QUEST
Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 1471

Insurance Underwriting: Principles, Practices & Risk Assessment

INSURANCE & FINANCIAL SERVICES
FINANCE, INVESTMENT & BANKING

DURATION
5 Days

DELIVERY
Classroom

LOCATION
Manama, Bahrain

DATES
2 – 6 Nov 2026

Scheduled Event Details

CITY	Manama, Bahrain
DATE	2 – 6 Nov 2026
DELIVERY TYPE	Classroom
COURSE FEE	€4,700

Course Overview

The Insurance Underwriting: Principles, Practices & Risk Assessment Training Course provides an advanced and practical framework for understanding and applying insurance underwriting principles in a structured, disciplined, and commercially sound manner. The course focuses on how insurance professionals assess risk, evaluate information, determine acceptance, establish appropriate terms and conditions, and manage underwriting decisions in alignment with profitability, risk appetite, portfolio objectives, and organizational strategy.

Underwriting is one of the most critical technical functions within an insurance organization because it directly influences the quality of business accepted, pricing adequacy, claims performance, capital requirements, and long-term portfolio profitability. Effective underwriting requires more than reviewing an insurance application. It requires a thorough understanding of the underlying risk, historical loss experience, exposure characteristics, operating controls, financial position, policy requirements, market conditions, and the insurer’s capacity to retain or transfer the risk.

The program provides detailed coverage of underwriting principles and risk assessment methodologies, including information gathering, risk classification, exposure analysis, loss probability and severity, claims history, risk mitigation measures, underwriting guidelines, authority levels, policy terms, exclusions, deductibles, limits, warranties, and reinsurance considerations. Participants will learn how to apply consistent underwriting criteria while recognizing situations that require escalation, specialist assessment, additional information, or alternative risk transfer arrangements.

The course also examines underwriting across different insurance business lines and provides transferable principles for assessing property, liability, engineering, marine, health, and other commercial or specialized risks. Particular attention is given to complex and high-value risks, accumulation exposures, geographic and sector concentration, catastrophe exposure, incomplete or inconsistent information, and indicators that may require additional investigation.

Through underwriting case studies, risk assessment exercises, acceptance and referral simulations, underwriting file reviews, coverage analysis, portfolio evaluations, and executive decision-making workshops, the Insurance Underwriting: Principles, Practices & Risk Assessment Training Course develops practical capabilities for making consistent, evidence-based underwriting decisions. The program is suitable for insurance companies, reinsurers, brokers, financial institutions, government entities, regulatory organizations, and professionals working in underwriting, risk management, pricing, claims, reinsurance, portfolio management, and insurance strategy.

Objectives

- Analyze the fundamental principles of insurance underwriting and their relationship with profitability, risk management, and portfolio performance during the course.
- Evaluate the quality, relevance, completeness, and reliability of information used in underwriting decisions.
- Develop structured approaches for identifying, classifying, and assessing insurance risks.
- Apply practical methods for evaluating loss probability, loss severity, exposure levels, and risk characteristics.
- Assess the impact of financial, operational, technical, environmental, and market factors on underwriting decisions.
- Design appropriate coverage terms, exclusions, deductibles, limits, and warranties based on identified risk characteristics.
- Analyze claims history and loss experience to determine their implications for underwriting quality and risk selection.
- Evaluate large, complex, unusual, and concentrated risks and determine appropriate underwriting responses.
- Assess when facultative or treaty reinsurance may be required to support underwriting capacity and risk protection.
- Strengthen underwriting consistency through structured guidelines, authority levels, referral procedures, and documentation standards.
- Develop indicators for monitoring underwriting quality, portfolio performance, loss trends, and emerging risk exposures.
- Align underwriting decisions with risk appetite, corporate policies, governance requirements, and

long-term financial sustainability.

Who Should Attend

This course is designed for professionals working in insurance underwriting, risk assessment, pricing, claims, reinsurance, portfolio management, insurance products, and technical operations. It is particularly relevant to Underwriting Managers, Senior Underwriters, Underwriting Analysts, Risk Assessment Specialists, Pricing Specialists, Portfolio Managers, Claims Managers, Reinsurance Professionals, Product Managers, Technical Analysts, and professionals responsible for reviewing, approving, or monitoring insurance risks.

The program is also suitable for Chief Executive Officers, Chief Financial Officers, Chief Risk Officers, Heads of Underwriting, Risk Directors, Portfolio Directors, Members of Underwriting Committees, and senior decision makers responsible for risk acceptance, underwriting profitability, portfolio quality, and capital utilization. Professionals working in government entities, regulatory authorities, banks, financial institutions, reinsurers, insurance brokers, and large corporations with significant insurance exposures can also benefit from the course.

The course is particularly valuable for professionals in claims, risk management, compliance, internal audit, product management, pricing, and data analytics who need a stronger understanding of how underwriting decisions influence claims results, profitability, capital requirements, and overall portfolio performance.

Learning Outcomes

- Explain the principles and strategic role of insurance underwriting within an insurance organization.
- Identify the key information required to evaluate and underwrite insurance risks effectively.
- Analyze risk characteristics, exposure levels, loss probability, and loss severity.
- Apply structured criteria for accepting, declining, or referring risks for higher-level review.
- Evaluate the impact of claims history, historical losses, operational controls, and risk mitigation measures on underwriting decisions.
- Determine appropriate coverage terms, exclusions, deductibles, limits, and warranties based on risk characteristics.

- Evaluate large, complex, accumulated, and concentrated risks using a structured assessment framework.
- Identify situations where reinsurance or additional risk protection may be required.
- Detect inconsistencies, incomplete information, and potential fraud indicators within underwriting submissions.
- Prepare clear, well-documented underwriting rationales that can withstand review and governance requirements.
- Develop indicators for monitoring underwriting quality, portfolio performance, loss ratios, and emerging risk trends.
- Prepare comprehensive underwriting recommendations aligned with risk appetite, underwriting guidelines, and organizational objectives.

Course Outline

DAY 01

Underwriting Foundations and the Insurance Risk Assessment Process

- Purpose and strategic role of insurance underwriting
- Relationship between underwriting, profitability, claims performance, and risk management
- Insurance underwriting lifecycle from application through policy issuance
- Gathering and validating underwriting information
- Identifying the underlying risk and key loss drivers
- Risk classification and underwriting categories
- Underwriting guidelines, authorities, and referral requirements
- Risk appetite and underwriting acceptance criteria

PRACTICAL APPLICATION

Analyze an insurance submission and identify the core risk characteristics, missing information, and initial acceptance considerations

DAY 02

Risk Assessment, Exposure Analysis and Underwriting Information

- Assessing technical, operational, financial, and environmental risk characteristics
- Evaluating probability and severity of potential losses
- Claims history and historical loss analysis
- Risk control measures and their impact on underwriting quality
- Geographic, sector, operational, and concentration exposures
- Assessment of high-value and complex risks
- Evidence-based underwriting and decision documentation
- Managing incomplete, inconsistent, or unreliable underwriting information

PRACTICAL APPLICATION

Conduct a comprehensive risk assessment and determine the major sources of exposure and potential loss

DAY 03

Risk Acceptance, Coverage Terms, Pricing and Reinsurance

- Principles of accepting, declining, and referring risks
- Determining limits, deductibles, and coverage structures
- Policy conditions, exclusions, warranties, and special terms
- Relationship between risk assessment and coverage conditions
- Fundamental principles of underwriting pricing
- Impact of claims history, exposure, expenses, and risk factors on pricing decisions
- Large risks and exposures that exceed internal retention capacity
- Role of facultative and treaty reinsurance in underwriting decisions

PRACTICAL APPLICATION

Evaluate a complex risk and determine acceptance, coverage terms, limits, pricing considerations, and reinsurance requirements

DAY 04

Underwriting Portfolio Management, Performance and Risk Indicators

- Principles of underwriting portfolio management
- Portfolio growth, quality, profitability, and risk assessment
- Loss ratio and technical performance analysis
- Exposure accumulation and concentration management
- Diversification across products, sectors, geographies, and customer segments
- Key underwriting performance indicators and risk indicators
- File reviews, underwriting consistency, and quality assurance
- Early warning indicators of deteriorating portfolio quality
- Fraud indicators and unusual underwriting patterns

PRACTICAL APPLICATION

Evaluate an underwriting portfolio and identify performance strengths, weaknesses, concentrations, and priority improvement areas

DAY 05

Advanced Underwriting Governance and Executive Decision Making

- Governance and oversight of underwriting decisions
- Underwriting authority, referral processes, and exceptions
- Documentation, auditability, and quality assurance of underwriting decisions
- Coordination between underwriting, claims, pricing, reinsurance, and risk management
- Using data and analytics to improve underwriting decisions
- Emerging risks and changing underwriting conditions
- Reviewing and updating underwriting guidelines and acceptance standards
- Executive reporting on underwriting quality, portfolio performance, and risk exposure
- Continuous improvement of underwriting capabilities and risk selection

DAY 05 — CONTINUED

> **FINAL WORKSHOP**
>
> Develop and present a complete underwriting case covering risk analysis, data quality, exposure assessment, acceptance or decline decision, coverage terms, limits, pricing considerations, reinsurance, portfolio implications, performance indicators, and executive recommendations

Register or Request More Information

Course page: https://quest-training.com/courses/insurance-underwriting-principles-practices-risk-assessment
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