

Marine Cargo Insurance and Claims Management Course

2 – 6 May 2027
Muscat

AGILE LEADERS
Training Center

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Ref: 2172_258978 **Date:** 2 – 6 May 2027 **Location:** Muscat **Fees:** 6500 Euro

Overview

Marine Cargo Insurance and Claims Management Course is a one-week professional course for cargo claims handlers, marine insurance professionals, shipping and logistics managers, surveyors, brokers and risk teams, who leave with a Cargo Claim Decision File. The course connects marine cargo insurance, cargo risk allocation, policy interpretation, survey evidence, claim quantification, loss settlement and subrogation through a traceable decision path. Agile Leaders Training Center presents marine cargo claims management practice.

Who Should Attend

- Teams responsible for interpreting cargo insurance coverage and exclusions
- Teams responsible for notifying, investigating and assessing marine cargo losses
- Teams responsible for survey coordination and evidence preservation
- Teams responsible for cargo risk, logistics and loss prevention decisions
- Teams responsible for claim settlement, recovery and subrogation
- Teams responsible for advising insured parties and insurers

The course assumes participants handle cargo movements, insurance records, loss notifications or claim documents at work; it leaves out charterparty disputes, bill-of-lading administration, dry-bulk operations and energy insurance.

Departments and Industries

The course supports cargo-loss decisions across insurance, shipping, logistics, trade and manufacturing operations.

- Marine insurance underwriting and claims departments
- Shipping and freight-forwarding operations teams
- Import, export and supply-chain risk functions
- Insurance brokerage and loss-adjusting practices
- Manufacturing and retail cargo-risk teams
- Survey, recovery and legal-support functions

Learning Objectives

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

- Analyze trade-risk allocation and insurable interest.
- Apply cargo policy clauses, perils and exclusions.
- Build an incident notification and evidence plan.
- Evaluate causation, valuation and claim quantum.
- Diagnose settlement and recovery options.
- Build a Cargo Claim Decision File.

Course Agenda

Day 1: Frame Cargo Risk and Coverage

- Incoterms Risk and Insurance Responsibility Map
- Insurable Interest and Cargo Value Analysis
- Marine Cargo Policy Structure Diagram
- Institute Cargo Clauses Coverage Comparison Matrix
- Insured Perils and Exclusions Decision Tree

Day 2: Prevent and Notify Cargo Loss

- Cargo Exposure and Loss-Prevention Register
- Packing, Declaration and Container Control Checklist
- Incident Notification Escalation Workflow
- Carrier Notice and Rights Preservation Log
- Loss Mitigation Action Record

Day 3: Survey and Establish Evidence

- Survey Instruction and Scope Template
- Damage Evidence and Document Index
- Packaging, Seal and Delivery Receipt Protocol
- Causation and Proximate Cause Analysis
- Joint Survey and Stakeholder Coordination Plan

Day 4: Quantify and Resolve the Claim

- Cargo Valuation and Claim Quantum Worksheet
- Partial, Total and Constructive Loss Classification
- Policy Deductible and Adjustment Calculation Sheet
- Coverage Position and Settlement Recommendation
- Recovery, Contribution and Subrogation Pathway

Day 5: Practice Cargo Claims Management

- Exercise: Map Trade Risk and Insurance Responsibility
- Exercise: Test Policy Coverage Against a Cargo Loss
- Exercise: Assemble Survey Evidence and Causation Findings
- Exercise: Calculate Settlement and Recovery Options
- Capstone Exercise: Complete the Cargo Claim Decision File

Practical Exercises

The course uses suggested activities based on containerized goods, machinery shipments and temperature-sensitive cargo cases.

- Suggested activity: align an Incoterms allocation with insurable interest, policy responsibility and the point of risk transfer.
- Suggested activity: inspect notification records, receipts, photographs, packaging and survey findings for evidence gaps.
- Suggested activity: compare policy wording, causation findings and valuation records to form a coverage position.
- Suggested activity: assemble notification, evidence, quantum, settlement and subrogation decisions into one claim file.

FAQs

Who suits marine cargo insurance and claims management training, and what does it assume?

Marine cargo insurance and claims management training suits insurance, shipping, logistics, survey, brokerage and risk teams. It assumes practical exposure to cargo movements, policies, notifications or claim records and does not teach charterparty litigation or general insurance administration.

How does marine cargo claims management differ from general claims handling?

Marine cargo claims management applies trade-risk transfer, cargo policy clauses, survey evidence, transport documents, causation, mitigation and carrier recovery to goods in transit. General claims handling does not apply the same cargo-specific loss and recovery chain.

What evidence supports a marine cargo insurance claim?

A marine cargo insurance claim is supported by prompt notice, policy and shipment records, delivery exceptions, photographs, retained packaging and seals, survey findings, invoices, repair or salvage evidence, and correspondence preserving rights against responsible parties.

How are marine cargo loss and claim quantum assessed?

Marine cargo loss and claim quantum are assessed by linking policy coverage, cause, insured value, physical or financial damage, mitigation costs, salvage, deductibles and applicable adjustment terms in a documented calculation.

Why is subrogation important in marine cargo claims?

Subrogation allows an insurer that has indemnified an insured loss to pursue available rights and remedies against responsible parties. Effective recovery depends on timely notices, preserved evidence, contractual records and a clear payment trail.

Conclusion

Participants take back a Cargo Claim Decision File linking coverage, notification, survey evidence, causation, valuation, settlement and recovery. The file improves traceability from the first loss report through the final claim position. It also supports coordinated decisions among insured parties, insurers, brokers, surveyors, carriers and logistics teams.