Takaful & Conventional Insurance – A Comparison	Level 1	8	1 day	200	N/A	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	
Motor Insurance	Level 1	8	1 day	200	N/A			✓			✓		✓		✓	
Contractors' All Risk Insurance	Level 1	8	1 day	200	N/A		✓				✓			✓		
Business Interruption Insurance	Level 1	8	1 day	200	N/A		✓			✓			✓			
Fire Insurance	Level 1	8	1 day	200	N/A	✓			✓		✓				✓	
Liability Insurance	Level 1	8	1 day	200	N/A		✓						✓			
Marine Cargo Insurance	Level 1	8	1 day	200	N/A			✓				✓				
Health & Medical Insurance	Level 1	8	1 day	200	N/A	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	

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Risk Management																	
Personal Accident Insurance (Group Personal and Travel)	Level 1	8	1 day	200	N/A		✓				✓				✓		
All Risks, Good in Transit, Plate Glass & Golfers Policy	Level 1	8	1 day	200	N/A				✓					✓			
Fidelity Guarantee, Money Insurance & Burglary Insurance	Level 1	8	1 day	200	N/A		✓				✓	✓					
Workmen Compensation, Employer's Liability & Foreign Workers	Level 1	8	1 day	200	N/A	✓					✓						
Motor Insurance – Claim Process & Procedures	Level 2	16	2 days	300	N/A		✓				✓						
CAR – Claim Process & Procedures	Level 2	16	2 days	300	N/A	✓							✓				
Business Interruption Insurance – Claim Process & Procedures	Level 2	16	2 days	300	N/A			✓						✓			
Fire Insurance – Claim Process & Procedures	Level 2	16	2 days	300	N/A		✓						✓				
Liability Insurance – Claim Process & Procedures	Level 2	16	2 days	300	N/A			✓							✓		
Marine Cargo Insurance – Claim Process & Procedures	Level 2	16	2 days	300	N/A				✓								✓
Health & Medical Insurance – Claim Process & Procedures	Level 2	16	2 days	300	N/A		✓				✓				✓		
Personal Accident – Claim Process & Procedures	Level 2	16	2 days	300	N/A			✓					✓				
All Risks, Good in Transit, Plate Glass & Golfers – Claim Process & Procedures	Level 2	16	2 days	300	N/A				✓					✓			
Fidelity Guarantee, Money Insurance & Burglary Insurance – Claim Process & Procedures	Level 2	16	2 days	300	N/A			✓					✓				
Workmen Compensation, Employer's Liability & Foreign Workers Insurance -Claim Process & Procedures	Level 2	16	2 days	300	N/A				✓					✓			
Managing Sales Performance For General Insurance Agents	Soft Skills	16	2 days	700*950	N/A		✓			✓			✓			✓	
Basic Selling Skills For General Insurance Agents	Soft Skills	16	2 days	700*950	N/A			✓			✓		✓		✓		
Training Courses for Life Insurance Agents																	
Induction Program for the Agency Force																	
The 7 Rules of Success in Life Insurance Selling	Level 1	8	1 day	200	75%		✓			✓			✓			✓	
Time Value of Money and Financial Calculator Workshop	Level 1	8	2 days	350	75%		✓						✓				✓
Basic Selling Skills for Life Insurance Agents	Level 1	8	1 day	200	75%			✓			✓			✓			✓
Packaging and Presenting Life Insurance Solutions	Level 1	8	1 day	200	75%				✓				✓				
Managing sales Performance for Life Insurance	Level 2	16	2 days	350	75%		✓						✓				
Concept Selling: Life Insurance Solutions Individuals	Level 2	16	2 days	350	75%			✓			✓				✓		
Life Insurance Selling Skills	Level 2	16	2 days	350	75%				✓					✓			
Managing Renewal Business and Clients Relations	Level 2	16	2 days	350	75%			✓					✓				
Legal Aspects for Agents	Level 2	16	2 days	350	75%					✓							
Understanding Underwriting and Claims for Life Insurance Agents	Level 2	16	2 days	350	75%		✓				✓						✓
Managing Agency Performance	Level 2	16	2 days	450	75%			✓					✓				
Managing Agency Structure and Recruitment	Level 2	16	2 days	450	75%				✓						✓		
Managing Client Relations and Renewal Business	Level 2	16	2 days	450	75%			✓						✓			
Leadership and Building Agency Culture	Level 2	16	2 days	450	75%		✓						✓				
Business Insurance Selling: Life Insurance Solutions for Business	Level 3	24	3 days	950	75%	✓					✓						
Financial Planning and Insurance Solutions	Level 3	24	3 days	950	75%				✓								✓
Practical Selling Skills	Level 3	24	3 days	950	75%			✓						✓			
Practical Management Skills for Agency Leaders	Level 3	24	3 days	950	75%		✓				✓				✓		
Takaful Courses for Agents (Offered in collaboration with IBFIM)																	
Introduction to Takaful																	
General Takaful Product and Process		16	2 days	800	75%			✓				✓			✓		
Family Takaful Product and Process		16	2 days	800	75%		✓						✓				
Fundamentals of Shariah		24	3 days	1,500	75%	✓				✓							
Fiqh Muamalat in Islamic Finance 1		8	1 day	200	75%				✓								
Fiqh Muamalat in Islamic Finance 2		8	1 day	200	75%						✓						
Risk Management and new Products Development in Islam		8	1 day	750	75%			✓						✓			
MFPC 101 Financial Planning Workshops (Part 1 & 2)																	
Financial Planning Workshop (part 1)		8	1 day	70	RM20	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Financial Planning Workshop (part 2)		8	1 day	70	RM20	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Train-The-Trainer Programmes																	
RFP (Fundamentals of Financial Planning)			3 days	500	N/A				24-26						22-24		
RFP (Risk Management and Insurance Planning)			3 days	500	N/A				27-29						25-27		
BAMC			3 days	1200	N/A				7-9			7-9			13-16		
ASEAN Insurance Training Fund (AIF) Seminars and Workshops																	
Comprehensive General Insurance Seminar Part I			5 days	2,200	N/A				✓								
Comprehensive General Insurance Seminar Part II			5 days	2,200	N/A					✓							
Intensive Course in Marine Cargo Insurance				TBA	N/A						✓						
Intensive Course in CAR/EAR				TBA	N/A			✓									
Claims Management & Negotiation Skills				TBA	N/A								✓				
Intensive Technical Course in Reinsurance Practice				TBA	N/A									✓			
Medical & Health Insurance practice				TBA	N/A												✓
Intensive Course in Fire & Business Interruption Claims			4 days	TBA	N/A			25-28									
Best Practices in Internal Auditing			2 days	1,950	N/A	24-25											
Risk, Compliance and Audit Review for Investment for All Insurers			2 days	1,950	N/A	21-22											
Trends, Issues and Options in a Changing Life Insurance Environment				TBA	N/A						✓						
Life Insurance Claims				TBA	N/A										✓		

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Hospital & Surgical Insurance - Claims Assessment Made Easy			2 days	TBA	N/A								✓				
Aligning Reviews, Audit & Compliance to Enterprise Risk for Geneneral Insurer			2 days	TBA	N/A							✓					
On-line Courses																	
E-Academy																	
InSITE																	

For further information kindly contact Mr Shawal/ Ms. Kasturi at Tel : 03-20878882 ext 257, 334 Fax : 03-20921501
 E-mail : shawal@mii.org.my, kasturi@mii.org.my

- Note:
1. All Fees marked(*) are member rates.
 2. All fees quoted are subject to change and is applicable for courses conducted in **Kuala Lumpur only**.
 3. Information on some of the programmes will be finalised later. It will be reflected in the brochures towards the date of implementation
 4. In-house sessions can be arranged for all the programmes. Kindly contact the person above for further explanation.
 5. For the approved BTF courses, the bumiputera agents are entitled for sponsorship as shown in the schedule. Terms & Conditions applied.