



**Sandip University**  
**School of Commerce & Management Studies**

---

**Insurance Certification Completion (Bajaj Finserv' CPBFI)**

by

**New Age MBA in Banking and Financial Services students under the**

**School of Commerce and Management Studies**

**Mahirvani, Nashik on 09.11.2024.**

**Conducted by:**

**Dr. Shilpi Agarwal, Professor, SOCMS**

**About the Event:**

On 9<sup>th</sup> November, 2024 the students of MBA Banking and Financial Services completed 36 hours of training in Insurance Domain of Bajaj Finserv's CPBFI under the guidance of the trainer, Mr. Rajesh Dubey.

**Objectives of the Initiative:**

The primary objectives of the initiative were to:

1. Students to have an understanding of the insurance principles, terminology, and types of insurance (life, health, property, casualty, etc.)
2. Familiarize students with the regulatory framework and compliance requirements governing the insurance industry.
3. Teach the students basics of underwriting, actuarial science, and data-driven decision-making to analyze and mitigate potential risks.
4. Expose students to case studies, simulations, and real-life scenarios unique to the insurance sector.

**The Activities Carried under the Initiative:**

The insurance training that was taken by trainer Mr. Rajesh Dubey for MBA Banking and Financial Services Students covered the following topics through modules, case studies, simulations and real-life scenarios:

- Need for insurance
- Evolution of insurance
- Overview of an Insurance
- Company overview of retail insurance products
- Overview of the companion products



**Sandip University**  
**School of Commerce & Management Studies**

---

- Overview of insurance distribution channels selling insurance
- Insurance operations
- Customer service
- Ethics and compliance in insurance
- Future of insurance
- Inclusive insurance
- Profitability drivers for insurance companies

**Outcome of the “Insurance Training”:**

Through the Insurance training the students learned to:

- Comprehend insurance concepts (risk, coverage, claims)
- Analyze risk management strategies
- Evaluate insurance products (life, health, property)
- Understand regulatory framework
- Develop sales & marketing skills
- Apply data analytics for risk assessment
- Recognize career opportunities in insurance sector

**Pictures of the Insurance Training are attached:**





**Sandip University**  
**School of Commerce & Management Studies**

---





**Sandip University**  
**School of Commerce & Management Studies**

---

