



# Institute of Actuaries of India

Statutory body established under an Act of Parliament

Unit No. F-206, 2nd Floor, F Wing, Tower II, Seawoods Grand Central,  
Plot no R-1, Sector 40, Nerul Road, Navi Mumbai - 400706  
+91 22 6243 3333 +91 22 6243 3322

## People Skills for Professional Success

Communication • Leadership • Emotional Intelligence • Data Storytelling

**Technical expertise may open doors, but communication, leadership, and people skills determine how far you go.**

In today's rapidly evolving professional environment, technical knowledge alone is no longer sufficient to achieve long-term success. The ability to communicate effectively, collaborate with diverse stakeholders, demonstrate leadership, manage relationships, and present ideas with confidence has become equally important.

Recognising the growing need for these essential human skills, the **Institute of Actuaries of India (IAI)** is pleased to announce an interactive online certification programme designed to help participants strengthen their professional effectiveness and workplace impact.

This programme combines communication, leadership, emotional intelligence, professional etiquette, productivity enhancement, and storytelling using data to help participants become more confident, influential, and future-ready professionals.

### Why You Should Enrol

The ability to communicate confidently, build meaningful relationships, influence decisions, and present ideas effectively often distinguishes high-performing professionals from the rest.

This programme is designed to help you develop the capabilities that employers, clients, colleagues, and leaders value most.

By participating, you will learn how to:

- Build stronger interpersonal and networking skills.
- Strengthen emotional intelligence for more effective collaboration and decision-making.
- Master your subconscious mind for peak performance using practical NLP techniques.
- Learn how to transform data into compelling stories that support better decision-making.
- Develop lifelong skills that support academic achievement, career progression, and professional success.



## ★ Featured Module: Data Storytelling - A Critical Professional Skill

In a world overflowing with data, the ability to generate insights is valuable—but the ability to communicate those insights effectively is what creates impact.

The most successful professionals are not necessarily those who know the most, but those who can transform complex information into clear, compelling, and actionable messages.

Through this module, participants will learn how to:

- Humanise the data analysis into business problem - solution.
- Present insights in a structured, engaging, persuasive and impactful manner.
- Adapt communication for management, clients, colleagues, and decision-makers.
- Create presentations that influence action and support decision-making.

**Whether you are a student, an actuarial professional, a consultant, an analyst, a manager, or a business professional,** the ability to communicate insights effectively can significantly enhance your professional effectiveness and career growth.

### Programme Details

**Programme Title:** “People Skills for Professional Success”

**Mode:** Online Interactive Programme

**Duration:** 24 Hours + MCQ based Assessment

**Faculty:**

- Ms. Jacqueline Vales
- Ms. Sinjini Sengupta

### What You Will Learn

- ✓ **Personal Effectiveness**
  - Emotional Intelligence
  - Time Management
  - Mastering Your Subconscious Mind for Peak Performance (NLP Techniques)
- ✓ **Leadership & Influence**



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- Leadership Skills
- ✓ **Data Storytelling**
  - Storytelling Using Data
- ✓ **Professional Communication**
  - Communication Skills
  - Email Writing
  - Interpersonal Skills
- ✓ **Professional Presence**
  - Power Dressing
  - Business Etiquette and Body Language

## Meet Your Faculty

### 1. **Ms. Jacqueline Vales** Corporate Trainer

Ms. Jacqueline Vales is a Certified Behavioural Skills & Image Management Trainer and an NLP Practitioner with an MBA in Finance. She brings over a decade of corporate experience across diverse industries and has been in the training domain for over nine years.

She specializes in experiential learning and storytelling techniques, delivering practical and result-oriented training sessions. Her areas of expertise include behavioural skills, emotional intelligence, stress management, mindfulness, communication skills, and leadership development. She has conducted training for reputed organizations such as IBM, Hitachi, Central Bank of India, Bombay Stock Exchange, and Institute of Chartered Accountants of India, among others.

### 2. **Ms. Sinjini Sengupta** Ex- Actuary, Author, Speaker and Leadership facilitator | 5 times TEDx Speaker | Distinguished Toastmaster

Ms. Sinjini Sengupta is the Founder of Lighthouse, a startup focused on leadership development, communication, and storytelling. An alumna of the Indian Statistical Institute and a qualified associate actuary, she transitioned from a successful actuarial career to helping leaders and professionals harness the power of storytelling for growth, leadership, and impact. She works with corporate leadership and teams and also delivers guest lectures at premium institutes such as IIM Ahmedabad, ISB, FITT at IIT Delhi, TISS among others. A 5 times TEDx Speaker and Distinguished Toastmaster, Ms. Sengupta specialises in leadership development, public speaking, communication, and data storytelling.



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Lighthouse has been incubated at NSRCEL, IIM BANGALORE and at Goldman Sachs 10,000 Women Ambassador programme, ISB.

## Programme Schedule

Date	Time
17 July 2026	07:00 PM - 09:00 PM
18 July 2026	10:00 AM - 12:00 PM
24 July 2026	07:00 PM - 09:00 PM
25 July 2026	10:00 AM - 12:00 PM
31 July 2026	07:00 PM - 09:00 PM
01 August 2026	10:00 AM - 12:00 PM
02 August 2026	10:00 AM - 12:00 PM
07 August 2026	07:00 PM - 09:00 PM
08 August 2026	10:00 AM - 02:00 PM
21 August 2026	07:00 PM - 09:00 PM
22 August 2026	10:00 AM - 12:00 PM
29 August 2026	Assessment (11:30 AM - 1:00 PM)

## Registration Fees

Category	Fees
IAI Members	₹2,500 + GST (18%)
Non-Members	₹4,000 + GST (18%)
Bulk Registration (Minimum 10 Participants)	₹3,000 + GST (18%) per participant



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## Certification

Participants securing a minimum of 50% marks in MCQ based assessment will be awarded a **Certificate of Completion** by the Institute of Actuaries of India.

## Registration Timeline

- ✓ **Registration Opens:** 11<sup>th</sup> June 2026, 12:00 PM
- ✓ **Registration Closes:** 14<sup>th</sup> July 2026, 11:59 PM

**Seats are limited. Participants are requested to register at the earliest.**

## How to Register

a) For IAI members: Login to IAI portal>>> Click on Learning (Tab at the Top) >>> Click on Learning (Tab from the left bar) >>> Click on Training Tab.

b) For non-members:

Online Registration: [Click here](#)

Or

Online Registration Link (for copy-paste, if required):

[https://member.actuariesindia.org/learning/Non\\_member/Register](https://member.actuariesindia.org/learning/Non_member/Register)

## Why You Should Not Miss This Programme

The ability to communicate effectively, build meaningful relationships, influence decisions, and lead with confidence is increasingly becoming a key differentiator in professional success.

This programme offers a unique opportunity to develop practical skills that complement technical expertise and enhance workplace effectiveness.

Whether you are a student preparing for your future career or a professional looking to strengthen your impact, the skills gained through this programme will continue to add value throughout your professional journey.

**Invest in the skills that help you communicate, influence, lead, and succeed.**



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**Register now and take the next step in your professional growth journey.**

Don't miss this opportunity to complement your technical expertise with the people skills that drive professional success.

For any queries, please write to Vinay Gowda at [vinay@actuariesindia.org](mailto:vinay@actuariesindia.org) or contact at 022 6243 3361

*Note: The Institute reserves the right to make changes to the programme schedule or session timings, if required. Any such changes will be communicated to registered participants in advance.*