QUEST
Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 2049

Commercial Insurance Underwriting & Risk Assessment Training Course

GENERAL & COMMERCIAL INSURANCE
INSURANCE & RISK MANAGEMENT

DURATION
5 Days

DELIVERY
Classroom

Course Overview

The Commercial Insurance Underwriting & Risk Assessment Training Course provides a comprehensive framework for assessing, selecting, pricing, and managing commercial insurance risks. The programme focuses on the principles and practical techniques required to make sound underwriting decisions while maintaining appropriate levels of risk, coverage, profitability, and portfolio quality.

Participants will examine the complete commercial underwriting process, including risk information gathering, exposure analysis, risk classification, policy structure, coverage evaluation, underwriting guidelines, deductibles, limits, exclusions, pricing considerations, and referral decisions. The course also explores how underwriters assess complex corporate risks across different industries and business activities.

Particular emphasis is placed on risk assessment and underwriting judgment. Participants will learn how to evaluate financial, operational, property, liability, business interruption, and other relevant exposures, identify risk indicators, interpret supporting information, and determine appropriate underwriting conditions and controls.

Through practical case studies and underwriting exercises, participants will apply structured approaches to commercial risk selection, risk-based pricing, portfolio management, and renewal decisions. The programme is designed to strengthen technical underwriting capability while supporting disciplined risk management and sustainable commercial insurance performance.

Objectives

- By the end of the course, participants will be able to:
- Analyze the fundamentals and strategic role of commercial insurance underwriting.
- Assess the insurability and overall quality of commercial risks.
- Evaluate financial, operational, property, liability, and business interruption exposures.
- Apply structured commercial risk assessment methodologies.
- Analyze underwriting information and identify critical risk indicators.
- Classify commercial risks according to their characteristics and exposure levels.

- Evaluate coverage requirements, policy limits, deductibles, conditions, and exclusions.
- Apply underwriting guidelines and risk acceptance criteria.
- Assess risk accumulation, concentration, and portfolio exposure.
- Analyze factors influencing commercial insurance pricing and premium adequacy.
- Apply risk-based approaches to underwriting decisions and pricing.
- Develop appropriate underwriting conditions, warranties, and risk controls.
- Evaluate complex and high-value commercial risks.
- Strengthen referral and escalation decisions for risks outside underwriting authority.
- Assess renewal risks and changes in commercial exposures.
- Develop an integrated framework for commercial insurance underwriting and risk assessment.

Who Should Attend

This course is designed for commercial insurance underwriters, senior underwriters, underwriting managers, risk assessment specialists, insurance portfolio managers, and insurance professionals responsible for evaluating and accepting corporate and commercial risks.

It is also suitable for insurance brokers, account executives, risk managers, claims professionals, reinsurance specialists, insurance product managers, client relationship managers, and professionals involved in commercial insurance pricing and portfolio decisions.

The programme is particularly relevant to professionals working in insurance and reinsurance companies, insurance brokerage firms, banks and financial institutions, multinational corporations, and organizations managing complex commercial insurance programmes.

Learning Outcomes

- Upon completion of the course, participants will be able to:
- Explain the commercial insurance underwriting lifecycle.
- Identify the key information required for effective risk assessment.
- Evaluate the quality, completeness, and reliability of underwriting information.
- Analyze commercial exposures and determine their potential impact on loss experience.

- Identify physical, financial, operational, and liability risk factors.
- Assess the adequacy of proposed insurance coverage.
- Determine appropriate policy limits, deductibles, conditions, and exclusions.
- Apply risk classification and segmentation techniques.
- Evaluate risk controls and loss prevention measures.
- Analyze underwriting factors that influence premium adequacy.
- Apply structured approaches to risk-based pricing decisions.
- Evaluate risk concentration and accumulation within an insurance portfolio.
- Make informed risk acceptance, modification, referral, or decline decisions.
- Assess changes in exposure when reviewing commercial policy renewals.
- Document and communicate underwriting decisions effectively.
- Develop practical recommendations for improving commercial underwriting quality and portfolio performance.

Course Outline

DAY 01

Fundamentals of Commercial Insurance Underwriting

- Role and objectives of commercial insurance underwriting
- Commercial underwriting lifecycle and operating framework
- Types of commercial risks and insurance exposures
- Risk selection and underwriting philosophy
- Underwriting authority and decision-making responsibilities
- Risk information requirements and documentation
- Sources of underwriting information
- Risk classification and segmentation
- Risk acceptance criteria and underwriting guidelines

> **PRACTICAL APPLICATION**
>
> Reviewing a commercial risk submission and identifying the information required for underwriting

DAY 02

Commercial Risk Assessment and Exposure Analysis

- Principles of commercial risk assessment
- Physical and operational risk analysis
- Property and asset exposure assessment
- Business interruption and financial exposure
- Liability and third-party exposures
- Industry-specific risk characteristics
- Financial and business profile analysis
- Risk controls and loss prevention measures
- Risk indicators and warning signs

PRACTICAL APPLICATION

Conducting a comprehensive risk assessment for a corporate insurance applicant

DAY 03

Coverage Analysis, Underwriting Decisions and Risk-Based Pricing

- Commercial policy structures and coverage analysis
- Policy limits, deductibles, conditions, and exclusions
- Coverage adequacy and exposure matching
- Underwriting guidelines and risk appetite
- Risk modification and underwriting conditions
- Premium adequacy and pricing considerations
- Factors influencing commercial insurance pricing
- Risk-based pricing approaches
- Referral, escalation, and exception management

DAY 03 — CONTINUED

> **PRACTICAL APPLICATION**
> Developing an underwriting recommendation and pricing approach for a complex commercial risk

DAY 04

Portfolio Risk, Complex Risks and Renewal Underwriting

- Commercial insurance portfolio management
- Risk accumulation and concentration analysis
- Portfolio exposure monitoring
- Large and complex commercial risks
- High-value assets and specialized risks
- Reinsurance considerations in commercial underwriting
- Claims history and loss experience analysis
- Renewal risk assessment
- Changes in exposure and updated underwriting information

> **PRACTICAL APPLICATION**
> Evaluating a commercial portfolio and making renewal decisions based on changing risk exposure

DAY 05

Underwriting Governance, Performance and Best Practices

- Underwriting governance and accountability
- Documentation and auditability of underwriting decisions
- Underwriting quality assurance and controls
- Key underwriting performance indicators
- Portfolio profitability and risk-adjusted performance
- Monitoring underwriting trends and emerging risks
- Data-driven underwriting and analytical tools

DAY 05 — CONTINUED

- Continuous improvement in underwriting practices
- Developing consistent underwriting standards
- Final Integrated Workshop: Completing a full commercial underwriting assessment covering risk analysis, coverage evaluation, risk classification, pricing considerations, acceptance conditions, referral decisions, and portfolio impact

Register or Request More Information

Course page: https://quest-training.com/courses/commercial-insurance-underwriting-risk-assessment-training-course
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