

Outline of the Seminar Schedule for the Year 2020

F A L I A

Target *1	Course Title	F o c u s	Major Subjects	Schedule	Application Period	Number of Participants Invited
Middle Management	Risk Management Course *2	Risk Management in Life Insurance Companies	<ul style="list-style-type: none"> o International Trends of Risk Management Regulations o Asset Liability Management o Product Development and Control of Pricing Risk o Operational Risk Management and Control Self Assessment 	7 days (Jul. 8 - Jul. 14, 2020)	Mar. 13 - Apr. 9	30
	Marketing Strategy for Individual Life Insurance Course *2	Channel Strategy & Product Development corresponding to Different Channels	<ul style="list-style-type: none"> o Channel Strategy for Individual Life Insurance o History of Sales Agents in Japan o Products and its Sales Strategy for Bancassurance o Product Development and Strategy for Independent Agents 	8 days (Sep. 9 - Sep. 16, 2020)	May 19 - Jun. 15	30
Top Management	FALIA 50th Anniversary Top Management Seminar *2	Current Situation and Issues in Management of Life Insurance Companies	<ul style="list-style-type: none"> o Overview of Life Insurance Industry in Japan o International Trends of Risk Management Regulations o Insurtech o Protection of Customer in Life Insurance Business 	4 days (Nov. 17 - Nov. 20, 2020)	Jun. 29 - Jul. 29	20

*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 cancelled due to the spread of COVID-19