



**NATIONAL
INSURANCE
ACADEMY**
PUNE

POST GRADUATE DIPLOMA IN MANAGEMENT

AICTE Approved & Accredited by NBA
MBA Equivalence by AIU

NIRF Ranking 2022-Band 101-125 (Management)

ADMISSION PROSPECTUS 2025







VISION

NIA to be a global institution of excellence in learning and research in insurance, pension and allied areas.

MISSION

- *To build capacities in the management of Insurance, Pension and allied sectors*
- *To create a stream of young talent for the Insurance, Pension and allied sectors.*
- *To provide strategic approaches in the Management of Insurance, Pension and allied sectors.*
- *To undertake and create an ambience for policy research in Insurance, Pension and allied sectors.*
- *To promote learning, education and training in Insurance, Pension and allied sectors.*

PROGRAMME EDUCATIONAL OBJECTIVES

- *Develop the ability to practically implement theoretical concepts, emphasizing hands-on experiences and real-world applications.*
- *Cultivate essential industry skills ensuring graduates are well-prepared for diverse roles within the industry by fostering capacities such as critical thinking, problem-solving, effective communication, and ethical decision-making, enhancing the overall competency of students.*
- *Identify and select high-potential students with a focus on insurance, pensions, and allied sectors, ensuring a talent pool that aligns with industry needs and promote career choices that align with the institute's mission.*
- *Inculcate a culture of research and innovation by engaging students in policy research projects related to the insurance and allied sectors, fostering an environment where critical thinking and evidence-based decision-making are valued.*
- *Promote a deep understanding of insurance and allied sectors among students and corporates through targeted educational and training programs.*
- *Encourage a commitment to continuous learning, ensuring graduates remain informed about evolving industry trends and advancements.*

LIST OF MEMBERS OF THE NATIONAL INSURANCE ACADEMY GOVERNING BOARD

Mr. Siddhartha Mohanty
Chairman-Governing Board
Chairperson
Life Insurance Corporation of India

Mr. M. Jagannath
Managing Director
Life Insurance Corporation of India

Mr. Sat Pal Bhanoo
Managing Director
Life Insurance Corporation of India

Chairman-cum-Managing Director
The Oriental Insurance Co. Ltd.

Mr. Ramaswamy Narayanan
Chairman-cum-Managing Director
General Insurance Corporation of India

Ms. Girija Subramanian
Chairman-cum-Managing Director
The New India Assurance Co. Ltd.

Mr. G. N. Bajpai
Chairman
Goveva Private Limited

Mr. Sanjay Vijay
Founder & Principal Consultant
Optimal Corporate Solutions

Mr. Parshant Kumar Goyal, IAS
Joint Secretary (Ins.)
Government of India,
Ministry of Finance, DFS

Mr. Tablesh Pandey
Managing Director
Life Insurance Corporation of India

Mr. Doraiswamy
Managing Director
Life Insurance Corporation of India

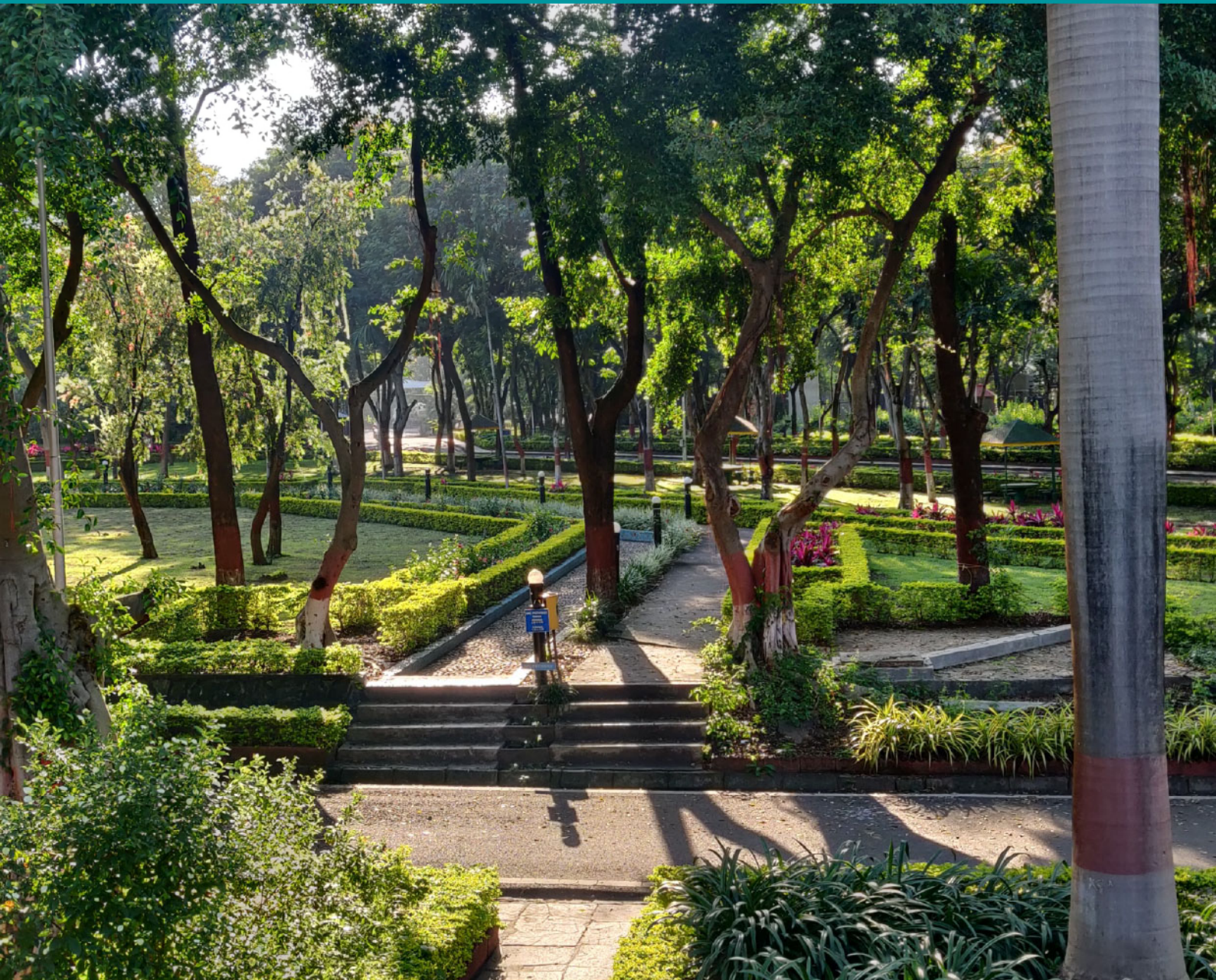
Ms. M. Rajeshwari Singh
Chairman-cum-Managing Director
National Insurance Co. Ltd.

Mr. Bhupesh S. Rahul
Chairman-cum-Managing Director
United India Insurance Co. Ltd.

Dr. Lavanya R. Mundayur
Chairman-cum-Managing Director
Agriculture Insurance Co. of India Ltd.

Prof. Anil B. Suraj
Law & Public Administration,
Indian Institute of Management Bangalore

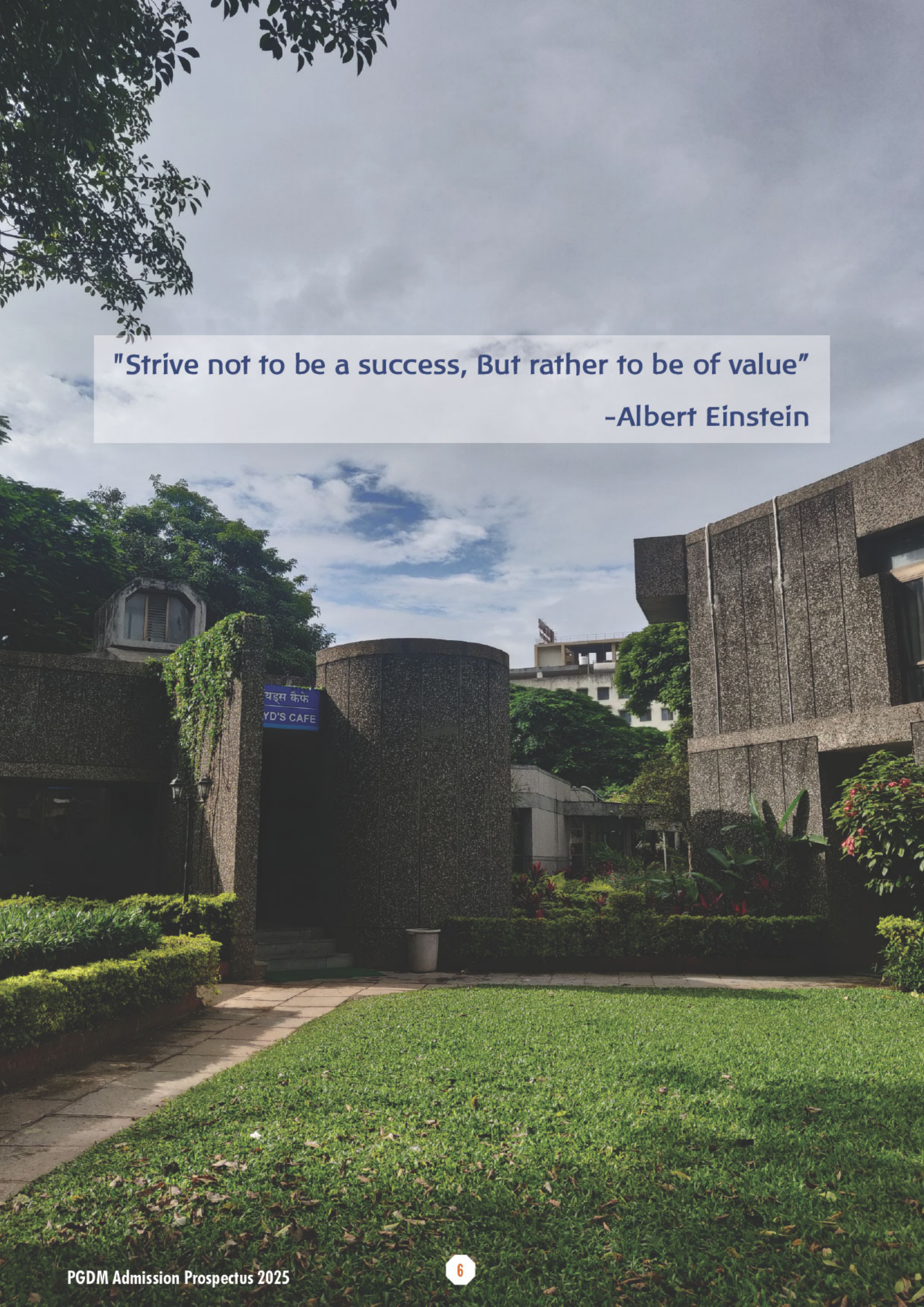
Mr. B. C. Patnaik
Director
National Insurance Academy



ABOUT NATIONAL INSURANCE ACADEMY (NIA)

National Insurance Academy, popularly known as NIA, was established in the year 1980 by the Public Sector Insurance Companies under the aegis of the Ministry of Finance, Govt. of India. It is a prestigious Academy and is the prime destination for Education, Research, Training, Consultancy and Leadership development in Insurance and Risk Management, not only in India but also in the Afro-Asia countries. The Governing Board of the Academy consists of the CMDs of the 4 Public Sector General Insurance Companies, the CMDs of GIC of India, Agriculture Insurance Corporation of India, the Chairman and the Managing Directors of LIC of India, a representative of the Department of Financial Services Government of India, two academicians from the Indian Institute of Management and two independent professionals.

Mr. Siddharth Mohanty, Chairperson, Life Insurance Corporation of India is currently the Chairman of the Governing Board of NIA.



"Strive not to be a success, But rather to be of value"
-Albert Einstein

FROM THE DIRECTOR'S DESK



Dear Students

I heartily welcome you to the National Insurance Academy (NIA).

For the last two decades, NIA has been of great support to the Insurance industry in providing quality managerial talent. Many students are occupying very senior positions, both within the country and also abroad.

The insurance industry has been consistent and steady in its growth for the last two decades. The growth momentum is expected to continue for many more years in the future.

India is on the journey to 'Viksit Bharat' and the \$4 trillion economy is expected to reach \$30 trillion by 2047. India also desires to achieve 'Insurance for All' by 2047 and achieve a penetration level of 7% of GDP during this period.

General Insurance, Life Insurance and Health Insurance; all of them are expected to grow steadily and the requirement of talented manpower will be needed for the insurance industry as well as 'Insurtech' companies and other related entities.

NIA is committed to continue in its excellent journey so far and has plans to expand to cater to the growing needs.

A study of the average of median salary of graduates of last 3 years of NIA compares favourably with that of the 'Median of top 100' management institute in the country.

Once again, I welcome all the students and together we will continue the legacy of NIA as a desired seat of learning; working tirelessly to develop all-round talent of the future managers in the country.

B. C. Patnaik

Director,
National Insurance Academy

FROM THE CHAIRPERSON ADMISSION COMMITTEE



Dear PGDM Aspirants,

The National Insurance Academy, Pune has been offering a Two-year Post Graduate Diploma in Management since 2010 and is one of the premier management schools in India which offers an unique blend of the usual core management subjects along with the domain knowledge of both the Life and General Insurance stream of business.

The Academy is located in a beautiful 32acre green Campus providing a wonderful ambience and learning experience. It has an excellent and dedicated team of faculty who will teach you the core subjects of management and also a talented and senior group of faculty drawn from the Insurance Industry who have been experts and practicing managers in the insurance companies (both Life and General) from the Operations and Administration Wings providing knowledge inputs both in theory and practice, pertaining to the various lines of Insurance business.

It is indeed a matter of pride that every year, right from the inception of the PGDM Course, NIA has been witnessing a 100% placement of our students, after completion of the PGDM Course, with a very handsome and lucrative pay package from several prominent companies who have come for campus recruitment to our Academy. Several of our Alumni are today occupying enviable executive positions, the world over.

I look forward to welcoming you at the NIA and can assure you that a Golden Future awaits you, when you shall step out into the Corporate World armed with a PGDM from the National Insurance Academy, Pune

With best wishes,

V. Balagopal
Chair Professor
(Life Insurance) & Chairperson (Admission Committee)

FROM THE PRINCIPAL'S DESK



Dear Students,

Welcome to the esteemed National Insurance Academy (NIA), a premier institution dedicated to nurturing talent and excellence in the field of insurance and risk management. As you embark on this transformative journey, allow me to extend my warmest greetings and best wishes.

At NIA, our mission is clear: to cultivate a cadre of professionals equipped with not only the requisite skills and knowledge but also the integrity and ethical standards necessary to excel in today's dynamic corporate landscape. Our PGDM programs are designed to be rigorous, intensive, and multifaceted, ensuring that you are well-prepared to tackle the challenges of the insurance industry head-on.

Since its inception in 1980, NIA has been at the forefront of insurance education and research, with strong ties to both the public and private sectors. Our close collaboration with industry leaders ensures that our curriculum remains relevant and up-to-date, providing you with a comprehensive understanding of the intricacies of the insurance business.

Our faculty, comprising experienced professionals and industry experts, is committed to providing you with a stimulating learning environment that fosters critical thinking, innovation, and problem-solving skills. Whether it's through classroom lectures, industry seminars, or hands-on projects, you will have ample opportunities to sharpen your skills and expand your horizons.

One of the hallmarks of NIA is our unwavering commitment to placement assistance. With a track record of 100% placement, we take pride in helping our students realize their career aspirations and goals. Our strong network of alumni, industry partners, and the broader NIA community ensures that you have access to a wealth of opportunities upon graduation.

As you immerse yourself in the vibrant campus life at NIA, I encourage you to make the most of your time here. Engage with your peers, participate in extracurricular activities, and take advantage of the myriad resources and facilities available to you. Remember, your journey at NIA is not just about acquiring knowledge; it's about personal growth, professional development, and lifelong learning.

I appeal to you embrace this opportunity with enthusiasm and dedication, and I have no doubt that you will emerge as confident, competent, and compassionate leaders in the insurance industry.

Wishing you all the success and fulfillment in your academic pursuits and beyond.

Best Wishes !

Dr. Sanjay Mali
Principal – PGDM



PGDM PROFILE

The National Insurance Academy (NIA), a pre-eminent organization dedicated to promote, develop and foster insurance training, education, research and consultancy activities, was established by the Indian public sector life and general insurance companies with the active support of the Ministry of Finance, Government of India. It has since evolved as an international centre for excellence in insurance and management.

The medium term-goal of the Academy is to create an institution for academic excellence with universal acceptance.

The Academy has a sprawling (approximately 32 acres) campus housing the administrative, academic, hostel and residential facilities amidst lush greenery. The campus is self-sufficient with a Bank, Post Office, Dispensary, Sports, Gymnasium and Swimming Pool facilities.

The amalgamation of NIA industry and executive training and PGDM programs provides an effective platform to the students for a continuous industry- interface. Several Management Development Programs (MDPs) are conducted for executives from the industry throughout the year which provides the NIA students a platform to interact with executives at different levels in the organizations. Also, many events conducted at the academy are graced by the presence of renowned stalwarts from the field of insurance, finance, and IT at the national and international levels.

After two years of continuous rigor, students walk out of NIA with exceptional insurance expertise and the ability to improvise on-the-job solutions. The alumnus of NIA has scaled extra ordinary heights through their contribution to organisations.

ADVANTAGE @ NIA

The two-year full time Post Graduate Diploma in Management (PGDM) is approved by AICTE. The curriculum includes management subjects like Finance, HR, Marketing and IT along with insurance subjects under General Insurance, Health Insurance, Life Insurance, Re-Insurance and Pension.

Providing the students an opportunity to have a glimpse of the corporate world and the insurance industry, we engage the students in a 2 months (8 weeks) Summer Internship Projects (SIP) with any of the Public Sector General Insurance Companies, leading Insurance Companies in the private sector, leading Insurance Brokers and reputed IT Service Companies. This gives the student a 360^o perspective of what is expected of him/her as a management trainee after completion of the PGDM and to appreciate the role of an Operations Manager.

The student is also required to work on a Major Research Project (MRP) in the Vth Trimester and submit a report and a Value Addition Project (VAP) in the Vth Trimester where group of students present the descriptive research work to qualify himself / herself for the award of Diploma.

The Management subjects are taught by highly qualified and experienced academic faculty. The General Insurance subjects like Fire, Marine, Engineering, Aviation, Life Insurance subjects including some portion of Actuarial Science, Pension and Re-Insurance are taught by faculty who hold senior positions in the public sector insurance companies and who are on full time deputation to the Academy.

There are also regular visiting faculty who add value to the PGDM Programme. The rigorous exposure to theoretical aspects of all subjects and practical understanding of the subjects make the students ready for executive positions in the corporate world.

The students are exposed to National and International level Seminars on Insurance subjects which are held minimum thrice a year. Here the students get an opportunity to listen to industry veterans while rubbing shoulders with middle and senior level delegates from insurance and other allied industry both from India and abroad. By helping in organizing the Seminars and by participating in the Seminars which are of high levels the students hone their organizing capabilities and acquire practical and in-depth knowledge of the current trends in the financial market especially in the insurance sector. The insights gained during the Seminar are shared by the students in their in-house magazine "PRAVARTAK".

Another unique advantage which the students enjoy is the opportunity they get to exclusively



interact with dignitaries who visit the campus. Few of the dignitaries with whom our students had the opportunity to interact were – The then Chairman IRDA, the then Chairman PFRDA, MDs of LIC, CMDs of Public and Private Sector Companies.

In addition, they also participate in various activities like debate, quiz, syndicate discussions, group discussions, few CSR activities, indoor & outdoor games etc. In short NIA focuses on all round development of students apart from ready employability at executive levels.

The programme is divided into six trimesters of 3 months each with rigorous course curriculum and practical training. The PGDM students work on summer projects and are assessed on the same. They also have classroom projects, quizzes etc. through which they are continuously assessed throughout the year.

These exercises are in addition to regular tests held every trimester. All processes are AICTE Compliant. This high rigour of training and assessment helps in grooming of the future leaders.



WHY NIA?

- *Excellent track record of placement with packages ranging from highest package of Rs. 29.50 lakhs p.a. from inception of the course. There are few students who are selected by Middle East companies.*
- *The exposure that a student receives during his learning here provides him an opportunity to pursue actuarial studies.*
- *The PGDM programme has a unique blend of Management and Insurance subjects where emphasis is placed both on theory and practice.*
- *Students of NIA on completion of their PGDM have exemption in Associate ship examination conducted by the Insurance Institute of India subject to certain conditions. This gives them an edge over others in gaining insurance knowledge and in placement through campus selection.*
- *The faculty comprises of academicians and insurance practitioners who live in the campus on permanent basis, in addition to regular visiting faculty.*
- *Excellent infrastructure facilities for curricular and extracurricular activities.*
- *Have affiliation with international bodies like The Institute (USA), CII (LONDON), the Canadian Institute of Insurance, IUMI Germany and Swiss Re.*
- *The program provides practical exposure and opportunity to interact with Regulators, CEOs of Insurance Companies and other Professional Bodies.*
- *The 32 Acre campus in the city of Pune on the Mumbai-Bengaluru highway with all round greenery provides an unmatched ambience along with high safety and security for the students.*

AWARD

The academy has received recognition from several bodies in the form of Awards.

Recently received "Best Insurance Academy in India - Excellence Award for Training & Education in India" at Insurance & Fintech Summit 2023.

SCHOLARSHIPS

- *NIA gives 9 scholarships of Rs. 1 lakh each to meritorious students, girl students, and eligible students belonging to specified categories including students belonging to economically weaker sections.*



PGDM COURSE CURRICULUM

TRIMESTER I

INSURANCE

- Fundamentals of Life Insurance & General Insurance
- Laws & Regulations Governing Insurance
- Fire Insurance

MANAGEMENT

- Fundamentals of Services Marketing
- Interpersonal & Group Processes
- Quantitative Techniques
- Financial Accounting & Reporting
- Managerial Economics- I
- Non-credit Course in Business Communication

TRIMESTER II

INSURANCE

- Life Insurance Products and Underwriting
- Health Insurance
- Motor Insurance

MANAGEMENT

- Optimization Techniques
- Strategic Management
- Financial Management
- Organization Design, processes and change
- Legal Aspects of Business
- Digital Technologies for Insurance Business Management

TRIMESTER III

INSURANCE

- Marine Cargo Insurance
- Reinsurance
- Engineering Insurance
- Liability Insurance
- Insurance Distribution Management

MANAGEMENT

- Business Research Methods
- Marketing Strategies
- Managerial Economics- II
- Data Analytics for Insurance

TRIMESTER IV

INSURANCE

- Miscellaneous insurance
- Agriculture & Rural Insurance
- Actuarial aspects of Life Insurance

- Actuarial Aspects of General Insurance
- Insurance Investment Management
- Annuities and Pensions
- Insurance Accounting

ELECTIVES (INSURANCE - ANY TWO)

- Gen. Ins. - Advanced Reinsurance
- Life Ins. - Advanced Life Insurance Underwriting
- Gen. Ins. - Advanced Insurance Claims Management

- Life Ins. - Life Insurance Claims

ELECTIVES (MANAGEMENT - ANY ONE)

- Consumer Behaviour (Marketing)
- Project Finance (Finance)
- Performance Management & Measurement (HR)
- R for Insurance Data Science (IT)

TRIMESTER V

INSURANCE

- International Practices in Insurance
- Marine Hull, Aviation, Oli & Energy Insurance

ELECTIVES (INSURANCE - ANY TWO)

- Gen. Ins. - Advanced Health Insurance
- Life Ins. - Development of Life Insurance Products
- Gen. Ins. - Advanced Property Insurance
- Life Ins. - Group & Micro Insurance Management

MANAGEMENT

- Disaster & Sustainability Management
- Enterprise Risk Management

ELECTIVES (MANAGEMENT - ANY ONE)

- Sales & Distribution Management (Marketing)
- Financial Derivatives Management (Finance)
- Leadership and Change Management (HR)
- Python for AI in Insurance (IT)
- Non-credit Course in Banking

TRIMESTER VI

MANAGEMENT

- Business Ethics
- Entrepreneurship & Innovation
- Environmental, Social & Governance (ESG)

ELECTIVES (MANAGEMENT - ANY ONE)

- Business-To-Business Marketing (Marketing)
- Behavioural Finance (Finance)
- Organization Development (HR)
- Cyber: Risk, Liability & Insurance Management (IT)

Admission Procedure



ELIGIBILITY:

The applicant must hold a Bachelor's degree in any discipline from a recognised University with a minimum of 50% marks in the Bachelor's degree examinations.

Students appearing for final year examinations can also apply, subject to the declaration of their examination results by June 30, 2025.

The candidate should have appeared for CAT 2024, XAT 2025 or CMAT 2025.



AGE CRITERIA:

The upper age limit is 28 years for General/EWS/OBC-NC candidates and 30 years for SC/ ST/ DA candidates as on 1st July 2025.

IMPORTANT DATE:

The last date for submission of filled up admission forms with the requisite fees is 15th March 2025.

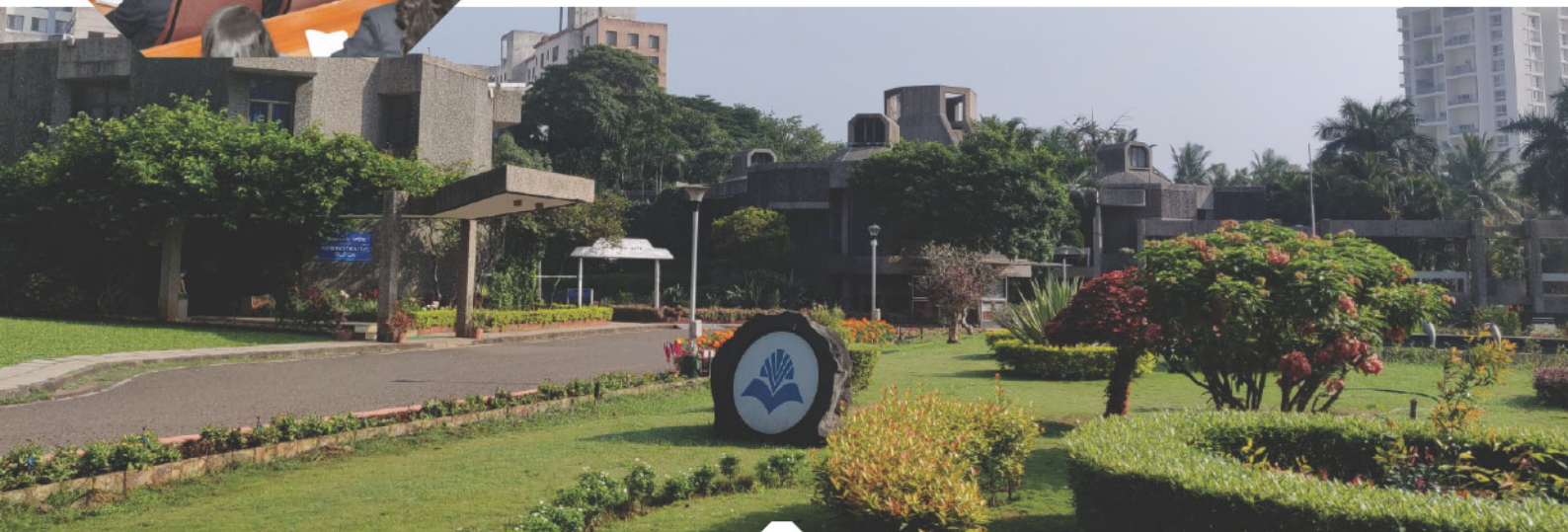


SELECTION PROCEDURE:

Selection to PGDM of NIA is based on the following criteria:

- Past Academic Record
- Scores in CAT 2024 or CMAT 2025 or XAT 2025
- Performance in Group Discussion
- Performance in Personal Interview

NIA follows the Reservation Policy in admissions as per the Government of India Rules applicable to Academic Institutions.



FEE STRUCTURE:

The fee shall be Rs. 11,00,000/- (Rupees Eleven Lakhs) for the entire programme, payable in 4 equal instalments. The fee structure comprises tuition fee, professional and incidental expenditure on account of programme.

The students shall also have to pay Rs. 1,75,000/- towards hostel and boarding charges for one year. The students who do not stay in the campus hostel need not pay the hostel accommodation charges. (Subject to availability). Hostel facility is for the first year (one year only).

The leading nationalised and private banks provide loans to students to meet their fee expenses. There is a branch of Bank of Maharashtra near the main gate of the campus.

*"Education loan under **PM Vidyaxmi** scheme for meritorious students is available."*

The complete information and details about the scheme is available at PM Vidyaxmi portal (<https://pmvidyalaxmi.co.in>).

Placement Highlights of 2023-25

Since inception the Academy has an excellent and enviable record of campus placement.

In the batch of 2023-25 all the students have been placed with highest CTC of Rs 20 lakhs and average CTC of 12.74 lakhs.



Milestones

- *NIA was awarded the Technical and Professional Skill Developer Award for the year 2007-08 (on 27th May 2008) jointly with Leeds University, as a part of the UK-India Education & Research Initiative*
- *Credit Points for the insurance subjects by Insurance Institute of India (III), Mumbai. The Academy has been recognized as an associate member of the Federation of Afro-Asia insurers and Reinsurers (F.A.I.R) Cairo, Egypt and also to impart training under the Technical Cooperation Scheme (TCS) of Colombo Plan.*
- *The Academy has received accreditation from the Institute for Global Insurance Education (IGIE), making it only the 25th globally accredited Academy to have affiliation with International bodies like Chartered Property Casualty Underwriter (CPCU), USA, Chartered Insurance Institute (CII), London and the Canadian Institute of Insurance.*
- *NIA has signed a MoU with the Institute of Actuaries of India (IAI) which facilitates the students to take up examinations of 'Business Awareness Module' and 'Modeling Module' at NIA.*
- *MBA Equivalence by Association of Indian Universities (AIU)*
- *NIRF Ranking 2022- Band 101-125 (Management)*



In-House Faculty

Chair Professors	
Mr. Anil Kumar Srivastava	General Insurance: Property including Hull Oil & Energy Insurance Marine Cargo and Motor Insurance Marketing.
Mr. V. Balagopal	Life Insurance, Customer Relationship Management, HRM and Employee Relations, Distribution Channel Management, Train the Trainers, Soft skills enhancement, Managing Self
Mr. Pramoda Ranjan Mishra	Marketing, Customer Relationship Management, HRM and Employee Relations, Distribution Channel Management, Investments, Soft skills enhancement
Faculty	
Dr. Sanjay Mali	Marketing Management, Business Administration.
Dr. S. D. Page	IT applications in Insurance and Financial Services, Managerial Computing Prototype Software Development in Insurance and Other Related Areas, Data Warehousing, Data Mining, Business Intelligence Systems and Knowledge Management, IS Security and IS Risk Management.
Dr. M. C. Patwardhan	Insurance Law, Corporate and Securities Law.
Dr. Mrs. S. Uma	Finance and Institutional Investments
Dr. G. Steward Doss	Enterprise Risk Management, ALM, Actuarial Risk Modelling, CRM, Marketing Research Methodology, Quantitative Techniques including Multivariate Analysis.
Dr. Mrs. Sushama Chaudhari	Communication Skills, Goal Setting, High Performance Culture, Team Building, Organizational Behaviour, Human Resource Management.
Dr. Mrs. Shalini Tiwari	Consumer Behaviour and Insurance Buying, Marketing Strategy Distribution Channel Management.
Dr. Mrs. Archana Singh	Training, Research and Consultancy in areas of Financial Inclusion, Social Security Schemes, Micro, Social, Rural Insurance and Agriculture Insurance; Training and Development work through Experiential Learning, Soft Skills, Training, Self-Leadership and Personal Transformation Facilitation; Teaching in Economics, Micro Insurance and Individual and Group Behaviour.
Dr. Ruchika Yadav	General Insurance, Human Resource Management and Soft Skills, Business Etiquettes, Communication Skills, Team Building.
Dr. Deepali Garge	Economics, International Business
Dr. Shruti Nagar	Financial Management, Financial Institutions, Financial inclusion, Behavioural Finance
Dr. Ravi Jaiswal	Risk Management, General Insurance, InsuranceTech, Future developments and issues in Insurance and similar studies.

Industry faculty on deputation Life / Non-Life

Ms. Jayashree Sridhar	General Insurance, Property Insurance, Marine Insurance (Hull and Cargo), Miscellaneous Insurances as well as Marketing.
Mr. Kshitish Mohanty	Property, Liability and Health Insurance, Microinsurance, Distribution Management, Regulatory Framework
Mr. Bipin Kumar	General Insurance; Strategy; Arbitration; Management of Litigation in Property Claims.
Mr. Joseph Balaji	Liability Insurance (Financial and Casualty lines), Reinsurance, Health Insurance, Agricultural Insurance, Micro Insurance and Societal issues.
Mr. Shankar Prasad Sinha	Marine Cargo
Mr. Vinay Gupta	Underwriting and Claims of Fire, Engg, Marine Hull & Cargo, Risk Inspections, PML Assessment, Safety Audit of Industries, Risk Management, Fire Loss Investigations.
Mr. Indraneel Roy	Group and Micro Insurance Management, Advanced Life Insurance Underwriting
Dr. Sanjay Dayal	Leadership and Team Building, Soft skills Enhancement, Marketing, Investment, Managing Self
Milind Sudhakar Marathe	Finance, Accounts, Taxation, Soft Skills, Spirituality
Ms. Suparna Bedakihale	Underwriting, Accounting, Claims and Pension and Group Schemes.
Mr. Sandeep Pande	Life Insurance Marketing, Bancassurance & Direct Marketing, Underwriting & Claims Processes.



Visiting Faculty

Dr. Atul Deshpande	Managerial Economics
Mr. N. Roop Kumar	Disaster & Sustainability Management
Ms. Sanjeevani Behere	Liability Insurance
Dr. Shilpa Kankonkar	Strategic Management
Dr. Srinivas Tapadia	Financial Accounting
Mr. M. B. Viswanathan	Actuarial Science in Life Insurance
Mr. Gopal Jha	Financial Services Marketing
Dr. Swapnaja Gore	Principles of Marketing, B2B Marketing
Mr. Prasad Narayan	Non-credit Course in Business Communication
Dr. Prasad Akolkar	Insurance Accounting
Mr. K K Panda	Marine Cargo Insurance
CS Abhishek V. Vidwans	Financial Derivatives

Our Recruiters

INTERNATIONAL COMPANIES

Orient Insurance PJSC / Qatar Insurance Co.

LIFE INSURANCE

*Bajaj Allianz Life / Future Generali Life /
HDFC Life / ICICI Prudential Life / IndiaFirst
Life / Kotak Life / Pramerica Life / SBI Life /
TATA AIA Life*

GENERAL INSURANCE

*Bajaj Allianz General / Chola Ms General /
Digit / Future Generali General / HDFC ERGO
General / ICICI Lombard General / IFFCO
Tokio General / Kshema General / Liberty
General / Magma HDI General / Royal
Sundaram General / SBI General / TATA AIG
General / Universal Sompo General / Zurich
Kotak*

INSURANCE VERTICALS

*Finsall Resources / Reliance Industries Ltd. /
RMS / Roadzen*

HEALTH INSURANCE

*Aditya Birla / Care Health / Manipal Cigna
Health*

IT & CONSULTING

*Accenture Technology / Accenture Strategy
& Consulting / Atos Syntel / Cogitate
Technology Solutions / Capgemini /
Cognizant Consulting / Cognizant
Technology / C2L / Expleo / IBM / Infosys /
Intellect Design / L&T Infotech / Marsh
McLennan / Value Momentum / Zinnia*

INSURANCE BROKERS

*Aavik / Aditya Birla / Alliance / Anand Rathi
/ AON India / First Policy / Gallagher /
Howden / Mahindra Insurance / Marsh India
PB Partners / Policy Bazaar / Plum / Prudent
/ Salasar Services / UIB / Unilight / Unison /
Vibhuti / WTW*

REINSURANCE

Swiss Re



Events @ NIA

Insurance Summit:

The student driven "Insurance Summit", flagship event of the National Insurance Academy was organised on 3rd October 2024 at Taj Santacruz, Mumbai. In-depth presentations and detailed discussion amongst Industry leaders and experts on the theme "Unveiling the Future-Industry 5.0: Digital Innovation in Insurance" provided an excellent opportunity to the participants to understand the nuances of this new and contemporary subject of importance to everyone.

26th Annual CD Deshmukh Memorial Seminar:

This Annual Seminar was held on 21st January 2025 and was based on the theme "R.I.S.K: Re-engineering Insurance Skills & Knowledge.

The Seminar focussed on:

- A) Insurers' Risk-Return Optimisation
- B) Group Insurance as a catalyst for Insurance Penetration
- C) Digital Innovation for enhancing Customer Engagement

Manthan:

Manthan NIA's intercollegiate festival on the theme "**Odyssey... Explore the Unknown!**" was held on 22nd and 23rd of February 2025, where students showcased their skills in various competitive games and activities.



Innovations @ NIA

In Lab

Our learning reinforces itself more and more as we move from the phases of hearing, listening, seeing, believing, and feeling to actually doing things. 'In Lab – the Insurance Laboratory' is how we transform acquired wisdom into congenial institutionalized wisdom and capture it for posterity. It reduces the incidence of reinventing the wheel either due to lack of organizational memory or due to a tendency to learn by rote. The R & D work in the laboratory varies from preparing models, data flow diagrams (DFDs), process flowcharts (PFCs), tables and navigation screens to developing research reports and theses on all possible insurance and Risk Management aspects that the mind could possibly envisage.

Marine Lab

The Marine Lab is a prototype of the leading sea port, presenting various activities normally seen in any major port, like different types of ships, loading & unloading facilities, light house, shipping channels etc.

Motor Lab

The Motor Lab presents a cut section of an automobile/car, to provide a view of the internal parts of the vehicle and their working.



COMMITTEES @ NIA

Cultural Committee

The Academy is also known for its festivities and celebrations of Ganesh Chaturthi, Eid, Janmashtmi, Christmas, New Year, Onam, and Holi among others-signifying 'Unity in Diversity' – which not only replicates the homely environment for students but also brings them together to celebrate all the festivals irrespective of their background.

Sports Committee

Sports help in developing the qualities of leadership, strategy & decision making and teamwork – all in a non-threatening environment. The Academy's multipurpose sporting complex has facilities for playing tennis, badminton, swimming, basketball, billiards and also houses a state-of-art gymnasium. Every year the committee organizes a 'Sports Week' wherein tournaments are held in badminton, throw ball, football, volleyball, swimming, cricket, pool, table tennis, chess, carom, etc.

Students Welfare Committee

The committee encourages learning environment for students through academic and non-academic activities. The activities include arranging for group discussions, debates, blood donation camps, guest lectures, etc. The committee is also a channel for students to discuss the non-academic challenges faced by them with the concerned panel of faculty members. It also extends help to other committee members to organize major events in and out of campus.

Grievance Redressal Committee

The Academy is fully compliant with the regulations pertaining to “Establishment of Mechanism for Grievance Redressal Regulations, 2012 of AICTE” & Internal Complaint Committee. The Academy has also adopted the All India Council for Technical Education's 2009 Notification to prevent and prohibit ragging incidence in the campus. Ragging is strictly prohibited in the Academy's premises



Alum NIA-Alumni Association of National Insurance Academy

The ‘AlumNIA’ represents the association for alumni of National Insurance Academy. It was established with a vision to advance and promote the interests of NIA by connecting alumni with each other and their almamater.

AlumNIA serves as a foundation to foster development of each member to enhance business. AlumNIA relationship as well as rekindle old relationships. AlumNIA aims to create a dynamic space for all members and maintain a vital presence for NIA in the lives of alumni and provides endless opportunities for both alumni and NIA to build their places in the global community.



INFRASTRUCTURE @ NIA

Lecture Hall

There are totally ten lecture halls equipped with state-of-the-art technology. In addition, there are eight syndicate rooms to facilitate group discussions, case studies presentations and deliberations.

Auditorium

The campus has a fully air-conditioned state-of-the-art auditorium namely "Convention Centre" with a seating capacity of about 220 and with all the advanced facilities. It plays host to various activities from various National and International level seminars to internal student activities like guest lectures and cultural performances.

Hostel

The students hostel "Sarvapalli" has 62 double occupancy fully furnished rooms with separate dining hall. There are separate hostels for boys and girls.

Bank and Post Facilities

Bank of Maharashtra and Post Office are located near the main gate of the campus for banking (forex services also available) and postal services (Courier services are also available).

Jogging Track and GIC Pathway

The 1.5 kms jogging track encircling the campus is a wonderful way to breathe. Fresh air and hear the chirping sounds of birds. The GIC pathway close to the sports complex is a water-fed pathway with gravel for acupressure effect.

Sports and Recreation

The multipurpose sporting complex has facilities for badminton, table tennis, swimming, billiards, basketball, state of the art gymnasium, sauna, jacuzzi. There is a cricket and football ground too.



Computer Centre

NIA has a window based LAN connected to 350+ PCs spread all over the establishments. The Academy has 2 separate classrooms for IT training. All PCs offer facilities like electronic mail, internet browsing etc. Seventy-five PCs are reserved for training purposes. The centre offers latest facilities like scanning, electronic-mail, internet browsing.

Mowgli Tables

These are numerous covered and lit round tables around the campus which could make for an interesting conversation or intriguing discussion.

Dr. Kotnis Clinic

NIA has a clinic where a doctor visits both in the morning and the evening and is available on call. The academy has tie-up with reputed hospitals in the vicinity of NIA.

In addition, there is also a group medical policy, the premium of which is borne by NIA.

NIA Library

NIA believes Library is not for 'books' but for 'users'. Accordingly, library collection holds national and international books, periodicals, journals ranging from insurance to management training and fictions. Efforts have been made to bring the library to the people by creating Programme Library, Crisp Library, and Insurance Archives. The reading room pops out with almost all national and international journals in insurance, management and related areas as also journals for general awareness and entertainment. Stacking of the research publications is another value addition to the library.

The book collection of 25550 includes books on Life and Non-Life insurance, Actuarial Science, Pensions, Management and Training books. A few general awareness books and literary classics are also available in the library.

Periodicals section has 100 user friendly journals. The titles include national and international journals on insurance, Economics, Finance, Management and Training related subjects. Most of the important newspapers find their place in the library. The Journal holdings include 136 titles with research value in insurance and allied subjects.



GUEST LECTURES BY DIGNITARIES @ NIA

Mr. Rupa Mogaveera Chief Operating Officer, AON India	Mr. Philip Joshua Kotak Life
Ms. Harini Kannan Head of Product Innovation & Development, Liability & Speciality Underwriting, HDFC Ergo	Mr. Marshal Joseph Aggne IT Solutions
Mr. John Pipe CEO, AON India	Mr. Kartik Iyer Founder & CEO, Human Ventures
Mr. Mohan Narayanaswamy CEO, Chubb Business Services India Private Ltd.	Ms. Xenia Desouza Manager, Oracle Insure, Eswatini
Mr. Sunil Sharma Kotak Life	Ms. Aneela Mulliah National Insurance Company, Mauritius
Dr. Milind Watve Independent Researcher, People & Nature	Mr. Pawan Kumarsingh Canhye National Insurance Company, Mauritius
Mr. Sosthenes L Kewe Executive Chairman, African College for Insurance & Social Protection	Prof. W Jean Kwon Chair Professor International Insurance & Risk Management, St. John's University, USA
Dr. Anselmi Anselmi Director of Research Consultancy, African College for Insurance & Social Protection	Dr. Madhusudhan Acharyya Senior Lecturer, Glasgow Caledonian University, UK
Mr. Rizwan Sayed Kotak Life	Mr. Harpreet Singh Anand Kotak Life
Mr. Arun Agarwal Author, Freelancer	Mr. Pranav Warhady Sr. Actuarial Analyst, Swiss Re

GUEST LECTURES BY DIGNITARIES @ NIA

Mr. Ajit Singh Entrepreneur	Mr. Ashish Ranjan Kotak Life
Ms. Priyanka Acharya Founder, LaxmiGyaan	Mr. Baghayu Saqware Commissioner of Insurance
Mr. Tapan Singhel CEO, BAGIC	Mr. Moremi Marwa Chairman, National Insurance Board
Mr. Nitin Wankhede SVP Operations, Value Momentum	Mr. Ravi Shankar CEO, Reliance Insurance Company, Tanzania
Mr. Sunil Sharma Kotak Life	Mr. Sanjay Sharma MD, Tanz India Assurance Company
Ms. Ishita Gogia Regional Leader, Renewable Energy, Willis Tower Watson	Mr. Sanat Mehta Executive Director, J B Boda
Dr. Praveen Kumar Tiwari Member NFRA	Mr. Prasad Pimple Kotak Life
Mr. Rohit Kumar Rai Alumni Guest Lecture	Mr. Manoj Bharadwaj Kotak Life
Mr. Ranjit Mishra Kotak Life	
Ms. Nandini Gupta Kotak Life	

Key Points

Selection to the PGDM programme is a process based on the following steps:

- *Past academic record (weight of 10%) (10th percentage: 2%, 12th percentage: 3%, Graduation: 5 %)*
- *Performance in CAT 2024, or CMAT 2025 or XAT 2025 (weight of 50%)*
- *Performance in GD and personal interview (weight of 40%) (GD: 15 marks, PI: 25 marks)*
- *PI Maximum marks consists 5 marks for work experience and weightage for proficiency in spoken english.*

Offer Acceptance Fee & Withdrawal

A candidate receiving admission offer from NIA and accepting the offer within the stipulated date needs to remit an amount of Rs. 75,000/- as 'offer acceptance fee' which will be adjusted towards tuition fees. The candidate can subsequently withdraw the admission within the withdrawal dates specified in the Admission Offer Letter. In such cases, the fees shall be refunded after deducting Rs.1000/- as per AICTE norms towards processing charges. For subsequent withdrawals no refund will be entertained.

NIA reserves the right to modify any part of this document including the various criteria and cut offs mentioned at any time till the actual admission process of the batch is completed.





Batch 2023-25

ADMINISTRATIVE SUPPORT

PRINCIPAL	Tel. 020-27204006
CHIEF ADMINISTRATOR	Tel. 020-27204019
CONTROLLER OF EXAMINATIONS	Tel. 020-27204059
COMPLIANCE & PLACEMENT OFFICER	Tel. 020-27204060
PUBLICATION	Tel. 020-27204089
PGDM OFFICE	Tel. 020-27204091
ADMISSION CELL	Tel. 020-27204074



FOR MORE DETAILS CONTACT

Admission Cell: 020-27204074 / 27204000 / 27204444



**NATIONAL
INSURANCE
ACADEMY**

25, Balewadi, Baner Road, NIA PO,
Pune 411 045 (India)
Tel: +91-020-27204000 / 4444

FOR FURTHER INFORMATION

Visit : www.niapune.org.in



Contact Admission Co-ordinators:

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