POST GRADUATE
DIPLOMA IN MANAGEMENT
2017-2019

AICTE Approved

MBA Equivalence granted by Association of Indian Universities (AIU)



ADMISSION PROSPECTUS

2017-19

NATIONAL INSURANCE ACADEMY

PUNE

ABOUT NATIONAL INSURANCE ACADEMY (NIA)



This prestigious Academy which is popularly known as NIA was established in the year 1980 under the aegis of Ministry of Finance (Government of India), LIC, GIC of India and Public Sector Insurance Companies as its promoters. It is the prime destination for Education, Research, Training, Consultancy, Leadership, Development and Publication in Insurance and Risk Management in the Asia Pacific Region.

Currently the Governing Board of NIA has Chairman LIC, Chairman-Cum-Managing Directors of GIC Re and other Public Sector General Insurance Companies and Director, Insurance from Ministry of Finance, Government of India along with independent members chosen for their unique contribution to the cause of Insurance, Education and Finance. The present Chairman of NIA Governing Board is Shri. V. K. Sharma, Chairman, LIC of India, and Director NIA is Shri Sushobhan Sarker, who retired as Managing Director of LIC.



Governing Board



Shri V. K. Sharma	Chairman – NIA Governing Board Chairman - Life Insurance Corporation of India
Shri G. Srinivasan	Chairman-cum-Managing Director The New India Assurance Co. Ltd.
Ms. Alice G. Vaidyan	Chairman-cum-Managing Director GIC Re
Shri K. Sanath Kumar	Chairman-cum-Managing Director National Insurance Co. Ltd
Shri A. V. Girijakumar	Director & General Manager & Chairman-cum-Managing Director (Additional Charge) United India Insurance Co. Ltd.
Shri Sujay Banarji	Officiating Chairman-cum-Managing Director The Oriental Insurance Co. Ltd.
Ms. Usha Sangwan	Managing Director Life Insurance Corporation of India
Shri Hemant Bhargava	Managing Director Life Insurance Corporation of India
Shri N. Srinivasa Rao	Economic Adviser Government of India Ministry of Finance, DFS
Shri G. N. Bajpai	Intuit Consulting Pvt. Ltd.
Prof. Anil B. Suraj	Law and Public Administration Indian Institute of Management Bangalore
Shri G. Ramesh	Professor, Indian Institute of Management Bangalore
Shri Sanjay Vijay	Founder & Principal Consultant Optimal Corporate Solutions
Shri Sushobhan Sarker	Director, National Insurance Academy



Vision

"NIA to be a global institution of excellence in learning and research in insurance, pension and allied areas."

Mission

- To build capacities in the management of Insurance, Pension and allied sectors.
- To create a stream of young talent for the Insurance, Pension and allied sectors.
- To provide strategic approaches in the Management of Insurance, Pension and allied sectors.
- To undertake and create an ambience for policy research in Insurance, Pension and allied sectors.
- To promote learning, education and training in Insurance, Pension and allied sectors.

From the Director's Desk



Dear Students,

As a young, talented and ambitious student, with a good CAT/CMAT score to your credit, you do indulge in exploring academic environment to seek further satisfaction of your academic urge and also in search of an opening for a challenging career. Number of choices, often are likely to confuse you. To come to a right conclusion, you may have to filter the choices on certain parameters viz pedigree of the institute, quality of the faculty, academic content and the process, infrastructure, placement track record etc.

Established by Public Sector insurers with the support of Ministry of Finance GOI, blessed with a rare and unique combination of academicians and practitioners from the industry, contemporary course structure approved by AICTE with modern pedagogy, in an ecofriendly serene campus with state of the art facilities and with a track record of 100% placement from the beginning National Insurance Academy is a choice difficult to find a match.

This prospectus aims to provide you the glimpses of our institute on these parameters. We invite you to take a sincere look into the contents of the prospectus and we are sure, it will help you in making a right choice.

With best wishes in your search for institute of your choice.

Sushobhan Sarker
Director,
National Insurance Academy



From the Admission Committee Chairperson's Desk



It is a great pleasure to present the details of NIA and the PGDM Course. There is a substantial demand of professional manpower in the insurance sector since its opening up in 2000. NIA is advantageously placed to cater to this ever growing market.

The academy's course not only employs contemporary learning techniques but also involves extensive exposure to the industry to augment class room learning with real time experience. Moreover in the campus throughout their stay, students interact with insurance professionals 'cause of continuous MDP programmes in the campus.

P. K. Rath
Chair Professor
(Life Insurance)

From the Principal's Desk



Dear Aspirant,

It gives me immense pleasure to welcome all who aspire to become part of the National Insurance Academy (NIA).

The history of Insurance Industry which dates back to 1818 evolved out of the need to give financial security has witnessed an unprecedented growth & development with the advent of liberalisation. The economic reform policy of 1991 has given a boost to both Public & Private sector and pushed insurance penetration in the country.

Set in a natural ambience, institution is committed to transform the students professionally so that they can take on challenges at global level. In view of this, the programmes that we run are so designed that they hone positive capacities of all students, sharpen their Managerial Skills. Interaction with expert from industry helps to win the professional challenges.

The Prospectus for the academic year 2017-19 will abreast you with our academic programmes and details of other academic & co-curricular activities undertaken.

I heartily welcome you to join NIA!

Dr. Sanjay Mali
Principal - PGDM

NIA PGDM Profile

In 2004, "To create a stream of young talent for the Insurance, Pension and allied sectors", and "To promote learning: education and training in Insurance, Pension and allied sectors" NIA has launched a prestigious two-year full time residential Programme to attract young talent to the field of management with specific focus on Insurance, Pension and allied areas. The curriculum consists of all Management Subjects like Finance, HR, Marketing and IT along with insurance subjects under General Insurance, Life Insurance, Re-Insurance and Pension. Thus, the PGDM of NIA stands out in comparison with other PGDM Courses of similar nature and gives the student an added advantage of choosing a sunrise industry like Insurance while making their career choices. The PGDM Programme is approved by AICTE and is recognized as equivalent to MBA by Association of Indian Universities (AIU). The quality of the programme has resulted in excellent track record of placements. The Alumini of NIA are working with many reputed Multi National Insurance companies and brokers and leading IT companies both in India and abroad. Few of them were also employed by Public Sector General Insurance Companies.

The PGDM Programme is a full time residential programme run from a 32 Acre sylvan campus with state of the art facilities of classrooms, labs, conference hall etc. in addition, the campus boasts of a good swimming pool, outdoor games facilities, gym and yoga centre.



Advantage@NIA

ACADEMIC PROGRAMME



NIA offers Two year Full time residential Post Graduate Diploma in Management (PGDM) approved by AICTE and recognized as equivalent to MBA by Association of Indian Universities (AIU). The curriculum consists of all Management Subjects like Finance, HR, Marketing and IT; insurance subjects under General Insurance, Life Insurance, Re-Insurance and Pension.

In addition, the students also do Summer Internship of 8 weeks with few Public Sector General Insurance Companies and many private Multi National Insurance companies, leading Brokers and reputed IT companies. The PGDM courses are taught by a blend of faculty, which is unique and rare in the academic field.

The Management subjects are taught by highly qualified, experienced faculty with most of them having a Ph.D in the relevant discipline. The General Insurance subjects like Fire, Marine, Engineering, Aviation, Life Insurance subjects including some portion of Actuarial Science, Pension and Re-Insurance are taught by faculty who hold senior positions in the public sector insurance companies and are on deputation. There are regular visiting faculties who add value to our PGDM Programme. The rigorous exposure to theoretical aspects of all subjects and practical understanding of the subjects make the students ready for Executive positions in big Corporates.

The students are also exposed to National and Multi-National level Seminars on Insurance subjects which are held minimum thrice a year. Here the students get an opportunity to listen to industry veterans while rubbing shoulders with middle and senior level delegates from insurance and other allied industry both from India and abroad. By helping in organizing the Seminars and by participating in the Seminar which are of high level the students hone their organizing capacities and acquire practical and in depth knowledge of the current trends in the financial market especially in the insurance sector. The insights gained during the Seminar are shared by the students in their in-house magazine "PRAVARTAK".

Another unique advantage which the students enjoy is that they get an opportunity to exclusively interact with dignitaries who visit our campus. Few of the dignitaries with whom our students had the opportunity to interact were - Chairman IRDA, Chairman PFRDA, MDs of LIC, CMDs of Public and Private Sector Companies.

In addition they also participate in various activities like debate, quiz, syndicate discussions, group discussions, few CSR activities, indoor & outdoor games etc. In short NIA focuses on all round development of students apart from ready employability at executive levels.

The programme is divided into six trimesters of 3 months each with rigorous course curriculum and practical training. The PGDM students work on summer projects and are assessed on the same. They also have classroom projects, quizzes etc. through which they are continuously assessed throughout the year. These are in addition to regular tests held in every trimester. All processes are AICTE Compliant. This high rigour of training and assessment helps in grooming of the future managers.

Why NIA?

- Excellent track record of placement with packages ranging from Rs. 6 lacs to Rs. 9.44 lacs p.a. There are few students who are also selected by Afro Asian Regions.
- Any student who wishes to pursue actuarial examinations, the environment and the exposure is conducive for him / her to do so.
- The PGDM Programme has the approval of AICTE and is recognized as equivalent to MBA by Association of Indian Universities (AIU).
- The PGDM programme has a unique blend of Management and Insurance subjects where emphasis is placed both on theory and practice
- Students of NIA on completion of PGDM have exemption in Associate ship examination conducted by Insurance Institute of India subject to some conditions. This gives them an edge over others in gaining insurance knowledge and in good placement through campus selection.
- The faculty comprises of academicians and practitioners who are on NIA campus on permanent basis, in addition to regular visiting faculty.
- Excellent infrastructure facilities for curricular and extracurricular activities
- Have affiliation with international bodies like CPCU (USA), CII (LONDON) and the Canadian Institute of Insurance
- The program provides practical exposure and opportunity to interact with Regulators, CEOs of Insurance Companies, and other Professional Bodies
- The 32 Acre campus in the city of Pune on Mumbai-Bangaluru highway with all round greenery provides an unmatched ambience along with high safety and security for the students.

SCHOLARSHIPS

NIA gives 9 scholarships of Rs. 1 lac each to meritorious students, girl students, eligible students belonging to specified categories including students belonging to economically weaker sections. One of the sponsors (GIC Re) of the Academy has instituted 5 scholarships for students to the extent of 50% of the course fee per students. These scholarships are meant for meritorious students belonging to the lower income category.

AWARD

Academy has received recognition from several bodies in the form of Awards. Some of them are:

- Excellence in Education award by Competition Success Review (CSR)
- B-School Excellence Award by Bloomberg/UTV



Course Curriculum

Blend of diverse subjects to facilitate an all-round development of students. Combination of subjects to inculcate Personal, Technical, Managerial concepts and skills.

Offers sound and solid foundation and provides a platform for jump starting the students career

In conformity with the requirements of AICTE and also requirements of MBA equivalence of AIU.

Term I
Financial Accounting
Business Communication
Micro Economics
Quantitative Techniques
Principles of Marketing
Individual and Group Behavior
Social and Political Environment
Principles and Practice of Management

Term II
Indian Financial System
Optimisation Techniques
Fundamentals of Life Insurance
Legal Aspects of Business
Marketing Strategies
Risk Management
IT and MIS
Organisational Theory and Design

Term III
Financial Management
Life Insurance Products and their underwriting
Services Operations Management
Macro Economics
Business Research Methods
Advanced Spread Sheet Modelling
Laws and Regulations Governing Insurance
Human Resource Management

Term IV
Life Insurance Policy Administration
Marine Cargo Insurance
Health Insurance
Miscellaneous Insurance
Taxation
Fire and Consequential Losses
Business Intelligence and Big Data (R and Scilab)
Engineering Insurance

ELECTIVES (Choose One)
Performance and Reward Management
Security Analysis and Portfolio Management
Business-to-Business Marketing

Term V
Business Strategy and Corporate Planning
Liability Insurance
Marine Hull Insurance
Acturial Science in General Insurance
Reinsurance
Annuities and Pensions
Motor Insurance

ELECTIVES (Choose One)
Leadership and Change Management
Derivatives Management
Financial Services Marketing

Term VI
Business Ethics and Corporate Governance
Actuarial Aspect of Life Insurance Valuation ,Solvency, Accounts and Investments

ELECTIVES (Choose One)
Organization Development
Behavioural Finance
Data Mining Techniques.
Consumer Behaviour

Admission Procedure

ELIGIBILITY : The applicant must hold a Bachelor's degree in any discipline from a recognised University with a minimum of 50% marks obtained in the Bachelor degree examination. Students appearing for final year can apply, subject to declaration of their examination results by June 30, 2017.

Should have appeared for CAT 2016 or CMAT 2017

AGE CRITERIA : Upper age limit is 28 years for General / OBC-NC candidates and 30 years for SC / ST / DA candidates as on 1st July 2017.

IMPORTANT DATE : Last date for submission of filled up admission forms with required fees is 15th April 2017.

SELECTION PROCEDURE : Selection to PGDM of NIA is based on the following criteria:

- Past Academic Record
- Performance in CAT 2016 or CMAT 2017
- Performance in Group Discussion
- Performance in Personal Interview

NIA follows Reservation Policy in admissions as per Central Government Rules applicable to Academic Institutions like IITs and IIMs.

FEE STRUCTURE : *Rs. 9,68,000/- (Rupees Nine Lacs Sixty-Eight Thousand Only) excluding boarding charges* for the entire programme, payable in 4 equal instalments .

The fee structure comprises tuition fee, hostel fee, professional and incidental expenditure on account of programme.

Student loans are available from leading Nationalised and Private Banks.



Placements

Since inception NIA has an enviable and excellent record of campus placement.



Placement Highlights of 2015-17

- In the current batch of 2015-17 on the Day zero itself all the students were placed with offers ranging from Rs. 6 lacs to Rs. 10 lacs p.a.

Placement and packages in the previous years.

Year	Average (₹)	Highest (₹)
2011-2013	6.00 lacs	9.68 lacs
2012-2014	6.11 lacs	8.75 lacs
2013-2015	6.87 lacs	8.50 lacs
2014-2016	6.80 lacs	9.44 lacs
2015-2017	7.30 lacs	10.00 lacs



Milestones

- NIA received the Technical and Professional Skill Developer Award for the year 2007-08 (on 27th May 2008) jointly with Leeds University, as a part of the UK-India Education & Research Initiative.
- III Credit Points
- The Academy has been recognized as an associate member of t he Federation of Afro-Asia insurers and Reinsurers (F.A.I.R) Cairo, Egypt and also for imparting training under the Technical Cooperation Scheme (TCS) of Colombo Plan.
- The Academy has received accreditation from the Institute for Global Insurance Education (IGIE), making it only the 25th globally accredited Academy to have affiliation with International bodies like Chartered Property Casualty Underwriter (CPCU), USA, Chartered Insurance Institute (CII), London and the Canadian Institute of Insurance.
- NIA has signed a MoU with the Institute of Actuaries of India (IAI) which facilitates the students to take up examinations of `Business Awareness Module' and `Modeling Module' at NIA. (To check)
- NIA has been granted license from Taurus Training Services Limited to use `Reinsurance Training & Analysis e-learning software'.

Faculty

In-house Faculty

Shri Aswathanarayana	Customer Service Excellence, Product Development & Innovation, Claims Management, Develop Alternative Distribution Channels, Business Process Re-engineering, Human Resource Development, Reinsurance, Health Insurance and Corporate Governance.
Shri P. K. Rath	Life Insurance.
Dr. Sanjay Mali	Marketing Management, Business Administration.
Dr. Sushama Chaudhari	Communication Skills, Goal Setting, High Performance Culture, Team Building, Organizational Behaviour, Human Resource Management.
Dr. G. Steward Doss	Enterprise Risk Management, ALM, Actuarial Risk Modelling, CRM, Marketing Research Methodology, Quantitative Techniques including Multivariate Analysis.
Dr. S. D. Page	IT applications in Insurance and Financial Services, Managerial Computing Prototype Software Development in Insurance and Other Related Areas, Data Warehousing, Data Mining, Business Intelligence Systems and Knowledge Management, IS Security and IS Risk Management.
Shri Girijesh Pathak	Optimization Techniques, IT Strategy Formulation and Alignment, E-learning, Simulation and Modeling, Software Project Management, Business Process Reengineering.

Shri M. C. Patwardhan	Insurance Law, Corporate and Securities Law, Corporate Financial Reporting.
Dr. Shalini Tiwari	Consumer Behaviour, Collective Buying Behaviour, Relationship Marketing.
Dr. S Uma	Financial Management of Institutions, Institutional Investments.
CA K. Ravi Shanker	General Insurance, Management, Business Development Strategies, Regulatory Frame Work, New India's Foreign Operations, Corporate Tax Laws, Income Tax & Service Tax, Marketing, Customer Care, CSR, Corporate Governance, Leadership etc.
Shri Sanganna H. Gejji	General Insurance Finance & Accounts, Liability Insurance.
Shri A. K. Pattnaik	All areas of Non-life Insurance, including Marketing, Motor Insurance, Fire & Engineering Insurance, Miscellaneous Insurance an Customer Service.
Shri R. Surender	Motor Insurance, Marine Insurance, Management and HR.
Shri Shripad Nadkarni	Finance, Marketing, Management, Life Insurance, IT.
Shri R. P. Gupta	Life Insurance Marketing, Human Resource Development.
Shri Saji Paul	Life Insurance, Finance, Marketing, Management, IT, Corporate communications, Corporate Governance.
Shri P. Ponpandian	Life Insurance Accounts , Finance, Audit & Law.
Shri S. C. Pattanayak	Life Insurance.
Ms. Archana Singh	Training and Research, Micro and Group Insurance, Rural Marketing, Project Development, Project Management, Risk Management and HR.
Shri Sandeep Pande	Health Insurance, Regulations.
Ms. Renu Agnihotri	Actuarial, Life Insurance, Investment, Risk Management, Finance.
Shri E. Santhosh Kumar	General Insurance, Health.
Ms. M. Geeta Raghavendra	General Insurance.
Shri Sumit Kumar	Reinsurance.
Ms. Ruchika Yadav	HR.

Faculty

Visiting Faculty



Mrs. D. Vijayalakshmi	Life Insurance, Risk Management
Shri Ashok Soman	Practices and Principles of Management.
Shri Shishir Srivastava	Marine Insurance
Shri Azhar Khan	Managerial Economics, Banking and Finance, Project Management.
Shri Jayant Saha	Consumer Behaviour, Marketing Management, Integrated Marketing, Soft Skills, Advertising, Promotion and Brand Building.
Shri Shantanu Gokhale	Financial Management, Capital Markets and Security Analysis, International Marketing and Working Capital Management.
Shri Sharad Sunkar	Creativity, Team Building, Transaction Analysis, Decision Making, Inter-Personal Relations, Leadership Development, and Stress Management.
Dr. Sunita Ramam	Organizational Behaviour, HRM and Time Management.
Dr. Vishal G. Jadhav	Political Sociology, Governance and Developmental Studies, Disaster Mitigation
Shri Shiv Kumar Joshi	Individual and Group Behaviour
Shri Pushkar Phadtare	Marketing Management
Shri Ajith Gaikwad	Micro Economics
Shri Abhijit Ranade	Distribution Channel Management
Shri Vidhyadhar Phadke	Project Appraisal, Financing & Management
Ms. B. Padma	Actuarial Science

Our Past Recruiters

Public Sector Insurance Companies

- The New India Assurance Company Limited
- The Oriental Insurance Company Limited
- United India Insurance Company Limited
- National Insurance Company Limited
- Agriculture Insurance Company of India Limited
- General Insurance Corporation of India (GIC Re)

Private Insurance Companies

- Apollo Munich Health Insurance
- BAI (Mauritius)
- Bajaj Allianz Life / General Insurance
- HDFC Life Insurance
- HDFC Ergo General
- Birla Sun Life Insurance
- BharatiAxa General Insurance
- Canara HSBC Life Insurance
- QIC, Qatar
- Max Bupa
- TATA AIA
- India First Life Insurance
- Edelweiss Tokio Life Insurance
- Future Generali Life / General Insurance
- GMR Group
- SBI Life Insurance
- Shriram Life
- SBI General Insurance
- ICICI Prudential Life Insurance
- ICICI Lombard General Insurance
- Star Health & Allied Insurance
- Star Union Dai-Ichi Life Insurance
- Exide Life Insurance Company Limited
- Magna HDI General Insurance Co.
- PNB Metlife India Insurance Company Limited
- Reliance Life / General Insurance
- Raheja QBE General Insurance
- Royal Sundaran General Insurance
- IFFCO TOKIO General Insurance
- Universal Sompo General Insurance

Reinsurance Companies

- Swiss Re
- Munich Re
- ITI Re

Micro Insurance Companies

- Centre for Insurance & Risk Management 1 SKS Microfinance
- Spandan Group

Information Technology

- Accenture
- AETINS (Malaysia)
- HCL Technologies
- AIR Worldwide India Pvt. Ltd.
- Capgemini India
- C2L Biz Solutions Pvt. Ltd.
- Cognizant
- DE Shaw & Co.
- FINO
- First Apex (NTT DATA)
- HCL Technologies
- Hansa Solutions
- IBM
- Infosys Ltd.
- L & T Infotech
- Majesco
- Mastek
- RMSI
- Polaris
- Syntel Ltd.
- TATA CMC
- Tata Consultancy Services
- Wipro Technologies
- Air Worldwide
- 3i Infotech

Broking Firms

- Alliance Insurance Brokers
- Aon Global Insurance Brokers
- Edelweiss Insurance Brokers
- Amicus Brokers
- Beacon Insurance Brokers
- Enam Insurance Brokers
- Mercer LLC
- First Policy Insurance Advisors
- Catlin Inclies Insurance Brokers
- GE Capital
- Howden Insurance Brokers
- Ideal Brokers
- JB Boda Reinsurance Brokers
- JLT Independent
- Marsh India Insurance Brokers
- Mahindra Insurance Brokers
- Milliman India
- Nexus Brokers Dubai
- PNB Principal Insurance Advisory
- Salasar
- KM Dastur Insurance and Reinsurance Brokers
- SAS Consultants
- Emirates International Insurance Brokers (Dubai)
- Religare Insurance Brokers
- Tower Insurance and Reinsurance Services
- UTI Asset Management
- Vantage Brokers
- Willis BA Brokers / Almond Brokers
- Unison Brokers
- Reliance Industries Ltd.
- TATA Motors
- MD India

Events@NIA

NIA-FAIR Seminar on "Agriculture Insurance – Risk Mitigation for Livelihood Security and Sustainable Development" 24-24 November, 2016



The Seminar focused on:

- Agriculture Insurance: Global Scenario
- Agriculture Insurance in India: Operational Issues and Challenges
- Application of technology in Agriculture Insurance
- Sustainable Distribution Models for Development of Agriculture Insurance
- Emerging Scenario for Development of Agriculture Insurance
- Impact of Climate Change & Building Resilience through Agriculture Insurance and Reinsurance



Insurance Summit

Student driven "Insurance Summit", flagship event of National Insurance Academy was organized at "Trident" Nariman Point Mumbai on 19th October 2016. In-depth presentations and detailed discussion amongst Industry leaders and experts on the theme of "Redefining Insurance Channel Management: Value Creation through Seamless Service Delivery" provided an excellent opportunity to the participants to understand the nuances of this new and contemporary subject of importance to everyone.

C.D. Deshmukh Memorial Seminar on "Life Insurance in the Digital Era" January 12-13, 2017

The Seminar focused on:

- Impact of Technology in Designing Life Insurance Products &Their Pricing
- Impact of Technology on the Distribution of Life Insurance
- Impact of Technology on Delivering Value to the Customers



- Impact of Technology on Processes & Operations of Life Insurance Companies
- Impact of Technology on the Life Insurer's Bottom line, Structure and Future (Sustainability)

The deliberations in the form of Panel Discussions were made by eminent dignitaries including IT Experts, Actuaries, Marketing Professionals and many others.

(Manthan)

Manthan NIA's Intercollegiate Festival was held in February 2017, where students showcased their skills in various competitive games and activities.





Pravartak

"Pravartak - The journal of Insurance & Risk Management" is a referred bi-annual publication of National Insurance, Pune with its objective to provide a platform to practicing managers, researchers, students and professionals in the field of Insurance & Management to share their knowledge, thoughts and experiences on a variety of issues concerning the Insurance Industry. It presents current Research and Ideas, in the field of Insurance and Risk Management, in a reader friendly format accessible to the interested audience. Over the years, "Pravartak" has covered an array of issues vis-à-vis insurance and management and has had contributions from students, researchers and professionals from India and abroad providing it a global perspective.



Innovations@NIA

InLab



Our learning reinforces itself more and more as we move from the phases of hearing, listening, seeing, believing, and feeling to actually doing things. 'In Lab – the insurance laboratory' is how we transform acquired wisdom into congenital institutionalized wisdom and capture it for posterity. It reduces the incidence of reinventing the wheel either due to lack of organizational memory or due to tendency of learning by rote.

The R&D work in the laboratory varies from preparing models, data flow diagrams (DFDs), process flowcharts (PFCs), tables and navigation screens to developing research reports and theses on all possible insurance and Risk Management aspects that the mind could possibly envisage.



Marine Lab

Is a prototype of the leading sea port, presenting various activities normally seen in any major port, like different types of ships, loading & unloading facilities, light house, shipping channels etc.

Motor Lab

Presents a cut section of an automobile/ car, to provide a view of the internal parts of the vehicle and their working



Committees@NIA

Cultural Committee

NIA is also known for its festivities and celebrations of Ganesh Chaturthi, Eid, Janmashthmi, Christmas, New Year, Onam, and Holi among others –Signifying 'Unity in Diversity' – which not only replicates the homely environment for students but also brings them together to celebrate all the festivals irrespective of their background.

Sports Committee

Sports help in developing the qualities of leadership, strategy, decision making and teamwork – all in a non-threatening environment. NIA's multipurpose sporting complex has facilities for playing tennis, badminton, swimming, basketball, billiards and also houses a state-of-art gymnasium. Every year the committee organizes a Sports Week wherein tournaments are held in badminton, throw ball, football, volleyball, swimming, cricket, pool, table tennis, chess, carom, etc.

Students Welfare Committee

The committee encourages learning environment for students through academic and non-academic activities. The activities include arranging for group discussions, debates, blood donation camps, guest lectures, etc. The committee is also a channel for students to discuss the non-academic challenges faced by them with the concerned panel of faculty members. It also extends help to other committee members to organize major events in and out of campus.

AlumNIA-Alumni Association of National Insurance Academy

The "AlumNIA' represents the association for alumni of National Insurance Academy. It was established in June 2006, with a vision to advance and promote the interests of NIA by connecting alumni with each other and our alma mater.

AlumNIA serves as a foundation to foster development of each member by providing a forum to enhance business relationship as well as rekindle old relationships.

AlumNIA aims to create a dynamic space for all members and maintain a vital presence for NIA in lives of alumi and provides endless opportunities for both alumni and NIA to bulid their places in the global community.



Infrastructure@NIA

Lecture Hall

There are eight lecture halls equipped with state of art technology. In addition, there are eight syndicate rooms to facilitate group discussions, case studies presentations and deliberations.





Auditorium

The campus has a fully air-conditioned state-of-the-art auditorium namely "Convention Centre" with a seating capacity of about 220 and with all the advanced facilities. It plays host to various activities from various National and International level seminars and to internal student activities like guest lectures and cultural performances.

Hostel

The students hostel "Sarvapalli" has around 135 fully furnished rooms with a dining hall.



Infrastructure@NIA

Bank and Post Facilities



Bank of Maharashtra and NIA post office are located near the main gate of the campus for banking (forex services also available) and postal services (Courier services are also available).

Bus Service



NIA runs regular bus service for its members, participants and students from campus to and from the main city.



Jogging Track and GIC Pathway

The 1.5 Kms jogging track encircling the campus is a wonderful way to breathe fresh air and hear chirping sounds of birds. The GIC pathway close to sporting complex is a water-fed pathway with gravel for acupressure effect.

Sports and Recreation

The multipurpose sporting complex has facilities for badminton, table tennis, swimming, billiards, basketball state of the art gymnasium, sauna, Jacuzzi. There is a mini golf course and flood lit playing field cricket and football too.







Infrastructure@NIA

Computer Centre



NIA has a window based LAN, connected to 400 Pentium terminals spread all over the establishments. The Academy has 2 classrooms for IT training. All terminals offer facilities like electronic mail, internet browsing etc.

The Academy has a Windows based Local Area Network. Eighty terminals are reserved for training purposes. The center offers latest facilities like scanning, electronic-mail, internet browsing.

Mowgli Table



These are numerous covered and lit round tables around the campus which could make for an interesting conversation or intriguing discussion.

Dr. Kotnis Clinic

NIA has a clinic where a doctor visits both in the morning and the evening and is available on call. In addition there is also a group medical policy, the premium of which is borne by NIA. The academy has tie-up with reputed hospitals in the vicinity of NIA.

NIA Library





NIA believes Library is not for 'books' but for 'people'. Accordingly, with national and international books, periodicals, journals ranging from insurance to management training and fictions. Effort has been made to bring the library to the people by creating Programme Library, C.D. Deshmukh Digital Library, Crisp Library, manual Library and insurance Archives. The reading room pops out with almost all national and international journals in insurance, Management and related areas as also journals for general awareness and entertainment. Stacking of the research publications in another value addition to the library. Book collection of 23291 includes book on Life and Non-Life insurance, Actuarial Science, Pensions, Management and Training books. A few general awareness books and literary classics are also available in the library.

Periodicals section has 109 user- friendly journals. Titles include national and international journals on insurance, Economics, Finance, Management and Training related subjects. Most of the important newspapers find their place in the library. Journal holdings include 136 titles with research value in insurance and allied subjects.

Dignitaries@NIA

Mr. T. S. Vijayan, Chairman, IRDAI

Mr. Hammam Badar, General Secretary, FAIR

Mr. Frank Richard Ashe, President,O Group, Australia

Mr. Volker Henke, Head of International Affairs, German Insurance Association

Mr. Thomas Mathew T., Former Managing Director, LIC of India

Mr. Yogesh Lohiya, CMD GIC Re

Mr. G. Srinivasan, CMD, New India Assurance

Mr. N. S. R. Chandraprasad, CMD, National Insurance Company

Mr. G. Prabhakara, Member (Life), IRDAI

Mr. S. B. Mathur, Secretary General, LI Council

Mr. M. Ramadoss, CMD, Oriental Insurance Company

Dr R.A. Mashelkar, Former Director General of Council of Scientific and Industrial Research (CSIR).

Dr. Jagdish Parikh, Chairman of A.L. Movers Pvt. Ltd. (Allied Lemuir), a Director of the Lemuir Group of Companies, DHL Lemuir Logistics, Technova Group of Companies, Noema (India) Pvt. Ltd.

Petra Wildemann, Actuary SAV/DAV, is the Global Director of Actuarial and Solvency II Consulting Services and Sungard (iWorks).

Mr. Joydeep Roy, CEO, L & T General Insurance Co. Ltd.

Mr. A. K. Roy, Chairman-cum-Managing Director, GIC Re

Mr. R. R. Belle, CEO & MD, SBI General Insurance Co. Ltd.

Mr. Jamshed J Irani, Director, Tata Sons

Mr. Kewal Krishan Nohria, Chairman of both Thapar University Patiala and National Board for Promotion of Quality, is former CMD of Crompton Greaves

Mr. Praveen Gupta, CEO, Raheja QBE General Insurance Co. Ltd.

Mr. Gary Bennett, CEO, Max New York Life Insurance.

Mr. Andrew Clarke, CEO, AON Global Insurance Brokers Pvt. Ltd.

Dr. P. Nandagopal, CEO, India First Life Insurance Co. Ltd.

Dr. H. Sadhak, Former CEO, LIC Pension Fund Ltd.

Mr. Gaurav D. Garg, CEO & MD, Tata AIG General Insurance Co. Ltd.

Mr. Deepak Sood, CEO & MD, Future Generali India Life Insurance Co. Ltd.

Mr. Swaraj Krishnan, CEO, Bajaj Allianz General Insurance Co. Ltd.

Mr. K. G. Krishnamoorthy, CEO, Future Generali India Insurance Co. Ltd.

Dr. Amarnath Ananthanarayanan, CEO, Bharti AXA General Insurance Company.

Mr. Sanjay Kedia, CEO, Marsh India Insurance Brokers Pvt. Ltd.

Mr. Rajesh Relan, CEO, Metlife Insurance Co. Ltd.

Mr. Praveen Vashishta, CEO, Howden India Insurance Brokers Ltd.

Mr. Kamalji Sahay, Former CEO, Star Union Dai-ichi Life Insurance Co. Ltd.

Mr. John Pulinthanam, COO & MD, Tanzindia Assurance

Ms. Uttara Vaid, COO, AON Global Insurance Brokers Ltd.

Mr. Vikram J. Mehmi, Former President & CEO, Birla Sun Life

Mr. U. S. Roy, Former CMD, SBI Life Insurance Co. Ltd.

Mr. Joel AtutiMong'are, Ministry of Finance, Department of Insurance, Kenya

Mr. Janmejaya Sinha, MD, Boston Consulting Group

Mr. Kenneth R. Cahill, MD, Bearing Point, Inc.

Mr. H. Ansari, Former Member (Non-Life), IRDA

Key Points

A] Criteria for Short listing for GD/PI process

Category	Cut Off Percentile			Age limit as on 01st July 2016
	CAT	CMAT	Graduation (Percentage)	
General / OBC	65	80	50	28 years
NC-OBC	60	75	45	28 years
SC / ST / DA	55	70	45	30 years

B] Selection to NIA is a process based on the following steps :

- Past academic record (weight of 20%) (10th percentage: 5 %, 12th percentage: 5 %, Graduation: 10 %)
- Performance in CAT 2016, and CMAT 2017 (weight of 50%)
- Performance in GD and personal interview (weight of 30%) (GD : 10 marks, PI : 20 marks)

	Actual Percentage of Students	Weight	Total Score
Past Academic Record	X	0.2	0.2 X
CAT / CMAT	Y	0.5	0.5 Y
GD / PI	Z	70	Z
		Total Score	0.2 + 0.5 Y + Z

C] Criteria for Final admission

Category	Total Score Cut Off
General / OBC	73
NC-OBC	68
SC / ST / DA	63



D] Offer Acceptance Fee & Withdrawal

A candidate receiving admission offer from NIA and accepting the offer within the stipulated date needs to send an amount of Rs. 75,000/- as offer acceptance fee which will be adjusted towards tuition fees. A candidate can subsequently withdraw the admission within the withdrawal date specified in the Offer Letter. In this case, the fees will be refunded after deducting Rs. 1000/- as per AICTE norms towards processing charges, for subsequent withdrawal no refund will be entertained.

NIA reserves the right to modify any part of this document including the various criteria and cut offs mentioned at any time till the actual admission process for the batch is completed.

Administrative Support

Principal
Tel. 020-27204006

PGP Co-ordinator
Tel. 020-27204023

Chief Administrator
Tel. 020-27204019

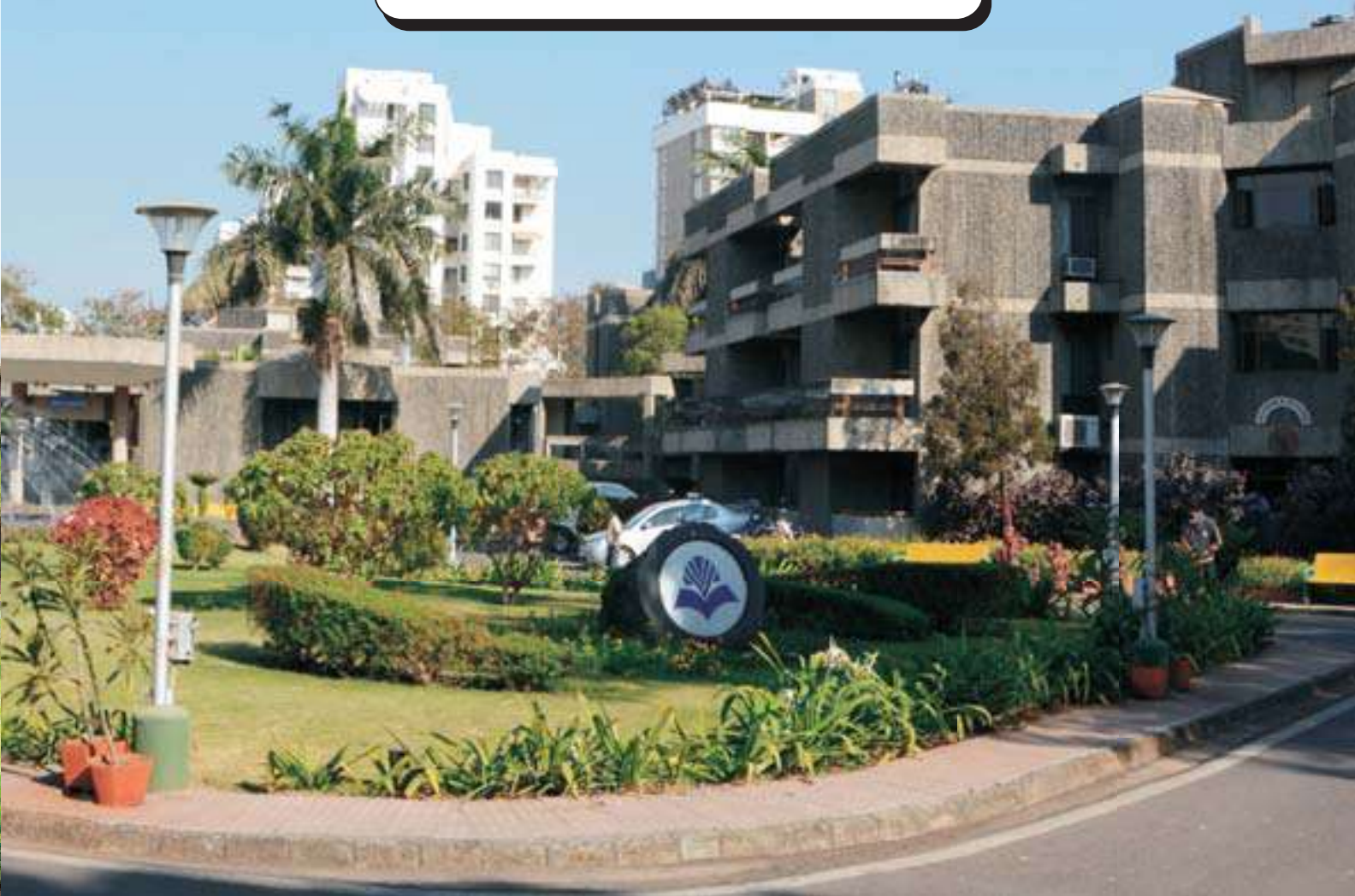
Controller of Examinations
Tel. 020-27204059

Compliance & Placement Officer
Tel. 020-27204060

Publications
Tel. 020-27204089

PGP Office
Tel. 020-27204091

Admission Cell
Tel. 020-27204074



For More Details Contact

Admission Cell - 020-27204074/27204000 / 27204444



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