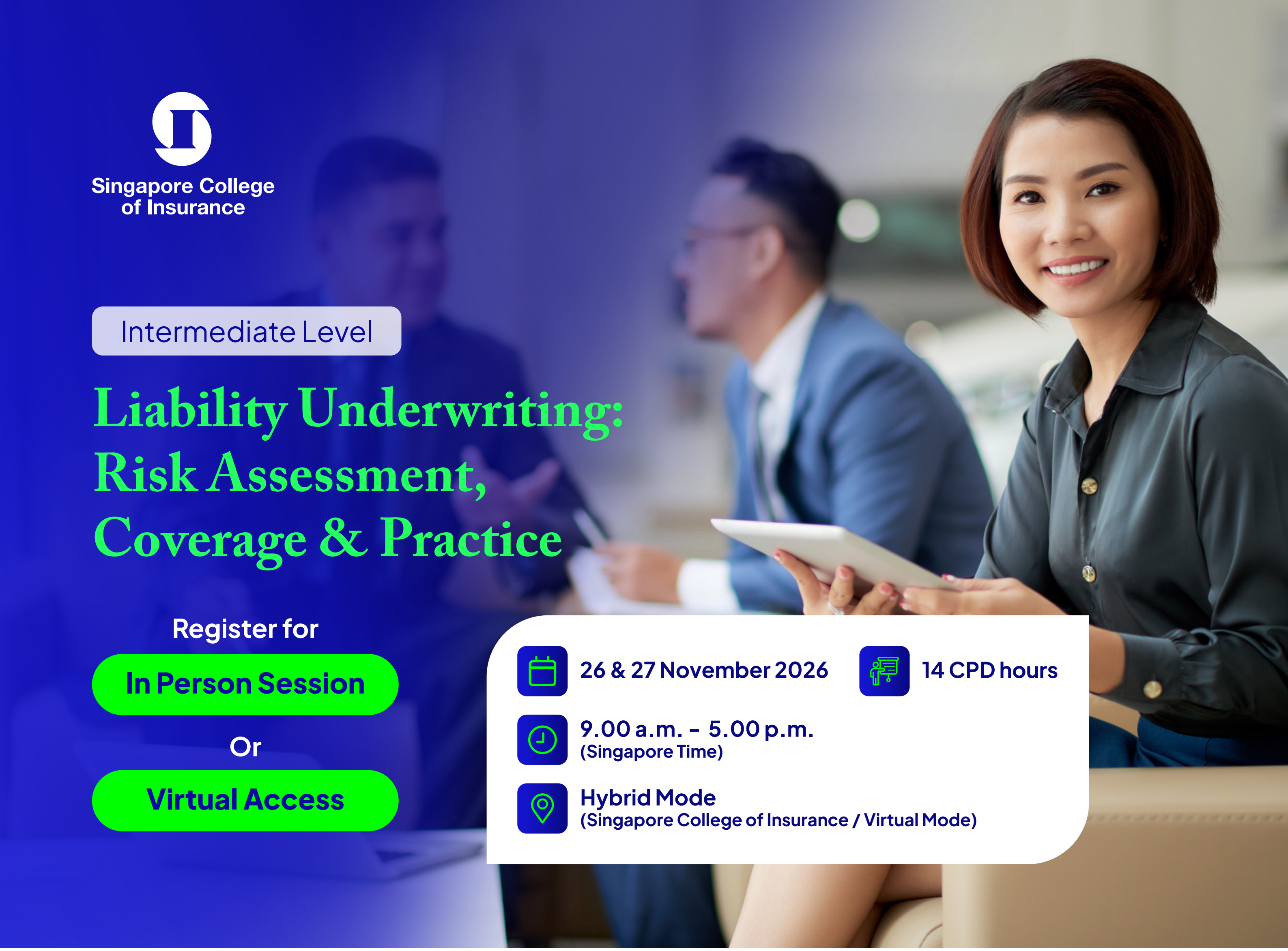

Singapore College of Insurance

Intermediate Level

Liability Underwriting: Risk Assessment, Coverage & Practice

Register for

In Person Session

Or

Virtual Access

26 & 27 November 2026

14 CPD hours

9.00 a.m. – 5.00 p.m.
(Singapore Time)

Hybrid Mode
(Singapore College of Insurance / Virtual Mode)

Commercial liability underwriting requires more than an understanding of policy coverage. Underwriters must be able to assess how legal liability may arise, identify the underlying exposures of a business, evaluate the quality of the risk and determine appropriate policy terms, limits, deductibles and pricing.

This two-day intermediate programme provides participants with a practical and structured understanding of commercial liability underwriting. It begins with the legal foundations that underpin liability insurance before progressing to the identification and evaluation of liability risks, underwriting information requirements, policy structure and pricing considerations.

Participants will then examine the major classes of commercial liability insurance, including Commercial General/Public Liability, Products Liability, Employers' Liability, Directors' & Officers' Liability and Professional Indemnity Insurance. The programme also introduces selected specialist and emerging liability risks such as cyber liability, pollution and environmental liability, terrorism liability and product recall.

Throughout the programme, emphasis will be placed on how underwriters translate legal, operational, financial and claims information into practical underwriting decisions. Participants will consider the impact of frequency, severity, latency, geographical exposures, policy triggers and claims experience when assessing liability risks and structuring suitable insurance solutions.

The programme is designed to strengthen participants' technical knowledge while developing their ability to evaluate liability exposures, identify key underwriting concerns and make more informed underwriting decisions across a range of commercial liability risks.

Target Audience

This programme is suitable for insurance practitioners who already possess a basic understanding of general insurance and wish to develop a deeper and more practical understanding of commercial liability underwriting, including:

- Liability and casualty underwriters
- General insurance underwriters moving into liability classes
- Insurance brokers and account executives handling commercial risks
- Claims practitioners involved in liability claims
- Reinsurance practitioners handling casualty or liability business
- Risk management and loss control professionals
- Business development and technical insurance professionals
- Other insurance practitioners involved in the underwriting, broking or placement of commercial liability risks

Participants should preferably have some prior knowledge of general insurance principles and commercial insurance.

Key Learning Outcomes

By the end of the programme, participants should be able to:

- Explain how legal liability arises and relate the principles of tort, negligence, contract and statutory duties to liability insurance.
- Identify and evaluate liability risks by considering physical and moral hazards, frequency, severity, latency, claims history and geographical exposures.
- Determine the key information required to underwrite commercial liability risks effectively.
- Explain the structure and operation of liability insurance policies, including policy triggers, limits, deductibles, exclusions, conditions and extensions.
- Differentiate between occurrence and claims-made coverage and explain their relevance to long-tail liability exposures.
- Assess the principal underwriting considerations applicable to Commercial General/Public Liability and Products Liability Insurance.
- Evaluate Employers' Liability exposures arising from workplace duties, employee injury and occupational disease.
- Identify the major exposures and underwriting considerations associated with Directors' & Officers' Liability and Professional Indemnity Insurance.
- Recognise selected specialist and emerging liability risks and their implications for underwriting.
- Apply sound underwriting management principles, including referrals, renewals, documentation and portfolio discipline.

Topics Covered

Day 1 – Liability Risk Assessment & Core Underwriting

Topic 1: Legal Foundations of Liability Insurance

- How legal liability arises
- Tort, crime and breach of contract
- Classification of torts
- The tort of negligence
- Duty of care
- Breach of duty
- Causation
- Foreseeability and remoteness
- Relationship between legal liability and liability insurance
- Relevance of negligence principles to underwriting

Topic 2: Identifying & Evaluating Liability Risks

- Framework for identifying and evaluating liability risks
- Physical hazard and moral hazard
- Risk identification and perception
- Likelihood and probability of loss
- Frequency and severity
- Latency and long-tail exposures
- Historical claims experience
- Limitations of using past claims data
- Role of the underwriter
- Role of the risk manager
- Role of the loss control surveyor
- Impact of foreign legal environments and jurisdictions on liability exposure

Topic 3: Liability Underwriting Information & Risk Control

- Information required for liability underwriting
- Nature and activities of the proposer
- Business operations and geographical exposures
- Past claims history
- Past insurance history
- Regulatory and prosecution history
- Risk management and housekeeping practices
- Importance of disclosure and material information
- Loss control surveys
- Role and benefits of risk surveys
- Risk improvement measures
- Risk avoidance
- Risk reduction
- Risk transfer and retention
- Determining when additional underwriting information or surveys are required

Topic 4: Liability Underwriting Theory, Policy Structure & Pricing

- From risk evaluation to underwriting decision
- Liability policy operative clauses
- Policy triggering events:
  - Causation
  - Occurrence
  - Losses discovered
  - Claims made
- Legal defence costs
- Specification of insured business
- Policy conditions
- Admitted and non-admitted policies
- Difference in Conditions (DIC)
- Difference in Limits (DIL)
- Umbrella liability policies
- Determining the appropriate scope of cover
- Limits of liability
- Increased limits
- Deductibles and excesses
- Co-insurance and risk sharing
- Excess liability layers
- Rating and pricing considerations
- Balancing coverage, capacity, risk quality and premium

Topic 5: Commercial General / Public Liability Insurance

- Nature of Commercial General and Public Liability exposures
- Premises liability
- Operational liability
- Bodily injury exposures
- Third-party property damage
- Legal framework affecting public liability
- Scope of cover
- Operative clause
- Key definitions
- Legal defence costs
- Limits of liability
- Common exclusions
- Policy conditions and extensions
- Care, custody and control exposures
- Contractors and work-away risks
- Key underwriting information
- Common rating bases
- Practical underwriting considerations

Topic 6: Products Liability Insurance

- Nature of products liability exposures
- Legal framework for products liability
- Negligence
- Contractual liability
- Consumer protection considerations
- Product safety and quality exposures
- Basis and scope of Products Liability cover
- Common exclusions
- Policy conditions and extensions
- Product testing and quality control
- Manufacturing and distribution exposures
- Product end-use
- Territorial and export exposures
- Sources of underwriting information
- Claims experience
- Limits of liability
- Deductibles and excesses
- Rating considerations
- Product Recall versus Products Liability

Topic 7: Employers’ Liability & Workplace Risks

- Employer’s duty of care
- Statutory and common law liability
- Provision of competent employees and supervision
- Adequate plant and equipment
- Safe place of work
- Safe system of work
- Workplace safety and health considerations
- Employee injury exposures
- Occupational disease
- Latency in occupational disease claims
- Work injury compensation framework
- Scope of Employers’ Liability cover
- Operative clause
- Legal costs
- Common exclusions, conditions and extensions
- Key underwriting information
- Common rating bases
- Workforce and occupational exposures
- Workplace risk management and safety controls

Topic 8: Directors' & Officers' Liability Insurance

- Duties and responsibilities of directors and officers
- Sources of D&O liability
- Wrongful acts
- Personal liability of directors and officers
- Corporate reimbursement
- Structure of D&O insurance
- Claims-made basis of coverage
- Operative clauses
- Key definitions
- Defence costs
- Limits of liability
- Common exclusions and extensions
- Key underwriting information:
  - Nature of business
  - Corporate structure
  - Ownership
  - Corporate governance
  - Financial condition
  - Mergers and acquisitions
  - Regulatory issues
  - Claims history
- Rating considerations
- Indicators of elevated D&O exposure

Topic 9: Professional Indemnity Insurance

- Nature of professional liability
- Breach of professional duty
- Negligent acts, errors and omissions
- Negligent advice
- Financial loss exposures
- Professional duties and responsibilities
- Structure and scope of Professional Indemnity Insurance
- Civil liability wording
- Negligent act, error or omission wording
- Claims-made coverage
- Notification requirements
- Legal defence costs
- Common exclusions, conditions and extensions
- Fidelity and dishonesty exposures
- Key underwriting information:
  - Nature of professional services
  - Qualifications and experience
  - Fee income
  - Client profile
  - Contractual responsibilities
  - Quality control
  - Peer review
  - Claims and circumstances
- Limits and rating considerations

Topic 10: Specialist Liability Risks & Underwriting Management

Specialist and Emerging Liability Risks

- Cyber Liability
- Pollution and contamination
- Environmental Liability
- Terrorism Liability
- Product Guarantee
- Product Recall
- Extended Warranty
- Emerging liability risks
- Impact of changing technology, business practices and societal expectations on liability exposures

Underwriting Management

- Underwriting authorities
- Referral procedures
- Consequences of exceeding underwriting authority
- Regulatory and market practice considerations
- Renewal underwriting
- Reviewing material changes in risk
- Liaison between underwriting, claims and risk engineering
- Managing broker and client relationships
- Market-cycle considerations
- Underwriting administration
- File construction and documentation
- Underwriting audit
- Maintaining underwriting discipline across a liability portfolio

Assessment & Certification

20 Multiple Choice Questions (Open Book)

1 hour

70% Passing Mark

Executive Certicate in Liability Underwriting

Programme Fee

In Person Session

Full Course Fee: S$981.00 (inclusive of 9% GST)

Virtual Mode

Singapore-based Participant: S$735.75 (inclusive of 9% GST)
Overseas-based Participant: S$$675.00

A 10% Group Discount is also applicable for organisations registering a minimum of three participants.

Programme Leader

Mr. C. Nandakumar

C. Nandakumar is currently an Adjunct Lecturer with one of the leading Educational Institutions providing training and conducting workshops in legal courses.

Nanda obtained his Bachelor's and Master's of Laws degrees from the University of London He also holds a Master in Business Administration degree from Victoria University, Australia and was admitted to the Singapore Bar in 1985. A Barrister from Lincoln's Inn, he was in private law practice for 6 years as a litigator involved in commercial and marine litigation.

Subsequently, he joined the insurance industry working for International Insurance Brokers and has many years of experience in general insurance claims management and particularly in handling Professional Liability and General Liability claims involving professionals such as Lawyers, Engineers as well as Architects and Surveyors.

He was actively involved in the negotiation, placement and management of various insurance products including Professional Indemnity, Project and Construction Professional Indemnity, Directors' & Officers' Liability, General Liability, Workmen's Compensation,Bankers' Blanket Bond, Commercial and Cyber Liability insurances.

He was also part of the company's risk management team involved in analysing risk exposures and advising clients on policy wordings.

He has for many years been conducting seminars, workshops and talks on insurance related topics, such as Directors' & Officers' Liability, Professional Indemnity Insurance, Products and General Liability, Commercial and Company Law, Marine Insurance, Bills of Lading, Carriage of Goods and Incoterms.