

## Outline of the Seminar Schedule for the Year 2016 (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	FALIA Forum "Current Issues"	Major Challenges facing Life Insurance Company and Consumer Protection	"Consumer Protection"-based Marketing and Product Development	<ul style="list-style-type: none"> <li>* Fosterage and Strategy of Captive Sales Agent</li> <li>* Product Development</li> <li>* Sales Support System</li> <li>* Products and its Sales Strategy for Bancassurance</li> <li>* Correspondence to Customer Complaint</li> </ul>	7 days (Jul. 6 - Jul. 12, 2016)	Mar. 24 - Apr. 21	40
		Insurance Regulators Course	Key Issues for Insurance Regulators	Insurance Regulatory Trend and Correspondence by Life Insurance Company	<ul style="list-style-type: none"> <li>* Japanese Regulatory Trend</li> <li>* Enterprise Risk Management (ERM)</li> <li>* Corporate Governance and Compliance</li> <li>* Product Approval Process</li> <li>* Promotion of Consumers Insurance Literacy</li> </ul>	7 days (Sep. 7 - Sep. 13, 2016)	Jun. 24 - Jul. 15	20
		Risk Management Course	Risk Management at a Life Insurance Company	The Latest Developments in Enterprise Risk Management 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 (Nov. 9 - Nov. 16, 2016)	Jul. 29 - Aug. 19	40

\* Top Executives Seminar is not scheduled in FY 2016.