

# Developmental pathways for Non-Executive Directors

Non-Executive Directors (NEDs) play a key role in the corporate world. However, the insurance industry is completely different to all other sectors and NEDs new to the industry, or unfamiliar with specific markets, products or roles often require a little support. Our focused workshops will help your NEDs make a stronger contribution to your business by enhancing their confidence and understanding around the commercial concepts and principles in your business and the wider industry. Our structured approach is comprised of two possible routes, both carefully aligned to build on the level of experience of your NEDs.

For NEDs new to the insurance industry, our **Commercial Acumen** workshops explore the commercial concepts and principles necessary for directors new to the industry, but who may be previously familiar with the finance, corporate or business sectors in a leadership role

- The workshops follow a structured developmental pathway over five short sessions
- The ambition is to build confidence in specific language and product skills, articulating the roles, functions, and solutions that insurance companies provide, and building on NEDs wider commercial skillset

