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Commercial Insurance Cycle Management: Managing a Softening Market

Overview

The market cycle shapes the financial performance of the insurance sector, its stability and its capacity to offer sustainable products to customers.

This face-to-face training course, delivered over two full days, is delivered in collaboration with UWX - the commercial underwriting consultancy. Combining expert training from those who have led underwriting divisions through previous market cycles, networking and collaboration with others in underwriting leadership roles.

Course objectives

- Provide participants with deep insights into global underwriting dynamics during a softening market drawn from both insurers and reinsurers
- Equip participants with practical lessons learned from prior softening market transitions that they can readily apply in their organisations
- Cycle-based performance management systems and the application of AI in measuring underwriting behaviours

Course Agenda



Understanding a Softening Market: a practical framework

The market cycle – an overview, capital and capacity – flows and expectations, the insurance value proposition – value chain, key functions, performance metrics in insurance – part of the problem?

Commercial & speciality Underwriting in a Softening Market: Insights from SBS / UWX Research

Underwriter awareness of the softening market, the market environment, the internal environment, underwriting adaptation, underwriting accountability.

Drilling deeper – how Underwriting Practice evolves in a Softening Market

Assessing exposure, defining coverage, costing, pricing, transaction vs portfolio underwriting, risk appetite definition & targets.

Who should attend?

- P&L leaders in commercial P&C and speciality re/insurance
- Underwriting and portfolio management leaders and directors in commercial and speciality re/insurance
- Leaders from other functional areas who collaborate with P&L and Underwriting leadership (e.g. Pricing, Reserving, HR) and need to understand the market cycle and help teams navigate it

Course Leadership

- | | |
|----------------|-----------------|
| • Tony Buckle | • Ilker Aslan |
| • John Carolin | • Mehmet Ogut |
| • Neil Arklie | • Nicola Stacey |
| • Finlay Smith | • Mandy Hunt |

This course is delivered in collaboration with **UWX**, the commercial underwriting consultancy.

Course details

Date



2 & 3 April 2025

Timings



Day 1: 08:30 - 19:30 (includes networking dinner). Day 2: 08:30 - 17:30.

Duration



Two full days

No of attendees



12-16

Format



Face-to-Face - CII Offices, London

CPD



Recognised - Certificate of attendance

Price



£1,600 members / £2,000 non-members

Link



For the full programme summary click [here](#).

How to enrol

To enrol, visit our website: cii.co.uk

Contact Customer Service

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