

## FAQs

### 1. What are the salient features?

The Young Managers Program is a comprehensive curriculum comprising of classroom inputs, e-learning and on-the-job internship (with a Scholarship) and will impart knowledge and skills with respect to insurance sector, etiquette & grooming, enhanced communication skills and other soft skills.

The span of one year will be divided to

- 4 months of classroom training
- 2 months of internship at branch
- 6 months of on-the-job training at any FGIL branch

Each young manager will be paid a monthly scholarship of Rs.2, 500/- p.m. for the first 6 months to meet his/her out of pocket expenses and Rs. 16,000 per month during the on-the-job training towards his/her living expenses.

Employment with FGIL will be assured upon the successful completion of the program and will be paid a gross CTC of Rs. 3 Lakhs per annum inclusive of retiral.

### 2. Who is eligible to register for the program?

A candidate has to meet age & qualification criteria as outlined in the program.

The maximum age limit is 26 years, as on 1st Jan of the calendar year of application.

And basic qualification includes – a graduate from any stream.

### 3. What is the duration of this course?

The Post Graduate Diploma in Life Insurance conducted by Manipal University in association with FGIL is a one-year program.

### 4. What will be the selection process?

The screening will be through a four stage selection process of application screening followed by aptitude test, personal interview and merit list.

**Aptitude Test:** The aptitude test will be of 2 hours and will be administered online. The test will assess the proficiency of each candidate in the areas of:

- Logic and Reasoning Skills
- English Language Skills
- Quantitative/Numerical Ability
- Personality Assessment

FGIL reserves the right to hold a second stage of Aptitude test (if required for any reason) at its own discretion.

**Personal Interview:** All the applicants who successfully clear the aptitude test will be moving for a personal interview. Candidates will be informed of their progress and status at each stage by an email.

Please do note that FGIL's decision pertaining to the selection will be final and binding.

**5. In which locations will the selection process be conducted?**

FGILI will endeavour to give each applicant a test venue that is closest to his / her place of residence; however the same cannot be guaranteed.

The venue and centre allocated to the applicant will be mentioned in the call letter and the same will be final, no change in the test date, test time or test venue will be allowed post allocation.

Candidates will be intimated via an e-mail to their registered email ID or via an SMS to their registered mobile number.

**6. Will there be a Bond / Service agreement applicable to the applicant after joining the FGILI's service on successful completion of the course?**

There will be no Service Agreement or Bond that the candidate needs to sign for joining the company after this program.

**7. What is the guarantee that FGILI will give a job after the course?**

All the applicants selected will be given a Provisional Letter of Appointment at the time of joining the course. Job will be guaranteed only upon the successful completion of the Young Managers Program (This includes 4 months of classroom, 2 months of internship and 6 months of OJT).

**8. What if the candidate is unsuccessful at completing the course?**

FGILI guarantees jobs to candidates who have successfully completed the course. The Company will not be in a position to provide jobs to those candidates who do not complete the course. The Provisional Letter of Appointment given at the start of the course will stand withdrawn without any recourse to you. Also the fees paid for the course or any other expenses incurred with regards to the course, will not be refunded.

The company will not be liable to provide employment to unsuccessful candidates.

**9. What if the candidate drops out of the program in the midst of the course?**

In case of dropping out of the program in the middle of the course, fees paid for the course or any other expenses incurred with regards to the course, will not be refunded to the student and he/she will need to pay off any loans taken towards this course

**10. What would be the dress code on campus?**

Formal dress, as laid down by the institute would be worn for all classes and other organized activities.

**11. Will there be a probation period once an applicant joins FGILI?**

There is no probation period for the applicants of YMP Program. They join the organisation as a confirmed employee after the completion of the program.

**12. On which days will the classes be held?**

Classes will be held five days a week from Monday to Friday with Saturday devoted to E-learning and Sunday being a weekly holiday.

**13. What happens after the candidate is selected?**

The selected applicants will be issued a Provisional Letter of Appointment from FGILI towards their future employment. This letter will contain the details of compensation and other benefits applicable to the applicant after his/her joining the Branch on active duty.

In addition to this letter the candidates will be issued a Young Managers Program Student Handbook. This Kit will have the following contents:

- Details of the course curriculum, the criteria for successful completion, internship details, evaluation procedure.
- Details of the scheme and the fee structure.
- Details of the Scholarship that will be paid, details of facilities available on campus for the students.

**14. Will there be any co-curricular activity involved?**

Yes, co-curricular activities will form an essential part of the learning process, including lectures, seminars, group presentations, field visits, role-plays, simulated exercises, experiential learning and guided task assignments.

**15. What is the minimum attendance required?**

90% attendance in all classes is required.

**16. Can we take leaves during the program?**

Leave will be given only after the approval of the Program Coordinator, FGILI Young Managers Program.

**17. Apart from lectures is there any other medium via which I will get support for the study material?**

Yes, in addition to class room lectures there would be special lectures by the experts from the industry and interaction with leaders from FGILI on a periodic basis. Library services to include access to e-library study material prepared by the FGILI, Young Managers Program.

**18. What will be the Program delivery structure?**

Program delivery will be in the form of class room lectures, tutorial discussions, seminars, laboratory tasks, assignments, case studies, library research projects and other exercises.

**19. When will I get the Post Graduate Diploma Certificate?**

Normally it is awarded during the convocation ceremony. However, for the postgraduate diploma, a participant has to fulfil the below requirements:

- He/ She should have taken and passed in each course of the study as prescribed in the curriculum to earn the minimum number of credits specified for that particular course.
- He/ She would become eligible for the award of a diploma on acquiring requisite number of credits at the end of the program.
- He/ She should have satisfactorily fulfilled other academic requirements (as specified in the course of study/ curriculum) like practical training, work visits, seminar, project etc.

**20. What is the curriculum of the Program Term Wise-wise?**

**The one year course is divided into four terms explained as follows-**

1. **Term 1:** IC 38, Life Insurance Products, LAPAC technique, Business Communication, Basics of IT / MIS, Macro Economics, Financial Concepts and Tax Planning
2. **Term 2:** Introduction to sales Channels Agency, Direct and Bancassurance, Recruitment & Training Process, Sales & Customer Relationship Management, New Business documentation / Underwriting & TEBT Training, Practice sessions – Selling skills, Agency, Direct & Bancassurance
3. **Term 3:** 2- months internship at Company's branch offices
4. **Term 4:** 6- months OJT at Company's branch offices

**21. Is there any Scholarship given to the students?**

Young Managers will be paid a monthly Scholarship of Rs 2500/- per month for the first 6 months to meet their out of pocket expenses and Rs.16, 000/- per month during the OJT towards their living expenses.

**22. What is the salary provided post completion of the course?**

Salary provided upon the successful completion of the course is 3 Lakh CTC inclusive of retirals. Business Development Allowance and Variable Pay will be paid as per the Company policy.

**23. Is the program fully residential?**

Yes, the program is fully residential. Hostel accommodation is provided for all participants in or around the campus.

**24. How is the room allotment done?**

Rooms would be allotted to the residents by the warden on 'first come first serve' basis.

**25. Will there be any internet facility available?**

The campus is well equipped with computer labs that are open up till midnight on all seven days of the week. The campus has a high broadband connectivity enabling uninterrupted access to global knowledge.

**26. Do we have to purchase books?**

The applicants will be provided with study material required for the course.

**27. What will be the class timing?**

The class timing will be from 9.00 am. to 6.00 pm.

**28. Why should I join the FGILI Young Managers (YMP) Program?**

Successful YMP students are guaranteed placements on the rolls of the company. YMP is a one year program focusing on grooming the students to make them ready for the Insurance Sector. Classroom learning is supplemented with practical training in various FGILI Branches.

| Particulars                          | Other MBA Programme                                       | Young Managers Programme  |
|--------------------------------------|---|---|
| Fee                                  | Around 5-6 lakhs  | 1.55 Lakhs + taxes  |
| Duration                             | 2 years   | 1 year  |
| Earning potential during the program | None  | Stipend is paid throughout the course   |
| Application of education             | Large parts are theory with less application in workplace | Entirely work oriented course structure with practical inputs   |
| Assured Job                          | None  | Provisional Appointment given at the beginning of the course, assuring employment after successful completion of course |

**29. How to make fee payment?**

Candidate can make the payment through the payment portal by net banking, credit card and debit cards.

**30. What are the funding processes?**

The candidate can choose to fund the course themselves.

Or

The candidate can also choose to apply for the Education Loan / Any other loan, from any organization / Bank of his/her choice. Necessary support would be provided to be the candidates for funding.