



Insurance
INSTITUTE OF EAST AFRICA
— Insurance Education Anywhere Anytime —

Understand Marine Cargo Insurance



Public Training

Overview

The Understand Marine Cargo Insurance comprehensive training programme is designed to equip participants with the essential knowledge and skills needed to navigate the complex world of marine cargo insurance.

Throughout this course, participants will develop knowledge and understanding about the business and legal environment of cargo and goods-in-transit risks as well as the scope of cover and market practices of cargo insurance in Kenya and globally, haulage contractor's liability, hauliers, freight forwarders, stevedores, and warehousemen, underwriting cargo and goods-in-transit and marine cargo claims considerations.

Suitability

This training is suitable for: -

- Underwriters
- Claims teams
- Brokers
- Agents
- Business development teams
- Risk and compliance officers
- Customer service/relationship officers
- Regulators
- Importers
- Transporters
- Freight Forwarders
- Shippers

Learning Outcomes

By the end of this workshop, participants should be able to: -

- Describe the conduct of international trade;
- List and outline documents used in international trade;
- Explain the various legal requirements of transit risks;
- Understand how marine cargo and inland transit insurance is arranged;
- Describe the various charter parties;
- Understand risk assessment of marine cargo insurance;
- Describe the marine cargo underwriting process;
- Understand the claim requirements for cargo claims; and
- Describe cargo claim categories, handling expense claims and goods in transit claims handling.

Day One

International Trade and Cargo Risks

Learning Outcomes

After completing this module, participants should be able to: -

- Identify the various forms of international terms relating to shipping and link them to the risks associated with marine cargo;
- Compare and contrast between Marine Cargo and Inland Transit covers and their respective roles in underwriting;
- List the global trading countries and trade routes, and explain how the different categories of goods are determined; and
- Explain how to apply and operate the commercial terms associated with marine cargo risks.

What is Covered

International Trade in Relation to Cargo Risks

- Introduction to Marine Cargo Insurance
- Introduction to Inland Transit Insurance
- Outline of Global Import and Export Business
- The Principal Trading Countries and Trade Routes
- Different Categories of Trading Goods
- Local Products
- Local Destinations and Regulations Relating to Road Users
- International Commercial Terms 2010 (Incoterms)

Legal Environment of Marine Cargo

Learning Outcomes

After completing this module, participants should be able to: -

- Interpret key sections and articles of the Marine Insurance Act 1906 (UK);
- Understand various legal statutes, terms, and definitions, such as The Hague-Visby Rules, the Hamburg Rules, and the Carriage of Goods by Sea Act 1971;
- Understand how to apply the different Acts within the respective territorial boundaries;
- Contrast and compare common international conventions and their roles in governing marine insurance policies; and

- Explain the approaches of barge shipment underwriting and the added risk associated with such shipment as compared to other conventional methods.

What is Covered

The Legal Environment

- Marine Insurance Act 1906 (MIA)
- New Changes Relating to Utmost Good Faith and Warranty Proviso

Legal Aspects of Carriage of Goods by Sea

- The Hague-Visby Rules
- Carriage of Goods by Sea Act 1971
- The Hamburg Rules
- The Us Carriage of Goods by Sea Act 1936

Legal Aspects of Carriage of Goods by Road and Rail

- Convention Internationale Concernant Le Transport Des Marchandises Par Route (CMR)
- Convention Internationale Concernant Le Transport Des Marchandises Par Chemins De Fer (CIM)
- Multimodal Codes
- Contractual Liability of Parties Involved in the Carriage of Goods

Transportation Via Barge

- Single Tow
- Double Tow
- Tandem/Triple Tows

Scope of Cover and Market Practices in Cargo Insurance

Learning Outcomes

After completing this module, participants should be able to: -

- Identify the essential underwriting considerations in marine cargo-related coverage;
- Discuss how an assured can utilise and maximise coverage for marine shipment risks;
- Describe the content of various clauses available in the market;
- Identify key issues in the analysis of certain clauses; and
- Describe other elements that affect the underwriting of marine cargo risks.

What is Covered

Main Cover

- Marine Cargo Insurance Policy Structure
- Institute Cargo Clauses
- Application of The Clauses

Airline Freight, Legal Liability, And All-Risks Wording

- Cargo liability
- Cargo All-Risks
 - Institute Cargo Clauses (AIR) Excluding Sendings by Post 1.1.82.
 - Institute War Clauses (AIR CARGO) Excluding Sendings by Post 1.1.82.
 - Institute Strikes Clauses (AIR CARGO) 1.1.82.

Additional Issues Related to Coverage

- Basis of Valuation Clause
- War, Strikes, And Terrorism Coverage
- Other Cargo-Related Coverage and Consequential Loss
- Coverage Issues Related to Charterparties
- Charterparties (Hire) Contract of Carriage



Day Two

Scope of Cover and Market Practices in Liability Insurance

Learning Outcomes

After completing this module, participants should be able to: -

- Identify the liability exposures for haulage contractors;
- Describe the information underwriters need and how they rate it;
- Identify and analyse the key issues in the custody and control of cargo; and
- Describe how other legal liabilities affect the underwriting of marine risks.

What is Covered

General Nature of Haulage Contractor's Liability Cover

- The General Nature of Contractors

Rating Practices of Haulage Contractor's Liability Policies

- Premium Adjustment

Implications of Custody and Control

- Implications of Custody and Control in the Application of Marine Cargo Cover

Risk of Mis-Deliveries

- The Risk of Mis-Delivering and The Application of Cover

Legal Liability of Haulage Contractors

- Delay
- Deviation
- Mis-Delivery
- Dangerous Goods
- Carriage of Goods by Two or More Carriers
- Application of Limit

Legal Relationships

- Legal Relationship Between Haulage Contractors and Freight Forwarders
- Legal Relationship Between Haulage Contractors and Warehouses & Ports for Goods-in-Transit

Underwriting Cargo and Goods-in-Transit

Learning Outcomes

After completing this module, participants should be able to: -

- Describe the various forms of risks assessment and evaluation;
- Compare and contrast between the key risk characteristics and considerations;
- Discuss the main underwriting criteria to establish the final rate; and
- Describe the common approaches and documentation in marine insurance underwriting.

What is Covered

Risk Assessment and Evaluation

- Different Types of Goods and The Varying Risk Profiles
- Evaluation of other Key Risk Characteristics
- Main Principles and Application of Bills of Lading and Waybills
- Prevention of Loss

Underwriting

- Underwriting Procedures
- Documents Required for Underwriting Consideration

Claims Considerations and Procedures

Learning Outcomes

After completing this module, participants should be able to: -

- Describe the process flow of Marine claims and the involvement of various parties in the settlement of claims;
- Describe the application of the various clauses and their impact on the final claim settlement, adjustment and other relevant procedures;
- Discuss the claims processes after assessing and reviewing the necessary information gathered, for different types of Marine claims; and
- Apply the necessary adjustment and consideration for salvage for different loss circumstances.

What is Covered

Marine Cargo Claims

- Claims Notification Procedures and Documentation
- Roles of Different Parties in the Claim Process
- Cargo Survey Report and Other Documents
- Application of ICC (A), (B), (C) and Both-To-Blame Clauses
- Adjustment of Claims
- Claim Settlement Procedures

Goods-in-Transit Claims

- Measure of Indemnity
- Practical Adjustment of Partial and Total Loss Claims

Assessment Questions and Answers

In line with IIEA requirements, a short multiple-choice assessment will be provided at the end of the workshop to test understanding. A Certificate of Attendance will be awarded to all students who attend. A Certificate of Achievement will be awarded to those who sit for the assessment and are successful (pass mark 70%).

Course Summary

Location:	Fairmont The Norfolk, Nairobi
Duration:	2 Days
Fee:	Kshs 58,500 Per Delegate (Non-Residential)
Dates:	10 th – 11 th April, 2025



About Insurance Institute of East Africa

The Insurance Institute of East Africa (IIEA) is a leading provider of insurance education across the various functional areas of the insurance industry and is an approved training provider by National Industrial Training Authority (NITA) under Ref: NITA/TRN/1365.

IIEA has partnered with leading global providers of insurance education to offer a wide range of professional insurance qualifications, designations and certifications developed by industry experts. These partners include the Insurance Institute of America (The Institutes), America's Health Insurance Plans (AHIP), The Digital Insurer (TDI), Cambridge International College (CIC) Britain, Australian and New Zealand Institute of Insurance and Finance (ANZIIF), International Compliance Associations (ICA), International Fraud Training Group (IFTG), Frankfurt School of Finance and Management, Academy for International Modern Studies (AIMS) and the Institute of Chartered Shipbrokers. IIEA also offers fraud management programs to the insurance industry in East Africa. These programs are highly regarded across the industry and provide learners with the skills and knowledge to succeed in their careers across functional areas of the insurance industry.

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