Chartered Insurance Institute

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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 financial stability and its capacity to offer sustainable products to customers.

This face-to-face training course, delivered over one full-day, 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.

The training will provide participants with deep insights into global underwriting dynamics during a softening market drawn from both insurers and reinsurers.

The course will include lunch, refreshments, and a networking reception.

Course objectives

This one-day face to face course aims to:

- Provide participants with insights into global underwriting dynamics during a softening market.
- Equip participants with practical lessons learned from prior softening market transitions that they can readily apply in their organisations.
- Cycle-based portfolio management strategies, underwriting approaches and performance management systems.

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 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.

Course Leadership

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

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

Course details

Timings

08:30 - 17:30 UK time (includes networking reception).

Duration

One full days

No of attendees

12-16

Format

Face-to-Face - **CII Offices, London**

CPD

Recognised - Certificate of attendance supplied

Price

£800 members / £999 non-members

Link

For the full programme summary click here .

How to register

To register, complete the registration form here:

BOOKING FORM

Contact Customer Service

- **Call** +44 (0)20 8989 8464
- **Email** customer.serv@cii.co.uk

For business enquiries or to book in-house training

- **Email** business.enquiries@cii.co.uk

For further information on any of our workshops, visit our webpages: www.cii.co.uk/learning/training

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