Marine and Aviation Insurance and Risk Management Masterclass – (4 days)

This Four-day course provides a detailed overview of aviation insurance law, aviation insurance underwriting & claims management, maritime risk management, marine cargo insurance and claims management, recoveries from third parties, general average and salvage awards.

Background
The concept of risk management for prevention of economic waste is a joint endeavor of insured, insurers, government bodies (local and international) and public at large. With increasing globalization of insurance industry and rapid industrial development, coupled with high growth in technology, the Africa market value-chain has high growth potential for marine and aviation insurance risk management skills.

Course Overview
In maritime business, when a shipment is made, companies expect the cargo to be in perfect condition. Today the market is well versed with the range of available insurances especially the cargo insurance which falls under the category of marine insurance. This particular insurance has been significant for any business that requires movement and transfer of cargo either by road, air or sea. It is also quite common that cargoes travel via several countries and probably more than one mode of transportation is used, hence multiple risks on the owner's cargo. This workshop will discuss all aspects of marine insurance, which starts with how Incoterms influence cargo insurance internationally and the necessary knowledge needed to be able to handle various forms that covers different component of the coverage; costs, control and liability. From the basics of the main marine insurance to how to identify what document is essential for a claim process, the workshop covers every component which is vital to cargo insurance. Trainer will engage with a discussion on what are the necessary skills set to be able to underwrite cargo insurance effectively. The workshop will cover the coverage of cargo that ranges from, modes of transport, terminal handling charge, charges needed when transporting the cargo both from land and sea, and to a more specific set of rules that focuses on sea and inland waterway transport.

The aviation insurance aspect of this course addresses junior aviation underwriters, generalists and marketing managers who have limited experience in aviation and space insurance, but wish to gain a comprehensive international overview — as well as specific underwriting knowledge — within a short period. Participants intend to broaden their horizons by meeting others in the global aviation community and can enjoy the challenge of group assignments. This learning will enable participants gain clarity on the main aviation insurance conventions and protocols, types of coverage available, and practices for insuring hull and liability risks. Insights will be provided on aviation insurance coverage for hull losses as well as liability for passenger injuries, environmental and third-party damage caused by aircraft accidents. Overall, the course will improve the knowledge of your technical, legal as well as the marketing staff and enable them demonstrate self confidence in technical presentations, underwriting and risk management.
**Learning Objective:**
The main objective of this course is to enable insurance marketers, lawyers, risk assessors and underwriters, learn the basis of underwriting marine and aviation insurance, the applicable terms, conditions and claims management dynamics. The course features interactive sessions that will discuss important matters such as detecting fraudulent seal in cargo insurance. It also features exercises that focus on important documents and also videos that feature matters of cargo. The unique risks presented by shipping and other marine activities will be explored, along with the insurance products available to cover those risks. The course is designed to improve the knowledge of your technical as well as the marketing team and enable them demonstrate self confidence in technical presentations, underwriting and risk management.

**At the end of this course, participants will be able to:**
- Gain 360 degrees knowledge of key technical areas of marine and aviation insurance operations,
- Analyze the critical components of insurance contracts available to maritime operators,
- Implement the necessary processes for obtaining insurance coverage,
- Learn how marine and aviation hull insurance are handled by the international insurance market,
- Apply relevant risk assessment knowledge in handling marine and aviation insurance,
- Approach insurance underwriting and risk management from a proactive manner,
- Analyze the critical components of insurance contracts available to aircraft operators
- Implement the necessary processes for obtaining insurance coverage
- Identify the legal factors an aircraft operator should take into consideration when purchasing insurance coverage
- Understand how aviation insurance contracts are interpreted and applied by international courts
- Exhibit competence and self-confidence in marine and aviation insurance marketing presentations.
- Add measurable value to the company’s risk management goals and objectives.
- Achieve efficiency, effectiveness and underwriting profit targets for the organization.

**Who Should Attend**
- Senior Managers and Managers in Technical/Underwriting Department,
- Company Secretary, Counsels and Legal Officers,
- DMs, AMs and Technical Underwriting Assistants/Officers,
- Marketing and Other Non-Technical Staff.
- Aviation lawyers
- Insurance and Risk Managers
- Aviation underwriters and Claim Managers
- Airline in-house counsel
- Government officials in the air transport and insurance sectors
Training Cost/Logistic Details

The course is scheduled to take place as follows:

**Duration:** 4 days
**Date:** 20th – 23rd September 2016
**Time:** 9am – 4pm daily (Registration starts at 8:30am on the first day of programme)
**Venue:** NECA House Training Centre, CIPM Avenue, CBD Alausa Ikeja, Lagos

**Course Fee:**

1. **Nigeria Residents**
   a. **Early Bird** – ₦105,000.00 per delegate *(Register & Pay Before 15th September 2016)*
   b. **Group Rate** – ₦100,000.00 per delegate if 2 or more delegates are attending from same company and payment is made on or before 15th September 2016)
   c. **Normal Rate** – ₦110,000.00 per delegate *(Register & Pay After 15th September 2016 or at the training venue on day of training)*

2. **Africa/Foreign Delegates**
   a. **Early Bird** – US$750 per delegate *(Register & Pay Before 15th September 2016)*
   b. **Group Rate** – US$600 per delegate if 2 or more delegates are attending from same company and payment is made on or before 15th September 2016)
   c. **Normal Rate** – US$1,000 per delegate *(Register & Pay After 15th September 2016 or at the training venue on day of training)*

**Note:**
- The course fee covers course materials, tea/coffee breakfast, meals, refreshments, leather file folder and certificate of attendance.
- Early bird fee applies to registration with payment made on or before 30th August 2016)
- The above amount is payable without deduction of withholding tax or any other tax.
- Registration should be received by closing date to enable organizers list the delegate/participants in the appropriate programme materials.

**How to make Payment of Course fee:**

1. **Nigerian delegates** should make payment of course fee in local currency by Bank draft, e-transfer or Cash deposit issued in favour of West Africa Business School and paid to A/c No. 1014282576@ Zenith Bank Plc. Sort Code: 057150534. All payment of course fee at normal rate must be confirmed at least 5 working days before training commencement date.

2. **Africa/Foreign delegates should make payment transfer through the following bank account details:**
   - **Beneficiary:** West Africa Business School
   - **Account Number:** 5070520959
   - **Swift Code:** ZEIBNGLA
Bank Name: Zenith Bank Plc
Bank Address: Plot 84 Ajose Adeogun Street, Victoria Island – Lagos

How to Register
Nomination of participants can be sent by letter in hard copy or via e-mail to: wabs.edu@gmail.com, info@westafricabusinessschool.com; OR westafricabusiness_school@yahoo.com You can also call and talk to the Programme Manager on Tel: +2348027922649.