

GHANA INSURANCE COLLEGE
2021 SHORT COURSE FOR INSURANCE AND NON-INSURANCE COMPANIES

S/N	DATE	COURSE TITLE	TARGET GROUP
1	JANUARY 21 ST – 22 ND	BEST PRCATICE IN MARKETING	MARKETING EXECUTIVES, BROKERS, RELATIONS MANAGERS
2	FEBRUARY 4 TH – 5 TH	MANAGEMENT OF LIABILITY INSURANCE COURSE	COO's, CLAIMS MANAGERS, UNDERWRITING MANAGERS
3	18 TH – 19 TH	INSURANCE FOR BEGINNERS AND NON-INSURERS	NEW ENTRANTS IN INSURANCE, AGENTS, BROKERS, FINANCE OFFICERS, HR OFFICERS
4	25 TH – 26 TH	REINSURANCE LAW ESSENTIALS FOR PRACTITIONERS	CLAIMS MANAGERS, UNDERWRITING MANAGERS,BROKERS, AGENTS
5	MARCH 4 TH – 5 TH	PRODUCT INNOVATION STRATEGIES	MARKETING EXECUTIVES, BROKERS
6	11 TH – 12 TH	MOTOR INSURANCE UNDERWRITING, CLAIMS AND (MID)	CLAIMS MANAGERS, UNDERWRITING MANAGERS,BROKERS, AGENTS
7	18 TH – 19 TH	INSURANCE REGULATION AND COMPLIANCE	COMPLIANCE OFFICERS,COO's , BROKERS, SENIOR MANAGERS
8	25 TH – 26 TH	UNDERSTANDING THE INSURANCE CONTROL FUNCTIONS	COO's, RISK MANAGERS, CFO'S, INTERNAL AUDITORS, HR MANAGERS
9	APRIL 8 TH – 9 TH	CUSTOMER EXCELLENCE FOR CLAIMS HANDLING OFFICERS	COO's, CLAIMS MANAGERS
10	15 TH – 16 TH	EXCEL FOR FINANCIAL REPORTING	FINANCE MANAGERS, INTERNAL AUDITORS,
11	22 ND – 23 RD	RISK BASED UNDERWRITING	CHIEF OPERATION OFFICERS, UNDERWRITING MANAGERS
12	MAY 6 TH – 7 TH	BANCASSURANCE MANAGEMENT	RELATIONS MANAGERS, MARKETING EXECUTIVES, BROKERS
13	20 TH – 21 ST	THE ABC OF INSURANCE	NEW ENTRANTS IN INSURANCE, AGENTS, BROKERS, FINANCE OFFICERS, HR OFFICERS
14	27 TH – 28 TH	SALES FORCE STRATEGIES FOR SUCCESS	RELATIONS MANAGERS, MARKETING EXECUTIVES, BROKERS
15	JUNE 3 RD – 4 TH	MENTORING AND COACHING SKILLS FOR MANAGERS	HUMAN RESOURCE MANAGERS, SENIOR MANAGERS
16	17 TH – 18 TH	FUNDAMENTALS OF REINSURANCE	ALL REINSURANCE OFFICERS

17	24 TH - 25 TH	PRICING OF LIFE INSURANCE PRODUCTS	CLAIMS MANAGERS, UNDERWRITING MANAGERS
18	JULY 1 ST - 2 ND	PREMIUM ADMINISTRATION FOR INSURERS	CUSTOMER SERVICE STAFF, TECHNICAL STAFF, BRANCH MANAGERS
19	15 TH - 16 TH	SUPERVISION DEPARTMENT REPORTING STANDARDS	COO's, RISK MANAGERS, COMPLAINEE MANAGERS, INTERNAL AUDITORS
20	29 TH - 30 TH	BROKER RELATIONSHIP MANAGEMENT	RELATIONS MANAGERS, MARKETING EXECUTIVES
21	AUGUST 5 TH - 6 TH	MARKETING INTELLIGENCE AND STRATEGIES	BRANCH MANAGERS, MARKETING EXECUTIVES, BROKERS, AGENTS
22	12 TH - 13 TH	INSURANCE BROKING AND STRATEGY FOR GROWTH	INSURANCE BROKERS
23	19 TH - 20 TH	INSURANCE TECHNOLOGY (INSURTECH) SELLING INSURANCE THROUGH DIGITAL PLATFORMS	MARKETING EXECUTIVES, BRANCH MANAGERS , BROKERS, AGENTS
24	26 TH - 27 TH	PRIMARY DUTIES OF THE PRINCIPAL OFFICER OF AN INSURANCE, REINSURANCE AND BROKING COMPANIES	ALL PRINCIPAL OFFICERS OF INSURANCE COMPAINES
25	SEPTEMBER 2 ND - 3 RD	TAX ASSESSMENT AND ITS IMPLICATION ON INSURANCE OPERATION	CFO's, INTERNAL AUDITOR'S, FINANCE MANAGERS
26	16 TH - 17 TH	OPTIMIZING REINSURANCE STRATEGY TO IMPROVE THE PROFIT POSITION OF AN INSURER	COO's, UNDERWRITING MANAGERS, CLAIMS MANAGERS
27	23 RD - 24 TH	UNDERSTANDING THE INSURANCE COMPANY ACCOUNTS	CFO's , INTERNAL AUDITORS'S, RISK MANAGERS)