

# 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"> <li>* Channel Strategy of a Life Insurance Co.</li> <li>* History and Fosterage &amp; Compensation Structure of Captive Sales Agents</li> <li>* Transition of Product Development</li> <li>* Products and its Sales Strategy for Bancassurance</li> <li>* Product Development and Strategy for Independent Agents</li> </ul>	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"> <li>* Enterprise Risk Management</li> <li>* Asset Liability Management</li> <li>* Product Development and Control of Pricing Risk</li> <li>* Operational Risk Management</li> <li>* Control Self Assessment</li> </ul>	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"> <li>* Overall IT System at a Life Insurance Co.</li> <li>* Recent IT Trend "Watson"</li> <li>* Framework of Cyber Security "DL-CSIRT"</li> <li>* Prospective Usage of "InsurTech"</li> <li>* Current IT Utilization at a Life Insurance Co.</li> </ul>	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.