Enterprise Insurance and Risk Transfer Strategy Training Course

28 February – 4 March 2027
Muscat

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Training Center

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Ref: 1200_188620 **Date:** 28 February – 4 March 2027 **Location:** Muscat **Fees:** 5700 Euro

Overview

Enterprise Insurance and Risk Transfer Strategy Training Course is a one-week course for enterprise risk managers, insurance and risk-financing professionals, finance leaders, procurement specialists, legal counsel, continuity managers, asset owners, and auditors, who leave with an Enterprise Insurance Strategy Blueprint. The course connects insurable exposure analysis, retention and transfer decisions, coverage design, policy wording, claims readiness, alternative financing, governance, and renewal planning. Agile Leaders Training Center presents enterprise insurance and risk transfer strategy.

Who Should Attend

- Enterprise risk functions responsible for risk treatment, appetite, exposure analysis, and assurance
- Finance functions responsible for risk financing, capital allocation, budgets, and total cost of risk
- Insurance functions responsible for programme design, placement, renewal, claims, and insurer relationships
- Legal and procurement functions responsible for contracts, indemnities, policy wording, and market tendering
- Operational and continuity functions responsible for assets, interruption exposure, recovery, and loss evidence
- Audit and governance functions responsible for oversight, control evidence, and reporting

The course assumes participants already assess enterprise exposures or contribute to insurance, finance, contracts, continuity, or assurance decisions and leaves out introductory insurance terminology and insurer underwriting operations.

Departments and Industries

The course supports enterprise insurance and risk transfer across:

- Energy, utilities, infrastructure, engineering, and construction risk functions
- Manufacturing, logistics, retail, and hospitality operations and finance teams
- Financial services, technology, telecommunications, and professional-services organizations
- Healthcare, education, public services, and nonprofit asset and continuity functions
- Corporate treasury, procurement, legal, risk, audit, and insurance departments
- Property portfolios, fleet operations, supply chains, and project delivery offices

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Learning Objectives

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

- Analyze insurable exposures and connect them to enterprise risk treatment
- Compare risk retention, transfer, and alternative risk financing options
- Build coverage structures, deductibles, limits, and policy specifications
- Evaluate wording, exclusions, insurer strength, and broker proposals
- Use claims readiness and loss scenarios to test programme resilience
- Prioritize renewal decisions using total cost of risk evidence

Course Agenda

Day 1: Insurable Risk and Financing Strategy

- Enterprise Risk Register to Insurable Exposure Map
- Risk Treatment and Transfer Decision Framework
- Insurable Risk Appetite and Retention Statement
- Risk Financing Options Comparison Matrix
- Insurance Governance and Decision Rights Charter

Day 2: Coverage Architecture and Limits

- Property Damage Exposure Assessment Method
- Business Interruption Value-at-Risk Worksheet
- Liability and Professional Exposure Profile
- Deductible and Self-Insured Retention Model
- Coverage Limit and Layering Decision Table

Day 3: Policy, Market, and Placement Control

- Policy Wording and Exclusions Review Checklist
- Insurance Broker Selection Scorecard
- Insurer Financial Strength Due Diligence File
- Underwriting Submission Evidence Pack
- Insurance Tender and Placement Evaluation Matrix

Day 4: Claims, Alternatives, and Renewal Economics

- Claims Notification and Evidence Protocol
- Major-Loss Claims Readiness Scenario
- Captive Insurance Feasibility Screen
- Alternative Risk Financing Options Map
- Total Cost of Risk Renewal Model

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Day 5: Insurance Strategy Practice

- Exercise: Build an Insurable Exposure Profile
- Exercise: Select Retention, Deductible, and Limit Options
- Exercise: Diagnose Policy Wording and Coverage Gaps
- Exercise: Test Claims Readiness and Renewal Economics
- Capstone Exercise: Enterprise Insurance Strategy Blueprint

Practical Exercises

The course uses suggested activities to connect exposure evidence with insurance and financing decisions:

- Suggested activity: map property, interruption, liability, cyber, and contractual exposures to existing coverage
- Suggested activity: compare three retention and limit structures using loss scenarios and total cost of risk
- Suggested activity: review exclusions, conditions, notification duties, and recovery evidence in sample policy wording
- Suggested activity: combine appetite, coverage, placement, claims, financing alternatives, and renewal actions into an insurance blueprint

FAQs

Who does enterprise insurance and risk transfer training suit, and what does it assume?

Enterprise insurance and risk transfer training suits experienced risk, finance, insurance, procurement, legal, continuity, asset, and assurance professionals and assumes they already participate in exposure assessment or risk-financing decisions.

How does enterprise insurance and risk transfer differ from insurance underwriting training?

Enterprise insurance and risk transfer focuses on the buyer's exposure, retention, programme design, policy, placement, claims, and governance decisions, while underwriting training focuses on insurer selection, pricing, terms, and portfolio management.

How should an organization choose insurance retention and limits?

An organization should choose retention and limits by comparing risk appetite, financial capacity, loss frequency and severity, scenarios, contractual duties, market pricing, capital costs, and the consequences of uninsured loss.

What does total cost of risk include in insurance strategy?

Total cost of risk combines premiums, retained losses, deductibles, administrative costs, prevention expenditure, claims costs, and relevant financing effects to compare programme structures and renewal choices.

When should alternative risk financing be considered?

Alternative risk financing should be considered when traditional coverage is costly, restricted, volatile, or misaligned with predictable losses, provided feasibility, governance, capital, tax, legal, operational, and claims implications are evaluated.

Conclusion

Participants take back an Enterprise Insurance Strategy Blueprint containing an insurable exposure profile, retention position, coverage architecture, placement criteria, claims protocol, financing alternatives, and renewal economics. The blueprint changes fragmented insurance purchasing into a governed risk-treatment decision. It supports clearer protection priorities, defensible market choices, stronger claims readiness, and evidence-based renewal planning.