Face-to-Face Training

2016 Training directory

Enhancing individual and organisational performance

We're rated

★★★★☆

Average 2016 delegate rating

PROPERTY & PECUNIARY INSURANCES   BUSINESS INTERRUPTION INSURANCE   MARINE CARGO INSURANCE   MARINE HULL AND P&I   MARINE LIABILITY INSURANCE   ENGINEERING INSURANCES   GENERAL LIABILITY AND PROFESSIONAL LIABILITY INSURANCES   MOTOR, ACCIDENT AND CASUALTY   ENERGY (OIL & GAS) INSURANCES   REINSURANCE   SURETY BOND & BANK GUARANTEE   MANAGEMENT & DEVELOPMENT   LEADERSHIP   COMMUNICATION BUILDERS' RISK SHIP REPAIRERS' LIABILITY   COMPREHENSIVE MACHINERY   LOSS OF PROFIT   DELAY-IN-START-UP   THIRD PARTY LIABILITY   MARITIME LAW   MEDICAL MALPRACTICE   DIRECTORS' AND OFFICERS MANAGEMENT LIABILITY   FINANCIAL LINES   CLAIMS   AVIATION   SATELLITE   LIFE   PENSION

MANAGED BY PT AHLIASURANSI MANAJEMEN INDONESIA

Telp/WhatsApp +628128079130   info@ahliasuransi.com   www.ahliasuransi.com

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ABOUT AHLIASURANSI LEARNING CENTER (AALC)

AHLIASURANSI Learning Center (AALC) is passioned in developing can-do people, technical know-how and management of insurance practitioners in Indonesia with **specialist insurance training**. It is managed by a group of felow of insurance specialist, experts, and practitioners with extensive experience in underwriting and claim, sharing experience and discussion on current market updates are of our passionates.

Whether you're interested in developing your own career or you have responsibility for the training needs of others, you'll find everything you need in this directory to build your training course programme with us.

We offer in-house and public training for Marine Insurances, Property and Construction Insurances, General Liability, Professional Liability, Underwriting and Claims, Reinsurances, Risk Management, Leadership and others

Why we can help…

- As the experts in insurance we deliver first-class and specialist insurance training
- Each of our expert tutors are carefully chosen for their specialist knowledge and experience
- We offer in-house and bespoke training solutions to meet employers' exact requirements
- Competitively priced training with group savings
- Flexible time schedule, available on weekdays, weekend and holidays sessions

PROPERTY & PECUNIARY INSURANCES

BUSINESS INTERRUPTION INSURANCE

MARINE CARGO INSURANCE

MARINE HULL AND P&I

MARINE LIABILITY INSURANCE

ENGINEERING INSURANCES

GENERAL LIABILITY AND PROFESSIONAL LIABILITY INSURANCES

MOTOR, ACCIDENT AND CASUALTY

ENERGY (OIL & GAS) INSURANCES

REINSURANCE

SURETY BOND & BANK GUARANTEE

MANAGEMENT & DEVELOPMENT

FINANCE

FACILITATOR:

AHLIASURANSI Learning Center (AALC) berdedikasi untuk mengembangkan kemampuan teknik dan manajerial insan perasuransian di Indonesia dengan specialist insurance training yang dimotori oleh para ahli asuransi umum, praktisi berpengalaman dalam underwriting dan klaim, dan kemampuan fasilitator dalam berbagi pengalaman dan berdiskusi mengenai kondisi pasar ter-update yang tidak diragukan lagi.

THE FACILITATORS:

klik untuk membaca profil lengkap facilitator

1. **IMAM MUSJAB, SE, AAIK, ICPU, QIP**
2. **BAYU SAMUDRO, SE, AAIK, ICPU, ICMarU, ICEU, ICLiU, QIP**
3. **INDRAJAYA WARDHANA, ST, MBA, AAIK, ANZIIF (assoc), ICLiU, ICEU, QIP**
4. **THOMAS WIBOWO ST, MM, AAIK, QIP, CRMP**
5. **ISMA NOOR FELAYUHDAN, ST, AAIK, QIP, CRMP, Ahli K3 Kebakaran**
6. **YANSA SASANADHARMA, Ir, MM, AAAIK**
7. **EKO KURNIAWAN, SE, AAAIK**
8. **NOVY RACHMAT TRIANA**
9. **DRS. ELYUS LANIN, M.SI.**
10. **A.A. NGURAH ADNYANA DIPTA SH, MM, AAIK, QIP, ICMOU, ICBU**

Profile lengkap facilitators dapat dibaca di http://ahliasuransi.com/facilitators-ahliasuransi-learning-center/

Materi akan dibawakan dengan diskusi interaktif dan sharing pengalaman, market review, case-study serta bedah polis dan klausul-klausul penting

Our course programme

We offer a wide-range insurance and financial planning face-to-face courses to support current learning and development needs. Our comprehensive programme of courses covers technical, business and soft skills topics.

Courses help delegates improve their knowledge and understanding and cater for individuals at every stage of their career; from those starting out through to experienced senior professionals.

Introductory and foundation level

Introductory and foundation courses provide a basic grounding in core concepts and are ideal for those new to the industry or moving into a new role within the sector.

You can find introductory courses throughout this directory, in particular within the foundation course section, covering all the key areas of insurance and financial planning.

Technical knowledge and know-how

Keeping abreast of technical, market and regulatory developments is a central and ongoing requirement of any successful career and business.

Our practical range of intermediate and advanced technical courses develops knowledge and expertise that is readily transferable to the workplace.

The current programme comprises in-demand subjects for a wide variety of industry disciplines including:

- Property
- Marine
- Engineering
- Law and liability
- Risk management
- Reinsurance
- Aviation
- Energy.
- Life assurance
- Compliance
- Claim

Management & Development

Moving up the career ladder brings with it greater responsibility to broaden your skills, often in areas not covered by exam syllabuses or in-house training programmes.

Our management courses are an excellent way to expand your learning, broaden your skill-set and improve your career prospects. They cover the application of general business skills and demonstrate their relevance and value within the insurance and financial planning profession.

Course venues

Our course venues situated in the heart of business district of Jakarta. It offers an enjoyable meeting and a pleasure networking atmosphere.

Grand Sahid Jaya Hotel
Jalan Jenderal Sudirman Kav. 86 Jakarta

Harris Hotel Tebet
Jl. Dr. Saharjo, Setiabudi, Tebet, Jakarta

Maipark, AAUI
Gedung Permata Kuningan, Jakarta

Your corporate training partner

The diversity of our course programme and breadth of corporate services makes us a one-stop-shop training provider.

We work in partnership with employers to develop relevant and cost-effective training solutions that are driven by business needs and deliver lasting results.

In-house delivery

Any of our courses can be delivered 'off the shelf', or we can tailor course content to meet your specific needs. Delivery can take place at your own premises or other preferred locations, saving on travel expenses and reducing the time staff spend away from the office.

Bespoke course development

We can work with you to design a training solution tailored to the needs of your business, whether it's adapting an existing course or creating a completely new course. Our systematic approach covers scoping, creation and delivery, right through to evaluation.

Course licensing and train your trainer

AALC courses can be licensed to run on your own premises, or other required location, delivered by your own staff. Where required, we can also provide 'train the trainer' services and provide whatever support is necessary to ensure effective delivery.

Additional course options

In addition to the courses listed in this directory, ***AALC*** offers a portfolio of other courses including project management, sales and marketing, personal impact and communication, to name but a few.

Our staff turnover guarantee

We understand the demands placed on your training budget if you need to replace employees who leave. That's why, if a member of your staff leaves within six months of attending a ***AALC*** training course, we'll be happy to welcome their replacement on the same course free of charge.

Talk to us…

To discuss any of our corporate training services, please call the us on +628128079130 or email **info@ahliasuransi.com**

How to book training

Once you've made your choice, here's how to make your booking.

Contact us :

PT AHLIASURANSI MANAJEMEN INDONESIA

88@Kasablanka Office Tower, 10/F Unit E Jalan Casablanca Kav.88 Jakarta 12870

Tel / WhatsApp : +628128079130

Email : info@ahliasuransi.com

Email : ahliasuransilearningcenter@gmail.com

Web : www.ahliasuransi.com

ahliasuransi.com **ahliasuransi** **ahliasuransi**

Payment :

Payment shall be made to

PermataBank No. Rek : 4122448008 a/n :
PT AHLIASURANSI MANAJEMEN INDONESIA

Bank Central Asia (BCA) No. Rek : 5265318166 a/n :
PT AHLIASURANSI MANAJEMEN INDONESIA

Our Clients

Thank you for trusting *AHLIASURANSI Learning Center (AALC)* – Specialist Insurance Training as your corporate training partner.

Clients

Terima kasih atas partisipasi dan keikutsertaan Bapak/Ibu/Rekan yth dari berbagai perusahaan asuransi, reasuransi, pialang asuransi, pialang reasuransi, agen asuransi, surveyor, jasa penilai kerugian, dan praktisi perasuransian dalam Public Training dan Inhouse Training yang diselenggarakan bersama kami ***AHLIASURANSI Learning Center (AALC)*** – Specialist Insurance Training.

Untuk informasi dan pendaftaran training, silakan hubungi kami di

Telp/WatsApp +628128079130 or

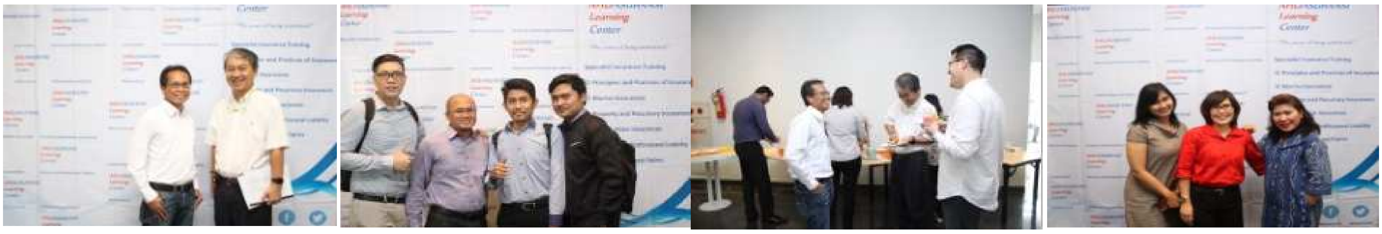
email at info@ahliasuransi.com or

visit us at www.ahliasuransi.com

and many more.....

Training Gallery

for more galleries visit: http://ahliasuransi.com/gallery-photo-training/



AHLIASURANSI Learning Center

"The power of being understood."

Inhouse & Public Training

A COMPREHENSIVE TRAINING COURSE IN GENERAL INSURANCE DIRECTORY 2016

Direktori 2016

Training komprehensif mengenai asuransi umum

PROPERTY & BUSINESS INTERRUPTION
MARINE INSURANCES
ENGINEERING INSURANCES
GENERAL LIABILITY AND PROFESSIONAL LIABILITY
MOTOR, ACCIDENT AND CASUALTY

PROGRAM TRAINING UNGGULAN AALC

Program Training Unggulan *AHLIASURANSI Learning Center (AALC)* adalah Program Training yang sangat diminati dan selalu ramai alias fully-booked di setiap kesempatan, hal ini disebabkan karena materi pembahasan yang komprehensif, fasilitators yang sangat berpengalaman di bidangnya, dan tidak banyak lembaga training yang dapat menyelenggarakannya sebagus yang kami lakukan

Program Training Unggulan tersebut adalah:

1. **MAR01 : ASURANSI KAPAL DAN P&I (HULL & MACHINERY AND PROTECTION & INDEMNITY) : Apa yang dijamin dan Apa saja yang tidak disampaikan oleh Perusahaan Asuransi kepada Anda? (2-days-session)**
2. **ENG01 : CONTRACTORS' ALL RISKS (CAR) & CONTRACTORS' LIABILITY INSURANCES : Asuransi Konstruksi, Tuntutan hukum akibat pekerjaan konstruksi : Permasalahan dan prosedur penyelesaian klaimnya (2-days-session)**
3. **GEN01 : HOW TO BECOME A JUNIOR UNDERWRITER? (5-days-session)**

Jika anda bermaksud untuk mengkuti Program Training Unggulan tersebut, jangan ketinggalan so be hurry segera telpon kami.

Telp/WatsApp +628128079130 or

email at info@ahliasuransi.com or

visit us at www.ahliasuransi.com

Facilitator adalah para praktisi asuransi, Ahli Asuransi Umum Indonesia, Berpengalaman di bidang underwriting, analisa risiko, reasuransi dan klaim semua disiplin teknik underwriting.

IMAM MUSJAB (Head of Product – Non Marine), **BAYU SAMUDRO** (Head of Product – Marine and Liability) dan **INDRAJAYA WARDHANA** (Head of Product – Engineering) saat ini bekerja sebagai Head of Product di PT Asuransi QBE Pool Indonesia, a member of worldwide QBE Insurance Group. Facilitator juga menulis berbagai artikel tentang asuransi umum di Indonesia

THOMAS WIBOWO ST, MM, AAIK, QIP, CRMP

Thomas bekerja sebagai Financial Risk Analyst di PT Pertamina di Jakarta adalah praktisi asuransi, Ahli Asuransi Umum Indonesia, Berpengalaman di bidang Risk Engineering & Risk Survey, underwriting serta klaim.

ISMA NOOR FELAYUHDAN, ST, AAIK, QIP, CRMP, Ahli K3 Kebakaran

Isma Noor bekerja sebagai Risk Sepecialist di PT ABM Investama, Tbk (Holding company Integrated Energy), a member of Tiara Marga Trakindo Group di Jakarta adalah praktisi asuransi, Ahli Asuransi Umum Indonesia, Berpengalaman di bidang Risk Engineering & Risk Survey, underwriting serta klaim asuransi harta benda dan alat berat khususnya menangani aset-aset perusahaan TMT Group perusahaan pertambangan dan penyewaan alat berat terbesar di Indonesia

YANSA SASANADHARMA, Ir, MM, AAAIK

EKO KURNIAWAN, SE, AAAIK

Yansa (Head of Energy Group) dan **Eko** (Senior Underwriter) bekerja di PT Tugu Pratama Indonesia, a member of PT Pertamina (Persero) yang terutama fokus dalam asuransi minyak dan gas dan tanggung jawab hukum akibat pekerjaan konstruksi dan eksplorasi minyak dan gas di darat dan lepas pantai *(onshore and offsore energy insurances)*

Foundation Courses

Your introduction to the business should begin with a basic grounding in the core concepts. Foundation courses provide this essential knowledge and are an ideal first step for those new to the industry or a particular sector or role.

GEN01 :
HOW TO BECOME A JUNIOR UNDERWRITER?

OVERVIEW

Bagaimana caranya untuk menjadi seorang junior underwriter yang handal?

Untuk menjadi seorang junior underwriter yang handal, anda perlu belajar dari praktisi yang sudah berpengalaman untuk dapat memahami secara benar pengertian risiko dan asuransi, aplikasi prinsip-prinsip asuransi, insurable interests, utmost good faith, proximate-cause, indemnity, contribution and subrogation, jenis-jenis asuransi, objek pertanggungan apa saja yang bisa dijamin, apa yang dijamin, apa yang tidak dijamin, bagaimana melakukan seleksi risiko, menetapkan terms and condition, menetapkan harga premi, memahami berbagai jenis dokumen asuransi, bagaimana melakukan perpanjangan, pembatalan atau perubahan polis, dan bagaimana menerapkan prinsip-prinsip dan praktek underwriting dan reasuransi dengan benar.

Intensive training "How to become a junior underwriter?" ini mengupas tuntas semua kebutuhan yang diperlukan untuk menjadi seorang junior underwriter yang handal dipandu oleh underwriter-underwriter berpengalaman dalam semua disiplin teknik underwriting, analisa risiko, klaim dan reasuransi.

DAY-1

1. RISIKO & ASURANSI

A. Risiko
B. Klasifikasi Risiko
C. Perils & Hazards
D. Manajemen Risiko

2. PRINSIP-PRINSIP ASURANSI

A. Pengertian Asuransi
B. Insurable Interest
C. Utmost Good Faith
D. Proximate Cause
E. Indemnity
F. Subrogation
G. Contribution

DAY-2

3. JENIS-JENIS ASURANSI

A. Asuransi Umum
- Asuransi Harta Benda & Kepentingan Keuangan *(Property & Pecuniary Insurances)*
- Asuransi Gempa Bumi *(Earthquake Insurance)*
- Asuransi Kerugian Lanjutan *(Business Interruption Insurance)*
- Asuransi Pengangkutan Barang *(Marine Cargo Insurance)*
- Asuransi Kapal dan P&I *(Marine Hull and P&I)*
- Asuransi Tanggung Jawab Hukum Pengusaha Angkutan *(Marine Liability)*
- Asuransi Rekayasa *(Engineering Insurances)*
- Asuransi Tanggung Jawab Hukum Umum dan Profesi *(General Liability & Professional Liability)*

NOVY RACHMAT TRIANA

Novi, Praktisi Asuransi Marine, Berpengalaman di bidang asuransi marine, terutama di bidang klaim marine dan hukum-hukum maritim. Berpengalaman sebagai surveyors, adjusters dan investigator klaim marine pada PT Asuka Bahari Nusantara dan PT Prima Adjusterindo Mandiri, saat ini bekerja di PT Kalibesar Raya Utama sebagai Manager of Marine Claim Department, menangani klaim-klaim Marine Hull, Cargo, P&I and Forwarder's Liability.

Novi juga aktif sebagai fasilitator dan aktif menulis berbagai artikel tentang asuransi marine dan hukum-hukum maritim di Indonesia

DRS. ELYUS LANIN, M.SI.

Elyus lanin adalah alumnus Universitas Indonesia, yang mendalami Ilmu Komunikasi di Pasca Sarjana UI ini, dikenal sebagai Master Trainer di bidang Personality Development, Sales, Leadership, Communication & Human Resource, dengan pengalaman memberikan training dan konsultansi selama lebih dari 20 tahun. Mengawali karir sebagai Instruktur pada suatu lembaga konsultan sehingga telah banyak mendampingi berbagai perusahaan untuk pelatihan management maupun konsultansi SDM.

Dengan jam terbang yang cukup tinggi, beberapa perusahaan yang pernah dan masih menggunakan jasa Elyus lanin antara lain adalah Bank Indonesia, BCA, Indosat Tbk, Pertamina, SMART Tbk, Freeport, HM Sampoerna , Indomobil, Kertas Kraft Aceh, Unilever Indonesia, Timah Tbk, RCTI, Samudra Indonesia, BAPPENAS, Bank Mandiri, IPTN, Telkom Tbk., Aplikanusa Lintasarta, Telkomsel, Excelcomindo Pratama, Charoen Pokphand, Astra Agro Lestari, PTPN 3, Bank International Indonesia

A.A. NGURAH ADNYANA DIPTA SH, MM, AAIK, QIP, ICMOU, ICBU

Sarjana Hukum dari Universitas Erlangga, Surabaya dan Magister Managemen dari Universitas Pancasila, Jakarta. Advokat Peradi dan Pemegang Sertifikat Ahli Asuransi Indonesia Kerugian (AAIK) dari AAMAI.

Memulai karir di bidang perasuransian di PT Jasa Raharja sejak tahun 1980, memangku berbagai jabatan hingga yang terakhir sebagai Kepala Divisi Perencanaan dan Pengembangan pada tahun 1994. Tahun 1995 diangkat sebagai Direktur Utama PT Jasaraharja Putera sampai tahun 2008. Saat ini, sebagai Komisaris Independen PT Reasuransi Maipark Indonesia dan Anggota Komite Audit & Risk Mangement PT Asuransi Adira Dinamika, juga sebagai Ajudikator BMAI

- Asuransi Kendaraan Bermotor, Kecelakaan *(Motor, Accident and Casualty)*
- Asuransi Minyak dan Gas *(Oil and Gas Insurances)*
- Surety Bond

B. Asuransi Jiwa
C. Asuransi Sosial
D. Asuransi Syariah

4. DOKUMEN ASURANSI

A. Proposal Form (SPPA)
B. Policy (Polis)
C. Cover Note (Nota Penutupan)
D. Insurance Certificate (Sertifikat Asuransi)
E. Construction of Policy (Konstruksi Polis)

DAY-3

5. UNDERWRITING & RATING

A. Underwriting Process
B. Terms & Conditions
- Sum Insured
- Average (Under Insurance)
- Indemnity v Reinstatement
- Limit of Indemnity
- First Loss Insurance
- Adjustable Stocks

C. Rating / Premium

6. RENEWAL AND CANCELLATION

A. Renewal
B. Cancellation

DAY-4

7. ASSESMEN & SURVEY RISIKO

A. Prosedur dan persiapan assesmen dan survey risiko
B. Portable Fire Extinguisher and Fire Detection
C. Building construction
D. Risk Assessment, Report Format and Grading
E. EML / PML Calculation
F. Prepare Report

DAY-5

8. REASURANSI

A. Definisi Reasuransi
B. Pentingnya Reasuransi
C. Terminologi
D. 4 (empat) Metode Reasuransi
E. Bentuk-Bentuk Reasuransi
F. Jenis-Jenis Reasuransi Treaty

Duration	5-days-session (5 hari) – 08.30 to 17.00
Venue / Dates	Grand Sahid Jaya Hotel, Jl Jend Sudirman, Jakarta 26-27-28-29-30 September
Investment	Rp10,000,000 per delegate Rp8,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp75,000,000

INVESTASI & PEMBAYARAN

Peserta akan mendapatkan :

1. Investasi termasuk makan siang, tea-breaks, materi presentasi, dan sertifikat. Tidak termasuk akomodasi menginap di hotel
2. Konsultasi gratis underwriting dan klaim melalui telpon, WhatsApp atau email
3. Tergabung dalam group WhatsApp dengan rekan-rekan professional lainnya to stay-up-to-date

***Khusus untuk Inhouse Training**

Investasi adalah biaya fasilitator saja untuk maksimum 20 peserta, Tidak termasuk akomodasi dan biaya sewa lokasi training dan lainnya

Pembayaran :

Pembayaran ditransfer ke rekening

PermataBank No. Rek : 4122448008 a/n : PT AHLIASURANSI MANAJEMEN INDONESIA

Bank Central Asia (BCA) No Rek: 5265318166 a/n : PT AHLIASURANSI MANAJEMEN INDONESIA

TIME & LOCATION

Pukul : 08.30 – 17.00

Venue / Dates : Sesuai subject masing-masing

***Khusus untuk Inhouse Training**

Lokasi & Waktu Training diserahkan pada perusahaan penyelenggara inhouse-training

(dapat juga diselenggarakan pada hari Sabtu atau hari libur agar tidak mengganggu aktifitas pekerjaan anda)

CONTACT

Informasi lebih lanjut, dapat menghubungi:

PT AHLIASURANSI MANAJEMEN INDONESIA

88@Kasablanka Office Tower, 10/F Unit E
Jalan Casablanca Kav.88 Jakarta 12870

Tel : +628128079130 (WA) – Imam MUSJAB

Email : info@ahliasuransi.com

Email : ahliasuransilearningcenter@gmail.com

Web : www.ahliasuransi.com

ahliasuransi.com ahliasuransi ahliasuransi

GEN02 :
PRINCIPLES & PRACTICES OF INSURANCE

- What is a risk?
- Risk management
- The basic principles of insurance :
- The principles of
  – Utmost good faith
  – Insurable interest
  – Indemnity
  – Proximate cause
  – Subrogation and contribution
- Terminology, Policy structure, The key forms of insurance.
- Insurable risks
- General nature of insurance
- Types of insurance cover
  – Named perils v Unnamed perils
  – Standard policies v Non standard policies
- The insurance market
- How insurance operates
- Insurance documentation
  - Proposal Form (SPPA)
  - Policy (Polis)
  - Cover Note (Nota Penutupan)
  - Insurance Certificate (Sertifikat Asuransi)
  - Construction of Policy (Konstruksi Polis)
- Underwriting and Rating
- Renewal and Cancellation
- Case-study

Duration	2-days-session (2 hari) – 08.30 to 17.00
Venue / Dates	Grand Sahid Jaya Hotel, Jl Jend Sudirman, Jakarta 13-14 October
Investment	Rp4,500,000 per delegate Rp4,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp30,000,000

PROPERTY & PECUNIARY INSURANCES

BUSINESS INTERRUPTION

MARINE CARGO INSURANCE

MARINE HULL AND P&I

MARINE LIABILITY INSURANCE

ENGINEERING INSURANCES

GENERAL LIABILITY AND PROFESSIONAL LIABILITY INSURANCES

MOTOR, ACCIDENT AND CASUALTY

ENERGY (OIL & GAS) INSURANCES

REINSURANCE

SURETY BOND & BANK GUARANTEE

MANAGEMENT & DEVELOPMENT

LEADERSHIP

COMMUNICATION

BUILDERS' RISK

SHIP REPAIRERS' LIABILITY

COMPREHENSIVE MACHINERY

LOSS OF PROFIT

DELAY-IN-START-UP

THIRD PARTY LIABILITY

MARITIME LAW

MEDICAL MALPRACTICE

DIRECTORS' AND OFFICERS

MANAGEMENT LIABILITY

FINANCIAL LINES

CLAIMS

AVIATION

SATELLITE

LIFE

PENSION

SPECIALIST INSURANCE TRAINING BY
AHLIASURANSI LEARNING CENTER (AALC)

MANAGED BY
PT AHLIASURANSI MANAJEMEN INDONESIA
Telp/WhatsApp +628128079130
info@ahliasuransi.com
www.ahliasuransi.com

MOT01 :
UNDERSTANDING THE MOTOR VEHICLE INSURANCE & CLAIM

(Updated with current OJK tariff regulation)

Memahami Jaminan Polis & Klaim Asuransi Kendaraan Bermotor

(Disesuaikan dengan SE OJK No. 21/SEOJK.05/2015 tentang Penetapan Tarif Premi atau Kontribusi pada Lini Usaha Asuransi Kendaraan Bermotor)

Training yang akan membahas secara komprehensif mengenai jaminan polis dan klaim asuransi kendaraan bermotor dan update peraturan tarif OJK terbaru, meliputi:

1. **POJK / SEOJK Updates**
   SE OJK No. 21/SEOJK.05/2015 tentang Penetapan Tarif Premi atau Kontribusi pada Lini Usaha Asuransi Kendaraan Bermotor.
2. **Bedah Polis Standar Asuransi Kendaraan Bermotor Indonesia (PSAKBI)**
   - Aplikasi Prinsip-Prinsip Asuransi
   - Jaminan Polis
   - Pengecualian Polis
   - Klausul-Klausul Asuransi Kendaraan Bermotor
3. **Penilaian Risiko Asuransi Kendaraan Bermotor**
   - Survey Penutupan
   - Survey dan Monitoring Klaim
4. **Prosedur Klaim**
   - Theft claims
   - Accidental damage claims
   - Partial v Total loss claims
   - Third party claims, including minor third party injury claims
   - Investigasi klaim
5. **Knock For Knock Agreement**
6. **Kejahatan Klaim Asuransi Kendaraan Bermotor**
7. **Kasus Sengketa Klaim Asuransi Kendaraan Bermotor**
   - Klaim banjir
   - Pencurian, perampokan, penggelapan, penipuan dan hipnotis dalam klaim asuransi kendaraan bermotor
   - Keterlambatan pembayaran premi
   - Sister Car Clause

Duration	1-day-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 22 October, 10 December
Investment	Rp2,500,000 per delegate Rp2,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp15,000,000

GEN03 :
UNDERSTANDING PERSONAL ACCIDENT, MONEY AND FIDELITY INSURANCES & CLAIMS

Memahami Jaminan Polis & Klaim Asuransi Kecelakaan Diri, Uang dan Fidelity

Training yang akan membahas secara komprehensif mengenai jaminan polis dan klaim asuransi kecelakaan diri, asuransi uang dan asuransi fidelity, meliputi:

1. **Bedah Polis Standar Asuransi Kecelakaan Diri Indonesia (PSAKDI)**
   - Aplikasi Prinsip-Prinsip Asuransi
   - Jaminan Polis
   - Pengecualian Polis
   - Klausul-Klausul Asuransi Kecelakaan Diri
   - Broker Slip
   - Prosedur Klaim
2. **Bedah Polis Asuransi Uang (Money in Safe and Money in Transit)**
   - Aplikasi Prinsip-Prinsip Asuransi
   - Jaminan Polis
   - Pengecualian Polis
   - Klausul-Klausul dan Warranties
   - Broker Slip
   - Prosedur Klaim
3. **Bedah Polis Asuransi Fidelity**
   - Aplikasi Prinsip-Prinsip Asuransi
   - Jaminan Polis
   - Pengecualian Polis
   - Klausul-Klausul dan Warranties
   - Broker Slip
   - Prosedur Klaim

Duration	1-day-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 1 October, 21 December
Investment	Rp2,500,000 per delegate Rp2,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp15,000,000

Property & Pecuniary Insurance

Property & Pecuniary Insurance is the major portfolio in this business, Underwriters, Brokers, Agents and Customers are now facing strict regulation on tariff imposed by regulator, It is essential to have very good understanding knowledge and know-how of property class to win the competition.

PRO02

UNDERSTANDING THE IAR / PAR POLICY, BUSINESS INTERRUPTION INSURANCES & CLAIMS

A Comprehensive Guide on the cover afforded by the Industrial / Property All Risks Policy and Business Interruption Insurance for Insurance Brokers and Advisers, Underwriters and Claims Officers, Loss Adjusters, and Risk Managers

DAY-1

1. INDUSTRIAL / PROPERTY ALL RISKS POLICY

(Disesuaikan dengan SE OJK No. 21/SEOJK.05/2015 tentang Penetapan Tarif Premi atau Kontribusi pada Lini Usaha Asuransi Harta Benda)

- Scope of cover, exclusions and conditions of a standard policy
- Available perils extensions
- Types of property to be insured
- Methods of arranging the cover
- Recent revisions following the introduction of the latest regulation changes (OJK Tariff)
- Portfolio Underwriting and Rating structure
- Analysis of Munich Re IAR Policies and Clauses
- Commonly used clauses, warranties and endorsements (analysis of 50++ clauses)
- Sums Insured, Basis of Loss Settlement, First Loss Insurance, Capital Additions
- Reinstatement v Indemnity
- Extra Cost of Reinstatement
- Additional Extra Cost of Reinstatment
- Floos Space Ratio Index (Plot Ratio)
- Acquired Companies
- Output Replacement
- Undamaged Foundations
- Undamaged Building
- Outside Premises Storage
- Expediting Expenses
- Landscaping
- Broker slips

Duration	2-days-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 19-20 October
Investment	Rp4,500,000 per delegate Rp4,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp30,000,000

DAY-2

2. BUSINESS INTERRUPTION (LOSS OF PROFIT)

- Why the need for business Interruption Insurance?
- Identify what is covered by Business Interruption policy
- Understanding commonly used terms:

>> Turnover, Gross Profit, Standing Charges, Variable Charges, and Indemnity period

- Calculating and Projecting amount to be insured (BI Calculator)
- The Consequences of Under-insurance
- Determined the Maximum Indemnity period and the factors that need to be considered.
- Calculating a Business Interruption Claim
- Step 1: Does the Business Interruption Policy respond to the Loss?
- Step 2: Calculate the Standard Turnover
- Step 3: Calculate the Adjusted Standard Turnover
- Step 4: Calculate the Shortfall in Turnover
- Step 5: Calculate the Rate of Gross Profit
- Step 6: Calculate Item No. 1(a) - Loss of Gross Profit in respect of Reduction in Turnover
- Step 7: Calculate Item No. 1(b) - Loss of Gross Profit in respect of Increase in Cost of Working
- Step 8: Calculate the Savings
- Step 9: Check for Adequacy of Insurance
- Step 10: Calculate the Additional Increased Cost of Working
- Step 11: Determine Claims Preparation Fees
- Extension of Cover
- Public Utilities, Customers & Suppliers,
- Prevention of Access
- Diseases, Defective Drains, Poisoning, Murder, Suicide or Threats
- Computer
- Contractual Fines & Penalties
- Turnover Elsewhere After Damage
- Departmental Clause
- New Business, Accumulated Stocks
- Turnover/Output Alternative
- Salvage Sale, Reduced Margin
- The Adjustments Clause
- Insuring Rent
- Time Excesses/Time Deductibles
- Broker slips

PRO01

UNDERSTANDING FIRE AND EARTHQUAKE INSURANCES & CLAIM

Memahami Jaminan Polis & Klaim Asuransi Kebakaran dan Gempa Bumi

(Disesuaikan dengan SE OJK No. 21/SEOJK.05/2015 tentang Penetapan Tarif Premi atau Kontribusi pada Lini Usaha Asuransi Harta Benda)

Training yang akan membahas secara komprehensif mengenai jaminan polis dan klaim asuransi kebakaran dan asuransi gempa bumi, letusan gunung berapi dan tsunami dan update peraturan tarif OJK terbaru, market review, dan perhitungan klaim, pembahasan materi meliputi:

1. **POJK / SEOJK Updates**
   SE OJK No. 21/SEOJK.05/2015 tentang Penetapan Tarif Premi atau Kontribusi pada Lini Usaha Asuransi Harta Benda.
2. **Bedah Polis Standar Asuransi Kebakaran Indonesia (PSAKBI) dan Polis Standar Asuransi Gempa Bumi Indonesia (PSAGBI)**
   - Aplikasi Prinsip-Prinsip Asuransi
   - Jaminan Polis
   - Pengecualian Polis
   - Klausul-Klausul Asuransi Kebakaran dan Asuransi Gempa Bumi
   - Penetapan Harga Pertanggungan untuk Bangunan, Perabot, Mesin dan Stocks
   - Stock Declaration (Adjustable Premium)
   - First Loss Insurance
   - Underwriting & Rating
   - Broker Slip
3. **Penilaian Risiko Asuransi Kebakaran**
   - Survey Penutupan
   - Adjoining & Adjacent Risks
   - Engineering / Risk Management
4. **Prosedur Klaim**
   - Dokumen klaim (Bangunan, Perabot, Mesin, dan Stocks)
   - Adjustment of Loss
   - Indemnity v Reinstatement
   - Average (Under-Insurance)

Duration	1-day-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 10 September, 10 November
Investment	Rp2,500,000 per delegate Rp2,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp15,000,000

PRO03

PROPERTY RISK ASSESSMENT & RISK SURVEY

Survey risiko & Assesmen risiko asuransi harta benda : Bagaimana melakukan survey dan akseptasi dengan benar?

- Prosedur dan persiapan Risk Assessment
- Basic Fire : Fire Pumps: NFPA 20; NFPA 25
- Pump classification, requirement, Pumps Curve, Arrangement, Inspection and Maintenance, Testing
- Portable Fire Extinguisher and Fire Detection
- Building construction
- Hydrant Sprinkler and Water Supply : NFPA 14, NFPA 25, Indonesia Standard
- Automatic Sprinkler Ssystem : NFPA 13, Indonesia Standard
- Knowing Hazards in Various Industry Processes
- Recommendation Exercise
- Risk Assessment, report Format and Grading
- EML / PML Calculation
- Preparation for Site Visit
- Prepare Report
- Akumulasi Property Risk
- Memperhitungkan agregat akumulasi dan tingkat retensi
- Faktor yang mempengaruhi dapat terjadinya exposure antara beberapa property yang terpisah.
- Adjacent and Adjoining Risks
- Property Risk survey dan penggunaan laporan risk survey
- Uraian laporan survey dan Rekomendasi
- Risk Assessment Property
- Prinsip Dasar Underwriting
- Faktor-faktor yang mempengaruhi akseptasi risiko
- Faktor-faktor yang tidak dapat secara mudah diubah menjadi lebih baik
- Faktor-faktor yang dapat diubah menjadi lebih baik
- Penyimpangan profil resiko standar
- Penggunaan referensi
- Pertimbangan Underwriting spesifik
- Case-study

Duration	1-day-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 15 August, 12 November
Investment	Rp2,500,000 per delegate Rp2,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp15,000,000

Aviation, Marine and Energy

The Aviation, Marine and Energy Insurance is a complex and varied market made up of specialisms, each with its own unique risk considerations, policy coverage, market practices and legal considerations. *AALC* provides a thorough understanding of such areas; helping candidates develop the expertise they need if they are to flourish in these demanding roles.

MAR01

ASURANSI KAPAL DAN P&I (HULL & MACHINERY AND PROTECTION & INDEMNITY)

Apa yang dijamin dan Apa saja yang tidak disampaikan oleh Perusahaan Asuransi kepada Anda?

Setelah training ini, peserta akan dapat :

- Memahami apa saja yang dijamin dalam asuransi kapal dan P&I
- Memahami hal-hal penting apa saja yang harus diperhatikan dalam penutupan asuransi kapal dan P&I
- Menyusun program asuransi kapal dan P&I yang sesuai dengan kebutuhan konsumen
- Bagi Bank dan Lembaga Keuangan dapat memahami pentingnya asuransi *"Mortgagees' Interests (MI)"* untuk melindungi kepentingan mereka.
- Bagi pemilik atau operator kapal dapat memenuhi kewajiban Asuransi Penyingkiran Kerangka Kapal dan Jaminan Ganti Rugi Nasional Terhadap Kerusakan Akibat Pencemaran Minyak Bahan Bakar dan Muatan.

DAY-1 (08.30 – 17.00)

1. Asuransi Kapal (Hull & Machinery)

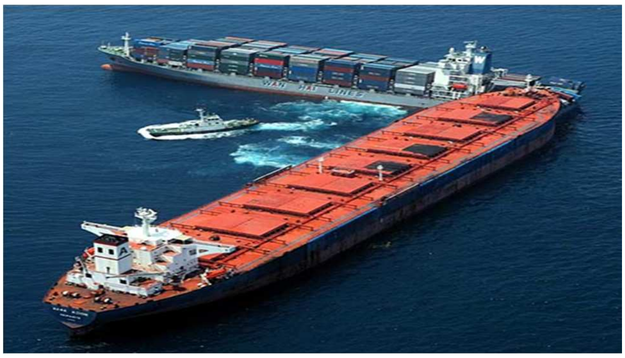
- Market review : challenges v opportunities
- Analysis of the Institute Time Clauses – Hulls
- Apa perbedaan ITCH 1983 v ITCH 1995
- Analysis of the Institute War and Strikes Clauses – Hulls
- Risiko apa saja yang dijamin
- Jenis-jenis jaminan polis asuransi kapal
- Berapa klaim yang akan dibayar?
- Partial v Total Loss
- Particular Average v General Average
- Piracy issues
- Warranted vessels classed and class-maintained
- Premium and Lay-up-returns
- Increased Value (IV) & Anticipated Owners Interests (AOI)
- Mortgagees' Interests & Innocent Owners' Interests
- Broker slips
- Ship documents
- Underwriting and rating factors
- Case-study : Hal-hal penting apa saja yang harus diperhatikan dalam asuransi kapal

DAY-2 (08.30 – 17.00)

2. Protection & Indemnity (P&I)

- Mutual v Fixed Premium P&I
- Tanggung jawab hukum yang dijamin (Liability Insured)
- Analysis of Class 1 : Protection & Indemnity (P&I)
- Cargo Liability
- Collision Liability
- Crew Liability
- Pollution Liability
- CLC & Bunker Blue Cards
- Konsorsium Wreck Removal Insurance : Dasar Hukum, Prosedur dan Rating
- Class 2 : Freight, demurage & Defence (FD&D)
- Charterers' Liability
- Letter of Undertaking (LOU)
- Underwriting & Rating
- Case-study : Hal-hal penting apa saja yang harus diperhatikan dalam asuransi P&I

Duration	2-days-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 24-25 August, 6-7 October
Investment	Rp4,500,000 per delegate Rp4,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp30,000,000



MAR02

MARINE CARGO INSURANCE : UNDERWRITING, CLAIMS & RECOVERY ACTION AGAINST CARRIERS

Training komprehensif tentang asuransi pengangkutan barang : Underwriting, Klaim & Tanggung jawab hukum pihak pengangkut (pelayaran dan ekspedisi) dalam hal terjadi kerugian atau kerusakan kargo

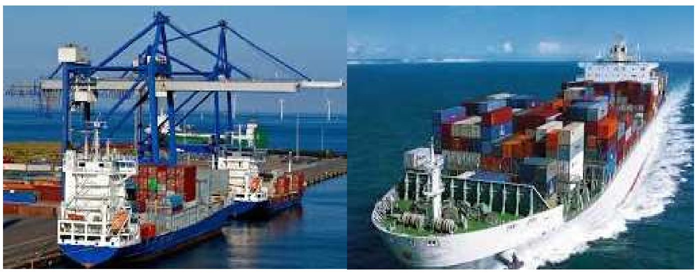
DAY-1 (08.30 – 17.00)

1. Introduction
- Dasar Hukum Asuransi Marine
- Jenis-Jenis Asuransi Marine
- Statistik Asuransi Marine Cargo : Premi v Klaim
- Incoterms & Prinsip Insurable Interests dalam Asuransi Marine Cargo
- Polis dan Syarat Sahnya Perjanjian

2. Underwriting : Marine Cargo Insurance
- Jenis-Jenis Polis Asuransi Marine Cargo
- Warehouse to Warehouse
- Institute Cargo Clauses (A/B/C/Air)
- Institute Coal Clauses
- Institute Bulk Oil Clauses
- Institute Frozen Food (Meat)
- Container Insurance
- Stock Throughput Insurance
- Institute Cargo (Additional) Clauses
- Non-Institute Cargo (Additional) Clauses
- Prosedur Penutupan
- Single Policy, Floating Policy and Marine Open Cover
- Underwriting Consideration
- Commodity / Cargo
- Methods of Shipping
- Type of Vessels
- Rating & Premium
- Case-study : hal-hal penting dalam penutupan asuransi marine cargo

3. Comparison ICC (1982) v ICC (2009)
- Perbandingan ICC (1982) v ICC (2009) : hal-hal penting yang harus diperhatikan dalam penutupan asuransi marine cargo

4. Documentation
- Proposal Form, Cover Note and Policy
- Marine Open Cover, and Certificate of Insurance



DAY-2 (08.30 – 17.00)

5. Tanggung Jawab Hukum Pihak Pengangkut (Carriers' Liability)
- Kontrak Pengangkutan dan Bill of Lading
- Transport Operators Liability : Carriers, Freight Forwarders, Stevedoring, Warehousing, Terminal and Port Operators, and Trucking Company
- Tanggung Jawab Hukum Pihak Pengangkut (Carriers' Liability) dan Konvensi International

6. Prosedur Klaim Asuransi Pengangkutan Barang (Marine Cargo)
- Prosedur klaim Asuransi Pengangkutan Barang (Marine Cargo)
- Analisa dokumen dan penyebab kerugian atau kerusakan kargo
- Penyelesaian klaim (Adjustment of loss)
- Recovery action against carriers : bagaimana memperoleh ganti rugi (recovery) dari pihak pelayaran dan ekspedisi
- Guide to General Average Claim (Prosedur penyelesaian klaim GA)
- Surveyors, Adjusters and Recovery Agents
- Case-studies

Duration	2-days-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 17,24 Sept, 14-15 December
Investment	Rp4,500,000 per delegate Rp4,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp30,000,000

MARINE CARGO INSURANCE :

UNDERWRITING,

CLAIMS &

RECOVERY ACTION AGAINST

CARRIERS

MAR03
UNDERSTANDING THE BUILDERS' RISK AND SHIP REPAIRERS' LIABILITY INSURANCES & CLAIMS

Memahami Jaminan Polis & Klaim Asuransi Pembangunan Kapal dan Tanggung Jawab Hukum Galangan Kapal

Training yang akan membahas secara komprehensif mengenai jaminan polis dan klaim asuransi pembangunan kapal *(Builders' Risks)* dan tanggung jawab hukum galangan kapal *(Ship Repairers' Liability)*, meliputi:

1. **Introduction**
   - Market review : Challenges v Opportunities
   - Pengertian dan Fungsi Galangan Kapal
   - Jenis-Jenis Galangan Kapal
   - Jenis-Jenis Dok yang umumnya digunakan
   - Tahapan-Tahapan Pembangunan Kapal
2. **Bedah Polis Asuransi Pembangunan Kapal *(Builders' Risks)***
   - Periode Pertanggungan
   - Jaminan Polis
   - Collision Liability
   - Protection and Indemnity (P&I)
   - Pengecualian Polis
   - Klausul-Klausul dan Warranties
   - Broker Slip
   - Underwriting and Rating
   - Prosedur Klaim
3. **Bedah Polis Asuransi Tanggung Jawab Hukum Galangan Kapal *(Ship Repairers Liability)***
   - Jaminan Polis
   - Pengecualian Polis
   - Klausul-Klausul dan Warranties
   - Broker Slip
   - Underwriting and Rating
   - Prosedur Klaim

Duration	1-days-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 12 August, 8 October, 3 December
Investment	Rp2,500,000 per delegate Rp2,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp15,000,000

Freight Forwarders Liability

Port or Terminal Operators Liability

Bailees Liability

Stevedores Liability

MAR04
UNDERSTANDING THE MARINE LIABILITY INSURANCES & CLAIMS

Memahami Asuransi Tanggung Jawab Hukum Pengangkutan Barang

Training yang akan membahas secara komprehensif polis-polis asuransi tanggung jawab hukum pengangkutan barang, *Freight Forwarders, Port or Terminal and Bailees Liability*, meliputi:

1. Transport Operators Liability (Freight Forwarders Liability)

A. Apa itu Freight Forwarders?
B. Mengapa Anda butuh Transport Operators Liability?
C. Bukankah sudah ada Marine Cargo Insurance?
D. Apa yang dijamin dalam Transport Operators Liability?
E. Cargo Liability
F. Third Party Liability
G. Liability for Fines and Duty
H. Claims Expenses
I. Siapa saja yang bisa klaim kepada Transport Operators?
J. Limit of Liability : Berapa jumlah ganti ruginya?
K. Berapa rate / preminya?

2. Port & Terminal Operators Liability

A. Insured Operations : Ruang lingkup pekerjaan yang dijamin
B. Port & Terminal Liability (LSW 1510 1/04)
C. Fire Extension (Liability) LSW 1511 1/04
D. Advice and Information Extension (Liability) LSW 1512 1/04
E. Fines and Duty Extension (Liability) LSW 1513 1/04
F. Infringement of Personal Rights Extension (Liability) LSW 1514 1/04
G. Wrongful Delivery of Cargo Extension (Liability) LSW 1515 1/04
H. Property Damage Wording LSW1516 1/04
I. Earthquake Extension Clause (Property) LSW1517 1/04
J. Handling Equipment (LSW1519)
K. Business Interruption (LSW1522)
L. Port Vessels

3. Bailees & Stevedores Liability

A. Liability to the Vessels, their Equipment and Cargo
B. Liability to other Property and Equipment
C. Loss of Life / Bodily Injury
D. Legal costs and expenses

Duration	1-day-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 15 October, 10 December
Investment	Rp2,500,000 per delegate Rp2,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp15,000,000

MAR05
INTRODUCTION TO MARITIME LAW

Pembahasan Hukum Maritim Nasional dan Internasional dan kaitannya dengan penyelesaian klaim asuransi marine

Banyak yang bingung ketika kita berhadapan dengan kasus klaim sehubungan dengan kecelakaan di laut atau pengangkutan barang, siapa yang harus bertanggung jawab, apa dasar hukumnya, berapa batasan maksimum ganti rugi atau tanggung jawab hukum, bagaimana proses recovery, subrogasi atau proses hukum yang harus ditempuh untuk menjaga kepentingan dan memperoleh ganti rugi atas klaim pengangkutan barang maupun kecelakaan di laut.

Bagaimana jika terjadi penangkapan kapal, biaya-biaya penyelamatan, tabrakan kapal, kontrak penyeretan, general average, penyingkiran kerangka kapal, pencemaran, dasar hukum apa yang harus dipakai, dan apa implikasinya.

Apa dan bagaimana aplikasi **Hague Rules, Hague-Visby Rules, Hamburg Rules, Rotterdam rules, York Antwerp Rules**, Bagaimana juga posisi KUHD dan KUH Perdata dalam permasalahan ini?

Training ini membahas semua pertanyaan-pertanyaan tersebut, pembahasan meliputi:

- Introductory
- KUHD / KUHPerdata & Produk Legislasi terkait lainnya
- International Conventions
  - Hague Rules
  - Hague-Visby Rules
  - Hamburg Rules
  - Rotterdam Rules
- Liens
- Limitation of liability
- Arrest
- Salvage
- Collisions
- Passengers
- Towage
- General Average
- Wreck removal
- Pollution
- Contracts of carriage
- Charterparties
- Bills of lading
- Multimodal transport
- Alternative Dispute Resolution (Arbitrase)

Duration	1-days-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 23 August, 5 October, 17 December
Investment	Rp2,500,000 per delegate Rp2,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp15,000,000

MAR06
PIRACY : FACT OR FICTION?

Pembajakan Kapal di Laut : Fakta atau Fiksi? dan hubungannya dengan asuransi marine cargo, marine hull, dan P&I – dijaminkah?

Pembajakan kapal, kargo dan kru-nya menjadi tren kejahatan di laut, pembajakan di Somalia, Selat Melaka, Indonesia dan baru-baru ini di perairan Filipina yang diklaim dilakukan oleh kelompok Abu Sayyaf. Apa yang sebenarnya terjadi?

Lalu, siapa yang harus membayar semua biaya-biaya tsb? Bagaimana dengan kerusakan kapal, kargo atau mungkin juga kematian atau cidera dari para kru? Apakah kerusakan atau kerugian yang disebabkan oleh pembajakan kapal dilaut dijamin dalam asuransi marine cargo, marine hull dan P&I? Bagaimana pula jika pembajakan kapal dilakukan oleh kelompok-kelompok ekstrimis atau mereka yang dicap sebagai kelompok teroris?

- Latar Belakang
- Sejarah dan Pengertian *Piracy*
- Masa Keemasan *Piracy*
- Macam-Macam *Piracy*
- *Privateers*
- *Buccaneers*
- *Corsairs*
- Fakta atau Fiksi di Seputar *Piracy*
- *Piracy* di Era Moderen
- Bajak Laut di Somalia: Dari Bisnis *Ransom* ke Jasa Pengawalan Ilegal
- Bajak Laut di Asean
- Bajak Laut di Indonesia: Fakta atau Opini
- *Piracy* atau *Armed Robbery*
- *Piracy* atau *Maritime Terrorism*
- Hubungan *Piracy* dengan *Marine Insurance*
- *Piracy* dan *Hull and Machinery*
- *Piracy* dan *Cargo Insurance*
- *Piracy* dan *P&I Insurance*
- *Kidnap and Ransom (K&R) Insurance*
- Case-study: Tinjauan Kasus Pembajakan Kapal Berdasarkan Pengalaman Penulis-returns

Duration	1-days-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 7 September, 24 November
Investment	Rp2,500,000 per delegate Rp2,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp15,000,000

Introduction to Maritime Law

Piracy : Facts or Fictions?

ENE01

ONSHORE & OFFSHORE ENERGY INSURANCES

Training komprehensif tentang asuransi minyak dan gas & tanggung jawab hukum akibat pekerjaan konstruksi dan eksplorasi minyak dan gas di darat dan lepas pantai

Asuransi minyak dan gas tetap menjadi salah satu daya tarik dikarenakan jenis asuransinya yang "spesifik". Training ini akan membahas secara komprehensif tentang asuransi minyak dan gas dan tanggung jawab hukum akibat pekerjaan konstruksi dan eksplorasi minyak dan gas di darat dan lepas pantai *(onshore and offsore energy insurances),* aktifitas dan risiko, apa saja yang dijamin & yang dikecualikan, permasalahan klaim yang timbul dan faktor-faktor underwriting yang perlu diperhatikan.

BENEFITS

Setelah training, peserta akan dapat :

- Memahami apa saja yang dijamin dalam asuransi minyak dan gas dan tanggung jawab hukum akibat pekerjaan konstruksi dan eksplorasi minyak dan gas di darat dan lepas pantai *(onshore and offsore energy insurances)*
- Memahami hal-hal penting apa saja yang harus diperhatikan dalam penutupan *onshore and offsore energy insurances*
- Menyusun program *onshore and offsore energy insurances* yang sesuai dengan kebutuhan konsumen
- Bagi Bank dan Lembaga Keuangan dapat memahami pentingnya *onshore and offsore energy insurances* untuk melindungi kepentingan mereka.
- Bagi Construction Consultant, Design Engineers dapat menyusun program asuransi *Professional Indemnity* dan tanggung jawab hukum lainnya untuk melindungi kepentingan mereka.

Duration	3-days-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 29-30-31 August, 26-27-28 October
Investment	Rp7,000,000 per delegate Rp6,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp45,000,000

DAY-1 (08.30 – 17.00)

1. Offsore Energy Insurances

- **Overview of Energy Insurance, Risk Engineering and The Energy Industry** :
  Identify the different sectors within the energy industry and the relevant insurance programmes
- **Energy Policy Wordings :**
  Have an understanding of the Welcar 2001 policy wording in relation to a claim.
- **Offshore Risks and Insurance Programmes :**
  Establish the key risks within the offshore energy industry and the insurance available to cover such risks.

DAY-2 (08.30 – 17.00)

2. Onshore and Control of Well Insurances

- **Onshore Risks and Insurance Programmes :**
  Establish the key risks within the onshore energy industry and the insurance available to cover such risks.
- **Exploration and Control Of Well Policy :**
  Understand the key risks involved in drilling and explain the control of well policy.
- Marine Warranty Survey (MWS)
- Underwriting & Claims

DAY-3 (08.30 – 17.00)

3. Energy Liabilities – Onshore And Offshore

- **Energy Liabilities – Onshore and Offshore :**
  Understand the main liability risks within the energy industry
- Liabilities (occurrence vs. claims-made wording issues)
- Contractors' Completed Operation Liability
- Workers Compensation v Employers Liability
- Automobile Liability
- Umbrella Liability
- Underwriting & Claims
- Case study

Engineering Insurances

Underwriting and selling engineering insurances needs special knowledge and know-how, you should be able to design a product and present it to fully meet customers expectation, when something goes wrong, contractors and principals rely on your advices and services to delat with a potentially large claim involving material damage, bodily injury and loss of potential income. *AALC* provides a thorough understanding of such areas; helping candidates develop the expertise they need if they are to flourish in these demanding roles.

ENG01

CONTRACTORS' ALL RISKS (CAR) & CONTRACTORS' LIABILITY INSURANCES

Asuransi Konstruksi, Tuntutan hukum akibat pekerjaan konstruksi : Permasalahan dan prosedur penyelesaian klaimnya

Kontraktor dan penyedia jasa konstruksi diharuskan memenuhi semua persyaratan jaminan asuransi tidak hanya terbatas pada asuransi konstruksi *(Contractors' All Risks)* saja namun juga termasuk asuransi atas tanggung jawab hukum akibat pekerjaan konstruksi *(Contractors' Liability)*

Kerugian yang besar mungkin juga terjadi akibat *Delay-in-Starts-Up* apabila terjadi kerusakan atau kerugian pada proyek yang dapat mengakibatkan terlambatnya penyelesaian pembangunan karena kegiatan komersial tidak dapat dilakukan sedangkan tagihan utang dan bunga bank harus dibayar sesuai *schedule*.

Training ini akan membahas secara komprehensif Asuransi konstruksi, dan Asuransi tuntutan hukum akibat pekerjaan konstruksi : permasalahan dan prosedur penyelesaian klaimnya.

Duration	2-days-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 14-15 September
Investment	Rp4,500,000 per delegate Rp4,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp30,000,000

CONTRACTORS' ALL RISKS

THIRD PARTY LIABILITY

DELAY-IN-START-UP

CONSEQUENTIAL LOSS

DESIGNERS' RISK

DECENNIAL LIABILITY

DAY-1 (08.30 – 17.00)

1. Asuransi Contractors' All Risks (CAR)

- Market review : challenges v opportunities
- Scope of cover: Risiko apa saja yang dijamin
- Bagaimana menetapkan harga pertanggungan
- Maintenance Period – apa saja yang dijamin?
- Delay-in-Start-Up (DSU) / Advanced Loss of Profit (ALOP)
- Delay and Extended Period of Insurance
- Wordings & Clauses : Analysis of Munich Re Policy wordings and Endorsements
- Markets Clauses and Endorsements
- Underwriting & Claims : Prosedur klaim dan permasalahannya
- Broker Slips
- Case study - Hal-hal penting apa saja yang harus diperhatikan dalam asuransi konstruksi

DAY-2 (08.30 – 17.00)

2. Asuransi Contractors' Liability (TPL)

- Tanggung jawab hukum akibat pekerjaan konstruksi
- Contractors' Liability
- Apakah 'Third Party's Consequential Loss' dijamin dalam 'Section 2 - Third Party Liability'?
- Negligence v Non-Negligence-Liability
- Existing v Surrounding Property
- Contractors' Completed Operation Liability
- Designers' Risk Professional Liability
- Inherent Defect Insurance (IDI) v Decennial Liability
- Workers Compensation v Employers Liability
- Automobile Liability
- Underwriting & Claims : Prosedur klaim dan permasalahannya
- Broker slips
- Case study - Hal-hal penting apa saja yang harus diperhatikan dalam asuransi Contractors' Liability

ENG02

UNDERSTANDING THE COMPREHENSIVE MACHINERY INSURANCE (CMI) & CLAIM

Memahami Jaminan Polis & Klaim Asuransi Komprehensif Mesin (CMI)

Sudah benarkah polis yang anda beli? Apakah sudah benar-benar sesuai dengan kebutuhan anda? Benarkah polis **"Property All Risks"** plus **"Machinery Breakdown"** sudah sesuai dengan eksposur risiko yang anda hadapi?

Jangan-jangan anda salah membeli polis atau memberikan proteksi yang tidak sesuai dengan kebutuhan klien anda, Polis asuransi komprehensif mesin ***(Comprehensive Machinery Insurance)*** sangat cocok untuk eksposur risiko pembangkit listrik (power plant), pabrik gula (refinery), pabrik CPO, atau risiko-risiko dimana sebagian besar bersumber dari mesin-mesin produksi atau operasional.

Training yang akan membahas secara komprehensif mengenai jaminan polis dan klaim asuransi komprehensif mesin ***(Comprehensive Machinery Insurance)***, meliputi:

1. **Diskusi Interkatif**
   - Market review : Challenges v Opportunities
   - Property All Risks, Machinery Breakdown dan Comprehensive Machinery Insurance
   - Risk Exposures yang sesuai dengan polis CMI

2. **Bedah Polis Asuransi Komprehensif Mesin *(Comprehensive Machinery Insurance)***
   - Operational Material Damage
   - Operational Business Interruption
   - Jaminan Polis
   - Pengecualian Polis
   - Klausul-Klausul dan Warranties
   - Broker Slip
   - Underwriting and Rating
   - Prosedur Klaim

Duration	1-day-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 2 November
Investment	Rp2,500,000 per delegate Rp2,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp15,000,000

ENG03

UNDERSTANDING THE ENGINEERING INSURANCES

MEMAHAMI POLIS-POLIS ASURANSI ENGINEERING : CAR, EAR, MB, LOP MB, EEI & CECR

Training yang akan membahas secara komprehensif mengenai polis-polis asuransi engineering yaitu: **Contractors' All Risks (CAR), Erection All Risks (EAR), Machinery Breakdown (MB), Loss of Profit following Machinery Breakdown (LOP MB), Electronic Equipment Insurance (EEI), & Civil Engineering Completed Risks (CECR),** pembahasan materi meliputi:

- Overview of the market on Engineering Insurance
- Contract works policy wording & different between CAR & EAR
- Policy cover
  – Contract works
  – Usual cover
  – Exclusions and extensions
  – Common alternatives
- Policy cover
  – Liability
  – Usual cover
  – Exclusions and extensions
- Placing and rating risks
  – Key insurer information needs
  – Underwriting features
  – Risk management
  – Contract works pricing.
- Machinery Insurance Including Boiler & MBLOP
- Electronic Equipment Insurance (EEI)
- Civil Engineering Completed Risk (CECR)
- Clauses & Warranties
- Underwriting and Rating structure
- Broker slips
- Case-study : important issues to consider

Duration	1-day-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 16-17 November
Investment	Rp2,500,000 per delegate Rp2,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp15,000,000

ENG04

COAL MINING RISK ASSESSMENT & HEAVY EQUIPMENT INSURANCE

Penilaian atas risiko tambang batu-bara dan asuransi alat berat : Jaminan polis, klaim dan permasalahannya

Asuransi alat berat *(heavy equipment)* adalah jenis asuransi yang berpotensi memiliki risiko yang sangat tinggi *(high risk)*, tidak jarang klas bisnis ini merugi parah dan membuat banyak perusahaan asuransi berhenti menutup risiko asuransi alat berat.

Sebagian besar alat-alat berat dioperasikan di pertambangan, terutama di pertambangan batu-bara *(coal mining)* yang ememiliki karakteristik khusus, oleh karenanya underwriters, surveyors ataupun marketing wajib memiliki pemahaman mengenai operasional risiko tambang dan penggunaan alat-alat berat di lokasi pertambangan untuk dapat melakukan penilaian risiko dengan baik *(proper risk assessment)*

Training ini dipandu oleh praktisi yang menangani asuransi alat berat dan pengurusan aset alat-alat berat yang beroperasi di pertambangan akan memberikan “insights” mengenai bagaimana seharusnya melakukan penilaian risiko asuransi alat-alat berat.

Duration	1-day-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 7 December
Investment	Rp2,500,000 per delegate Rp2,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp15,000,000

MATERI TRAINING

1. TEKNIS OPERASIONAL TAMBANG BATUBARA

- Basic Mining
- Klasifikasi Mineral & Sebaran di Indonesia
- Proses Penambangan dan Peralatan Penambangan
- Mining for Non Miner
- Peraturan dan Diagram Alur Pertambangan
- Eksplorasi Batubara
- Standar aturan eksplorasi batubara
- Metode dan Proses penambangan
- Fleet Matching
- Mine Plan and Design
- Perencanaan Pertambangan
- Stripping Ratio dan Pembatas cadangan
- Mine Sequences
- Estimasi Biaya Penambangan

2. ASSESSMEN RISIKO ASURANSI ALAT BERAT (HEAVY EQUIPMENT)

- Klien dan Calon Klien
- Penggunaan Heavy Equipment
- Jenis Heavy Equipment
- Potensi Risiko Heavy Equipment
- Risiko Mining
- Heavy Equipment Risk Assessment
- Underwriting and Rating
- Case Study

3. BEDAH POLIS ASURANSI HEAVY EQUIPMENT

- Pendahuluan : Asuransi Alat Berat
- Heavy Equipment Special Risks (HESR) v Contractors’ Plant & Machinery (CPM)
- Objek pertangungan : Alat berat apa saja yang bisa diasuransikan ?
- Apa yang dijamin dalam Asuransi Contractors’ Plant & Machinery?
- Apa yang tidak dijamin?
- Endorsement : Perluasan jaminan
  001 Pemogokan, kerusuhan dan huru-hara
  006 Biaya lembur, dan ongkos pengiriman cepat
  007 Biaya pengiriman melalui udara
  400 Alat berat yang digunakan di bawah tanah
  401 Pengangkutan darat
  000 Endorsement lainnya
- Hal-hal yang perlu diperhatikan
- Memo 1 : Harga Pertanggungan
- Memo 2 : Dasar Penyelesaian Ganti Rugi
- Persyaratan Polis, Territorial Limit dan Warranty
- Bagaimana cara penutupannya?
- Bagaimana proses klaimnya?
- Case-study

Liability and Financial Lines

Liability insurance is of pivotal importance for all sectors of the insurance market. It is a complex class of business that calls for a high degree of technical skill and awareness. Effective training is vital in helping brokers, underwriters and claims staff develop their understanding of how to provide suitable advice, products and service.

LIA01

INTRODUCTION TO GENERAL LIABILITY & PROFESSIONAL LIABILITY INSURANCES

Memahami jenis-jenis polis asuransi tanggung jawab hukum, apa yang dijamin dan apa saja yang dapat menyebabkan tuntutan hukum dari pihak ketiga

Training ini memberikan pemahaman komprehensif dan menyeluruh tentang **General Liability & Professional Liability**, Konsep dasar asuransi liability, Jenis-jenis polis dan apa saja yang dijamin dalam asuransi tanggung jawab hukum umum dan profesi *(General Liability & Professional Liability),* Apa saja yang dapat menyebabkan tuntutan hukum dari pihak ketiga? Pembelaan *(Defences),* Mengapa klien butuh asuransi Professional Liability? Pertimbangan Underwriting, Prosedur klaim, dan contoh kasus:

DAY-1

A. GENERAL LIABILITY

1. **Public Liability**
2. **Product Liability**
3. **Workers' Compensation**
4. **Employers' Liability**
5. **Automobile Liability**

DAY-2

B. PROFESSIONAL LIABILITY

1. **Professional Indemnity (PI)**
2. **Directors and Officers (D&O)**
3. **Association Liability**
4. **Medical Malpractice**
5. **Defamation / Media Liability**
6. **Information and Communication Technology (ICT)**
7. **Financial Institution (FIPI)**

Duration	1-day-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 30 Nov – 1 Dec
Investment	Rp2,500,000 per delegate Rp2,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp15,000,000

FIN01

UNDERSTANDING THE DIRECTORS' AND OFFICERS' MANAGEMENT (D&O) LIABILITY POLICY & CLAIMS

A Comprehensive Guide on the cover afforded by the Directors' and Officers' Management (D&O) Liability Policy

Directors' & Officers' Management Liability
Tanggung Jawab Hukum Manajemen Direktur & Pejabat Perusahaan

A. **Background (Latar Belakang)**
B. **The Cover (Jaminan Polis)**
C. **Exclusions (Pengecualian)**
D. **Claims Provisions (Ketentuan Klaim)**
E. **General Conditions (Ketentuan Umum)**
F. **Definition (Definisi)**
G. **Endorsements (Klausul Tambahan)**
H. **Comparison (Perbandingan Polis)**
I. **Casualty Report (Klaim D&O)**
J. **Proposal Form (Formulir Penutupan Asuransi)**
K. **Premium (Premi)**
L. **Schedule (Ikhtisar Pertanggungan)**

Pembahasan komprehensive dan **'hitam-putih'** dalam **"Bedah Polis Directors' & Officers' Management Liability"** mulai dari Bagaimana cara penutupannya, informasi apa saja yang diperlukan, siapa saja yang dijamin, apa saja yang dijamin, apa saja yang tidak dijamin, bagaimana proses klaimnya, contoh-contoh kasus klaim D&O, perbandingan polis, dll

Duration	1-day-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 21 October, 23 November
Investment	Rp2,500,000 per delegate Rp2,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp15,000,000

SUR01

UNDERSTANDING THE SURETY BOND & BANK GUARANTEE

Memahami Jaminan dan Klaim Surety Bond & Bank Garansi

(Studi kasus klaim penjaminan, masa depan pemasaran Surety Bond Pasca UU No 1 Tahun 2014 tentang: Penjaminan dan pembahasan wordings baru)

Training yang akan membahas secara komprehensif mengenai jaminan polis dan klaim Surety Bond dan Bank Guarantee, Produk yang seharusnya mendatangkan income bagi perusahaan asuransi dan perusahaan penjaminan berupa fee penjaminan, mengapa justru membuat banyak perusahaan asuransi atau perusahaan penjaminan merugi? Benarkah begitu ada "wanprestasi" jaminan dapat langsung dicairkan? Conditional v Unconditional?

Bagaimana pula masa depan produk penjaminan ini pasca dikeluarkannya UU No.1 Tahun 2014 tentang Penjaminan? Benarkah perusahaan asuransi hanya punya waktu 3 tahun lagi untuk menikmati penjualan produk penjaminan ini? Dilengkapi dengan pembahasan studi kasus tuntutan klaim penjaminan yang digelar di pengadilan, pembahasan meliputi:

1. Diskusi Interaktif

- Surety Bond, Bank Guarantee dan Asuransi
- Dasar Hukum Surety Bond dan Bank Guarantee
- Hal-hal yang harus diperhatikan dalam memberikan jaminan
- Wanprestasi, Conditional v Unconditional
- masa depan produk penjaminan ini pasca dikeluarkannya UU No.1 Tahun 2014 tentang Penjaminan
- Pembahasan wordings baru

2. Bedah Jaminan Surety Bond dan Bank Guarantee

- Jaminan Penawaran/Tender (Bid Bond)
- Jaminan Pelaksanaan (Performance Bond)
- Jaminan Uang Muka (Advance Payment Bond)
- Jaminan Pemeliharaan (Maintenance Bond)
- Kontra Bank Garansi
- Custom/Excise Bond
- Jaminan Pembayaran (Payment Bond)
- Underwriting and Rating
- Prosedur Klaim

3. Studi kasus-kasus tuntutan klaim penjaminan dan pembahasannya

Duration	1-day-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 22 August, 12 October, 20 December
Investment	Rp2,500,000 per delegate Rp2,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp15,000,000

REI01

UNDERSTANDING THE PRINCIPLES & PRACTICE OF REINSURANCE

Memahami Prinsip-Prinsip & Praktek Reasuransi

(Disesuaikan dengan Peraturan Otoritas Jasa Keuangan Nomor 14/POJK.05/2015 tentang Retensi Sendiri dan Dukungan Reasuransi

1. POJK / SEOJK Updates
   - A. Peraturan Otoritas Jasa Keuangan Nomor 14/POJK.05/2015 tentang Retensi Sendiri dan Dukungan Reasuransi Dalam Negeri
   - B. Surat Edaran Otoritas Jasa Keuangan Nomor 31/SEOJK.05/2015 Tentang Batas Retensi Sendiri, Besar Dukungan Reasuransi, dan Laporan Program Reasuransi/Retrosesi
   - C. Materi Sosialisasi POJK Nomor 14/POJK.05/2015 dan Nomor 31/SEOJK.05/2015 Tentang Batas Retensi Sendiri, Besar Dukungan Reasuransi, dan Laporan Program Reasuransi/Retrosesi

2. Function and Nature of Reinsurance
   - A. Legal Principles
   - B. Business and Financial Principles
   - C. Practical Considerations

3. Methods of Reinsurance – Proportional
   - A. Facultative Reinsurance
   - B. Treaty Reinsurance (Quota Share & Surplus)
   - C. Facultative Obligatory Reinsurance
   - D. Pools

4. Methods of Reinsurance – Non Proportional
   - A. Facultative Excess of Loss
   - B. Treaty Excess of Loss
   - C. Risk Excess of Loss
   - D. Catastrophe Excess of Loss
   - E. Stop Loss
   - F. Buffer Excess of Loss

5. The Treaty Wordings and Clauses

6. Reinsurance Programmes
   - A. Property Reinsurance
   - B. Casualty Reinsurance
   - C. Marine and Aviation Reinsurance
   - D. Life Reinsurance

7. Reinsurance Claims & Premium
   - A. Claims Calculation
   - B. Premium Claculation
   - C. Adjustment of Premium Calculation
   - D. Accounting Procedures

Duration	1-day-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 8-9 September, 3-4 November
Investment	Rp2,500,000 per delegate Rp2,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp15,000,000

Management & Development

The success of the insurance and financial planning profession depends on two key elements – the knowledge and capability of its people, and the vision and skill of its management. *AALC*'s technical learning programme is therefore bolstered by courses designed to develop and enhance pure management disciplines relevant to any insurance or financial services operation. These courses equip individuals with the understanding required to run successful organisations..

SOF01

LEADERSHIP & COMMUNICATION SKILL

Bagaimana menjadi pemimpin dengan teknik komunikasi yang efektif untuk menghasilkan produktifitas kerja yang tinggi ?

Pelatihan ini memberikan pemaparan yang komprehensif mengenai prinsip-prinsip kepemimpinan dan penerapannya serta teknik komunikasi yang efektif untuk menghasilkan produktifitas kerja yang tinggi, dibawakan dengan sharing pengalaman dan role-play yang langsung dapat diterapkan dalam pekerjaan

1. Peran Pemimpin dalam Organisasi

- Leadership Model to Lead Effective Team
- Pemimpin dalam kegiatan Bisnis/Organisasi
- Visi, Misi dan sasaran seorang pemimpin

2. Pola-Pola Kepemimpinan

- 3 tiang utama kepemimpinan effektif
- Pemimpin sebagai Lokomotif Perubahan
- Adversity Quotient

3. Kepemimpinan Effektif

- Mengenali tipe-tipe anak buah
- Kekuasaan ideal seorang pemimpin
- Situational Leadership dalam Implementasi harian

4. Umpan Balik Untuk Meningkatkan Kinerja

- Memahami anak buah dan memahami diri sendiri
- Paham Manfaat dan tujuan umpan balik
- Umpan balik sebagai cara meningkatkan produktifitas kerja.

5. Keterampilan Berkomunikasi

- Komunikasi dalam memimpin
- Mendengarkan aktif untuk solusi permasalahan kerja
- Teknik memberi instruksi

6. Komunikasi Sebagai Alat Effektif Dalam Aktivitas

- Mengenali gaya komunikasi anak buah/Orang lain
- Perilaku Assertive dalam berkomunikasi
- Teknik membangun hubungan kerja yang harmonis dan produktif

Duration	2-day-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 10-11 August, 10-11 October
Investment	Rp4,500,000 per delegate Rp4,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp30,000,000

SOF02

TRAIN THE TRAINERS (TTT)

Merancang metode pelatihan dan pembinaan di tempat kerja dan menjadi fasilitator yang efektif untuk meningkatkan kinerja karyawan

Train The Trainers (TTT), pelatihan yang akan membuat setiap peserta mampu untuk menyusun rancangan mengajar dan mengembangkan teknik mengajar partisipatif karena langsung praktek dengan role-play mengajar dan menjadi fasilitator handal

1. PENGANTAR TOT
- Masalah kinerja karyawan
- Pelatihan dan pembinaan yang efektif
- Variabel dalam proses pelatihan

2. SASARAN PELATIHAN
- Tiga unsur sasaran pelatihan
- Jenis sasaran pelatihan
- Kategori belajar: kognitif, afektif dan psikomotorik

3. PROSES BELAJAR
- Jenis proses belajar
- Faktor-faktor yang mempengaruhi proses belajar

4. PELATIHAN dan PEMBINAAN DI TEMPAT KERJA
- Jenis metode pelatihan
- Pelatihan Instruksi Kerja
- Faktor-faktor pemilihan metode pelatihan

5. SISTEMATIKA MENGAJAR
- Lima tahap proses mengajar
- Panduan mengajar (tutorial notes)

6. TEKNIK KOMUNIKASI DALAM MENGAJAR.
- Menanggapi pertanyaan
- Teknik vokal dalam mengajar
- Bahasa Tubuh (body language)
- Penggunaan alat bantu pelatihan

7. LATIHAN MENGAJAR INDIVIDUAL
- Setiap peserta berlatih menjadi fasilitator yang efektif untuk meningkatkan penjualan dan kinerja individual

Duration	21-day-session (08.30 to 17.00)
Venue / Dates	Grand Sahid Jaya Hotel, Jakarta 20-21 Sept, 8-9 November
Investment	Rp2,500,000 per delegate Rp2,000,000 per delegate (for 3 or more delegates)
Inhouse Training*	Rp15,000,000

Training Calendar 2016

Whether you're interested in developing your own career or you have responsibility for the training needs of others, you'll find everything you need in this directory to build your training course programme with us.

No	Subject Code	August	September	October	November	December
1	SOF01	10-11		10-11		
2	SOF02		20-21		8-9	
3	MAR01	24-25		6-7		
4	MAR02		17&24 *			14-15
5	MAR03	12		8 *		3*
6	MAR04			15 *		10 *
7	MAR05	23		5		17 *
8	MAR06		7		24	
9	ENE01	29-30-31		26-27-28		
10	PRO01		10 *		10	
11	PRO02			19-20		
12	PRO03	15			12 *	
13	ENG01		14-15			
14	ENG02				2	
15	ENG03				16-17	
16	ENG04					7
17	GEN01		26,27,28,29,30			
18	GEN02			13-14		
19	GEN03			1 *		21
20	MOT01			22 *		10 *
21	LIA01				30-1	30-1
22	FIN01			21	23	
23	REI01		8-9		3-4	
24	SUR01	22		12		20

* Saturday Class with special price 20% discount

Formulir Pendaftaran

Untuk semua kebutuhan training asuransi anda, ***AHLIASURANSI Learning Center*** menyediakan inhouse and public training untuk Marine Insurances, Property and Construction Insurances, General Liability, Professional Liability, Underwriting and Claims, Reinsurances, Risk Management, Leadership dan lain-lain.

Silakan dilengkapi formulir dibawah ini

Subject Training yang akan diikuti : ....

Code : ☐☐☐☐☐ ....

....

Pilihan Hari dan Tanggal : Hari .... Tanggal ....

Untuk Inhouse Training : Jumlah Peserta .... orang

Lokasi Training : ....

....

PESERTA

1. Nama : ....
   Jabatan : ....
   Email : ....
   Hp : ....

2. Nama : ....
   Jabatan : ....
   Email : ....
   Hp : ....

3. Nama : ....
   Jabatan : ....
   Email : ....
   Hp : ....

4. Nama : ....
   Jabatan : ....
   Email : ....
   Hp : ....

PENANGGUNG JAWAB

Nama : .... Jabatan : ....

Email : .... Hp : ....

Perusahaan : .... Telepon : ....

Alamat : ....

....

Tanda tangan : .... Tanggal : ....

Formulir Pendaftaran dapat di email ke : info@ahliasuransi.com Cc email : ahliasuransilearningcenter@gmail.com

Informasi lebih lanjut dapat menghubungi kami PT AHLIASURANSI MANAJEMEN INDONESIA

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