

Outline of the Seminar Schedule for the Year 2015 (Tentative)

F A L I A

Target	Course Classification		Theme	Focus	Major Subjects	Schedule	Application Period	Number of Participants Invited
		Course Title						
Middle Management	Professional	Individual Life Insurance Marketing	Individual Life Insurance Sales Strategies responding to Changes in Life Insurance Market	Individual life insurance sales strategies from the perspective of distribution channels including Bancassurance, utilization of IT, product development, etc. responding to the changes of life insurance market and social environment	<ul style="list-style-type: none"> * Marketing Organization and Sales Policy of a Life Insurance Co. * Salesperson System and Field Education System * Mobile Terminal for Sales Support and CRM * Product Development in response to Changes in the Social Environment * Financial Institution Agency (Bancassurance, Securities Companies) Strategy of a Life Insurance Co. * Medium to Long-Term Marketing Strategy at a Life Insurance Co. 	8 days (May 20 - May 27, 2015)	Feb. 16 - Mar. 20	20
		Product Development Strategy	Product Development Strategy responding to Changes in the Social Environment	Strategies of individual insurance product development which supports the concept of "Total Life Planning" and product strategies for the corporate market	<ul style="list-style-type: none"> * Product Strategy that supports the concept of "Total Life Planning" * Product Development and Control of Pricing Risk * Product Development Strategy for Corporate Markets (Group Insurance Products & Corporate Pension Plans) * Products and its Sales Strategy for Bancassurance * Direction of Product Development Strategy 	8 days (Jul. 29 - Aug. 5, 2015)	Apr. 28 - May 29	20
		Investment Risk Management	Essence of Investment Risk Management and ERM at a Life Insurance Company	Investment Risk Management Philosophy under ERM	<ul style="list-style-type: none"> * Enterprise Risk Management * ALM strategy for a Life Insurer * Risk Management for Several Investment Vehicles 	4 days (Sep. 8 - Sep. 11, 2015)	Jun. 8 - Jul. 6	10
		Risk Management	Risk Management Practice at a Life Insurance Company	Effective Framework for Risk Management and Integrated Risk Management based on the Global Trend	<ul style="list-style-type: none"> * Necessity and Framework of Risk Management * Asset Management from the Perspective of ALM * Control of Pricing Risk * Operational Risk Management * Control Self Assessment 	8 days (Dec. 2 - Dec. 9, 2015)	Sep. 1 - Oct. 2	20

* Top Executives Seminar is not scheduled in FY 2015.