

# A Practical Perspective of Marine Cargo Insurance

**DATE:**

13 & 14 July 2026

**TIME:**

9.00 am - 5.00 pm

**VENUE:**

Aii Training Room, Level 2,  
AICB Building, Kuala Lumpur

**CPD HOURS:**

14 Hours

**PROFICIENCY LEVEL:**

Intermediate



9 Prime Skills  
4 Power Skills



**Training Programme No:**  
10001108264

## OVERVIEW

A Practical Perspective of Marine Cargo Insurance is a comprehensive programme that focuses on the principles, policies, purpose, and application of marine cargo insurance. It will also provide an in-depth look into the roles of Incoterms and Sales Contracts in marine cargo insurance as well as the risk exposure involved.

The programme will also provide participants with an overview of the insurance market, its trends, and the various factors that impact marine cargo insurance. Finally, the programme will provide a practical perspective on the marine cargo insurance industry, including up-to-date information on market trends and emerging technologies.

## LEARNING OUTCOMES

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

1. Identify the principles applicable to marine cargo insurance.
2. Draft the various types of marine cargo policy.
3. Understand the purpose and application of Incoterms and Sales Contract and advice client accordingly.
4. Analyse and interpret the different coverage provided by various institute clauses.
5. Identify relevant risk exposure for underwriting consideration and prepare quotation.

## WHO SHOULD ATTEND

This programme is ideal for:

- Executives and Managers from the insurance industry
- Anyone interested to learn more about technical aspects of marine cargo insurance

## COURSE CONTENT

No.	Content
1	<ul style="list-style-type: none"> <li>• Introduction to Marine Insurance Act 1906               <ul style="list-style-type: none"> <li>◦ Emphasizing the various sections relating to marine cargo insurance</li> </ul> </li> <li>• Policy drafting of the various types of marine cargo policy               <ul style="list-style-type: none"> <li>◦ Including the application of various mandatory clauses</li> </ul> </li> <li>• How to compute the actual cargo sum insured?</li> <li>• Why insurance on duty need to be separately insured?</li> <li>• Analysis of all the 11 different types of terms under Incoterms 2010</li> </ul>
2	<ul style="list-style-type: none"> <li>• Analysis of the revised Institute Cargo Clauses A, B and C – 2009               <ul style="list-style-type: none"> <li>◦ Including the major differences when comparing with 1982 clauses</li> <li>◦ Brief overview of their respective War and Strikes Clauses</li> </ul> </li> <li>• Detail understanding of cargo risk assessment in marine cargo underwriting, not limited to               <ul style="list-style-type: none"> <li>◦ Modes of transit and it's hazards</li> <li>◦ Understand the importance of risk exposure outside Malaysia</li> <li>◦ Application of excess and general exclusions</li> <li>◦ Example of technical rating</li> <li>◦ Case study</li> </ul> </li> </ul>

## REGISTRATION DETAILS



**Registration:**

[https://aii4u.org/  
ilms/user/login](https://aii4u.org/ilms/user/login)

	Aii Member	Non – Member
Normal Fee <i>(Register closing: 02 July 2026)</i>	Single RM 1,500 / USD 345	Single RM 1,700 / USD 390
	Group of 3 RM 1,400 / USD 320	Group of 3 RM 1,600 / USD 365

**Note:**

Fee is inclusive of 8% SST

## ABOUT THE TRAINER



### Ashok Kumar Sharma

*Aii*

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



9 Prime Skills

4 Power Skills

**Proficiency Level:**

Intermediate

### Skills Developed by Attending this Programme

#### Prime Skills

Investment and Financial Management

1. Insurance Claims Processing

Customer Experience Management

2. Customer Experience Design

3. Customer Profiling

Financial Products and Services

4. Marketing

5. Product Advisory

6. Product Design and Development

7. Sales Strategy

8. Sales Target Management

9. Underwriting Management

#### Power Skills

Innovation and Delivery

1. Adaptability and Resiliency

2. Business Acumen

3. Critical Thinking

4. Innovative Thinking

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](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](http://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](mailto: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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