EAA Advanced Training

Moving Towards Dynamic Pricing in Non-Life Insurance

8/9 March 2012 — **Brussels Belgium**

Pricing is the cornerstone of every company. Without proper pricing a company will not be able to seize market share and to meet its liabilities. But calculating a proper price for an insurance policy is just one part of the entire pricing process. Other factors that need to be taken into account are overhead, other cost loadings and of course profit. Also you need to figure out what your competition is doing. There is no such thing as the "correct price": competition may be focusing on certain market segments or buying market share at a loss. How will you counter?

Own Risk & Solvency Assessment (in the Context of Solvency II)

28/29 March 2012 — **Vienna Austria**

It is the aim of this seminar that the participants get an overview of the requirements and ideas how practical solutions could look like. Specific focus will be given to the link between risk and business strategy including the definition of risk appetite and limits, the quantitative and qualitative risk identification process as well as the validation of internal model and standard formula assumptions for the ORSA. Moreover, the focus will be on the projection of risk capital and own funds, stress testing and capital management based on a mid to long term view.

Stochastic Modeling – Theory and Reality from an Actuarial Perspective

23-25 April 2012 — **Madrid Spain**

This seminar is based on the book "Stochastic Modeling – Theory and Reality from an Actuarial Perspective (copyright © 2010 International Actuarial Association) which intends to provide actuaries with a comprehensive resource that details current stochastic methods, provides background on the stochastic technique as well as their advantages and disadvantages. The seminar is suited for actuaries, actuarial students and other professionals involved and interested in actuarial modeling in life and non-life.

Diversification within Solvency II

10/11 May 2012 — **Berlin Germany**

Diversification arises when an entity has exposure to multiple risks which are not perfectly correlated. It is one of the most important factors in the determination of the total capital requirement under risk based capital regimes such as Solvency II. In this seminar we will discuss the background and practical implications of diversification, in the context of recent global developments. Several techniques for quantifying diversification and modelling of dependencies between risks will be covered.

Risk Aggregation in the Context of Solvency II

14/15 June 2012 — **Prague Czech Republic**

In the seminar, a range of risk aggregation methods such as Replicating Portfolios, Risk Geographies, Curve Fitting and Least Squares Monte Carlo will be introduced and discussed. These concepts will be treated in a practical way including case studies and discussions of the strengths and weaknesses of the methods considered. The seminar is open to all interested practitioners, such as actuaries, risk and capital managers, supervisors and auditors, dealing with various aspects of Solvency II.