

## Post Graduate Diploma in Healthcare Insurance Management

Today Rs 12,606 crores domestic health insurance business accounts for about a quarter of the total non-life Insurance Business in the Country. The market penetration is little over 3 percent of the total population in India. However, as a result of changing socio economic demographics, rapid growth of private healthcare industry and opening up of the healthcare insurance sector the sector this area growing at a rapid pace.

By the year 2016 Indian healthcare insurance industry would be worth approximately Rs.80,000 crores. The current growth is creating thousands of new jobs each year.

With the launch of the new Rashtria Swasthya Bima Yojana initiative by the Government of India, the healthcare insurance sector would grow in a major way.

Cliniminds has been at the forefront of providing clinical research training and consulting solutions to the life sciences industry for the last several years. We have already trained over 4,500 professionals and successfully placed them in the industry. Cliniminds boasts of various programs, running for the last 10 years and over 50 batches have passed and have been placed in the pharmaceutical companies, CROs, KPOs and other clinical research organizations. Our students have been placed with the leading companies.

### Program Details

: The program would cover

- Introduction to Insurance – Health & Life; Scope & Future
- Health Insurance Underwriting
- Health Insurance Claims Management
- Health Insurance Strategic Management
- Health Insurance Legislation, Regulations & Medico Legal Aspects
- Health Insurance Distribution and NSP
- Audits & Investigations

### Key market drivers area:

- ❖ Increasing awareness of health insurance
- ❖ Rising healthcare costs have increased need for health insurance
- ❖ Fast changing demographic profile of the consumer class
- ❖ Retariffing of the general insurance industry
- ❖ Rationalization of premium rates
- ❖ Favourable foreign investment policies

### How this is to be done?

- All participants would be subjected to preliminary screening to assess their existing knowledge base. This would be followed by a well thought out and structured training program. The group would be trained and coached to get relevant medical knowledge, insurance concepts and management skills.
- The key highlights of this course would be:
- Practical training with medical system knowledge in context of the health insurance sector will be given. An introduction to different type of insurance documentation, forms and other relevant miscellaneous documents with professional relevance will be taught.

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- This will simultaneously be complemented with separate programs with medical knowledge with specific focus and stress on integrating it with relevance to health insurance specific perspective.
- Every training module completion will require submission of an assignment answering specific questions and mandatory exams with attainment of 70% as qualifying criteria.
- This entire exercise will be summed up with advanced knowledge and practical training with regards to insurance related operational, managerial, marketing, distribution and product development.
- This entire program would be executed with audio visual aids with specifically designed insurance related case scenarios pertaining to medical aspects of insurance companies their underwriting and claims guidelines. This training will be inline with international standards and perspective of world health and life insurance, and not just be specific to the Indian scenario only. By amalgamating the global insurance concept of life, general and health insurance in this program we intend providing extensive reach and universal acceptability to all the participants so that they can venture out in the international insurance market with ready acceptance and approval after being equipped with our said course.

<b>Mode</b>	: Online
<b>Duration</b>	: 6 months
<b>Eligibility</b>	: MBBS, BDS, BHMS, BAMS, BUMS, BPT, B.Pharm, M.Pharm; Graduates & Post Graduates in Life Sciences, Biochemistry, Microbiology; Biotechnology and other science qualifications, B.Com, BBA and MBA students.
<b>Methodology</b>	: Printed Training Modules; Online E learning System
<b>Examination</b>	: Online MCQs
<b>Certificate</b>	: Upon completion Certificates would be awarded jointly by Mediminds and Cliniminds jointly. Cliniminds is a leading healthcare educational institution with national and international presence.
<b>Accreditation</b>	: Accreditation would be awarded upon successful completion of the program. Program is Certified & Accredited by <b>Accreditation Council for Clinical Research Education, US.</b>
<b>Types of Jobs</b>	: Associate; Team Member; Team Leader, Deputy Manager, Project Manager, Manager, Deputy General Manager, General Manager, Vice President, President, COO, CEO, Managing Director. Key Departments are : Service Providers Network; TPA; Claims Management; Underwriting; Risk Management; Medical Affairs; Operations; Project Management; Analyst; Medical Billing; Investigations; Legal Affairs, Frauds & Misconduct; Quality Assurance and Auditing.
<b>Job Assistance</b>	: Placement support would be provided to the successful candidates. CVs of successful candidates would be forwarded to relevant organization.

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**Placement Support :** All successful candidates would be provided 100% assured placement support. Starting salaries in the industry are between Rs.1.75 to Rs.3.5 lakhs per annum, with strong professional growth.

**Fee payment :** Fee Payable by Cash, Cheque/Bank draft in the name of “**TENET HEALTH EDUTECH PVT LTD.**” payable at Delhi. Fee can also be deposited in company bank account. We also accept Credit/Debit Cards.

**International Payments :** Through Debit/Credit cards using Paypal or wire payment through banks

**Potential Employers :** There are several potential employers who require professionals with the above skill set in healthcare insurance. These consist of:

- Insurance Companies
- Third Party Administrators
- Corporate Insurance Agencies and Brokers
- Insurance Risk Management Companies
- Financial Services Companies
- Knowledge Processing Organizations & Underwriting firms
- Corporate Hospitals

#### **Key Health Insurance Employers**

- New India Assurance
- Oriental Insurance
- National Insurance
- United Indian Insurance
- ICICI Lombard
- Reliance
- Bajaj Allianz
- Start Health & Allied Insurance
- Apollo DKV
- LIC
- Dawn Services
- Parekh Health Management
- Mediassist India
- MD Healthcare Services
- Paramount Health Services
- E Meditik Solutions
- Heritage Health Services
- Universal Medi-Aid Services
- Focus healthcare

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- Medicare TPA Services India
- Family Health Plan
- Raksha TPA
- TTK Healthcare Services
- Anyuta Medinet Healthcare
- East West Assist Pvt. Ltd.
- Med Save Healthcare
- Genins India
- Alankit Healthcare
- Health India TPA
- Good Healthplan
- Vipul Medicorp
- Park Mediclaim
- Safeway Mediclaim
- Anmol Medicare
- Dedicated Healthcare
- Grand Healthcare
- Rothsshield Healthcare
- Sri Gokulam Health

#### Course Objectives :

- ❖ To provide professional training, technical competence, insurance knowledge and management skills to doctors and paramedics from mainstream and all other allied medical fields. The program would equip all the candidates with relevant knowledge and skills to ensure instant absorption to the work culture with efficient handling and execution of assigned job profiles in the insurance sector.

#### What would an applicant achieve?

- ❖ Globally markets are getting equipped to deal with the growing medical insurance awareness and the demand for quality healthcare facilities. There has been a significant increase in number of health and general insurance company and TPAs. This has significantly increased the demand for insurance professional with medical and paramedical educational background.
- ❖ The health insurance market is still gearing up/learning to respond to provide controlled and measured access to affordable quality healthcare to the insured masses. To efficiently carry out the different roles and positions in the insurance field the number of health insurance professional is required in different fields has been persistently going up
- ❖ All students would become well trained professionals after completion of the program successfully. Followed by having received the distinguished degree will definitely stand very good chance and will have great scope of getting excellent insurance sector job offers in the variety of fields good designation and remunerations/pay packages.
- ❖ This is one of its kind health insurance course designed to cater and fulfill specific needs of the health industry sector.

#### Technology & Knowledge Partners



Cliniminds, Unit of Tenet Health Edutech Pvt. Ltd.  
NOIDA ONE 602, Tower B Plot B8, Sector 62, NOIDA 201309, UP

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