



Swiss Re
Institute

Client Programme **Business Class of Excellence**





Description

Swiss Re Institute's Business Class of Excellence deepens your understanding of an insurance company's operations and the re/insurance business.



During our two-week course, you will learn how to:

- Assess ESG (environmental, social and governance) investment
- Analyse regulatory requirements and their impact on company capital
- Comprehend the process of enterprise risk management
- Describe special insurance risks, products and new technologies/trends
- Master day-to-day sales and negotiation practises
- Prepare for crucial conversations
- Understand insurance companies' fundamental business and financial performance drivers
- Evaluate the impact of reinsurance solutions on a company's market value
- Apply knowledge gained from an insurance management simulation



Participation

Participants are insurance professionals with a minimum of 5–10 years of experience. They are recognized as specialists in their fields and have the potential to take on additional responsibilities in their company. Further requirements include English fluency, underwriting know-how, and basic financial knowledge. All participants are expected to actively contribute to discussions and group exercises.

The Business Class of Excellence programme was very well organised, the presenters extremely knowledgeable and articulate.

Alap Mehra,

Head of Retail Product and Pricing, AXA Singapore

The main takeaway from this programme is that you have to be able to learn from others. You'll be sometimes surprised about all the input that everybody can provide, having different backgrounds and different types of knowledge. It requires leadership and integrating, communicating, planning, and developing a strategy in a short period of time.

Benigno Castellero,

Executive Vice President,
International Assa Compañía
de Seguros S.A.

Draft programme schedule*

28 June – 10 July 2020 in Zurich, Switzerland

We start at 2 pm on Sunday with an overview and an introduction to your fellow participants.

Week 1

	Monday	Tuesday	Wednesday	Thursday		Friday
Morning session	Insurance/ reinsurance today	Enterprise risk management	Accounting for insurers	P&C special lines	L&H focus	Consultative sales
Afternoon session	Economic Value Manage- ment (EVM) Emerging risks	Digital ecosystems Crucial conversations	Value of reinsurance	P&C focus cont'd	L&H focus cont'd	Effective negotiation

Sunday, 5 July: Excursion

Week 2

	Monday	Tuesday	Wednesday	Thursday	Friday
Morning session	Insurance business value drivers	Insurance leadership simulation (ILS)	Insurance leadership sim- ulation (ILS) cont'd	Insurance leadership simulation (ILS) cont'd	Risk & capital management Closing
Afternoon session	Insurance business value drivers cont'd	Insurance lead- ership simula- tion (ILS) cont'd	Insurance leadership simulation (ILS) cont'd	Insurance leadership simulation (ILS) cont'd	

* Subject to change

To be nominated for this programme, please contact your client manager.



For more information, please visit: www.swissre.com/training

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