

Peer, Stakeholder and
International Relations (PSIR)
Advisory Group

(reconstituted_June 2011

The Advisory Group

- Liyaquat Khan, Chairperson
- Heerak Basu, Secretary
- Sharon D'Costa, Member
- S Madhusudhanan, Member
- M Karunanidhi, Member
- Sunil Sharma, Member

General Functions

AGPSIR is responsible for

1. Developing and maintaining relationships with
 - domestic opinion makers
 - international actuarial bodies
 - full member associations of IAA
2. Marketing the profession amongst stakeholders in skill sets of actuaries
3. Image building of actuaries as experts in and managers of risk
4. Building and maintaining IAI BRAND
5. Conducting Global Conference of Actuaries
6. Identifying actuarial education support needs of countries in Asia and Asia Pacific

Functions, Expected Deliverables and Success Measures

1. Ongoing interaction with and influencing opinion makers/Regulators such as ICAI, IRDA, ICSI, Medical Profession, Legal Profession, FICCI, CII and similar.

Expected deliverables	Success measures
<ol style="list-style-type: none"> 1. Short term: <ul style="list-style-type: none"> ➤ AG needs to specifically focus on building relationship with IRDA, ICAI, Industry bodies and the Government. ➤ To develop a process document for the Institute so that we engage with all our stakeholders at various levels and at various instances 2. Medium Term: <p>AG needs to be able to</p> <ul style="list-style-type: none"> (i) influence ICAI audit protocols governing relationship between actuaries and auditors (ii) influence the development of relevant accounting standards. (iii) influence thinking of relevant Government bodies/Departments 	<ol style="list-style-type: none"> 1. Number of regulations framed by IRDA with input from the Institute. 2. Number of insurance and employee benefits accounting standards developed by ICAI with inputs from IAI. 3. Number of persons from accounting and other professions attending and participating in Institute seminars. 4. Number of relevant committees of FICCI/CII with IAI representation/participation.

2. Relations with international actuarial bodies and other relevant international bodies.

Expected deliverables	Success measures
1. To deepen relationship with the major international actuarial and other relevant organizations (e.g. IAA, EAAC, Group Consultatif, IASB, Geneva Association and similar)	1. Representation on IAA Committees 2. Identify and evaluate links with other major international actuarial, accounting and risk organizations.

3. Ongoing relations with full member Associations of IAA

Expected deliverables	Success measures
<ol style="list-style-type: none"><li data-bbox="175 419 1058 496">1. To deepen relationship with other full member associations of IAA.<li data-bbox="175 515 1045 592">2. Increasing the number of GCA participants from countries other than India.<li data-bbox="175 611 1058 779">3. To enhance the reputation of IAI in the international space by participating in the committees and working groups formed by other associations	<ol style="list-style-type: none"><li data-bbox="1141 419 1669 544">1. Maintaining existing Mutual Recognition Agreements (MRAs)<li data-bbox="1141 562 1696 682">2. Identifying and evaluating possible MRAs with actuarial associations.<li data-bbox="1141 701 1702 872">3. Identifying and evaluating the member associations to interact with and the level of engagement.<li data-bbox="1141 891 1682 1011">4. Number of GCA participants from countries other than India.

4. Marketing the profession amongst stakeholders in skill sets of actuaries

Expected deliverables	Success measures
<ol style="list-style-type: none">1. To present the capabilities of the actuarial profession to employers particularly in the financial services sector.2. To develop and implement a framework of relationship with employers employing actuaries.	<ol style="list-style-type: none">1. Develop a marketing brochure highlighting the capabilities of the profession2. Draft and implement a document detailing the framework of relationship with employers.3. Number of Institute's members employed in "wider fields" such as<ul style="list-style-type: none">➤ Other institutions like banking, mutual funds, etc.➤ Non actuarial positions like CEO/CFO/CRO➤ ERM positions➤ Medico-actuarial

5. Image building of actuaries as experts and managers of risk and financial institutions in general and of IAI members in particular.

Expected deliverables	Success measures
1. AG needs to present the capabilities of the members as Risk Managers.	<ol style="list-style-type: none">1. Number of articles written by members of the profession in leading publications on the subject of ERM and FRM.2. Number of presentations on the subject of ERM and FRM in the seminars/conferences organised by bodies other than IAI.

6. To build and maintain on ongoing basis IAI as a Global Brand.

Expected deliverables	Success measures
<ol style="list-style-type: none">1. To identify the brand value of IAI and market that brand effectively2. To develop internal practice document for actuaries to make sure that they consciously market our brand and enhance the brand value	<ol style="list-style-type: none">1. Number of countries recognising FIAI2. Number of students appearing for IAI Examinations from countries other than India3. Recognition of IAI seminar programmes for CPD by other international actuarial bodies

7 To conduct the Global Conference of Actuaries and to make it increasingly global and also to use it as a tool for building IAI as a Global Brand.

Expected deliverables	Success indicators
<ol style="list-style-type: none"><li data-bbox="98 472 1087 686">1. The event to be held annually and perceived to be a place for global dialogue and debate on the subject of contemporary issues in the subjects of Insurance, Risk Management and sustainable economic structure.<li data-bbox="98 701 1087 779">2. The GCA should capture the burning contemporary issues in Risks, Finance and Economics.	<ol style="list-style-type: none"><li data-bbox="1087 472 1705 515">1. Positive participant feedback<li data-bbox="1087 529 1705 743">2. Number of overseas delegates, speakers and number of international actuarial bodies officially represented.<li data-bbox="1087 758 1705 886">3. Global perspective in the papers submitted and the presentations made.

8. Identifying actuarial education support needs of countries in South Asia and Asia Pacific and facilitate delivery of the same.

Expected deliverables	Success indicators
1. Spread actuarial education in the countries in South Asia and Asia Pacific, particularly those having derivative education system.	1. Number of students from such countries enrolled with IAI.

Long – term aim

1. Greater influence with opinion makers
2. Extending influence of IAI overseas
3. Generating greater employment opportunities for IAI members overseas
4. IAI to be a recognised by default a GLOBAL BRAND