

Foundation in Marine Cargo Insurance

DATE:

29 & 30 April 2026

TIME:

9.00 am - 5.00 pm

VENUE:

Virtual

CPD HOURS:

14 Hours

PROFICIENCY LEVEL:

Novice



11 Prime Skills
3 Power Skill



Training Programme No:

10001366159

OVERVIEW

The Marine Cargo Insurance Fundamentals course is designed to provide participants with a comprehensive understanding of the principles, policies, and procedures associated with marine cargo insurance. This course aims to equip learners with the essential knowledge required to navigate the complex world of marine cargo insurance, including policy types, coverage scope, risk assessment, and claims processing.

LEARNING OUTCOMES

By the end of this course, participants will be able to:

1. Understand the concept and development of marine insurance
2. Identify the principles applicable to marine cargo insurance
3. Understand the difference between the various types of marine cargo policy
4. Appreciate the purpose of the Incoterms and Sales Contract
5. Understand some basic scope of policy coverage
6. Identify basic risk exposure for underwriting consideration
7. Understand the claim process and procedure

WHO SHOULD ATTEND

This course is designed for:

- New Entrants
- Insurance Industry Personnel
- Non-insurance personnel whose work requires a basic understanding or a practical knowledge of the subject
- Anyone who requires basic knowledge of insurance.

COURSE CONTENT

No.	Content
1	<ul style="list-style-type: none"> • Introduction to Marine Insurance <ul style="list-style-type: none"> • Why it is called a marine adventure? • A brief overview of marine insurance history and its development • International and Malaysian trade practices • The basic principles relating to marine cargo insurance including implied/express warranty • Introduction to various types of marine cargo policy including a brief overview of the basis of valuation and insurance on duty • A brief overview on the purpose of Incoterms 2010 and Sales Contract
2	<ul style="list-style-type: none"> • Introduction to revised Institute Cargo Clauses A, B and C <ul style="list-style-type: none"> • Basic coverage and exclusion • Comparison between the clauses • Duration of cover (Transit Clause) • Introduction to the basic cargo risk assessment <ul style="list-style-type: none"> • How to interpret information and underwrite the risk • Introduction to claim process and procedure <ul style="list-style-type: none"> • The importance of original claim documents • Red Clause or Importance Notice • How to interpret information and underwrite the risk

REGISTRATION DETAILS



Registration:

[https://aia4u.org/
ilms/user/login](https://aia4u.org/ilms/user/login)

	Aii Member	Non - Member
Normal Fee (Register closing: 20 April 2026)	Single RM 1,000 / USD 230	Single RM 1,200 / USD 275
	Group of 3 RM 900 / USD 210	Group of 3 RM 1,100 / USD 250

Note:

Fee is inclusive of 8% SST

ABOUT THE TRAINER



Ashok Kumar Sharma

AAii

Ashok Kumar is an Associate of Australian Insurance Institute (AII). He has more than 40 years of experience in handling all classes of general insurance lines.

His specialisation is marine insurance and insurance training and he regularly provides training to Aii participants.

Ashok is currently a Consultant at a leading reinsurance broking company.

ALIGNMENT TO THE FUTURE SKILLS FRAMEWORK



11 Prime Skills

3 Power Skill

Proficiency Level:

Novice

Skills Developed by Attending this Programme

Prime Skills

Financial Products and Services	1. Marketing
	2. Products
	3. Product Advisory
	4. Product Design and Development
	5. Sales Strategy
	6. Underwriting Management
	7. Risk management
	8. Legal advisory
	9. Policy implementation and revision
	10. Regulatory compliance
Investment and Financial Management	11. Insurance Claims Processing

Power Skills

Innovation and Delivery	1. Business Acumen
	2. Innovative Thinking
	3. Problem Solving

Asian Institute of Insurance (Aii) courses have been granted the status of Approved Training Programme (ATP) under the Human Resources Development Act 1992. Based on Training Providers Circular No. 3/2021, PSMB has imposed a requirement that training providers need to register their training programme under the HRD Corp Claimable Course Scheme to offer training to the employers who are registered under the Human Resource Development Corporation (HRD Corp).

1. What is HRD Corp Claimable Courses?

HRD Corp Claimable Courses formerly known as SBL Khas is a scheme to assist registered employers, especially those with limited resources to train and upskill their employees in line with their operational and business requirements. Under this scheme, HRD Corp will pay the course fee (subjected to 4% service fee from 1st April 2021) directly to the training providers by deducting the amount from the employers' levy account. HRD Corp will also pay other claimable allowances to the employer.

2. How are Training Providers or Employers to submit for HRD Corp Claimable Courses?

Asian Institute of Insurance (Aii) will submit their Courses registration via the HRDC e-Tris system. Once course is approved as Claimable Course (previously known as SBL Khas course), the approved course will appear in the HRDC e-Tris system.

Employers will need to access the e-Tris system to select the course and submit to HRDC for grant approval. The total claimable amount is subject to the approval of each Employer individual grant application, Once HRDC approves Employer grant, the company must provide the approved grant code to Asian Institute of Insurance (Aii).

After the training is conducted, Employers are required to complete HRDC Attendance Reports eg. JD14 and submit necessary documents to ensure HRDC settlement of Asian Institute of Insurance (Aii) invoice.

Asian Institute of Insurance (Aii) will submit the invoice directly to HRDC with the approved grant code for each participant or Employer.

3. How to submit the grant application?

Please click on link for information on training grants application: <https://hrdcorp.gov.my/employer-guidelines/>

4. What are the supporting documents required?

Please click on link for information on training grants application:

https://hrdcorp.gov.my/wp-content/uploads/2022/07/HRD-Corp_SBL_Grant-Helper.pdf

Important Notice:

- Effective 1st August 2019, training programmes must commence within six (6) months from the date of training grant applications are made and training claim submissions must be made not more than six (6) months from the date the training programmes are completed.
- Application must be submitted by employers before training date commencement.
- The company shall bear full responsibility for the programme fee balance if the HRDC claim is not approved or claimable for any reason.

For more information and updates on HRDC, please refer to its official webpage at www.hrdcorp.gov.my. Should you have any problem in accessing your e-Tris account, kindly forward the issue to HRDC IT Help Desk at ithelpdesk@hrdcorp.gov.my

Application Process:

01

**Application
via e-TRIS**

Documents Required:

- Quotation / Invoice
- Training Schedule / Course Content
- Trainer Profile

02

Approval

Documents Required:

- To share Grant ID to Training Provider

01

Claim

Documents Required:

- Itinerary (airfare) - if any
- Receipt & Invoice (transportation) - if any



REGISTER NOW



Asian Institute of Insurance

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