

Outline of the Seminar Schedule for the Year 2017 (Tentative)

F A L I A

Target	Course Title	F o c u s	Major Subjects	Schedule	Application Period	Number of Participants Invited
Middle Management *1	Channel Strategy & Product Development Course	Strategy for each channel such as Captive Agents, Bancassurance and Independent Agents and Product Development Strategy	<ul style="list-style-type: none"> * Channel Strategy of a Life Insurance Co. * History and Fosterage & Compensation Structure of Captive Sales Agents * Transition of Product Development * Products and its Sales Strategy for Bancassurance * Product Development and Strategy for Independent Agents 	8 days (Jul. 5 - Jul. 12, 2017)	Mar. 23 - Apr. 20	40
	Risk Management Course	The Latest Developments in Enterprise Risk Management at a Life Insurance Co. and the Discussion for sharing Best Practices	<ul style="list-style-type: none"> * Enterprise Risk Management * Asset Liability Management * Product Development and Control of Pricing Risk * Operational Risk Management * Control Self Assessment 	8 days (Sep. 6 - Sep. 13, 2017)	May 25 - Jun. 16	40
	IT Course	With Current Framework of Cyber Security, IT Utilization and Strategy at a Life Insurance Co. including Prospective Usage of "InsurTech" for Life Insurance responding to Change in Surroundings of Life Insurance Business	<ul style="list-style-type: none"> * Overall IT System at a Life Insurance Co. * Recent IT Trend "Watson" * Framework of Cyber Security "DL-CSIRT" * Prospective Usage of "InsurTech" * Current IT Utilization at a Life Insurance Co. 	8 days (Nov. 8 - Nov. 15, 2017)	Jul. 27 - Aug. 24	40

*1 Conditions for acceptance: A. in mainly developing countries and/or regions B. works related to insurance business C. officially recommended by the institution

*2 Top Executives Seminar is not scheduled in FY 2017.