QUEST
Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 1818

Risk Selection & Underwriting Decision-Making Training Course

INSURANCE UNDERWRITING & RISK SELECTION
INSURANCE & RISK MANAGEMENT

DURATION	DELIVERY
5 Days	**Classroom**

Course Overview

The Risk Selection & Underwriting Decision-Making Training Course provides a practical and advanced framework for evaluating insurance risks, selecting acceptable business, and making consistent underwriting decisions based on risk characteristics, available information, portfolio objectives, and organizational risk appetite.

The course focuses on the complete risk selection process, from collecting and validating applicant information to identifying key risk factors, assessing exposure, reviewing claims history, evaluating risk quality, and determining whether a risk should be accepted, declined, referred, or accepted subject to specific terms and conditions.

Participants will examine how underwriting decisions affect portfolio quality, loss performance, pricing adequacy, retention, customer relationships, and long-term profitability. The program also addresses common decision-making challenges, including incomplete information, conflicting data, exceptions to underwriting guidelines, delegated authorities, and commercial pressures.

Through practical case studies, risk assessment exercises, and underwriting simulations, participants will develop stronger analytical and decision-making capabilities, improve underwriting consistency, strengthen documentation and referral processes, and support a disciplined approach to sustainable insurance portfolio growth.

Objectives

- Analyze the fundamental principles of risk selection within insurance underwriting.
- Identify key risk characteristics and exposure factors that influence underwriting decisions.
- Evaluate the quality, completeness, accuracy, and relevance of underwriting information.
- Apply structured methodologies to assess and classify insurance risks.
- Determine whether risks should be accepted, declined, or referred based on defined criteria.
- Evaluate risk profiles against organizational underwriting guidelines and risk appetite.
- Analyze claims history and loss experience to support risk selection decisions.
- Assess the impact of coverage terms, limits, deductibles, exclusions, and conditions on risk acceptance.

- Strengthen the management of underwriting exceptions, referrals, and authority levels.
- Apply data and analytical techniques to improve underwriting decision-making.
- Evaluate the potential impact of risk selection decisions on portfolio quality and profitability.
- Develop practical approaches for improving the consistency, governance, and effectiveness of underwriting decisions.

Who Should Attend

This course is designed for underwriting managers, senior underwriters, underwriting specialists, risk assessment professionals, insurance portfolio managers, technical managers, and professionals responsible for evaluating risks and making or supporting underwriting decisions.

It is also suitable for insurance executives, risk managers, claims professionals, pricing specialists, insurance operations managers, compliance and governance professionals, and decision makers who need to strengthen risk selection, underwriting discipline, portfolio quality, and sustainable insurance performance.

Learning Outcomes

- By the end of the course, participants will be able to:
- Analyze insurance risk profiles and identify the most significant exposure factors.
- Evaluate the quality and reliability of information used in underwriting decisions.
- Classify risks according to defined underwriting criteria and risk appetite.
- Make evidence-based decisions to accept, decline, or refer insurance risks.
- Assess the relationship between risk characteristics and expected loss exposure.
- Use claims history and loss trends to strengthen risk selection decisions.
- Evaluate the effect of policy terms, limits, deductibles, and exclusions on risk exposure.
- Handle incomplete, inconsistent, or conflicting underwriting information effectively.
- Manage underwriting exceptions and escalation requirements appropriately.
- Document underwriting decisions and establish clear decision rationales.
- Evaluate how risk selection decisions influence portfolio performance and profitability.
- Develop a practical framework for improving risk selection and underwriting decision quality.

Course Outline

DAY 01

Foundations of Risk Selection in Insurance Underwriting

- Understanding risk selection and its role in insurance profitability
- Characteristics of desirable, marginal, and unacceptable risks
- Identifying risk characteristics, exposures, and key risk drivers
- Aligning risk selection with underwriting strategy and risk appetite

> **PRACTICAL APPLICATION**
> Assessing a sample insurance risk and identifying key acceptance factors

DAY 02

Risk Information, Analysis, and Assessment

- Gathering and evaluating applicant and risk information
- Assessing data completeness, accuracy, reliability, and relevance
- Analyzing claims history, loss experience, and emerging risk patterns
- Evaluating financial, operational, technical, environmental, and behavioral risk factors

> **PRACTICAL APPLICATION**
> Developing a comprehensive risk assessment for a selected insurance case

DAY 03

Underwriting Decision-Making and Risk Acceptance

- Establishing risk acceptance, decline, and referral criteria
- Applying underwriting guidelines and delegated authority levels
- Evaluating coverage terms, limits, deductibles, exclusions, and conditions
- Managing complex risks, exceptions, incomplete information, and commercial pressures

DAY 03 — CONTINUED

> **PRACTICAL APPLICATION**
>
> Making and documenting underwriting decisions across multiple risk scenarios

DAY 04

Data-Driven Risk Selection and Portfolio Quality

- Using data and analytics to strengthen underwriting decisions
- Connecting individual risk selection with portfolio performance
- Analyzing loss ratios, claims trends, retention, and risk concentration
- Identifying recurring patterns, deteriorating risks, and low-quality business

> **PRACTICAL APPLICATION**
>
> Reviewing a portfolio and identifying opportunities to improve risk selection

DAY 05

Advanced Underwriting Decision-Making and Continuous Improvement

- Strengthening governance, consistency, and accountability in underwriting decisions
- Reviewing underwriting decisions and measuring decision quality
- Balancing business growth, risk exposure, customer requirements, and profitability
- Developing continuous improvement mechanisms for risk selection and underwriting

> **FINAL WORKSHOP**
>
> Building an integrated risk selection and underwriting decision-making framework for a selected insurance portfolio

QUEST
Professional Center

Register or Request More Information

Course page: https://quest-training.com/courses/risk-selection-underwriting-decision-making-training-course
Website: https://quest-training.com
Email: info@quest-training.com
Phone: +905016771440