

Course No. 1820

Commercial Insurance Underwriting Training Course

**INSURANCE UNDERWRITING & RISK SELECTION
INSURANCE & RISK MANAGEMENT**

DURATION

5 Days

LOCATION

Milan, Italy

DELIVERY

Classroom

DATES

28 Sept – 2 Oct 2026



Scheduled Event Details

CITY	Milan, Italy
DATE	28 Sept – 2 Oct 2026
DELIVERY TYPE	Classroom
COURSE FEE	€6,000

Course Overview

The Commercial Insurance Underwriting Training Course provides a comprehensive framework for evaluating, selecting, structuring, and underwriting commercial insurance risks. The course focuses on developing the technical and analytical capabilities required to make sound underwriting decisions while balancing risk exposure, coverage requirements, pricing considerations, client needs, and portfolio profitability.

Participants will explore the commercial underwriting process from initial risk information gathering and exposure analysis through risk classification, coverage evaluation, underwriting assessment, terms and conditions, risk acceptance, referral, and ongoing portfolio monitoring. Emphasis is placed on developing a consistent and evidence-based approach to underwriting commercial accounts.

The course examines the complexities of commercial insurance risks across businesses, industries, facilities, assets, operations, and liability exposures. Participants will learn how to assess financial, operational, physical, contractual, legal, environmental, and business continuity factors that may influence the likelihood and severity of losses.

Through practical case studies and underwriting simulations, participants will strengthen their ability to assess complex commercial accounts, identify key risk drivers, determine appropriate coverage structures, evaluate underwriting terms, manage exceptions, and develop recommendations that support sustainable portfolio growth and profitability.

Objectives

- Analyze the principles and practices of commercial insurance underwriting.
- Identify key characteristics and exposure factors affecting commercial risks.
- Evaluate commercial risk information, documentation, financial data, and claims history.
- Assess property, liability, business interruption, operational, and other commercial exposures.
- Apply structured methodologies for commercial risk classification and selection.
- Evaluate coverage requirements, limits, deductibles, exclusions, and policy conditions.
- Develop appropriate underwriting recommendations for different commercial risk profiles.
- Apply risk appetite, underwriting guidelines, and delegated authority to commercial accounts.
- Assess the relationship between underwriting decisions, pricing, risk exposure, and profitability.
- Strengthen the use of data and analytical techniques in commercial underwriting.
- Manage underwriting referrals, exceptions, incomplete information, and complex risk conditions.
- Develop strategies for improving commercial portfolio quality and underwriting performance.

Who Should Attend

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

It is also suitable for insurance executives, risk managers, claims professionals, pricing specialists, brokers and intermediaries, corporate insurance professionals, and decision makers who need to strengthen their understanding of commercial risk assessment, underwriting strategy, coverage structuring, and portfolio management.

Learning Outcomes

- By the end of the course, participants will be able to:
- Apply structured methodologies to evaluate commercial insurance risks.
- Identify critical risk drivers across different commercial industries and business activities.
- Analyze financial, operational, physical, legal, contractual, and environmental risk factors.

- Evaluate commercial property, liability, business interruption, and related exposures.
- Review claims history and loss experience to support underwriting decisions.
- Assess the adequacy of risk information and identify missing or unreliable information.
- Determine appropriate coverage structures, limits, deductibles, exclusions, and conditions.
- Apply underwriting guidelines and organizational risk appetite to commercial accounts.
- Make informed decisions to accept, decline, or refer complex commercial risks.
- Evaluate the impact of underwriting decisions on pricing adequacy and portfolio profitability.
- Strengthen documentation, governance, authority, and referral processes.
- Develop practical approaches to improve commercial underwriting quality and portfolio performance.

Course Outline

DAY 01

Foundations of Commercial Insurance Underwriting

- Principles, objectives, and role of commercial insurance underwriting
- Understanding commercial risk characteristics and exposure profiles
- Commercial underwriting processes, information requirements, and decision criteria
- Risk classification, selection, acceptance, decline, and referral

PRACTICAL APPLICATION

Evaluating a commercial account and identifying key underwriting considerations

DAY 02

Commercial Risk Assessment and Exposure Analysis

- Evaluating business activities, operations, assets, facilities, and locations
- Assessing financial, operational, physical, legal, contractual, and environmental exposures
- Analyzing claims history, loss experience, and risk trends
- Identifying risk concentration, accumulation, and potential loss scenarios

DAY 02 — CONTINUED

PRACTICAL APPLICATION

Developing a comprehensive commercial risk assessment

DAY 03

Coverage Structure and Underwriting Terms

- Designing appropriate commercial insurance coverage structures
- Evaluating policy limits, deductibles, exclusions, conditions, and extensions
- Matching coverage requirements with the actual risk profile
- Identifying coverage gaps, overlaps, limitations, and potential accumulation exposures

PRACTICAL APPLICATION

Structuring coverage and developing underwriting terms for a commercial account

DAY 04

Commercial Underwriting Decisions and Portfolio Performance

- Applying underwriting guidelines, risk appetite, and delegated authority
- Managing referrals, exceptions, incomplete information, and complex risks
- Using data and analytics to support commercial underwriting decisions
- Linking underwriting quality with claims performance, pricing adequacy, and profitability

PRACTICAL APPLICATION

Reviewing a commercial portfolio and identifying underwriting improvement opportunities

DAY 05

Advanced Commercial Underwriting and Portfolio Strategy

- Developing underwriting strategies for complex corporate and commercial accounts
- Balancing business growth, client requirements, risk exposure, and profitability
- Strengthening underwriting governance, documentation, consistency, and accountability

DAY 05 — CONTINUED

- Monitoring portfolio quality, risk concentration, performance, and emerging exposures

FINAL WORKSHOP

Developing a comprehensive underwriting recommendation for a complex commercial insurance account

Register or Request More Information

Course page: <https://quest-training.com/courses/commercial-insurance-underwriting-training-course>

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