QUEST
Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 1817

Underwriting Risk Assessment & Pricing Training Course

INSURANCE UNDERWRITING & RISK SELECTION
INSURANCE & RISK MANAGEMENT

DURATION
5 Days

DELIVERY
Classroom

Course Overview

The Underwriting Risk Assessment & Pricing Training Course provides a comprehensive professional framework for evaluating insurance risks, determining appropriate underwriting decisions, and developing technically sound pricing approaches. The course focuses on strengthening underwriting discipline while balancing risk exposure, profitability, customer requirements, and portfolio performance.

Participants will explore the complete underwriting risk assessment process, from gathering and validating risk information to analyzing exposures, identifying risk drivers, evaluating loss potential, and determining appropriate underwriting terms. The program addresses the practical application of risk assessment principles across different insurance portfolios and business environments.

The course also examines insurance pricing fundamentals, including risk-based pricing, loss experience, claims trends, exposure characteristics, expenses, profitability requirements, deductibles, limits, policy terms, and market considerations. Participants will learn how pricing decisions can influence portfolio quality, loss ratios, retention, growth, and overall underwriting performance.

Through practical case studies and underwriting exercises, participants will develop the ability to make consistent, evidence-based underwriting decisions, identify pricing risks, strengthen underwriting controls, and improve the alignment between risk selection and pricing strategies.

Objectives

- Analyze the fundamental principles of insurance underwriting and risk assessment.
- Identify key risk characteristics and exposure factors influencing underwriting decisions.
- Evaluate financial, operational, technical, and historical information used in risk assessment.
- Apply structured methodologies to assess probability and severity of potential losses.
- Develop risk-based approaches to insurance pricing and premium determination.
- Evaluate claims experience, loss trends, exposure data, and other pricing inputs.
- Assess the relationship between policy terms, deductibles, limits, exclusions, and pricing.
- Apply underwriting guidelines and risk appetite principles to support consistent decisions.

- Evaluate the profitability implications of underwriting and pricing decisions.
- Strengthen the use of data, analytics, and performance indicators in underwriting decisions.
- Identify pricing inadequacies, underwriting weaknesses, and emerging portfolio risks.
- Develop practical underwriting and pricing strategies that support sustainable portfolio performance.

Who Should Attend

This course is designed for underwriting managers, senior underwriters, underwriting specialists, insurance risk professionals, pricing professionals, portfolio managers, and insurance operations personnel involved in evaluating risks and determining insurance terms and premiums.

It is also suitable for insurance executives, technical managers, actuarial and analytical professionals, risk managers, claims professionals, and decision makers who need to understand the relationship between risk selection, pricing, portfolio performance, and insurance profitability.

Learning Outcomes

- By the end of the course, participants will be able to:
- Apply structured approaches to insurance risk assessment and underwriting.
- Identify the key characteristics that influence risk quality and exposure.
- Evaluate underwriting information and distinguish critical risk factors from secondary information.
- Assess probability, severity, frequency, and potential loss exposure.
- Develop risk-based pricing considerations for different insurance risks.
- Analyze claims history and loss experience to support underwriting and pricing decisions.
- Evaluate the impact of deductibles, limits, exclusions, and policy conditions on pricing.
- Apply underwriting guidelines and risk appetite principles consistently.
- Identify underpriced, high-risk, and potentially unprofitable business.
- Use underwriting and pricing indicators to monitor portfolio performance.
- Strengthen decision-making through data analysis and risk-based segmentation.
- Develop practical actions to improve underwriting quality, pricing adequacy, and portfolio profitability.

Course Outline

DAY 01

Foundations of Insurance Underwriting and Risk Assessment

- Principles and objectives of insurance underwriting
- The underwriting cycle and key decision points
- Identifying risk characteristics, exposures, and risk drivers
- Evaluating risk information, documentation, and data quality

> **PRACTICAL APPLICATION**
>
> Conducting a structured risk assessment for a selected insurance case

DAY 02

Risk Analysis and Underwriting Decision-Making

- Assessing frequency, severity, probability, and potential loss
- Analyzing historical claims and loss experience
- Evaluating financial, operational, technical, and environmental risk factors
- Applying underwriting guidelines, authority levels, and risk appetite

> **PRACTICAL APPLICATION**
>
> Making an underwriting decision based on a comprehensive risk profile

DAY 03

Insurance Pricing Fundamentals and Risk-Based Pricing

- Principles of insurance pricing and premium determination
- Key pricing inputs: exposure, claims, expenses, risk factors, and profitability
- Risk-based pricing and customer segmentation
- Impact of deductibles, limits, exclusions, and policy conditions on pricing

DAY 03 — CONTINUED

> **PRACTICAL APPLICATION**
> Developing a risk-based pricing approach for a selected insurance product

DAY 04

Pricing Adequacy, Portfolio Performance, and Emerging Risks

- Evaluating pricing adequacy and identifying underpriced business
- Analyzing loss ratios, claims trends, retention, and portfolio profitability
- Using data, analytics, and performance indicators in underwriting decisions
- Addressing emerging risks, changing exposures, and market conditions

> **PRACTICAL APPLICATION**
> Diagnosing pricing and underwriting weaknesses within an insurance portfolio

DAY 05

Advanced Underwriting Strategy and Portfolio Optimization

- Aligning underwriting decisions with organizational risk appetite and business strategy
- Strengthening underwriting consistency, governance, and decision controls
- Optimizing the balance between growth, risk exposure, retention, and profitability
- Developing underwriting and pricing improvement strategies

> **FINAL WORKSHOP**
> Building an integrated underwriting risk assessment and pricing framework for a selected insurance portfolio

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Register or Request More Information

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