

Kenya College of Insurance - Certificate in Agricultural Insurance COURSE/ PROGRAM

This program is intended to develop the human capacity of insurance companies and its related agencies to model and underwrite appropriate and competitive risks for the various agricultural sectors that will lead to an increased uptake of agricultural insurance products within the African Sub-Sahara region.

This program targets Insurance underwriting staff; Credit analyst in the banking sector; Loss adjusters; Brokers/Agents; Marketing staff; and Agricultural extension officers.

Course Objectives

By the end of this program the participant should be able to:

- a) To provide participants with fundamental knowledge and understanding of the principles and practice of insurance;
- b) Gain an understanding of the historical development of Agricultural Insurance;
- c) Gain knowledge of the risks in Agriculture and crop insurance Design considerations;
- d) Understand the role played by various agencies in agricultural insurance schemes;
- e) Understand the shape and direction of agriculture insurance market.
- f) Learn about innovative distribution practices to lower your costs and increase outreach;
- g) Comprehend the role of regulation and supervision in reacting, enabling and facilitating the development of Crop and Agriculture Insurance and what firms must do to be compliant;
- h) Network and share experiences with leading commercial insurance and reinsurance companies, actuaries, underwriters, MFIs, NGOs, development-aid agencies, multilateral development banks, and international and regional regulatory bodies;

Entry Requirements

For a person to be admitted into the training program, he/she should be working in either of the following capacities:

- Insurance underwriting staff;
- Credit analyst in the banking sector;
- Loss adjusters;
- Brokers/Agents;
- Marketing staff; and
- Agricultural extension officers.

and should be

- Nominated by an institution for which he/she works.
- Commitment to carry out all the training programs
- And commitment by the nominating organization/institution to provide access to the college supervisors to the interns during their internship.

STRUCTURE OF THE PROGRAM

This training program is divided into modules I and II. These modules are progressional and their order should be strictly followed.

METHODOLOGY

The College of Insurance in collaboration with Egerton University shall conduct the training of the program in countries of the sub-region directly or indirectly. The training will be in the form of:

- Lectures
- Workshops
- Seminars
- Demonstrations
- Mentoring
- Practical's
- Field/workplace based research
- Workplace of field based internship

ASSESSMENT/ EXAMINATIONS

There shall be internal and external assessment. Internal assessment will be based on course work assignments and programmed internal examinations set and marked by the College. This will contribute to 30% of the final mark.

The external examination shall be offered under auspices of Egerton University at the end of each module. This will contribute to 70 % of the final mark.

There shall be a project to be carried out by each candidate at the end of Module II. This again will be carried out under the supervision of Egerton University. The project will constitute between 30% of the final mark.

Both the course work assignments and examinations (both internal and external) should mainly be of case based test items.

The criteria for various grade boundaries award marks will be based on the following guidelines which are as follows:

Grade	Marks
Distinction	70-100%
Credit	50- 69%
Pass	40-49%
Fail	0-39%

THE INTENDED COURSE OBJECTIVES

To provide participants with fundamental knowledge and understanding of the principles and practice of insurance;

Gain an understanding of the historical development of Agricultural Insurance;

Gain knowledge of the risks in Agriculture and crop insurance Design considerations;

Understand the underwriting consideration and claims procedures of Agricultural Insurance;

Understand the role played by various agencies in agricultural insurance schemes;

Understand the shape and direction of agriculture insurance market.

Learn about innovative distribution practices to lower your costs and increase outreach;

Comprehend the role of regulation and supervision in reacting, enabling and facilitating the development of Crop and Agriculture Insurance and what firms must do to be compliant;

Network and share experiences with leading commercial insurance and reinsurance companies, actuaries, underwriters, MFIs, NGOs, development-aid agencies, multilateral development banks, and international and regional regulatory bodies;

THE COURSE CONTENTS

The program will be administered in two modules. The first module covers the following:

Module 1 Fundamentals of Agriculture Insurance

- Role and Importance of Agriculture
- History and overview of Agriculture Insurance in Eastern Africa
- Risks in Agriculture Insurance
- Law of Contract and Agency
- Principles of Insurance as applied to Agriculture Insurance
- The Agriculture Insurance Market (Local and International)
- Agriculture value chain and risks
- Role of Risk Management in agriculture
- Crop insurance design and consideration
- Methodology of crop estimation
- Agricultural insurance products
 - Indemnity based agricultural insurance products
 - Named peril agricultural insurance products (Damaged based products)
 - Multiple peril agricultural insurance products (yield based products)
 - Revenue agriculture insurance products
 - Index based agriculture insurance products
- Agriculture insurance underwriting and risk pricing
- Regulatory framework in Eastern Africa

Module 2 Practice of Agriculture Insurance

- Crop Insurance
- Livestock Insurance
- Poultry Insurance
- Bloodstock Insurance
- Aquaculture Insurance
- Forestry Insurance
- Greenhouse Insurance
- Agriculture reinsurance
- Agriculture claims
- Challenges associated with agriculture insurance

MODE OF TRAINING

It will be a 5 days intensive course comprising 30 contact hours. The training will be done through lectures, field work, meteorological visits, farms visits, agricultural universities visits, agricultural trade fairs, case studies, projects and an examination at the end of the course.