



The Insurance Institute of Uganda

2017 PROSPECTUS





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MESSAGE FROM CHIEF EXECUTIVE OFFICER

It's my great pleasure to introduce you to The Insurance Institute of Uganda 2017 prospectus for the courses that the Institute will be offering during the 2017 calendar year. The Institute has a wide range of well researched Insurance based and business oriented short courses as well as professional insurance programs contained in the prospectus for you to make choices.

The Institute undertakes to train highly skilled and well-grounded individuals with focus on quality service to the public. As the champion of Insurance training, the institute endeavors to nurture talent in an environment that is conducive for the development of first class professionals with the capacity to contribute ethically and efficiently to industry.

The Institute is a member based, service oriented organization that utilizes a professional approach to deliver quality services to its members. The emphasis on knowledge, research, experience and professionalism underpin its services. This makes the Institute the preferred destination for acquisition of professional skills as well as other management and soft skills.

In all our endeavours, we are committed to creating value for our members by developing a deeper understanding of their needs and aspirations, working with them, providing tailor-made solutions, providing individual attention, aiming at superior performance as well as being responsive and accessible. The Institute is open and willing to enter into partnerships with organizations for capacity building endeavors. This we believe will close the skills gaps that currently exist in the insurance sector.

We are therefore, confident that students and members, whose success can't be defined by qualifications alone, exit the Institute as dynamic and impactful individuals equipped with knowledge and skills to deliver the best.

Wishing you the very best.

Saul Sseremba
Chief Executive Officer

ABOUT US:

The Insurance Institute of Uganda (IIU) was established in 1964 as the training arm of Uganda's Insurance sector with a mandate to carry out Education, Training and professional development in the sector. The above mandate is recognized under the current Insurance (amendment) Act 2011, which came into force in 2011. IIU is a private tertiary institution licensed by National Council for Higher Education (NHCE). All its programs are accredited and recognized by NCHE.

The Institute conducts short term specialized trainings, Certificate of Proficiency, Certificate in Insurance and a Diploma in Insurance. It also assists in coordination of professional exams for the Chartered Insurance Institute (CII) and the Australian and New Zealand Institute of Insurance and Finance (ANZIIF).

Vision:

To be the leading Insurance training Institution in East Africa and beyond.

Mission:

"To raise professional knowledge, skills, assist in career development among members engaged in Insurance in the east african region and beyond"

The strategic objectives are:

1. Promoting Professionalism through Training and Certification of Members.
2. Membership and Services to Members of the Institute.
3. Governance of the Institute
4. Establishing a Code of Ethics and Professional Standards

Core Values:

1. Integrity
2. Professionalism
3. Empowerment
4. Innovation

MEMBERSHIP AND SERVICES TO MEMBERS OF THE INSTITUTE

This is among the four (4) key strategic pillars of the Institute aimed at developing and promoting the insurance profession in Uganda. It's charged with a role of promoting, retaining and enhancing professional growth among the membership.

The Institute is the recognized membership professional body in Uganda, and has a membership of over 2006 individual members and 104 corporate members

There are a number of reasons why one should join IIU

- Recognition as a member of an Insurance profession body.
- Membership of a pool of professionals with whom members share experiences and discuss topical issues.
- Expansions of a network with in-house peers, gather with local in-house professionals and practitioners at various functions, or benefit from the expertise of your fellow in-house members through Member to Member interactions.
- Gain quick access to best insurance practices
- Broaden Professional horizons through our local CPD programs and professional courses.
- Access to the IIU materials e.g. Library, web site.
- Free advisory service on matters related to the profession for IIU members
- Right to vote at the IIU general meetings and be part of decision making in the profession.
- Membership certificate, IIU Code of Conduct and a membership card.
- Recommendation of IIU members to prospective employees for their distinguished work experience.





Membership to the Institute

The Institute has several categories of membership which range from corporate to individual. The Corporate category is open to all firms, associations, companies, societies and other organizations engaged in transacting insurance business in Uganda. It is also reserved for all corporate and other Institutions whom by virtue of their work are involved in insurance professional matters either as players, associations etc.

Below is the membership categorization.

CORPORATE MEMBERSHIP

No	Category	Annual Fees
1	Insurance Companies	2,000,000
2	Health Membership Organizations	2,000,000
3	Insurance Brokers	500,000
4	Loss Assessors / Adjusters & Surveyors	350,000
5	Affiliates	500,000

Individual Members

The professional membership category

This category of membership is by registration for examinations and satisfying the applicable examinations and /or being assessed by IIU as holding equivalent qualification.

Individual Membership categories

ELIGIBILITY

Fellow (FIIU)

This is the highest professional Qualification awarded to persons upon;

- Completion of an Senior Associate before enrolling on the Fellowship programme
 - Have been employed (or self-employed) in the insurance industry for at least 07 years post qualification;
 - Attended Continous Professional Development Courses
 - Contributed to the pool of knowledge through training, research, publications or mentorship
- Letter of recomendation from a Fellow

Chartered

This is a post qualification status awarded to persons who;

- Have completed an advanced Diploma level qualification in Insurance
- Have atleast 2 years proven exprience in Insurance
- A letter of recomendation from the employer or a fellow
- Attended Continous Professional Development Courses

Senior Associate (AIIU)

- Qualified members who have completed an Advanced Diploma level qualification of IIU or an Internationally recognized Insurance Institute.

Associate (IIU)

- Qualified members who have completed a Diploma level qualification of IIU or an Internationally recognized Insurance Institute.

Cert. IIU

Qualified members who have completed applicable modules of the Certificate in Insurance of IIU or an Internationally recognized Insurance Institute.

The Membership department has planned a number of activities for the calendar year 2017 as summarized below.

MEMBERSHIP DEPARTMENT CALENDER

PROPOSED EVENTS' CALENDAR FOR THE YEAR 2017

NO	EVENT	TARGET	PROPOSED DATE	VENUE
1	Publication of names	All Members	31-May	N/A
	Insurance Week			
	Professional Forum		3-Apr	
	Open Forum		4-Apr	
	Medical Camp		5-Apr	
	AGM		7-Apr	
2	Membership Interface Day	Members/ Stakeholders	2nd-Jun	Mbarara
3	Fun Run	All Members	8-Jun	IIU Premises
4	CEO'S Forum	All CEO's	22-Jun	Hotel African
5	CPD Training	Insurance Agents	25-Jun	TBA
6	Membership Categorization	All Members	June 13-30	N/A
10	Iftar Dinner	Muslim Insurance Fraternity	July (TBA)	Hotel African
11	Sports Gala	Membership	29th July	Gems Int. Sch
12	CPD Training	HMO's	21-Jul	IIU Conference Hall
24	Membership Interface Day	Members/ Stakeholders	23-Sep	Gulu
25	CPD Training	Insurance Brokers	29-Sep	IIU Conference Hall
26	CPD Training	Loss Assessors & Valuers	6-Oct	IIU Conference Hall
27	Membership Interface Day	Members/ Stakeholders	11-Nov	Mbale
28	CEO'S Forum (CPD)	All CEO's	17-Nov	Sheraton
29	End of year Dinner	All Members	8-Dec	TBA

TRAINING AND CERTIFICATION

The Institute offers a variety of academic and professional programs aimed at improving professional and career development to its members. These include both long and short term programmes.

Certificate of Proficiency (COP)

The COP is the foundational course in insurance introducing the participants to basic insurance principles. A subset of the Certificate in insurance course, the COP course is appropriate for those who are new to the industry, either direct from school or tertiary Institution with a non-insurance qualification. It also provides a valuable introduction to insurance for those employed in support sections to the industry, such as IT, auditing, accounting and secretarial support.

Entry requirements

To be admitted to the Certificate of Proficiency programme, the following shall apply:

- Uganda Certificate of Education (UCE) with a minimum of three passes
OR
- Possession of appropriate or relevant professional qualifications from reputable institutions

Insurance staff employed in support functions such as human resources, marketing, IT and finance wishing to develop an understanding of the industry in which they work, or staff working for an organization whose primary business is not insurance, but which offers insurance advice and products as part of its overall service to customers may also apply.

Entry requirements

To be admitted to the Certificate in Insurance programme, the following shall apply:

- Uganda Certificate of Education (UCE) with a minimum of three passes
OR
- Possession of appropriate or relevant professional qualifications from reputable institutions

Completion:

To complete the Certificate in Insurance programme, one must have sat and passed a minimum of 5 papers chosen from 3 possible streams as per the subjects in the table below.

Name	Description
Fundamentals of Insurance	Mandatory Course
Principles and practice of general insurance business	<p style="text-align: center;">Core Insurance courses (the student should choose one paper from this section)</p>
Principles and practice of life and pension business	
Principles and practice of motor insurance	
Principles and practice of health insurance	
Principles and practice of loss adjusting	
Micro-insurance	
Bancassurance principles and practices	

Certificate in Insurance (Cert. IIU)

The certificate in Insurance is appropriate for candidates wishing to gain a broad understanding of insurance principles, key disciplines and products. It is good for employees who have no formal insurance qualifications but wish to objectively demonstrate insurance knowledge and understanding plus anyone working in specialized areas.

Name	Description
Fundamentals of Insurance	Mandatory Course
Principles and practice of general insurance business	<p style="text-align: center;">Core Insurance courses (choose a minimum of two papers)</p>
Principles and practice of life and pension business	
Principles and practice of motor insurance	
Principles and practice of health insurance	
Principles and practice of loss adjusting	
Micro-insurance	
Bancassurance principles and practices	

Name	Description
Communication in insurance	Complementary courses (Choose a minimum of two papers)
Professional selling skills	
Basic financial accounting	
Information and communication technology	
Essentials of management	

Diploma in Insurance (Dip IIU)

The Diploma in Insurance is appropriate for:

- i) Persons holding managerial positions
- ii) Insurance technicians and those who aspire to be technicians.
- iii) Supervisors, team leaders and those with long-term ambitions of assuming managerial responsibilities.
- iv) Anyone wishing to hold a recognized, respected insurance qualification.
- iv) Insurance staff employed in support functions wishing to develop their knowledge of the insurance business.
- v) Those wanting to develop their knowledge and understanding as part of a progression towards completion of the Advanced Diploma in Insurance and Chartered status.

Entry requirements

To be admitted to the Diploma in Insurance programme, the following shall apply:

- i) Uganda Advanced Certificate of Education (UACE)

OR

- ii) Possession of a certificate in insurance from a reputable professional insurance institute

OR

Any other qualifications e.g. Degree, Diploma, Professional that will be assessed by IIU for admission

Completion:

For anyone to complete the Diploma program, you must sit and pass nine subjects as per the table below

Name	Description
Insurance Law	Compulsory (Mandatory) Courses
Insurance business and finance	
Insurance ethics	
Insurance underwriting	Core Insurance courses (Choose any three)
Insurance broking practice and management	
Reinsurance management	
Marketing insurance products and services	
Risk Management	
Either: Claims management Or: Medical claims Management ^{***}	
Customer Care in Insurance	Complementary Courses (Choose any one)
Human Resource Management	
Basic Mathematics & Statistics	
Financial and Management accounting	
Pension & retirement benefits	Life Insurance
Life and Disability underwriting	
Actuarial methods	

Name	Description
Liability insurance	General Insurance
Property Insurance	
Oil and gas insurance	
Takaful Insurance	
Agricultural insurance	
Bancassurance	
Motor Insurance underwriting	
Marine and aviation insurance	
Underwriting Health Insurance products	Health Insurance
Managed care and financing	
Public health	
Essentials of loss adjusting	Loss Adjusting
Actuarial methods	
Practical issues in claims management	

NOTE:

- For the Diploma in Insurance you cannot specialize before completing the earlier stages.
- The fees for the courses above are subject to change.





TEACHING & EXAMINATION

FIRST HALF OF THE YEAR/CERTIFICATE OF PROFICIENCY/CERTIFICATE IN INSURANCE (COP/CIU)

The Institute developed a compressive teaching and examinations Activity schedule which st

JANUARY-APRIL

COP & CIU

ACTIVITY	DATE
Open-up applications and admissions	Monday 31st October,2016
Close of Admissions	Wednesday 18th January, 2017
CLASSES BEGIN	Monday 23rd January,2017
Last day of withdrawing from a programme	Friday 3rd February,2017
Students' registration at the upcountry centres	Saturday 11th February, 2017
COP-CAT (Continuous Assessment Test)	Wednesday 22nd February,2017
CIU-CAT (Continuous Assessment Test)	Friday 24th February,2017
Release of CAT results	Monday 13th March,2017
CLASSES END	Sunday 19th March,2017
Final Examination for COP	Wednesday 29th March,2017
Final Examination for CIU	Friday 31st March,2017
International Labour Day	Monday 1st May,2017
Release of FINAL results	Friday 5th May, 2017

ACTIVITY SCHEDULE 2017

Regulates the different activities that are to be done in the Examinations departments in 2017.

SECOND HALF OF THE YEAR

DATE

APRIL-SEPTEMBER

Monday 8th May,2017

Friday 23rd June,2017

Monday 3rd July,2017

Friday 14th July,2017

Saturday 15th July,2017

Wednesday 2nd August,2017

Friday 4th August,2017

Monday 21st August,2017

Sunday 27th August,2017

Wednesday 6th September,2017

Friday 8th September, 2017

October, 2017

FEBRUARY-JULY

DIU

DIPLOMA IN INSURANCE (DIU)

Open-up applications and admissions

Monday 6th February, 2017

Close of Admissions

Friday 24th March, 2017

CLASSES BEGIN

Monday 10th April, 2017

Last day of withdrawing from a programme

Friday 14th April, 2017

Easter break

Friday 14th - Monday 16th, April, 2017

International Labour Day

Monday 1st May, 2017

CLASSES END

Saturday 24th June, 2017

Examinations week DIU

Monday 26th - Friday 30th June, 2017

Re-marking week

Monday 10th - Friday 14th July, 2017

Release of FINAL results

August, 2017

GRADUATION

SEPTEMBER-JANUARY

Monday 10th July,2017

Friday 1st September,2017

Monday 11th September,2017

Friday 22nd September,2017

Saturday 18th November, 2017

Monday 27th November-Friday 1st December,2017

Monday 11th - Friday 15th December,2017

March,2018

Thursday 7th December,2017

SHORT TERM TRAININGS

The Institute conducts short term professional courses throughout the year which are aimed at providing continuous professional development in both technical areas as well as management and soft skills. Below is the annual calendar for the short term trainings for the year 2017.

COURSE	OBJECTIVES	TARGET GROUP	DATES	INVESTMENT
Marketing Essentials for Unit Managers	To provide skills to the participants on creating long-term and mutually beneficial exchange relationships between their companies and customers.	Unit managers, Insurance brokers and agents, Business Development managers, Marketing Executives and senior Agents	8th .February, 2017	Fully Sponsored By IIU
Principles of ethics for Insurance players	The Programme is intended for the different players to reflect on the different ethical issues pertaining to the insurance industry and their individual businesses.	Middle level managers from all the member companies	23rd. February, 2017	Fully Sponsored By IIU
CEO's Master class	The programme provides both coaching and emotional intelligence training on workplace issues for increased engagement and productivity. CEOs will be immersed in a participatory leadership development programme that is designed to increase their sustainable competitive advantage at a personal and organizational level	CEOs of member companies	16th. February,2017	Fully Sponsored by IIU
Travel Insurance	To equip participants with the Scope of Cover of a Typical Travel Insurance Policy , the policy conditions, main Extensions & exclusions, handling travel claims and emerging issues in travel Insurance	Travel agents, BD personnel, underwriters, claims personnel in insurance companies	23rd-24th February,2017	200,000/=
Universities and Schools Outreach programme in the Eastern Region	The main objective of these talks is to interest the youngsters to pursue careers in insurance and also to create demand for our programmes	Secondary and University students	27th Feb – 3rd March, 2017	Fully Sponsored by IIU

COURSE	OBJECTIVES	TARGET GROUP	DATES	INVESTMENT
Essentials of Loss Adjusting	The programme introduces participants to basics of loss adjusting and also share experiences within the market	This programme targets loss adjusters / assessors/valuers and staff in claims department	1st-2nd. March,2017	Fully funded sponsored by IIU
Essentials of Life Assurance for Upcountry Members	Is intended to introduce participants to the foundations of life assurance clearly bringing out the different products and how best they can be marketed.	Insurance agents, Middle level managers from the member companies in the upcountry regions.	4th.March,2017	Fully funded Sponsored by IIU
Fundamentals of Microinsurance	The training introduces participants to the fundamentals of micro-Insurance. Participants should be able to: Communicate the push and pull factors in the micro-insurance market and relate these to the regulatory needs and capacities as well as Managing micro-insurance business	Unit Managers, Managers, Brokers and other staff in insurance companies	10th March,2017	Fully funded Sponsored by IIU
Capacity Development Workshop for IIU facilitators	To provide comprehensive insight into the different training methods and tools To revisit and upgrade knowledge about the recent trends in training	IIU Facilitators	11th March,2017	Fully Sponsored by IIU
Essentials of Insurance for Doctors	Understanding theoretical framework of insurance covers and application of the same to their day-to-day operations. The programme will acquaint the participants with the principles and practices of insurance as well as a deeper understanding the benefits of insurance.	Doctors and persons engaged in health insurance	14th March, 2017	Fully Sponsored by IIU
IFRS 4 workshop	To provide participants with sufficient knowledge on how to comply with IFRS4.	Accountants and finance personnel in the member companies	17th March,2017	Fully Sponsored by IIU

COURSE	OBJECTIVES	TARGET GROUP	DATES	INVESTMENT
Oil and Gas Insurance Workshop	<p>To gain an understanding of the basics of both downstream and upstream oil and gas insurance and underlying risks.</p> <p>To be able to identify the types of risks written in the market and how they are placed and underwritten</p> <p>To gain an understanding of the Ugandan oil and gas insurance market.</p> <p>To gain an overview of the existing local laws/regulations in relation to purchase of insurance</p> <p>Maximum benefit from experienced insurance practioners</p>	<p>The oil and gas insurance training course is designed for those working within risk and insurance in oil and energy companies, brokers, insurers or reinsurers involved in handling of oil and gas risks and anyone involved in the projects.</p>	22nd March,2017	Fully Sponsored by IIU and total Risk solutions
Universities and Schools Outreach Programme in the Northern Region	<p>The main objective of these talks is to interest the youngsters to pursue careers in insurance and also to create demand for our programmes</p>	<p>Secondary schools and university students</p>	3rd April,2017	Fully Sponsored by IIU
Principles and Practices of General Insurance for Upcountry Members	<p>Understanding theoretical framework of non-life insurance covers and application of the same to their day-to-day operations</p> <p>Acquaint the participants with the principles and practices of general insurance as well as ways of creating long term relationships with the customers</p>	<p>New staff in the insurance industry in the up country centres of operation</p>	8th April, 2017	Fully Sponsored by IIU

COURSE	OBJECTIVES	TARGET GROUP	DATES	INVESTMENT
Insurance Contracts and Pricing of insurance Products	The training will provide participants with features of commercial contracts and pricing It will also provide participants with principles of contracts and pricing for insurance	Underwriters, company lawyers, claims personnel among others	13th April,2017	Fully Sponsored by IIU
CEO's Master Class	The programme provides both coaching and emotional intelligence training on workplace issues for increased engagement and productivity. CEOs will be immersed in a participatory leadership development programme that is designed to increase their sustainable competitive advantage at both a personal and organizational level	CEOs of member companies	20th April,2017	Fully Sponsored by IIU
Traders' insurance Forum	Acquaint the participants with the benefits of insurance as well as the processes to follow in case of losses.	Traders	4th April 2017	Fully Sponsored by IIU
Essentials of Underwriting	Develop the financial and statistical skills necessary for the management of an insurance underwriting portfolio	Underwriters	28th April, 2017	Fully Sponsored by IIU
Principles and practices of Insurance for Accountants	The main objective of the training is to provide participants with basic and essential knowledge and understanding of the foundations of general insurance as well as key insurances crucial in their profession.	Accountants	TBA	Fully Sponsored by IIU
Insurance Regulatory Accounts and Returns	To expose participants to the practical challenges of complying with provisions of the Insurance Act and emerging issues in Insurance supervision	Finance personel in the Insurance sector	4th May, 2017	Fully Sponsored by IIU

COURSE	OBJECTIVES	TARGET GROUP	DATES	INVESTMENT
Report Writing for Loss Adjustors	<p>To understand Insurers' needs and the claims environment</p> <p>To understand the claims handling process, status reports, distribution of reports, privilege</p> <p>Overview of the report structure.</p>	Senior Managers in loss adjusting	10th May, 2017	Fully Sponsored by IIU
VAT Workshop	To Provide participants in the insurance industry with Knowledge, skills, principles and best practices in Value Added Tax (VAT) concept.	Insurance Brokers, Claims Managers, Underwriters and Senior Managers	11th May, 2017	Fully Sponsored by IIU
Oil and Gas Insurance Workshop	<p>To gain an understanding of the basics of both downstream and upstream oil and gas insurance and underlying risks.</p> <p>To be able to identify the types of risks written in the market and how they are placed and underwritten</p>	The oil and gas insurance training course is designed for those working within risk areas and insurance in oil and energy companies, brokers, insurers or reinsurers involved in handling of oil and gas risks and anyone involved in the projects.	18th May,2017	Fully Sponsored by IIU
Life Insurance Seminar	To Provide participants with Knowledge in Insurance background, Investments, Bonus declarations and risk management and control cycle.	Life underwriters and technical staff	18th May,2017	Fully Sponsored by IIU
Risk based Supervision Workshop for Senior Executives of Non-Life Companies	To provide participants with with introduction knowledge to risk based supervision, Globe move to ERM and RBC as well as calculation and implications of RBCa	CEOS of Non-Life Companies	19th May, 2017	Fully Sponsored by IIU
Medical Insurance Workshop	Develop core understanding of actuarial input on how to more effectively manage medical insurance operations through the application of actuarial best practices.	Health Membership Organisations and other Medical Insurance Providers	TBA	Fully Sponsored by IIU

COURSE	OBJECTIVES	TARGET GROUP	DATES	INVESTMENT
<p>Medical Insurance Practice</p>	<p>This programme aims:To provide participants with an overview of health insurance systems around the globe</p> <p>To help participants examine the issues of morbidity and risk selection</p> <p>To bring into focus an actuarial point of view of health insurance</p> <p>To assist the participants in a study of various medical insurance products available for aborigines and foreign travelers</p> <p>To introduce reinsurance concepts for covering high end risk</p> <p>To introduce the concept of managed health care</p>	<p>The training targets underwriters, claims personnel and business development officers of medical insurance organizations.</p>	<p>14th -15th June, 2017</p>	<p>Fully Sponsored by IIU</p>
<p>Insurance Product Design and Development</p>	<p>The objective of the training is to help participants appreciate the insurance market and its dynamics and therefore be able to design products that suit the needs of the clients</p>	<p>The training targets business development managers, sales people, underwriters, among others</p>	<p>22nd June, 2017</p>	<p>Fully Sponsored by IIU</p>
<p>A comprehensive technical training in general Insurance</p>	<p>The training will help participants: Understand theoretical frame work of non-life insurance covers and application of the same to their day –to-day operations.</p> <p>Acquaint the participants with principles and practices of general insurance</p> <p>Enhancing underwriting skills of the various insurance classes of risks</p> <p>Better claims management of all the important classes of risks</p> <p>How to design and develop new products</p>	<p>Middle level managers from general Insurance companies, Broker's consulting firms and executives handling risk and insurance portfolio in government and private firms.</p>	<p>4th-7th July,2017</p>	<p>Fully Sponsored by IIU for members</p>

COURSE	OBJECTIVES	TARGET GROUP	DATES	INVESTMENT
Foundations of Life Insurance	To provide participants with basic and essential knowledge and understanding of principles and general practice of life Insurance.	New staff in Life Insurance companies, Agents, staff whose job rotation is planned and staff who are in non-insurance companies but are handling insurance matters.	13th July,2017	Fully Sponsored by IIU for members
Agriculture Insurance for Farmers	To provide participants with fundamental knowledge and understanding of the principles and practice of insurance Gain an understanding of the risks in agriculture and crop insurance Comprehend the role of regulation and supervision in reacting, enabling and facilitating the development of Agriculture insurance	Farmers and Agricultural Extension Officers	18th July, 2017	Fully Sponsored by IIU for members
Bancassurance Practices	To equip participants with essential knowledge and understanding of the concept of bancassurance and how it operates. To learn the basics of banking and insurance and their inter-relation. To understand the legislative and regulatory framework To acquire the skills for selling bancassurance products. To acquire the skills of analyzing customers' financial positions.	The training is intended for product development officers, underwriting officers, business development personnel in insurance companies, insurance broking firms, banks and other financial institutions.	20th -21st July,2017	Members: 150,000/= Non-members: 300,000/=
Teachers Insurance Forum	Acquaint the participants with the principles and practices of insurance as well as understanding the benefits of insurance.	Teachers	24th July, 2017	Fully Sponsored by IIU

COURSE	OBJECTIVES	TARGET GROUP	DATES	INVESTMENT
CEO's Workshop	The programme provides both coaching and emotional intelligence training on workplace issues for increased engagement and productivity. CEOs will be immersed in a participatory leadership development programme that is designed to increase their sustainable competitive advantage at both a personal and organizational level	CEOs of member companies	27th July, 2017	Fully Sponsored by IIU
Universities and schools outreach programme in the central	The main objective of these talks is to interest the youngsters to pursue careers in insurance and also to create demand for our programmes	Secondary Schools and University students	7th – 11th August, 2017	Fully Sponsored by IIU
Advanced Life Assurance Training	The course is designed to cover all facets of life insurance and covers functional aspects of each area of a life insurance company to enable participants get more deeply involved in their work and thus make effective contributions towards remarkable success in all its operations.	Middle and lower-middle level officials of life Insurance companies or people working for broking firms	10th August, 2017	Members 150,000/= Non- members 180,000/=
Actuarial Science For Non- Life Insurance	To understand report prepared by the actuaries Furnish information to actuarial departments Get some part of their work certified by actuaries Take action based on reports prepared by actuaries	Middle level executives, those intending to pursue or pursuing actual studies, professional brokers and consultants in actuarial	17th August,2017	Fully Sponsored by IIU

COURSE	OBJECTIVES	TARGET GROUP	DATES	INVESTMENT
Training of Trainers for Insurers	<p>To provide compressive insight into the different training methods and tools</p> <p>To provide an opportunity to practice some of the skills</p> <p>To revisit and upgrade knowledge about the recent trends in training</p>	Trainers, training coordinators, HR personnel from member companies	25th August,2017	Fully Sponsored by IIU
University Quiz	The main objective of the project is to encourage the youngsters to embrace insurance as a career option, increase insurance awareness as well as publicizing and marketing the insurance programmes	University students	29th September, 2017	IIU and UIA
Oil and Gas Insurance Workshop	<p>To gain an understanding of the basics of both downstream and upstream oil and gas insurance and underlying risks.</p> <p>To be able to identify the types of risks written in the market and how they are placed and underwritten</p> <p>To gain an understanding of the Ugandan oil and gas insurance market.</p> <p>To gain an overview of the existing local laws/regulations in relation to purchase of insurance</p>	The oil and gas insurance training course is designed for those working within risk and insurance in oil and energy companies, brokers, insurers or reinsurers involved in handling of oil and gas risks and anyone involved in the projects.	20th September,2017	Fully Sponsored
Universities and Schools Outreach Programme in the Western Region	The main objective of these talks is to interest the youngsters to pursue careers in insurance and also to create demand for our programmes	Schools and Universities	18th -22nd September, 2017	Fully Sponsored by IIU

COURSE	OBJECTIVES	TARGET GROUP	DATES	INVESTMENT
Strategic Marketing for Members Up country	<p>To provide skills to the trainees on creating long-term and mutually beneficial exchange relationships between their companies and customers.</p> <p>To reflect on the changed responsibilities of marketing managers</p>	Marketing Managers, Unit managers and agents	23rd September, 2017	Fully Sponsored by IIU
Oil and Gas Insurance Workshop	<p>To gain an understanding of the basics of both downstream and upstream oil and gas insurance and underlying risks.</p> <p>To be able to identify the types of risks written in the market and how they are placed and underwritten</p> <p>To gain an understanding of the Ugandan oil and gas insurance market.</p> <p>To gain an overview of the existing local laws/regulations in relation to purchase of insurance</p>	The oil and gas insurance training course is designed for those working within risk and insurance in oil and energy companies, brokers, insurers or reinsurers involved in handling of oil and gas risks and anyone involved in the projects.	5th October,2017	Fully Sponsored by IIU
Ethics in Insurance for Up-country Members	Is intended for the different players to reflect on the different ethical issues pertaining to the insurance industry and their individual businesses as well as forging a way forward	Risk advisors, Marketers and Insurance practioners in up country regions.	14th October, 2017	Fully Sponsored by IIU
Money Laundering in Insurance	<p>To provide the participants with the process of Money Laundering</p> <p>The programme provides distinctions between preventive and repressive measures which are complementary rather than mutually exclusive.</p>	Middle and Senior managers from member companies	26th October,2017	Fully Sponsored by IIU

COURSE	OBJECTIVES	TARGET GROUP	DATES	INVESTMENT
CEO's Workshop	The programme provides both coaching and emotional intelligence training on workplace issues for increased engagement and productivity. CEOs will be immersed in a participatory leadership development programme that is designed to increase their sustainable competitive advantage at a personal and organizational level	CEOs of member companies	9th November, 2017	Fully Sponsored by IIU
Facilitators Workshop	To provide comprehensive insight into the different training methods and tools To provide an opportunity to practice some of the skills To revisit and upgrade knowledge about the recent trends in training	IIU facilitators	16th November, 2017	Fully Sponsored by IIU
Finance for Non-Finance Managers	To provide Knowledge that will enable participants to participate in financial discussions with their executive teams and play an active role in the achievement of their organization's financial objectives.	Personel or managers from non-finance areas	28th November, 2017	Fully Sponsored IIU
Actuarial Science For Life Insurance	To Increase value to the community of the actuarial profession To understand reports prepared by actuaries	Middle level executives, professional brokers and consultants in actuarial Business	5th December, 2017	Fully Sponsored by IIU

OTHER SERVICES OF THE INSURANCE INSTITUTE OF UGANDA

Library Facility

We have a well-stocked modern library with a comprehensive collection of information materials to support research, teaching, and study at the institute.

The library contributes to IIU's mandate of enhancing insurance knowledge and skills. We do this by:

- Building, preserving, interpreting, and providing access to rich and diverse collections;
- Teaching the effective use and critical evaluation of information resources;
- Developing creative and responsive services for the insurance community.

Access to the library is available to the wide spectrum of members, students, facilitators, and staff of the Institute. Currently we have more than 758 insurance specialist hardcopy items in the library, a robust online suite of revision tools for students, and a fully equipped computer lab.

IIU Bulletin

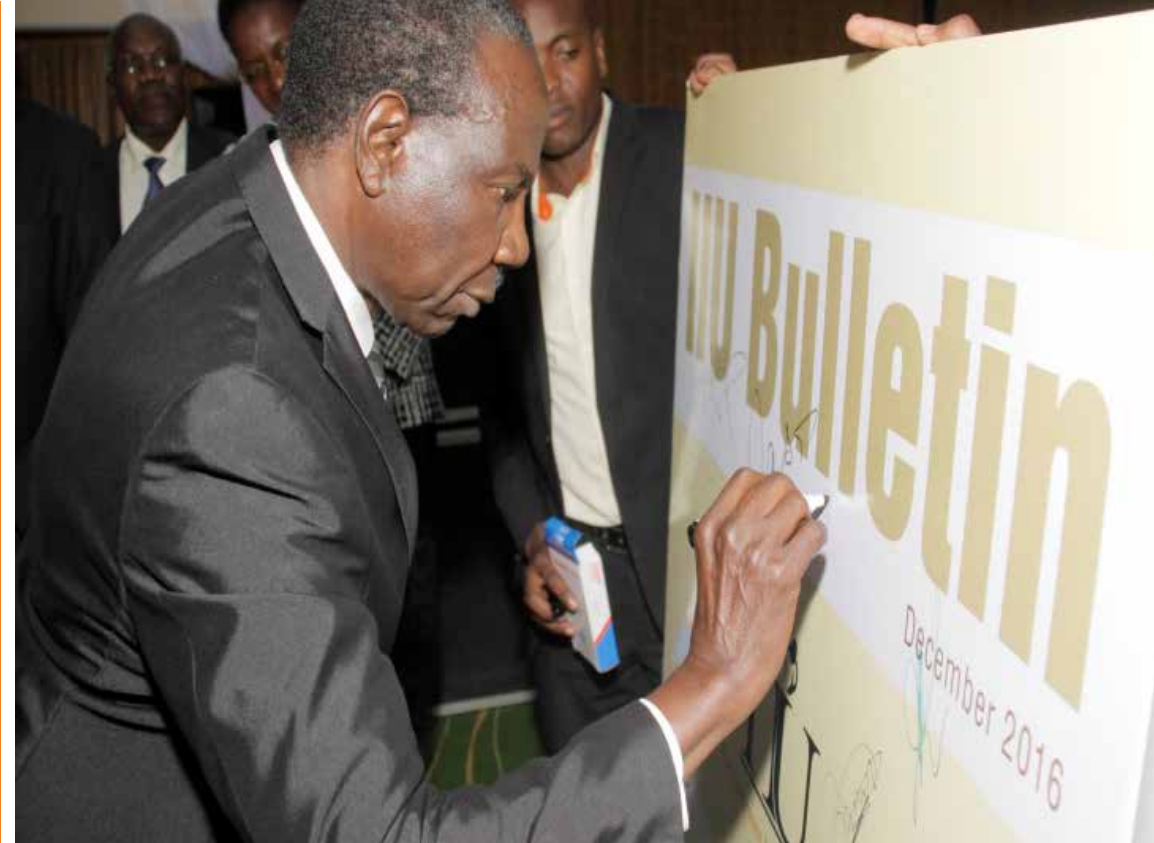
The Public Relations Department publishes an "IIU Bulletin" which contains news related to the Institute activities, insurance industry and other related fields which are culled from various sources. There will also be a special section of global news that will be included in which insurance news from different countries will be published. The latest trends, surveys and report sections will also be added. The department is also aiming to start an e bulletin which will be mailed to more than 5000 recipients in the insurance fraternity.

Consultancies

The Institute offers training and advisory consultancies to both our members and the general Public. These are in areas of insurance and risk management, marketing, management etc.

Training space

The institute provides training space to members and non-members at a subsidized fee.









The Insurance Institute of Uganda

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