

**Seminar Title:** Principles of Property and Casualty Insurance:  
The replacement value against loss and damage

**Aim and Objectives:**

The Principles of Property and Casualty Insurance training course aims to provide the appropriate techniques to offer each insurance professional the skills needed for more effective operation and suggest the necessary adjustments required towards greater efficiency. It also provides insight into how the P&C sector of insurance works, the legal aspects, and the principles it uses. Central to this work are contemporary methods used to analyse the P&C insurance market and determine the best solution for the benefit of each insured person. This program will highlight the product mix basics of the P&C Insurance Market, differentiating among Fire, Motor vehicle and General Liability Policies.

The delegates will achieve the following objectives:

- Explain the concepts and principles of General insurance
- Differentiate among the various sectors of P&C insurance
- Examine how Insurance is applied through Property Insurance Products
- Recognise the usefulness of P&C Insurance for People and Corporations
- Distinguish the Business Insurance Needs within the P&C solution Coverages

**Audience:** Insurance professionals', members of PSEAD.

**Duration:** 3 hours

**Delivery Method:** : Live online via zoom (arrangement and link will be provide before seminar by EIMF via email).

**Date and time:** 21 March, 08:45-12:30

**CPD Certificate:** Participants who complete the full duration of the seminar and its requirements, including a short multiple-choice assessment will be provided with a Certification for 3 hour CPD via email from PSEAD.

**Trainer:** George Natar

**Timetable:**

08:45 – 09:00	Arrival of participants, welcome and introductions
09:00 – 10:30	<p>P&amp;C INSURANCE PRINCIPLES AND NEEDS</p> <ul style="list-style-type: none"> <li>• Property and Casualty applications</li> <li>• Insurance Needs for Holistic P&amp;C Plans</li> <li>• Definition and Objectives of P&amp;C Insurance</li> <li>• Risk Management for Business Related Perils</li> <li>• How Businesses operate and the related Insurance Needs?</li> </ul>
10:30 – 10:45	Break
10:45 – 12:15	<p>P&amp;C PERSONAL AND BUSINESS INSURANCE PRODUCTS</p> <ul style="list-style-type: none"> <li>• The Basic Fire Policy – The FLEX coverage</li> <li>• The Motor Vehicle Policies</li> <li>• General Liability Insurances</li> <li>• Personal Accident and Health Insurance</li> <li>• The Basic Business Insurance Policy</li> <li>• Business Interruption</li> </ul>
12:15 – 12:30	Multiple choice questions