**20TH SEMINAR OF THE EUROPEAN GROUP OF RISK AND INSURANCE ECONOMISTS**

Rotterdam, September 20-22, 1993

Organized by
The Erasmus Insurance Center

and

The Geneva Association

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Erasmus University Rotterdam

Erasmus University Rotterdam (EUR) is a government sponsored university, named after the humanist Desiderius Erasmus Roterodamus (1469-1536). The EUR was created by the merger of the former NEH, Nederlandsche Economische Hogeschool (Netherlands School of Ecenomics), and the Faculty of Medicine of Rotterdam. The number of students has increased from 7,000 in 1973 to 20,000 in 1993, and 3,000 people are employed at the university.
The strong emphasis on social and economic aspects in its teaching and research activities is explained by the origin of the university. Rotterdam businessmen founded the Nederlandsche Handels Hoogeschool in 1913. They believed that practice-oriented higher education was of utmost importance to the development of Rotterdam's port. The subsequent NEH became internationally renowned as a result of the contributions of men such as Lieftinck, Zijlstra, Nobel Prize winner Tinbergen, Lambers and others. The Faculty of Economics remains the largest economic faculty in The Netherlands.

Erasmus Insurance Center

The insurance science is by definition a multidisciplinary science. Thanks to the financial support of the insurance business, the Erasmus University has been able to build up different parts of this multidisciplinary science. Many years ago, the Institute for Insurance Law was established. In the mid of the eighties the Institute for Insurance Economics was formed. Both institutes have been active in teaching as well as in research.

The aim of combining these activities into an Interfaculty has been realised with the establishment of the Erasmus Insurance Center. This center will be the focuspoint for all teaching, research and documentation on onsurance. Although some material and infrastructural bottlenecks have postponed the logistic integration, it is clear that the cooperation has already been started. The conference on Eastern Europe was the first project of the E.I.C. Also the establishment of a university degree in Insurance Economics with the combination of insurance economics, insurance law and insurance mathematics can be seen as an emanation of the E.I.C.

Geneva Association

The Geneva Association came into being in June 1973. It was born of the initiative of a group of founding fathers, who had started meeting in 1971 and whose number, in taking the initial steps, included: Hort Jannott of the Munich Re, Georges Martin of the Royal Belge, Ernst Meyer of Allianz, Julius Neave of the Mercantile &

General, Fabio Padoa of Generali, Bernard Pageszy of Paternelle (AGP) and Heinz Vischer of the Swiss Re. A first report to the assembly of members in 1974 by the Association's First President Raymond Barre, contained a clear statement of the Association's aims, as follows:

- "The Geneva Association" has been founded to make an original contribution to the progress of insurance through objective studies of the interdependence between the economic environment and insurance activities" and this on the assumption that:
- In order to achieve this aim, the Geneva Association shall highlight the role of insurance in the economy and in modern society. For, at a time when the need for security is increasingly acute, it is in the interest of all parties to stand together in facing the growing risks of a changing world."

The very design of the Geneva Association's logo brings into sharp focus this priority of concentrating both on those "interface" areas of risk, where insurance meets the risk management problems of its clients in all sectors ("micro-economics") as well as on the uncertainties of the global economic environment ("macro-economics"). For the last twenty years, the Geneva Association has constantly followed these main goals by setting up various types of research activity at these "interfaces".
At the outset, the Geneva Association had twenty members in eight European countries. It now has seventy members in all five continents, including fifteen countries in Europe and four in North and South America. Its members are the chief executive officers of most of the leading insurance companies in the world, although they are members in a personal capacity.

**Sunday the 19th of September 1993**

19.00h Welcome reception at the Novotel
Welcome by G.W. de Wit, Erasmus Insurance Center

**Monday the 20th of September 1993**

8.30h Registration and coffee in the "Ontvangstruimte"

9.00h Welcoming Address
J. VERHULP, Dean of the Faculty of Economics of the Erasmus University, Rotterdam, NL
L.A.A. VAN DEN BERGHE, Erasmus Insurance Center, NL

CHAIRMAN: O. Giarini

Theme 1: The insurance markets and competition in insurance

Speakers:

9.20h D. FARNY, Köln University, Köln, D
Propositions concerning the polarisation of the European insurance markets by deregulation.

9.40h M. HALLER, Institute of Insurance Economics, St. Gallen, CH
Deregulation in insurance: a story of misunderstanding and its consequences on socio-economic communication.

10.00h F.A. SCHMID, School of Social & Economic Sciences, Vienna, A Do

decreasing "risk costs" justify regulation? Empirical results from the German life insurance industry.

Discussants:

10.30h 1. L.A.A. Van den Berghe
10.40h 2. G. Dickinson

10.50h Coffee Break

CHAIRMAN: H.D. Skipper

Theme 1: The insurance markets and competition in insurance (continued)

Speakers:

11.10h L. VITALI, University of Roma I, Roma The debate on the private-public mix in pension systems - the European scenery and the Italian case.
11.30 M.F. GRACE, Georgia State University, Center for Risk Management and Insurance Research, Atlanta, USA
Efficiency comparisons between mutual and stock life insurance companies.

Discussants
11.50h 1. C. Petersen
12.00h 2. P.F. Segaar

12.10h General Discussion
12.20h Luncheon

CHAIRMAN: G.W. de Wit

Theme 2: Competition and the global consumer

Speakers:
14.15h J.C.A. POTJES, ING, Amsterdam, NL
The structure and conduct of the Dutch life insurance market.
14.35h J.F. OUTREVILLE, United Nations, Geneva, CH
Life insurance markets in developing countries.

Discussants:
14.55h 1. M. Straube
15.05h 1. P. Falush

15.15h Coffee Break

Theme 2: Competition and the global consumer (continued)

Speaker:
15.35h M.J. SCHEFFERS, Erasmus Insurance Center, Rotterdam, NL
Competition and the Euroconsumer, the case of the European motor insurance market.

Discussant:
15.55h Ph. van Namen

16.05h General discussion
16.30h Concluding remarks: G.W. de Wit

**Tuesday the 21st of September 1993**

CHAIRMAN: L.A.A. Van den Berge

Theme 3: Marketing and types of distribution

Speakers:

9.40h U. WERNER, LMU München, INRIVER, München, D
Aspects of multicultural marketing of insurance companies.

10.00h H.I. DOERPINGHAUS, University of S. Carolina, Columbia, USA.
The insurance marketing dilemma.

Discussants:
10.20h 1. S.R. Diacon
10.30h 2. J.C.A. Potjes
10.40h Coffee Break

CHAIRMAN: H. Stremitzer

Theme 4: Financial conglomerates

Speakers:
11.00h D. HESBERG & W. KARTEN, Universität Hamburg,
Supervision of financial conglomerates - some theoretical remarks.
11.20h F.X. ALBOUY, Geneva Association, Bossard Consultants, F Competition of solvency rules between banks and insurance in the class 14 and 15 (fin. guarantees & credit insurance).

Discussants:
11.40h 1. E. Briys
11.50h 2. A. Oosenbrug
12.15h Luncheon

CHAIRMAN: W. Karten

Theme 4: Financial services and the global consumer

Speaker:
14.00h K. VERWEIRE, Vlerick School voor Management, Gent, B, Erasmus Insurance Center, Rotterdam, NL
Market research and statistical tools to segment the consumer markets for fincial services: the case of the Belgian market.

Discussant:
14.20h L. Eeckhoudt

Theme 5: Economic aspects of insurance

14.30h W. DOU, Bournemouth University, Poole, Dorset, UK
Measuring insurance output - a macro-economic review and approach.

Discussant:
14.50h H. Schlesinger
15.00h Coffee Break

Theme 6: Strategies of insurance companies

Speaker:
15.15h G. DICKINSON, City University Business School, London, UK
The changing strategic interface between insurance and banking enterprise.

Discussant:
15.35h F.X. Albouy

**17.00h Geneva Lecture**
**J. HOLSBOER, Internationale Nederlanden Groep, NL**
**Specialization versus diversification**
**in room LB-107, L-building**

18.15h Cocktail in Restaurant De Etage, L-building

**Wednesday the 22nd of September 1993**

CHAIRMAN: I. Eeckhoudt

Theme: Risk & Insurance Theory

Speaker:
9.00hH E. BRIYS, Groupe HEC, F
F. DE VARENNE, Fédération Française des Sociétés d'Assurances, F
Possible applications of modern risk management techniques in banking - the case of life insurance.

Discussant:
9.20h J. Bouman

Speaker:
9.30h H. SCHLESINGER, University of Alabama, Tuscaloosa, USA
Habit formation and the demand for insurance.

Discussant:
9.50h J.F. Outreville
10.00h Coffee break

Speaker:
10.30h S.R. DIACON, School of Management & Finance, University of Nottingham, UK
Controlling the exercise of managerial discretion in large UK insurance groups.

Discussant:
10.50h A. Oosenbrug

Speaker:
11.00h R. NUSSBAUM, Commission of the European Communities, B
User needs in the European Community, for statistical information on the internal market for insurance services.

11.30h Farewell