



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Underwrite High Risk Commercial & Industrial Insurance

Business, Commerce and Management Studies / Finance, Economics and Accounting

Unit Standard 243175 · NQF Level 5 · 10 Credits · 7 Days

COURSE OVERVIEW

This course equips learners with the specialist knowledge and skills required to underwrite high-risk commercial and industrial insurance policies in the short-term insurance market. Participants will learn to evaluate complex risks, apply appropriate underwriting criteria, and make informed decisions that balance risk exposure with profitability.

Category	Business, Commerce and Management Studies
Subfield	Finance, Economics and Accounting
Unit Standard	243175
Accreditation	SAQA Accredited · NQF Level 5 · 10 Credits
Duration	7 days
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Analyse the key characteristics and exposures of high-risk commercial and industrial insurance classes.
- Apply underwriting principles and criteria to evaluate and price high-risk insurance risks.
- Evaluate risk information and supporting documentation to determine insurability and terms.
- Demonstrate the ability to make underwriting decisions in accordance with organisational guidelines and regulatory requirements.
- Implement risk mitigation strategies and endorsements to manage high-risk exposures effectively.

WHO SHOULD ATTEND

- This course is designed for insurance professionals, including underwriters, risk managers, and claims handlers, who are involved in assessing and pricing high-risk commercial and industrial insurance policies.

COURSE OUTLINE

Day 1: Introduction to High Risk Commercial & Industrial Insurance

- Overview of commercial and industrial insurance markets.
- Definition and characteristics of high risk insurance.
- Regulatory framework: FSCA, COFI, and SAQA standards.
- Ethical considerations and code of conduct.
- Key stakeholders and their roles.
- Introduction to risk classification systems.
- Overview of insurance products: property, liability, marine, engineering.
- Case study: typical high risk scenarios.

Day 2: Risk Assessment and Analysis

- Risk identification techniques.
- Quantitative vs qualitative risk analysis.
- Hazard, peril, and moral hazard concepts.
- Risk mapping and heat maps.
- Loss control and prevention measures.
- Using actuarial data in underwriting.
- Business interruption and supply chain risks.
- Practical exercise: risk assessment of a manufacturing plant.

Day 3: Underwriting Principles and Guidelines

- Underwriting cycle and decision-making process.
- Types of underwriting guidelines: binding, discretionary, referral.
- Information gathering: proposal forms, surveys, inspections.
- Rating factors: exposure, experience, schedule.
- Premium calculation methods: manual, experience, retrospective.
- Deductibles, limits, and self-insured retentions.
- Reinsurance considerations.
- Workshop: underwriting a high risk property.

Day 4: Specialized High Risk Classes

- Energy sector: oil & gas, power generation.
- Mining: underground, open-cast, minerals processing.
- Construction: all risks, contractors plant, delay in start-up.
- Aviation: hull, liability, airport operators.
- Environmental impairment liability.
- Cyber insurance: data breach, business interruption.
- Marine cargo and hull.
- Case studies: underwriting a mine and a construction project.

Day 5: Claims Management and Loss Adjustment

- Claims lifecycle: notification, investigation, adjustment, settlement.
- Role of loss adjusters and surveyors.
- Subrogation and salvage.
- Impact of large losses on underwriting.
- Claims data analysis for portfolio management.

- Fraud detection and prevention.
- Reinsurance claims procedures.
- Group discussion: learning from actual claims.

Day 6: Legal and Regulatory Compliance

- Insurance Act, Short-term Insurance Act, and related regulations.
- Policy wordings: conditions, warranties, exclusions.
- Duty of disclosure and material facts.
- Consumer protection in insurance.
- Dispute resolution mechanisms.
- Regulatory reporting: statutory returns, solvency requirements.
- Anti-money laundering and financial intelligence.
- Case law examples and precedents.

Day 7: Portfolio Management and Emerging Trends

- Portfolio monitoring: loss ratios, exposure growth, retention.
- Predictive modeling and big data in underwriting.
- Emerging risks: cyber, climate, autonomous vehicles.
- Reinsurance structures: treaty, facultative, alternative.
- Capital management and risk-based capital.
- Innovation in underwriting: insurtech, blockchain.
- Final project: underwrite a complex industrial risk.
- Course review and assessment.

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **10 NQF credits** at **NQF Level 5**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 29,600.00	R 29,600.00
1	In-House	R 38,500.00	R 38,500.00
1	On-Campus (Pretoria)	R 44,400.00	R 44,400.00

UPCOMING SESSIONS

Start	End	Method	Venue
07 Aug 2026	17 Aug 2026	On-Campus	Mauritius
10 Aug 2026	18 Aug 2026	On-Campus	Dubai, UAE
11 Aug 2026	19 Aug 2026	On-Campus	Pretoria, South Africa
12 Aug 2026	20 Aug 2026	On-Campus	Abu Dhabi, UAE
13 Aug 2026	21 Aug 2026	On-Campus	Durban, South Africa
13 Aug 2026	21 Aug 2026	On-Campus	Mauritius
14 Aug 2026	24 Aug 2026	On-Campus	Cape Town, South Africa
17 Aug 2026	25 Aug 2026	On-Campus	Pretoria, South Africa

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

1. **Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 243175) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
2. **Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
3. **Apply by phone or WhatsApp:** call +27 12 004 8389 or WhatsApp +27 65 077 6310 and we will prepare your quotation and reserve your seats.
4. **Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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