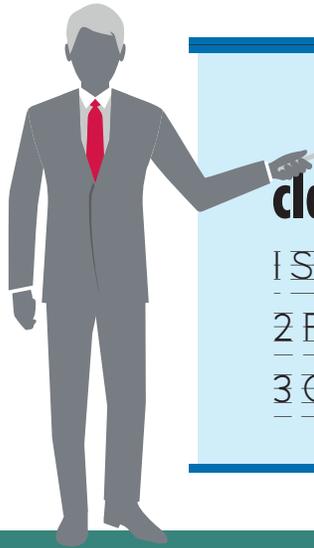


Training Today: Thailand Insurers



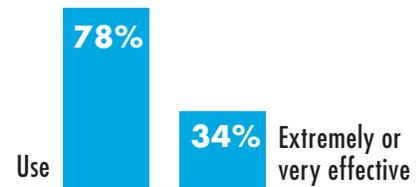
Most effective classroom methods

- 1 Simulation
- 2 Role play/Skill practice
- 3 Case study

Highly used, but not effective...

Though *classroom lectures* are used by more than three quarters of respondents, only about one third feel they are extremely or very effective.

Classroom Lectures Across All Distribution Channels



Most effective online methods

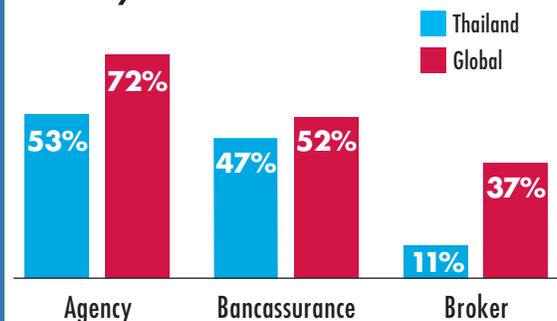
- 1 Peer collaboration
- 2 Multimedia CD-ROM
- 3 Mobile



Peer collaboration scored highest for effectiveness, but barely **1/4** of respondents use this method.

Thailand's insurers are less pleased with their company's agency and broker training programs than most insurers:

Overall Training Rated as Extremely or Very Effective



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