

Outline of the Seminar Schedule for the Year 2020 (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	Risk Management Course	Risk Management in Life Insurance Companies	<ul style="list-style-type: none"> * International Trends of Risk Management Regulations * Asset Liability Management * Product Development and Control of Pricing Risk * 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	Channel Strategy & Product Development corresponding to Different Channels	<ul style="list-style-type: none"> *Channel Strategy for Individual Life Insurance *History of Sales Agents in Japan *Products and its Sales Strategy for Bancassurance *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	Current Situation and Issues in Management of Life Insurance Companies	<ul style="list-style-type: none"> * Overview of Life Insurance Industry in Japan * International Trends of Risk Management Regulations * Insurtech * Protection of Customer in Life Insurance Business 	4 days (Nov. 17 - Nov. 20, 2020)	will be informed later	20

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