

**GHANA INSURANCE COLLEGE**  
**2024 SHORT COURSES CALENDAR FOR LIFE INSURANCE, NON-INSURANCE AND REINSURANCE COMPANIES**

S/N	DATE	COURSE TITLE	TARGET GROUP
1	JANUARY 18 <sup>TH</sup> – 19 <sup>TH</sup>	INSURANCE FOR BEGINNERS AND NON - INSURERS	BROKERS, AGENTS, BANKS & NEW ENTRANTS OFFICERS
2	25 <sup>TH</sup> -26 <sup>TH</sup>	BUILDING AND MANAGING HIGH PERFORMING SALES TEAM	MARKETING EXECUTIVES, CUSTOMER SERVICE EXECUTIVES, BROKERS, RELATIONS MANAGERS FOR BANKS
3	FEBRUARY 8 <sup>TH</sup> – 9 <sup>TH</sup>	DEVELOPING AND EXECUTING TREATY REINSURANCE (NON -LIFE)	CLAIMS MANAGERS, UNDERWRITING MANAGERS, TECHNICAL STAFF REINSURANCE OFFICERS
4	15 <sup>TH</sup> – 16 <sup>TH</sup>	DATA ANALYTICS FOR INSURERS	ACCOUNT OFFICERS, UNDERWRITING OFFICERS, IT OFFICERS,
5	22 <sup>ND</sup> – 23 <sup>RD</sup>	OPTIMIZING STRATEGIES TO IMPROVE MARINE INSURANCE RISK (NON -LIFE)	CLAIMS MANAGERS, UNDERWRITING MANAGERS, TECHNICAL STAFF
6	29 <sup>TH</sup> – 1 <sup>ST</sup>	ACCOUNTING TREATMENT OF IFRS 9	INTERNAL AUDITORS, FINANCE MANAGERS, ACCOUNT MANAGERS, ACTUARIES
7	MARCH 14 <sup>TH</sup> – 15 <sup>TH</sup>	THE STRATEGIC LEADER	HUMAN RESOURCE MANAGERS, COO’S, BRANCH MANAGERS, ALL HEADS OF DEPARTMENT
8	20 <sup>TH</sup> - 22 <sup>ND</sup>	BUSINESS INTERRUPTION INSURANCE A NECESSITY FOR COMMERCIAL OPERATIONS – (RESIDENTIAL COURSE)	CLAIMS MANAGERS, UNDERWRITING MANAGERS, TECHNICAL STAFF

9	27 <sup>TH</sup> – 28 <sup>TH</sup>	RISK – BASED CAPITAL AND SOLVENCY	RISK MANAGEMENT OFFICERS, INTERNAL AUDITORS, TECHNICAL STAFF, ACTUARIES, FINANCE MANAGERS
10	APRIL 4 <sup>TH</sup> – 5 <sup>TH</sup>	FIRE / PROPERTY INSURANCE UNDERWRITING AND CLAIMS	CLAIMS MANAGERS, UNDERWRITING MANAGERS, TECHNICAL STAFF, BROKERS
11	11 <sup>TH</sup> – 12 <sup>TH</sup>	EMERGING TRENDS IN MARKETING FOR MARKETING MANAGERS	SALES MANAGERS, BRANCH MANAGERS, UNIT HEADS, BROKERS
12	18 <sup>TH</sup> – 19 <sup>TH</sup>	DOMESTIC DEBT EXCHANGE INVESTMENT STRATEGIES FOR INSURANCE COMPANIES	CLAIMS MANAGERS, UNDERWRITING MANAGERS, TECHNICAL STAFF
13	25 <sup>TH</sup> -26 <sup>TH</sup>	AGRIC INSURANCE UNDERWRITING- A NEW PARADIGM	CLAIMS MANAGERS, UNDERWRITING MANAGERS, TECHNICAL STAFF, BROKERS
14	MAY 9 <sup>TH</sup> – 10 <sup>TH</sup>	BEYOND CUSTOMER SERVICE	MARKETING EXECUTIVES, BRANCH MANAGERS, BROKERS
15	16 <sup>TH</sup> – 17 <sup>TH</sup>	ENGINEERING INSURANCE ANALYTICS	CLAIMS MANAGERS, UNDERWRITING MANAGERS, TECHNICAL STAFF, BROKERS
16	23 <sup>RD</sup> – 24 <sup>TH</sup>	DIGITAL LANDSCAPE OF LIFE INSURANCE	LIFE UNDERWRITERS, BROKERS, MARKETING MANAGERS
17	30 <sup>TH</sup> – 31 <sup>ST</sup>	INTERMEDIATE DATA ANALYTICS: UNDERSTANDING DESCRIPTIVE STATISTICS	CLAIMS MANAGERS, UNDERWRITING MANAGERS, TECHNICAL STAFF, ACTUARIES, IT MANAGERS
18	JUNE 5 <sup>TH</sup> – 7 <sup>TH</sup>	REINSURANCE IN CONTEMPORARY LIFE INSURANCE UNDERWRITING	CLAIMS MANAGERS, UNDERWRITING MANAGERS, TECHNICAL STAFF REINSURANCE OFFICERS

19	13 <sup>TH</sup> – 14 <sup>TH</sup>	RETAIL INSURANCE – FOCUS ON STRATEGIES AND EXECUTION	MARKETING EXECUTIVES, BRANCH MANAGERS, BROKERS, AGENTS
20	20 <sup>TH</sup> – 21 <sup>ST</sup>	STRATEGIC BUDGETARY AND FINANCIAL FORECASTING	INTERNAL AUDITORS, FINANCE MANAGERS, ACCOUNT MANAGERS, ACTUARIES
21	27 <sup>TH</sup> – 28 <sup>TH</sup>	ENVIRONMENTAL, SOCIAL AND CORPORATE GOVERNANCE	COO'S, CFO'S, AND TOP MANAGEMENT
22	JULY 4 <sup>TH</sup> – 5 <sup>TH</sup>	OPERATIONAL MANAGEMENT OF GROUP AND CREDIT LIFE INSURANCE	LIFE INSURANCE UNDERWRITERS, CLAIMS OFFICERS, BROKERS
23	11 <sup>TH</sup> – 12 <sup>TH</sup>	OPTIMIZING RETURNS ON MOTOR INSURANCE RISK	MOTOR INSURANCE UNDERWRITERS, CLAIMS MANAGERS, BROKERS
24	18 <sup>TH</sup> – 19 <sup>TH</sup>	ENHANCING SALES PRESENTATION AND NEGOTIATION SKILLS (VIRTUAL)	CUSTOMER SERVICE STAFF, FRONTLINE EXECUTIVES, MARKETING EXECUTIVES FOR BANKS, MARKETING EXECUTIVES, BROKERS
25	25 <sup>TH</sup> – 26 <sup>TH</sup>	DIGITAL BANCASSURANCE MASTERCLASS	MARKETING EXECUTIVES FOR BANKS, MARKETING EXECUTIVES, BROKERS
26	AUGUST 1 <sup>ST</sup> – 2 <sup>ND</sup>	NEW FOCUS ON UNDERWRITING PROFIT OF INSURANCE COMPANIES	COO'S, RISK MANAGERS, COMPLIANCE MANAGERS, CLAIMS MANAGERS, UNDERWRITING MANAGERS, BROKERS
27	8 <sup>TH</sup> – 9 <sup>TH</sup>	IFRS 17 FROM ACTUARIAL PERSPECTIVE	INTERNAL AUDITORS, FINANCE MANAGERS, ACCOUNT MANAGERS, ACTUARIES
28	15 <sup>TH</sup> – 16 <sup>TH</sup>	CUSTOMER SERVICE EXCELLENCE	MARKETING EXECUTIVES, BROKERS
29	29 <sup>TH</sup> – 30 <sup>TH</sup>	INCLUSIVE INSURANCE CLAIMS MANAGEMENT	CLAIMS MANAGERS, UNDERWRITING MANAGERS

30	SEPTEMBER 5 <sup>TH</sup> - 6 <sup>TH</sup>	MANAGING INHERENT RISKS IN ANNUITY (LIFE)	CLAIMS MANAGERS, UNDERWRITING MANAGERS, MARKETING EXECUTIVES, BROKERS
31	12 <sup>TH</sup> – 13 <sup>TH</sup>	INSURANCE ETHICS AND THE INSURANCE PROFESSIONAL	ALL INSURANCE PROFESSIONALS
32	19 <sup>TH</sup> – 20 <sup>TH</sup>	PREMIUM MANAGEMENT FOR LIFE INSURANCE BUSINESS	CUSTOMER SERVICE STAFF, PREMIUM ADMINISTRATORS, FINANCE MANAGERS
33	26 <sup>TH</sup> – 27 <sup>TH</sup>	DIGITAL INNOVATION IMPACT ON MOTOR INSURANCE DISTRIBUTION CHANNELS	UNDERWRITING MANAGERS, MARKETING EXECUTIVES, BROKERS
34	OCTOBER 3 <sup>RD</sup> – 4 <sup>TH</sup>	REINSURANCE ACCOUNTING	CLAIMS MANAGERS, UNDERWRITING MANAGERS, TECHNICAL
35	26 <sup>TH</sup> – 27 <sup>TH</sup>	MANAGING EMBEDDED RISKS IN INDIVIDUAL LIFE INSURANCE PRODUCT LINES	CONTROL FUNCTION HOLDERS: RISK MANAGERS, COMPLIANCE MANAGERS, INTERNAL AUDITORS, UNDERWRITING MANAGER, CLAIMS MANGER
36	NOVEMBER 7 <sup>TH</sup> – 8 <sup>TH</sup>	WORKMEN’S COMPENSATION INSURANCE AND WORKPLACE SAFETY	CLAIM MANAGERS, CUSTOMERS SERVICE MANAGERS, UNDERWRITING MANAGERS, BROKERS
37	21 <sup>ST</sup> – 22 <sup>ND</sup>	RATING OF CONVENTIONAL LIFE INSURANCE PRODUCTS	CONTROL FUNCTION HOLDERS: RISK MANAGERS, COMPLIANCE MANAGERS, INTERNAL AUDITORS, UNDERWRITING MANAGER, CLAIMS MANGER,
38	28 <sup>TH</sup> – 29 <sup>TH</sup>	THE FUTURE OF INSURANCE UNDERWRITING	COO'S, RISK MANAGERS, UNDERWRITING MANAGERS, BROKERS

## 2024 COURSES FOR BRANCH OFFICES -FACE TO FACE & VIRTUAL

S/N	DATE	COURSE TITLE	TARGET GROUP
1.	FEBRUARY	MODERN SALES TECHNIQUES	SALES AGENTS, SALES OFFICERS, SALES EXECUTIVES
2.	MARCH	UNDERSTANDING THE SALES PROCESS	ALL STAFF
3.	APRIL	VIRTUAL SELLING	SALES AGENTS, SALES OFFICERS, SALES EXECUTIVES
4.	JUNE	KEY ACCOUNT MANAGEMENT	SALES AGENTS, SALES OFFICERS, SALES EXECUTIVES, SALES MANAGER, BRANCH MANAGERS, UNIT HEADS
		BEYOND CUSTOMER SERVICE	BRANCH MANAGER, MARKETING EXECUTIVES
5	JULY	CUSTOMER RELATIONSHIP MANAGEMENT	MARKETING EXECUTIVES