

2003 MANPOWER SURVEY TABLES

INSURANCE INDUSTRY

保險業

二 三年人力調查統計表

INSURANCE TRAINING BOARD

VOCATIONAL TRAINING COUNCIL

職業訓練局

保險業訓練委員會

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Table 1A
表 1A

MANPOWER STATISTICS (GENERAL INSURANCE SECTOR)
人力統計數字（一般保險業）

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四 年 六月時的僱員總數 |
|---|--|---|--|
| SENIOR MANAGEMENT LEVEL 高層管理人員級 | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | 442 | - | 440 |
| Deputy Managing Director/ Deputy General Manager 副常務董事 / 副總經理 | 63 | - | 67 |
| Assistant General Manager/ Senior Manager/Account Director 助理總經理 / 高級經理 / 客戶總監 | 258 | 1 | 259 |
| Sub-total 小 計 | 763 | 1 | 766 |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | |
| Senior Account Manager 高級客戶經理 | 406 | 27 | 432 |
| Reinsurance Manager 分保經理 | 29 | - | 31 |
| Underwriting Manager 核保經理 | 171 | - | 170 |
| Account Manager/ Claims Manager 客戶經理 / 索償經理 | 664 | 6 | 671 |
| Marketing/Servicing Manager 市場 / 服務經理 | 233 | 7 | 240 |
| Assistant Manager 助理經理 | 200 | - | 200 |
| Sub-total 小 計 | 1703 | 40 | 1744 |
| OFFICER LEVEL 主任級 | | | |
| Senior Account Executive/ Underwriting Officer 高級客戶主任 / 核保主任 | 344 | 11 | 356 |

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四 年 六月時的僱員總數 |
|---|--|---|--|
| OFFICER LEVEL (Continued) 主任級 (續) | | | |
| Account Executive/ Policy Services Officer/ Claims Executive/Officer 客戶主任 / 保單服務主任 / 索償主任 | 2242 | 60 | 2349 |
| Marketing Officer 市場主任 | 111 | - | 120 |
| Assistant Executive/Supervisor 助理主任 | 254 | 1 | 256 |
| Client Servicing Assistant 客戶服務助理 | 302 | 2 | 310 |
| Information Technology Staff 資訊科技人員 | 170 | - | 167 |
| Sub-total 小 計 | 3423 | 74 | 3558 |
| CLERICAL LEVEL 文員級 | | | |
| Underwriting Clerk 核保文員 | 580 | 7 | 583 |
| Clerical Staff/Insurance 文書人員 / 保險 | 1616 | 21 | 1630 |
| Sub-total 小 計 | 2196 | 28 | 2213 |
| INSURANCE AGENTS 保險營業員 | | | |
| Agency Director/ Senior Agency Manager 營業總監 / 高級營業經理 | 5 | - | 5 |
| Agency Manager 營業經理 | 2 | - | 2 |
| Unit Manager/Agency Supervisor 單位經理 / 營業主任 | 4 | - | 4 |
| Agents 營業員 | 123 | - | 123 |
| Sub-total 小 計 | 134 | - | 134 |
| OTHERS 其他 | | | |
| Clerical Staff/Non-Insurance 文書人員 / 非保險 | 676 | - | 680 |
| Other Principal Jobs 其他主要職務 | 459 | 3 | 457 |

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四 年 六月時的僱員總數 |
|----------------------------------|--|---|--|
| OTHERS (Continued) 其 他 (續) | | | |
| Other Supporting Staff 其他輔助人員 | 515 | - | 515 |
| Sub-total 小 計 | 1650 | 3 | 1652 |
| Total 合 計 | 9869 | 146 | 10067 |

Table 1Ai
表 1Ai

MANPOWER STATISTICS (GENERAL INSURERS)
人力統計數字（一般保險承保人）

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|---|--|---|---|
| SENIOR MANAGEMENT LEVEL 高 層 管 理 人 員 級 | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | 119 | - | 117 |
| Deputy Managing Director/ Deputy General Manager 副常務董事 / 副總經理 | 63 | - | 67 |
| Assistant General Manager/ Senior Manager 助理總經理 / 高級經理 | 138 | 1 | 139 |
| Sub-total 小 計 | 320 | 1 | 323 |
| MIDDLE MANAGEMENT LEVEL 中 層 管 理 人 員 級 | | | |
| Reinsurance Manager 分保經理 | 29 | - | 31 |
| Underwriting Manager 核保經理 | 171 | - | 170 |
| Account Manager/ Claims Manager 客戶經理 / 索償經理 | 151 | 2 | 153 |
| Marketing/Service Manager 市場 / 服務經理 | 105 | 1 | 106 |
| Assistant Manager 助理經理 | 200 | - | 2 |

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|--|--|---|---|
| OFFICER LEVEL (Continued) 主任級 (續) | | | |
| Marketing Officer 市場主任 | 111 | - | 120 |
| Assistant Executive/Supervisor 助理主任 | 254 | 1 | 256 |
| Information Technology Staff 資訊科技人員 | 170 | - | 167 |
| Sub-total 小 計 | 1199 | 13 | 1223 |
| CLERICAL LEVEL 文員級 | | | |
| Underwriting Clerk 核保文員 | 580 | 7 | 583 |
| Clerical Staff/Insurance 文書人員 / 保險 | 739 | 17 | 744 |
| Sub-total 小 計 | 1319 | 24 | 1327 |
| OTHERS 其他 | | | |
| Clerical Staff/Non-Insurance 文書人員 / 非保險 | 422 | - | 426 |
| Other Principal Jobs 其他主要職務 | 276 | 1 | 272 |
| Other Supporting Staff 其他輔助人員 | 233 | - | 233 |
| Sub-total 小 計 | 931 | 1 | 931 |
| Total 合 計 | 4425 | 42 | 4464 |

Table 1Aii
表 1Aii

MANPOWER STATISTICS (GENERAL INSURANCE BROKERS)
人力統計數字 (一般保險經紀)

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|---|--|---|---|
| SENIOR MANAGEMENT LEVEL 高層管理人員級 | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | 206 | - | 206 |
| Assistant General Manager/ Account Director 助理總經理 / 客戶總監 | 81 | - | 81 |
| Sub-total 小 計 | 287 | - | 287 |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | |
| Senior Account Manager 高級客戶經理 | 250 | 27 | 276 |
| Marketing Manager 市場經理 | 75 | 6 | 81 |
| Account Manager/ Claims Manager 客戶經理 / 索償經理 | 203 | 4 | 208 |
| Sub-total 小 計 | 528 | 37 | 565 |
| OFFICER LEVEL 主任級 | | | |
| Account Executive/ Claims Executive 客戶主任 / 索償主任 | 519 | 9 | 571 |
| Client Servicing Assistant 客戶服務助理 | 175 | 2 | 181 |
| Sub-total 小 計 | 694 | 11 | 752 |
| CLERICAL LEVEL 文員級 | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | 340 | 2 | 345 |
| Sub-total 小 計 | 340 | 2 | 345 |

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|--|--|---|---|
| OTHERS 其 他 | | | |
| Clerical Staff/Non-Insurance 文書人員 / 非保險 | 153 | - | 153 |
| Other Principal Jobs 其他主要職務 | 131 | 2 | 133 |
| Other Supporting Staff 其他輔助人員 | 145 | - | 145 |
| Sub-total 小 計 | 429 | 2 | 431 |
| Total 合 計 | 2278 | 52 | 2380 |

Table 1Aiii
表 1Aiii

MANPOWER STATISTICS (GENERAL INSURANCE COMPANY AGENCIES)
人力統計數字（一般保險公司代理）

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|---|--|---|---|
| SENIOR MANAGEMENT LEVEL 高層管理人員級 | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | 117 | - | 117 |
| Assistant General Manager/ Account Director 助理總經理 / 客戶總監 | 39 | - | 39 |
| Sub-total 小 計 | 156 | - | 156 |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | |
| Senior Account Manager 高級客戶經理 | 156 | - | 156 |
| Marketing Manager 市場經理 | 53 | - | 53 |
| Account Manager 客戶經理 | 310 | - | 310 |
| Sub-total 小 計 | 519 | - | 519 |
| OFFICER LEVEL 主任級 | | | |
| Account Executive 客戶主任 | 1403 | 50 | 1454 |
| Client Servicing Assistant 客戶服務助理 | 127 | - | 129 |
| Sub-total 小 計 | 1530 | 50 | 1583 |
| CLERICAL LEVEL 文員級 | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | 537 | 2 | 541 |
| Sub-total 小 計 | 537 | 2 | 541 |

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|--|--|---|---|
| OTHERS 其他 | | | |
| Clerical Staff/Non-Insurance 文書人員 / 非保險 | 101 | - | 101 |
| Other Principal Jobs 其他主要職務 | 52 | - | 52 |
| Other Supporting Staff 其他輔助人員 | 137 | - | 137 |
| Sub-total 小 計 | 290 | - | 290 |
| Total 合 計 | 3032 | 52 | 3089 |

Table 1Aiv
表 1Aiv

MANPOWER STATISTICS (GENERAL INSURANCE AGENTS)
人力統計數字 (一般保險營業員)

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|--|--|---|---|
| INSURANCE AGENTS 保 險 營 業 員 | | | |
| Agency Director/ Senior Agency Manager 營業總監 / 高級營業經理 | 5 | - | 5 |
| Agency Manager 營業經理 | 2 | - | 2 |
| Unit Manager/Agency Supervisor 單位經理 / 營業主任 | 4 | - | 4 |
| Agents 營業員 | 123 | - | 123 |
| Total 合 計 | 134 | - | 134 |

Table 1B
表 1B

MANPOWER STATISTICS (LIFE INSURANCE SECTOR)
人力統計數字 (人壽保險業)

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|--|--|---|---|
| SENIOR MANAGEMENT LEVEL 高 層 管 理 人 員 級 | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | 150 | - | 150 |
| Assistant General Manager/ Account Director 助理總經理 / 客戶總監 | 43 | - | 43 |
| Chief Actuary 總精算師 | 38 | - | 38 |
| Head - Individual Long Term Business 主管 - 個人長期業務 | 30 | - | 30 |
| Head - Marketing/Agency Operation 主管 - 市場 / 營業代理運作 | 80 | 2 | 82 |
| Head - Group Benefits Business 主管 - 團體福利業務 | 36 | - | 36 |
| Head - Finance/Investment/ Treasurer 主管 - 財務 / 投資 / 司庫 | 53 | - | 53 |
| Head - Human Resources/ Training 主管 - 人力資源 / 訓練 | 30 | - | 30 |
| Sub-total 小 計 | 460 | 2 | 462 |
| MIDDLE MANAGEMENT LEVEL 中 層 管 理 人 員 級 | | | |
| Senior Account Manager 高級客戶經理 | 53 | 5 | 58 |
| Actuarial Manager 精算經理 | 81 | 9 | 90 |
| Underwriting Manager 核保經理 | 77 | - | 77 |

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|--|--|---|---|
| MIDDLE MANAGEMENT LEVEL (Continued) 中層管理人員級 (續) | | | |
| Account/Policy Services/ Claims Manager 客戶 保單服務 / 索償經理 | 245 | - | 251 |
| Marketing/Agency Manager 市場 / 營業代理經理 | 233 | 15 | 248 |
| Group Benefits Business Manager 團體福利業務經理 | 101 | 1 | 101 |
| Accounting/Investment Manager 財務 / 投資經理 | 80 | 1 | 81 |
| Personnel/Training Manager 人力資源 / 訓練經理 | 79 | - | 79 |
| Information Technology Manager 資訊科技經理 | 262 | - | 262 |
| Sub-total 小 計 | 1211 | 31 | 1247 |
| OFFICER LEVEL 主任級 | | | |
| Client Servicing Assistant 客戶服務助理 | 51 | 1 | 54 |
| Actuarial Officer 精算主任 | 115 | 3 | 118 |
| Underwriting Officer 核保主任 | 136 | 3 | 139 |
| Account/Policy Owner Services/Claims Officer/ Executive 保單服務 / 索償主任 | 584 | 27 | 621 |
| Marketing/Agency Officer 市場 / 營業代理主任 | 446 | 10 | 458 |
| Group Benefits Business Officer 團體福利業務主任 | 341 | 2 | 340 |
| Accounting/Investment Officer 財務 / 投資主任 | 152 | 5 | 158 |
| Personnel/Training Officer 人力資源 / 訓練主任 | 76 | - | 76 |

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|--|--|---|---|
| OFFICER LEVEL (Continued) 主任級 (續) | | | |
| Information Technology Officer 資訊科技人員 | 529 | - | 531 |
| Sub-total 小 計 | 2430 | 51 | 2495 |
| CLERICAL LEVEL 文員級 | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | 1661 | 10 | 1667 |
| Sub-total 小 計 | 1661 | 10 | 1667 |
| INSURANCE AGENTS 保險營業員 | | | |
| Agency Director/ Senior Agency Manager 營業總監 / 高級營業經理 | 881 | 52 | 933 |
| Agency Manager 營業經理 | 1392 | 35 | 1427 |
| Unit Manager/ Agency Supervisor 單位經理 / 營業主任 | 3957 | 279 | 4236 |
| Agents 營業員 | 21255 | 1367 | 22622 |
| Sub-total 小 計 | 27485 | 1733 | 29218 |
| OTHERS 其他 | | | |
| Clerical Staff/Non-insurance 文書人員 / 非保險 | 880 | 3 | 883 |
| Other Principal Jobs 其他主要職務 | 487 | 4 | 491 |
| Other Supporting Staff 其他輔助人員 | 547 | - | 547 |
| Sub-total 小 計 | 1914 | 7 | 1921 |
| Total 合 計 | 35161 | 1834 | 37010 |

Table 1Bi
表 1Bi

MANPOWER STATISTICS (LIFE INSURERS)
人力統計數字 (人壽保險承保人)

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|--|--|---|---|
| SENIOR MANAGEMENT LEVEL 高 層 管 理 人 員 級 | | | |
| Managing Director/ Chief Executive 常務董事 / 行政總裁 | 65 | - | 65 |
| Chief Actuary 總精算師 | 38 | - | 38 |
| Head - Individual Long Term Business 主管 - 個人長期業務 | 30 | - | 30 |
| Head - Marketing/Agency Operation 主管 - 市場 / 營業代理運作 | 80 | 2 | 82 |
| Head - Group Benefits Business 主管 - 團體福利業務 | 36 | - | 36 |
| Head - Finance/Investment/ Treasurer 主管 - 財務 / 投資 / 司庫 | 53 | - | 53 |
| Head - Human Resources/ Training 主管 - 人力資源 / 訓練 | 30 | - | 30 |
| Sub-total 小 計 | 332 | 2 | 334 |
| MIDDLE MANAGEMENT LEVEL 中 層 管 理 人 員 級 | | | |
| Actuarial Manager 精算經理 | 81 | 9 | 90 |
| Underwriting Manager 核保經理 | 77 | - | 77 |
| Policy Services/ Claims Manager 保單服務 / 索償經理 | 101 | - | 101 |
| Marketing/Agency Manager 市場 / 營業代理經理 | 213 | 10 | 223 |

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|---|--|---|---|
| MIDDLE MANAGEMENT LEVEL (Continued) 中層 - 管理人員級 (續) | | | |
| Group Benefits Business Manager 團體福利業務經理 | 101 | 1 | 101 |
| Accounting/Investment Manager 財務 / 投資經理 | 80 | 1 | 81 |
| Personnel/Training Manager 人力資源 / 訓練經理 | 79 | - | 79 |
| Information Technology Manager 資訊科技經理 | 262 | - | 262 |
| Sub-total 小 計 | 994 | 21 | 1014 |
| OFFICER LEVEL 主任級 | | | |
| Actuarial Officer 精算主任 | 115 | 3 | 118 |
| Underwriting Officer 核保主任 | 136 | 3 | 139 |
| Policy Services/Claims Officer 保單服務 / 索償主任 | 264 | 4 | 268 |
| Marketing/Agency Officer 市場 / 營業代理主任 | 446 | 10 | 458 |
| Group Benefits Business Officer 團體福利業務主任 | 341 | 2 | 340 |
| Accounting/Investment Officer 財務 / 投資主任 | 152 | 5 | 158 |
| Personnel/Training Officer 人力資源 / 訓練主任 | 76 | - | 76 |
| Information Technology Officer 資訊科技人員 | 529 | - | 531 |
| Sub-total 小 計 | 2059 | 27 | 2088 |
| CLERICAL LEVEL 文員級 | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | 1585 | 10 | 1591 |
| Sub-total 小 計 | 1585 | 10 | 1591 |

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|--|--|---|---|
| OTHERS 其 他 | | | |
| Clerical Staff/Non-insurance 文書人員 / 非保險 | 851 | 3 | 854 |
| Other Principal Jobs 其他主要職務 | 452 | 4 | 456 |
| Other Supporting Staff 其他輔助人員 | 502 | - | 502 |
| Sub-total 小 計 | 1805 | 7 | 1812 |
| Total 合 計 | 6775 | 67 | 6839 |

Table 1Bii
表 1Bii

MANPOWER STATISTICS (LIFE INSURANCE BROKERS)
人力統計數字 (人壽保險經紀)

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|--|--|---|---|
| SENIOR MANAGEMENT LEVEL 高 層 管 理 人 員 級 | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | 80 | - | 80 |
| Assistant General Manager/ Account Director 助理總經理 / 客戶總監 | 39 | - | 39 |
| Sub-total 小 計 | 119 | - | 119 |
| MIDDLE MANAGEMENT LEVEL 中 層 管 理 人 員 級 | | | |
| Senior Account Manager 高級客戶經理 | 40 | 5 | 45 |
| Marketing Manager 市場經理 | 14 | 5 | 19 |
| Account Manager/ Claims Manager 客戶經理 / 索償經理 | 128 | - | 134 |
| Sub-total 小 計 | 182 | 10 | 198 |
| OFFICER LEVEL 主 任 級 | | | |
| Account Executive/ Claims Executive 客戶主任 / 索償主任 | 222 | 23 | 255 |
| Client Servicing Assistant 客戶服務助理 | 35 | 1 | 38 |
| Sub-total 小 計 | 257 | 24 | 293 |

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|--|--|---|---|
| CLERICAL LEVEL 文 員 級 | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | 57 | - | 57 |
| Sub-total 小 計 | 57 | - | 57 |
| OTHERS 其 他 | | | |
| Clerical Staff/Non-Insurance 文書人員 / 非保險 | 29 | - | 29 |
| Other Principal Jobs 其他主要職務 | 35 | - | 35 |
| Other Supporting Staff 其他輔助人員 | 43 | - | 43 |
| Sub-total 小 計 | 107 | - | 107 |
| Total 合 計 | 722 | 34 | 774 |

Table 1Biii
表 1Biii

MANPOWER STATISTICS (LIFE INSURANCE COMPANY AGENCIES)
人力統計數字 (人壽保險公司代理)

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|--|--|---|---|
| SENIOR MANAGEMENT LEVEL 高 層 管 理 人 員 級 | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | 5 | - | 5 |
| Assistant General Manager/ Account Director 助理總經理 / 客戶總監 | 4 | - | 4 |
| Sub-total 小 計 | 9 | - | 9 |
| MIDDLE MANAGEMENT LEVEL 中 層 管 理 人 員 級 | | | |
| Senior Account Manager 高級客戶經理 | 13 | - | 13 |
| Marketing Manager 市場經理 | 6 | - | 6 |
| Account Manager 客戶經理 | 16 | - | 16 |
| Sub-total 小 計 | 35 | - | 35 |
| OFFICER LEVEL 主 任 級 | | | |
| Account Executive 客戶主任 | 98 | - | 98 |
| Client Servicing Assistant 客戶服務助理 | 16 | - | 16 |
| Sub-total 小 計 | 114 | - | 114 |
| CLERICAL LEVEL 文 員 級 | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | 19 | - | 19 |
| Sub-total 小 計 | 19 | - | 19 |

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|--|--|---|---|
| OTHERS 其 他 | | | |
| Clerical Staff/Non-Insurance 文書人員 / 非保險 | - | - | - |
| Other Principal Jobs 其他主要職務 | - | - | - |
| Other Supporting Staff 其他輔助人員 | 2 | - | 2 |
| Sub-total 小 計 | 2 | - | 2 |
| Total 合 計 | 179 | - | 179 |

Table 1Biv
表 1Biv

MANPOWER STATISTICS (LIFE INSURANCE AGENTS)
人力統計數字（人壽保險營業員）

| Job Title 職 稱 | Number of Persons Engaged 僱員 / 營業員 人數 | Number of Vacancies at Date of Survey 調查期間 空缺數目 | Forecast of Number Employed by June 2004 預測至二 四年 六月時的僱員總數 |
|--|--|---|---|
| INSURANCE AGENTS 保 險 營 業 員 | | | |
| Agency Director/ Senior Agency Manager 營業總監 / 高級營業經理 | 881 | 52 | 933 |
| Agency Manager 營業經理 | 1392 | 35 | 1427 |
| Unit Manager/ Agency Supervisor 單位經理 / 營業主任 | 3957 | 279 | 4236 |
| Agents 營業員 | 21255 | 1367 | 22622 |
| Total 合 計 | 27485 | 1733 | 29218 |

Table 2A
表 2A

PREFERRED EDUCATION OF INSURANCE EMPLOYEES
AND AGENTS (GENERAL INSURANCE SECTOR)
保險業僱員及營業員宜有的教育程度（一般保險業）

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|--|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| SENIOR MANAGEMENT LEVEL 高層管理人員級 | | | | | | | | | | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | 172 | 266 | 14 | 174 | - | - | - | - | - | - | 1 | 2 |
| Deputy Managing Director/ Deputy General Manager/ 副常務董事 / 副總經理 | 19 | 29 | 16 | 33 | 1 | 1 | - | - | - | - | - | - |
| Assistant General Manager/ Senior Manager/ Account Director 助理總經理 / 高級經理 / 客戶總監 | 61 | 157 | 59 | 94 | 1 | 1 | - | - | - | - | 1 | 6 |
| Sub-total 小 計 | 252 | 452 | 89 | 301 | 2 | 2 | - | - | - | - | 2 | 8 |

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|--|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | | | | | | | | | | |
| Senior Account Manager 高級客戶經理 | 61 | 108 | 113 | 223 | 25 | 36 | 8 | 15 | 21 | 21 | 3 | 3 |
| Reinsurance Manager 分保經理 | 9 | 11 | 15 | 17 | 1 | 1 | - | - | - | - | - | - |
| Underwriting Manager 核保經理 | 26 | 51 | 29 | 118 | 1 | 2 | - | - | - | - | - | - |
| Account Manager/Claims Manager 客戶經理 / 索償經理 | 55 | 144 | 242 | 483 | 8 | 9 | 13 | 22 | 2 | 2 | 2 | 4 |
| Marketing/Service Manager 市場 / 服務經理 | 31 | 75 | 63 | 121 | 15 | 23 | 11 | 11 | 1 | 1 | 1 | 2 |
| Assistant Manager 助理經理 | 9 | 36 | 25 | 140 | 3 | 17 | 1 | 1 | - | - | 1 | 6 |
| Sub-total 小 計 | 191 | 425 | 487 | 1102 | 53 | 88 | 33 | 49 | 24 | 24 | 7 | 15 |
| OFFICER LEVEL 主任級 | | | | | | | | | | | | |
| Senior Account Executive/ Underwriting Officer 高級客戶主任 核保主任 | 4 | 24 | 25 | 184 | 15 | 87 | 11 | 36 | 2 | 13 | - | - |

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|---|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| OFFICER LEVEL (Continued) 主任級 (續) | | | | | | | | | | | | |
| Account Executive/ Policy Services Officer/ Claims Executive/Officer 客戶主任 / 保單服務主任 索償主任 | 50 | 73 | 223 | 587 | 85 | 284 | 294 | 465 | 561 | 818 | 10 | 15 |
| Marketing Officer 市場主任 | - | - | 14 | 74 | 8 | 19 | 5 | 15 | 1 | 1 | 1 | 2 |
| Assistant Executive/ Supervisor 助理主任 | - | - | 11 | 86 | 10 | 111 | 7 | 31 | 2 | 18 | 1 | 8 |
| Client Servicing Assistant 客戶服務助理 | 3 | 3 | 22 | 67 | 9 | 25 | 52 | 120 | 39 | 87 | - | - |
| Information Technology Staff 資訊科技人員 | 1 | 2 | 18 | 94 | 11 | 46 | 7 | 18 | 2 | 10 | - | - |
| Sub-total 小 計 | 58 | 102 | 313 | 1092 | 138 | 572 | 376 | 685 | 607 | 947 | 12 | 25 |
| CLERICAL LEVEL 文員級 | | | | | | | | | | | | |
| Underwriting Clerk 核保文員 | - | - | 3 | 6 | 9 | 204 | 23 | 107 | 23 | 255 | 1 | 8 |

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|--|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| CLERICAL LEVEL (Continued) 文 員 級 (續) | | | | | | | | | | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | - | - | 12 | 22 | 20 | 219 | 64 | 276 | 348 | 1076 | 4 | 23 |
| Sub-total 小 計 | - | - | 15 | 28 | 29 | 423 | 87 | 383 | 371 | 1331 | 5 | 31 |
| INSURANCE AGENTS 保 險 營 業 員 | | | | | | | | | | | | |
| Agency Director/ Senior Agency Manager 營業總監 高級營業經理 | - | - | 1 | 5 | - | - | - | - | - | - | - | - |
| Agency Manager 營業經理 | - | - | 1 | 1 | - | - | 1 | 1 | - | - | - | - |
| Unit Manager/Agency Supervisor 單位經理 營業主任 | 2 | 2 | - | - | - | - | 1 | 2 | - | - | - | - |
| Agents 營業員 | 1 | 2 | 1 | 3 | 1 | 34 | 6 | 31 | 8 | 53 | - | - |
| Sub-total 小 計 | 3 | 4 | 3 | 9 | 1 | 34 | 8 | 34 | 8 | 53 | - | - |
| Total 合 計 | 504 | 983 | 907 | 2532 | 243 | 1119 | 504 | 1151 | 1010 | 2355 | 26 | 79 |

PREFERRED EDUCATION OF INSURANCE EMPLOYEES
(GENERAL INSURERS)
保險業僱員宜有的教育程度（一般保險承保人）

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|--|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| SENIOR MANAGEMENT LEVEL 高 層 管 理 人 員 級 | | | | | | | | | | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | 54 | 83 | 26 | 34 | - | - | - | - | - | - | 1 | 2 |
| Deputy Managing Director/ Deputy General Manager/ 副常務董事 / 副總經理 | 19 | 29 | 16 | 33 | 1 | 1 | - | - | - | - | - | - |
| Assistant General Manager/ Senior Manager 助理總經理 / 高級經理 | 22 | 81 | 20 | 50 | 1 | 1 | - | - | - | - | 1 | 6 |
| Sub-total 小 計 | 95 | 193 | 60 | 117 | 2 | 2 | - | - | - | - | 2 | 8 |

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|--|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | | | | | | | | | | |
| Reinsurance Manager 分保經理 | 9 | 11 | 15 | 17 | 1 | 1 | - | - | - | - | - | - |
| Underwriting Manager 核保經理 | 26 | 51 | 29 | 118 | 1 | 2 | - | - | - | - | - | - |
| Account Manager/Claims Manager 客戶經理 / 索償經理 | 18 | 57 | 30 | 93 | 2 | 1 | - | - | - | - | - | - |
| Marketing/Servicing Manager 市場 / 服務經理 | 9 | 37 | 25 | 61 | 1 | 5 | - | - | - | - | 1 | 2 |
| Assistant Manager 助理經理 | 9 | 36 | 25 | 140 | 3 | 17 | 1 | 1 | - | - | 1 | 6 |
| Sub-total 小 計 | 71 | 192 | 124 | 429 | 8 | 26 | 1 | 1 | - | - | 2 | 8 |
| OFFICER LEVEL 主任級 | | | | | | | | | | | | |
| Senior Account Executive/ Underwriting Officer 高級客戶主任 核保主任 | 4 | 24 | 25 | 184 | 15 | 87 | 11 | 36 | 2 | 13 | - | - |
| Policy Services/ Claims Officer 保單服務 / 索償主任 | 3 | 23 | 27 | 165 | 16 | 84 | 12 | 35 | 2 | 7 | 1 | 6 |
| Marketing Officer 市場主任 | - | - | 14 | 74 | 8 | 19 | 5 | 15 | 1 | 1 | 1 | 2 |

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|--|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| OFFICER LEVEL (Continued) 主任級(續) | | | | | | | | | | | | |
| Assistant Executive/ Supervisor 助理主任 | - | - | 11 | 86 | 10 | 111 | 7 | 31 | 2 | 18 | 1 | 8 |
| Information Technology Staff 資訊科技人員 | 1 | 2 | 18 | 94 | 11 | 46 | 7 | 18 | 2 | 10 | - | - |
| Sub-total 小 計 | 8 | 49 | 95 | 603 | 60 | 347 | 42 | 135 | 9 | 49 | 3 | 16 |
| CLERICAL LEVEL 文員級 | | | | | | | | | | | | |
| Underwriting Clerk 核保文員 | - | - | 3 | 6 | 9 | 204 | 23 | 107 | 23 | 255 | 1 | 8 |
| Clerical Staff/Insurance 文書人員 / 保險 | - | - | - | - | 7 | 132 | 13 | 157 | 36 | 433 | 1 | 17 |
| Sub-total 小 計 | - | - | 3 | 6 | 16 | 336 | 36 | 264 | 59 | 688 | 2 | 25 |
| Total 合 計 | 174 | 434 | 282 | 1155 | 86 | 711 | 79 | 400 | 68 | 737 | 9 | 57 |

Table 2Aii
表 2Aii

PREFERRED EDUCATION OF INSURANCE EMPLOYEES
(GENERAL INSURANCE BROKERS)
保險業僱員宜有的教育程度（一般保險經紀）

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|--|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| SENIOR MANAGEMENT LEVEL 高層管理人員級 | | | | | | | | | | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | 88 | 139 | 53 | 67 | - | - | - | - | - | - | - | - |
| Assistant General Manager/ Account Director 助理總經理 / 客戶總監 | 23 | 60 | 18 | 21 | - | - | - | - | - | - | - | - |
| Sub-total 小 計 | 111 | 199 | 71 | 88 | - | - | - | - | - | - | - | - |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | | | | | | | | | | |
| Senior Account Manager 高級客戶經理 | 51 | 96 | 49 | 123 | 14 | 25 | 3 | 3 | - | - | 3 | 3 |
| Marketing Manager 市場經理 | 15 | 27 | 29 | 40 | 4 | 8 | - | - | - | - | - | - |

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|---|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| MIDDLE MANAGEMENT LEVEL (Continued) 中層管理人員級(續) | | | | | | | | | | | | |
| Account Manager/ Claims Manager 客戶經理 / 索償經理 | 19 | 68 | 39 | 123 | 4 | 6 | - | - | 2 | 2 | 2 | 4 |
| Sub-total 小 計 | 85 | 191 | 117 | 286 | 22 | 39 | 3 | 3 | 2 | 2 | 5 | 7 |
| OFFICER LEVEL 主任級 | | | | | | | | | | | | |
| Account Executive/ Claims Executive 客戶主任 / 索償主任 | 6 | 9 | 62 | 135 | 23 | 129 | 69 | 173 | 32 | 73 | - | - |
| Client Servicing Assistant 客戶服務助理 | 3 | 3 | 17 | 36 | 9 | 25 | 35 | 85 | 6 | 26 | - | - |
| Sub-total 小 計 | 9 | 12 | 79 | 171 | 32 | 154 | 104 | 258 | 38 | 99 | - | - |
| CLERICAL LEVEL 文員級 | | | | | | | | | | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | - | - | 2 | 2 | 11 | 31 | 27 | 57 | 99 | 244 | 3 | 6 |
| Sub-total 小 計 | - | - | 2 | 2 | 11 | 31 | 27 | 57 | 99 | 244 | 3 | 6 |
| Total 合 計 | 205 | 402 | 269 | 547 | 65 | 224 | 134 | 318 | 139 | 345 | 8 | 13 |

Table 2Aiii
表 2Aiii

PREFERRED EDUCATION OF INSURANCE EMPLOYEES
(GENERAL INSURANCE COMPANY AGENCIES)
保險業僱員宜有的教育程度（一般保險公司代理）

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|--|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| SENIOR MANAGEMENT LEVEL 高層管理人員級 | | | | | | | | | | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | 30 | 44 | 61 | 73 | - | - | - | - | - | - | - | - |
| Assistant General Manager/ Account Director 助理總經理 / 客戶總監 | 16 | 16 | 21 | 23 | - | - | - | - | - | - | - | - |
| Sub-total 小 計 | 46 | 60 | 82 | 96 | - | - | - | - | - | - | - | - |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | | | | | | | | | | |
| Senior Account Manager 高級客戶經理 | 10 | 12 | 64 | 100 | 11 | 11 | 5 | 12 | 21 | 21 | - | - |
| Marketing Manager 市場經理 | 7 | 11 | 9 | 20 | 10 | 10 | 11 | 11 | 1 | 1 | - | - |

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|--|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| MIDDLE MANAGEMENT LEVEL (Continued) 中層管理人員級(續) | | | | | | | | | | | | |
| Account Manager 客戶經理 | 18 | 19 | 173 | 267 | 2 | 2 | 13 | 22 | - | - | - | - |
| Sub-total 小 計 | 35 | 42 | 346 | 387 | 23 | 23 | 29 | 45 | 22 | 22 | - | - |
| OFFICER LEVEL 主任級 | | | | | | | | | | | | |
| Account Executive 客戶主任 | 41 | 41 | 134 | 287 | 46 | 71 | 213 | 257 | 527 | 738 | 9 | 9 |
| Client Servicing Assistant 客戶服務助理 | - | - | 5 | 31 | - | - | 17 | 35 | 33 | 61 | - | - |
| Sub-total 小 計 | 41 | 41 | 139 | 318 | 46 | 71 | 230 | 292 | 560 | 799 | 9 | 9 |
| CLERICAL LEVEL 文員級 | | | | | | | | | | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | - | - | 10 | 20 | 2 | 56 | 24 | 62 | 213 | 399 | - | - |
| Sub-total 小 計 | - | - | 10 | 20 | 2 | 56 | 24 | 62 | 213 | 399 | - | - |
| Total 合 計 | 122 | 143 | 577 | 821 | 91 | 150 | 283 | 399 | 795 | 1220 | 9 | 9 |

PREFERRED EDUCATION OF GENERAL INSURANCE AGENTS
一般保險營業員宜有的教育程度

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 高級文憑/ 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試/ 文憑/證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|--|------------------------------------|------------------------------|---------------------------|------------------------------|--|------------------------------|--|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| INSURANCE AGENTS 保險營業員 | | | | | | | | | | | | |
| Agency Director/ Senior Agency Manager 營業總監 / 高級營業經理 | - | - | 1 | 5 | - | - | - | - | - | - | - | - |
| Agency Manager 營業經理 | - | - | 1 | 1 | - | - | 1 | 1 | - | - | - | - |
| Unit Manager/ Agency Supervisor 單位經理 營業經理 | 2 | 2 | - | - | - | - | 1 | 2 | - | - | - | - |
| Agents 營業員 | 1 | 2 | 1 | 3 | 1 | 34 | 6 | 31 | 8 | 53 | - | - |
| Total 合 計 | 3 | 4 | 3 | 9 | 1 | 34 | 8 | 34 | 8 | 53 | - | - |

Table 2B
表 2B

PREFERRED EDUCATION OF INSURANCE EMPLOYEES
AND AGENTS (LIFE INSURANCE SECTOR)
保險業僱員及營業員宜有的教育程度（人壽保險業）

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 / 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|--|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| SENIOR MANAGEMENT LEVEL 高層管理人員級 | | | | | | | | | | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | 52 | 91 | 37 | 54 | - | - | - | - | - | - | 3 | 5 |
| Assistant General Manager/ Account Director 助理總經理 / 客戶總監 | 15 | 18 | 19 | 25 | - | - | - | - | - | - | - | - |
| Chief Actuary 總精算師 | 14 | 18 | 4 | 15 | - | - | - | - | - | - | 2 | 5 |
| Head - Individual Long Term Business 主管 - 個人長期業務 | 5 | 9 | 4 | 14 | - | - | - | - | - | - | 2 | 7 |
| Head - Marketing/Agency Operation 主管 - 市場 / 營業代理運作 | 13 | 25 | 10 | 44 | - | - | - | - | - | - | 3 | 11 |

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 / 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|---|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| SENIOR MANAGEMENT LEVEL (Continued) 高 層 管 理 人 員 級 (續) | | | | | | | | | | | | |
| Head - Group Benefits Business 主管 - 團體福利業務 | 3 | 3 | 9 | 22 | - | - | - | - | - | - | 2 | 11 |
| Head - Finance/ Investment/Treasurer 主管 - 財務 / 投資 / 司庫 | 12 | 26 | 4 | 23 | - | - | - | - | - | - | 2 | 4 |
| Head - Human Resources/ Training 主管 - 人力資源 / 訓練 | 6 | 9 | 9 | 17 | - | - | - | - | - | - | 2 | 4 |
| Sub-total 小 計 | 120 | 199 | 96 | 214 | - | - | - | - | - | - | 16 | 47 |
| MIDDLE MANAGEMENT LEVEL 中 層 管 理 人 員 級 | | | | | | | | | | | | |
| Senior Account Manager 高級客戶經理 | 20 | 19 | 15 | 23 | 1 | 1 | 10 | 10 | - | - | - | - |
| Actuarial Manager 精算經理 | 8 | 11 | 9 | 64 | - | - | - | - | - | - | 2 | 6 |
| Underwriting Manager 核保經理 | 3 | 5 | 19 | 50 | - | - | - | - | - | - | 3 | 22 |
| Account/Policy Services/ Claims Manager 客戶 / 保單服務 / 索償經理 | 12 | 18 | 42 | 195 | - | - | 10 | 10 | - | - | 3 | 22 |

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 / 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|---|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| MIDDLE MANAGEMENT LEVEL (Continued) 中層管理人員級 (續) | | | | | | | | | | | | |
| Marketing/Agency Manager 市場 / 營業代理經理 | 2 | 6 | 44 | 188 | - | - | - | - | - | - | 4 | 39 |
| Group Benefits Business Manager 團體福利業務經理 | 2 | 4 | 11 | 75 | - | - | - | - | - | - | 2 | 22 |
| Accounting/Investment Manager 財務 / 投資經理 | 8 | 25 | 9 | 40 | - | - | - | - | - | - | 3 | 15 |
| Personnel/Training Manager 人力資源 / 訓練經理 | - | - | 20 | 67 | - | - | - | - | - | - | 3 | 12 |
| Information Technology Manager 資訊科技經理 | - | - | 18 | 202 | - | - | - | - | - | - | 2 | 60 |
| Sub-total 小 計 | 55 | 88 | 187 | 904 | 1 | 1 | 20 | 20 | - | - | 22 | 198 |
| OFFICER LEVEL 主任級 | | | | | | | | | | | | |
| Client Servicing Assistant 客戶服務助理 | 3 | 3 | 10 | 35 | 2 | 2 | 9 | 9 | 1 | 2 | - | - |
| Actuarial Officer 精算主任 | 4 | 12 | 11 | 71 | 4 | 19 | - | - | - | - | 2 | 13 |
| Underwriting Officer 核保主任 | 1 | 2 | 8 | 70 | 7 | 33 | 4 | 4 | 1 | 1 | 3 | 26 |

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 / 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|--|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| OFFICER LEVEL (Continued) 主任級 (續) | | | | | | | | | | | | |
| Account/Policy Owner Services/Claims Officer/Executive 客戶 / 保單服務 / 索償主任 | 6 | 12 | 88 | 308 | 16 | 107 | 29 | 42 | 36 | 64 | 3 | 51 |
| Marketing/Agency Officer 市場 / 營業代理主任 | - | - | 10 | 156 | 13 | 230 | 1 | 6 | 2 | 16 | 3 | 38 |
| Group Benefits Business Officer 團體福利業務主任 | - | - | 8 | 107 | 5 | 178 | 1 | 1 | - | - | 3 | 55 |
| Accounting/Investment Officer 財務 / 投資主任 | - | - | 10 | 85 | 5 | 39 | 1 | 1 | - | - | 3 | 27 |
| Personnel/Training Officer 人力資源 / 訓練主任 | - | - | 11 | 35 | 6 | 20 | 3 | 3 | - | - | 3 | 18 |
| Information Technology Officer 資訊科技主任 | - | - | 11 | 123 | 6 | 325 | 1 | 7 | - | - | 2 | 74 |
| Sub-total 小 計 | 14 | 29 | 167 | 990 | 64 | 953 | 49 | 73 | 40 | 83 | 22 | 302 |

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 / 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|--|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| CLERICAL LEVEL 文員級 | | | | | | | | | | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | - | - | 1 | 1 | 7 | 251 | 29 | 619 | 38 | 556 | 4 | 234 |
| Sub-total 小 計 | - | - | 1 | 1 | 7 | 251 | 29 | 619 | 38 | 556 | 4 | 234 |
| INSURANCE AGENTS 保險營業員 | | | | | | | | | | | | |
| Agency Director/ Senior Agency Manager 營業總監 / 高級營業經理 | 2 | 238 | 5 | 552 | - | - | 1 | 17 | 2 | 3 | 1 | 71 |
| Agency Manager 營業經理 | - | - | 13 | 1149 | - | - | 1 | 20 | 2 | 6 | 2 | 217 |
| Unit Manager/ Agency Supervisor 單位經理 / 營業主任 | - | - | 5 | 1604 | 2 | 2 | 2 | 650 | 3 | 552 | 2 | 1149 |
| Agents 營業員 | - | - | 9 | 122 | 1 | 127 | 1 | 1405 | 13 | 18997 | 2 | 604 |
| Sub-total 小 計 | 2 | 238 | 32 | 3427 | 3 | 129 | 5 | 2092 | 20 | 19558 | 7 | 2041 |
| Total 合 計 | 191 | 554 | 483 | 5536 | 75 | 1334 | 103 | 2804 | 98 | 20197 | 71 | 2822 |

Table 2Bi
表 2Bi

PREFERRED EDUCATION OF INSURANCE EMPLOYEES
(LIFE INSURERS)

保險業僱員宜有的教育程度 (人壽保險承保人)

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 / 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|---|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| SENIOR MANAGEMENT LEVEL 高 層 管 理 人 員 級 | | | | | | | | | | | | |
| Managing Director/ Chief Executive 常務董事 / 行政總裁 | 16 | 41 | 12 | 19 | - | - | - | - | - | - | 3 | 5 |
| Chief Actuary 總精算師 | 14 | 18 | 4 | 15 | - | - | - | - | - | - | 2 | 5 |
| Head – Individual Long Term Business 主管 - 個人長期業務 | 5 | 9 | 4 | 14 | - | - | - | - | - | - | 3 | 7 |
| Head - Marketing/Agency Operation 主管 - 市場 / 營業代理運作 | 13 | 25 | 10 | 44 | - | - | - | - | - | - | 3 | 11 |
| Head - Group Benefits Business 主管 - 團體福利業務 | 3 | 3 | 9 | 22 | - | - | - | - | - | - | 2 | 11 |

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 / 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|--|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| SENIOR MANAGEMENT LEVEL (Continued) 高層管理人員級 (續) | | | | | | | | | | | | |
| Head - Finance/ Investment/Treasurer 主管 - 財務 / 投資 / 司庫 | 12 | 26 | 4 | 23 | - | - | - | - | - | - | 2 | 4 |
| Head - Human Resources/ Training 主管 - 人力資源 / 訓練 | 6 | 9 | 9 | 17 | - | - | - | - | - | - | 2 | 4 |
| Sub-total 小 計 | 69 | 131 | 52 | 154 | - | - | - | - | - | - | 17 | 47 |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | | | | | | | | | | |
| Actuarial Manager 精算經理 | 8 | 11 | 9 | 64 | - | - | - | - | - | - | 2 | 6 |
| Underwriting Manager 核保經理 | 3 | 5 | 19 | 50 | - | - | - | - | - | - | 3 | 22 |
| Policy Services/ Claims Manager 保單服務 / 索償經理 | - | - | 21 | 79 | - | - | - | - | - | - | 3 | 22 |
| Marketing/Agency Manager 市場 / 營業代理經理 | 1 | 5 | 27 | 169 | - | - | - | - | - | - | 4 | 39 |
| Group Benefits Business Manager 團體福利業務經理 | 2 | 4 | 11 | 75 | - | - | - | - | - | - | 2 | 22 |
| Accounting/Investment Manager 財務 / 投資經理 | 8 | 25 | 9 | 40 | - | - | - | - | - | - | 3 | 15 |

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 / 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|---|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| MIDDLE MANAGEMENT LEVEL (Continued) 中層管理人員級 (續) | | | | | | | | | | | | |
| Personnel/Training Manager 人力資源 / 訓練經理 | - | - | 20 | 67 | - | - | - | - | - | - | 3 | 12 |
| Information Technology Manager 資訊科技經理 | - | - | 18 | 202 | - | - | - | - | - | - | 2 | 60 |
| Sub-total 小 計 | 22 | 50 | 134 | 746 | - | - | - | - | - | - | 22 | 198 |
| OFFICER LEVEL 主任級 | | | | | | | | | | | | |
| Actuarial Officer 精算主任 | 4 | 12 | 11 | 71 | 4 | 19 | - | - | - | - | 2 | 13 |
| Underwriting Officer 核保主任 | 1 | 2 | 8 | 70 | 7 | 33 | 4 | 4 | 1 | 1 | 3 | 26 |
| Policy Services/ Claims Officer 保單服務 / 索償主任 | - | - | 10 | 103 | 11 | 96 | 4 | 5 | 2 | 9 | 3 | 51 |
| Marketing/Agency Officer 市場 / 營業代理主任 | - | - | 10 | 156 | 13 | 230 | 1 | 6 | 2 | 16 | 3 | 38 |
| Group Benefits Business Officer 團體福利業務主任 | - | - | 8 | 107 | 5 | 178 | 1 | 1 | - | - | 3 | 55 |
| Accounting/Investment Officer 財務 / 投資主任 | - | - | 10 | 85 | 5 | 39 | 1 | 1 | - | - | 3 | 2711 |

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 / 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|---|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| OFFICER LEVEL (Continued) 主任級 (續) | | | | | | | | | | | | |
| Personnel/Training Officer 人力資源 / 訓練主任 | - | - | 11 | 35 | 6 | 20 | 3 | 3 | - | - | 3 | 18 |
| Information Technology Officer 資訊科技主任 | - | - | 11 | 123 | 6 | 325 | 1 | 7 | - | - | 2 | 74 |
| Sub-total 小 計 | 5 | 14 | 79 | 750 | 57 | 940 | 15 | 27 | 5 | 26 | 22 | 302 |
| CLERICAL LEVEL 文員級 | | | | | | | | | | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | - | - | 1 | 1 | 4 | 248 | 15 | 601 | 16 | 501 | 4 | 234 |
| Sub-total 小 計 | - | - | 1 | 1 | 4 | 248 | 15 | 601 | 16 | 501 | 4 | 234 |
| Total 合 計 | 96 | 195 | 266 | 1651 | 61 | 1188 | 30 | 628 | 21 | 527 | 65 | 781 |

Table 2Bii
表 2Bii

PREFERRED EDUCATION OF INSURANCE EMPLOYEES
(LIFE INSURANCE BROKERS)
保險業僱員宜有的教育程度 (人壽保險經紀)

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 / 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|--|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| SENIOR MANAGEMENT LEVEL 高層管理人員級 | | | | | | | | | | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | 36 | 50 | 22 | 30 | - | - | - | - | - | - | - | - |
| Assistant General Manager/ Account Director 助理總經理 / 客戶總監 | 15 | 18 | 17 | 21 | - | - | - | - | - | - | - | - |
| Sub-total 小 計 | 51 | 68 | 39 | 51 | - | - | - | - | - | - | - | - |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | | | | | | | | | | |
| Senior Account Manager 高級客戶經理 | 20 | 19 | 13 | 21 | - | - | - | - | - | - | - | - |
| Marketing Manager 市場經理 | 1 | 1 | 15 | 13 | - | - | - | - | - | - | - | - |

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 / 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|---|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| MIDDLE MANAGEMENT LEVEL (Continued) 中層管理人員級 (續) | | | | | | | | | | | | |
| Account Manager/ Claims Manager 客戶經理 / 索償經理 | 12 | 18 | 19 | 110 | - | - | - | - | - | - | - | - |
| Sub-total 小 計 | 33 | 38 | 47 | 144 | - | - | - | - | - | - | - | - |
| OFFICER LEVEL 主任級 | | | | | | | | | | | | |
| Account Executive/ Claims Executive 客戶主任 / 索償主任 | 6 | 12 | 54 | 157 | 4 | 10 | 5 | 17 | 5 | 26 | -- | - |
| Client Servicing Assistant 客戶服務助理 | 3 | 3 | 8 | 19 | 2 | 2 | 9 | 9 | 1 | 2 | - | - |
| Sub-total 小 計 | 9 | 15 | 62 | 176 | 6 | 12 | 14 | 26 | 6 | 28 | - | - |
| CLERICAL LEVEL 文員級 | | | | | | | | | | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | - | - | - | - | 3 | 3 | 14 | 18 | 19 | 36 | - | - |
| Sub-total 小 計 | - | - | - | - | 3 | 3 | 14 | 18 | 19 | 36 | - | - |
| Total 合 計 | 99 | 121 | 148 | 371 | 9 | 15 | 28 | 44 | 25 | 64 | - | - |

Table 2Biii
表 2Biii

PREFERRED EDUCATION OF INSURANCE EMPLOYEES
(LIFE INSURANCE COMPANY AGENCIES)
保險業僱員宜有的教育程度 (人壽保險公司代理)

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 / 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|--|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| SENIOR MANAGEMENT LEVEL 高層管理人員級 | | | | | | | | | | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | - | - | 3 | 5 | - | - | - | - | - | - | - | - |
| Assistant General Manager/ Account Director 助理總經理 / 客戶總監 | - | - | 2 | 4 | - | - | - | - | - | - | - | - |
| Sub-total 小 計 | - | - | 5 | 9 | - | - | - | - | - | - | - | - |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | | | | | | | | | | |
| Senior Account Manager 高級客戶經理 | - | - | 2 | 2 | 1 | 1 | 10 | 10 | - | - | - | - |
| Marketing Manager 市場經理 | - | - | 2 | 6 | - | - | - | - | - | - | - | - |

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 / 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|---|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| MIDDLE MANAGEMENT LEVEL (Continued) 中層管理人員級 (續) | | | | | | | | | | | | |
| Account Manager 客戶經理 | - | - | 2 | 6 | - | - | 10 | 10 | - | - | - | - |
| Sub-total 小計 | - | - | 6 | 14 | 1 | 1 | 20 | 20 | - | - | - | - |
| OFFICER LEVEL 主任級 | | | | | | | | | | | | |
| Account Executive 客戶主任 | - | - | 24 | 48 | 1 | 1 | 10 | 20 | 29 | 29 | - | - |
| Client Servicing Assistant 客戶服務助理 | - | - | 2 | 16 | - | - | - | - | - | - | - | - |
| Sub-total 小計 | - | - | 26 | 64 | 1 | 1 | 10 | 20 | 29 | 29 | - | - |
| CLERICAL LEVEL 文員級 | | | | | | | | | | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | - | - | - | - | - | - | - | - | 3 | 19 | - | - |
| Sub-total 小計 | - | - | - | - | - | - | - | - | 3 | 19 | - | - |
| Total 合計 | - | - | 37 | 87 | 2 | 2 | 30 | 40 | 32 | 48 | - | - |

PREFERRED EDUCATION OF LIFE INSURANCE AGENTS
人壽保險營業員宜有的教育程度

| Job Title 職 稱 | Professional Qualification 專業資格 | | University Degree 大學學位 | | Sub-degree/ Higher Diploma/ Higher Certificate 副學士學位 / 高級文憑 / 高級證書 | | Advanced Level/ Diploma/Certificate 高級程度考試 / 文憑 / 證書 | | Secondary 5 中五 | | Unspecified 未註明 | |
|--|------------------------------------|------------------------------|---------------------------|------------------------------|---|------------------------------|---|------------------------------|--------------------------|------------------------------|--------------------------|------------------------------|
| | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 | No. of Firms 機構 數目 | No. of Employees 僱員 人數 |
| INSURANCE AGENTS 保險營業員 | | | | | | | | | | | | |
| Agency Director/ Senior Agency Manager 營業總監 / 高級營業經理 | 4 | 238 | 5 | 552 | - | - | 1 | 17 | 2 | 3 | 1 | 71 |
| Agency Manager 營業經理 | - | - | 13 | 1149 | - | - | 1 | 20 | 2 | 6 | 2 | 217 |
| Unit Manager/ Agency Supervisor 單位經理 / 營業主任 | - | - | 5 | 1604 | 2 | 2 | 2 | 650 | 3 | 552 | 2 | 1149 |
| Agents 營業員 | - | - | 9 | 122 | 1 | 127 | 1 | 1405 | 13 | 18997 | 2 | 604 |
| Total 合 計 | 4 | 238 | 32 | 3427 | 3 | 129 | 5 | 2092 | 20 | 19558 | 7 | 2041 |

Table 3A
表 3A

DISTRIBUTION OF INSURANCE EMPLOYEES AND AGENTS
BY MONTHLY INCOME RANGE (GENERAL INSURANCE SECTOR)
按每月收入幅度劃分的保險業僱員及營業員分布情況（一般保險業）

| Job Title 職 稱 | \$6,000 or Below 或以下 | \$6,001 - \$10,000 | \$10,000 - \$20,000 | \$20,001 - \$30,000 | \$30,001 - \$40,000 | \$40,001 - \$60,000 | \$60,001 - \$80,000 | \$80,001 or Above 或以上 | Unspecified 未註明 |
|--|----------------------------|-----------------------|------------------------|------------------------|------------------------|------------------------|------------------------|-----------------------------|--------------------|
| SENIOR MANAGEMENT LEVEL 高層管理人員級 | | | | | | | | | |
| Managing Director/ General Manager/ Chief Executive 常務董事 / 總經理 / 行政總裁 | - | - | 5 | 57 | 71 | 74 | 30 | 161 | 44 |
| Deputy Managing Director/ Deputy General Manager 副常務董事 / 副總經理 | - | - | - | 2 | 3 | 29 | 10 | 12 | 7 |
| Assistant General Manager/ Senior Manager/ Account Director 助理總經理 / 高級經理 客戶總監 | - | - | 2 | 18 | 34 | 88 | 64 | 31 | 21 |
| Sub-total 小 計 | - | - | 7 | 77 | 108 | 191 | 104 | 204 | 72 |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | | | | | | | |
| Senior Account Manager 高級客戶經理 | - | 17 | 30 | 121 | 100 | 121 | 4 | 2 | 11 |
| Reinsurance Manager 分保經理 | - | - | 4 | 12 | 7 | 4 | - | - | 2 |
| Underwriting Manager 核保經理 | - | - | 3 | 69 | 46 | 24 | 14 | 1 | 14 |
| Account Manager/ Claims Manager 客戶經理 / 索償經理 | - | - | 110 | 325 | 117 | 19 | 32 | 1 | 60 |
| Marketing/ Servicing Manager 市場 / 服務經理 | - | 15 | 50 | 57 | 86 | 8 | 3 | - | 14 |
| Assistant Manager 助理經理 | - | - | 76 | 85 | 16 | 4 | - | - | 19 |
| Sub-total 小 計 | - | 32 | 273 | 669 | 372 | 180 | 53 | 4 | 120 |
| OFFICER LEVEL 主任級 | | | | | | | | | |
| Senior Account Executive/ Underwriting Officer 高級客戶主任 核保主任 | - | - | 200 | 106 | 10 | 1 | - | - | 27 |
| Account Executive/ Policy Services Officer/ Claims Executive/ Officer 客戶主任 / 保單服務主任 索償主任 | 85 | 316 | 1369 | 319 | 11 | 2 | - | - | 140 |
| Marketing Officer 市場主任 | - | - | 72 | 25 | - | - | - | - | 14 |
| Assistant Executive/ Supervisor 助理主任 | - | 4 | 220 | 17 | - | - | - | - | 13 |

| Job Title 職 稱 | \$6,000 or Below 或以下 | \$6,001 - \$10,000 | \$10,000 - \$20,000 | \$20,001 - \$30,000 | \$30,001 - \$40,000 | \$40,001 - \$60,000 | \$60,001 - \$80,000 | \$80,001 or Above 或以上 | Unspecified 未註明 |
|---|----------------------------|-----------------------|------------------------|------------------------|------------------------|------------------------|------------------------|-----------------------------|--------------------|
| OFFICER LEVEL (Continued) 主任級 (續) | | | | | | | | | |
| Client Servicing Assistant 客戶服務助理 | - | 92 | 163 | 29 | 11 | - | - | - | 7 |
| Information Technology Staff 資訊科技人員 | - | 1 | 102 | 39 | 1 | - | - | - | 27 |
| Sub-total 小 計 | 85 | 413 | 2126 | 535 | 33 | 3 | - | - | 228 |
| CLERICAL LEVEL 文員級 | | | | | | | | | |
| Underwriting Clerk 核保文員 | - | 184 | 308 | 14 | - | - | - | - | 74 |
| Clerical Staff/Insurance 文書人員 / 保險 | 40 | 876 | 597 | 13 | - | - | - | - | 90 |
| Sub-total 小 計 | 40 | 1060 | 905 | 27 | - | - | - | - | 164 |
| INSURANCE AGENTS 保險營業員 | | | | | | | | | |
| Agency Director/Senior Agency Manager 營業總監 高級營業經理 | - | - | - | 5 | - | - | - | - | - |
| Agency Manager 營業經理 | - | - | 1 | - | 1 | - | - | - | - |
| Unit Manager/Agency Supervisor 單位經理 營業主任 | - | - | 2 | - | - | - | - | - | 2 |
| Agents 營業員 | 25 | 20 | 42 | 8 | - | - | - | - | 28 |
| Sub-total 小 計 | 25 | 20 | 45 | 13 | 1 | - | - | - | 30 |
| Total 合 計 | 150 | 1525 | 3356 | 1321 | 514 | 374 | 157 | 208 | 614 |

Table 3Ai
表 3Ai

DISTRIBUTION OF INSURANCE EMPLOYEES
BY MONTHLY INCOME RANGE (GENERAL INSURERS)
按每月收入幅度劃分的保險業僱員分布情況（一般保險承保人）

| Job Title 職 稱 | \$6,000 or Below 或以下 | \$6,001- \$10,000 | \$10,001- \$20,000 | \$20,001- \$30,000 | \$30,001- \$40,000 | \$40,001- \$60,000 | \$60,001- \$80,000 | \$80,001 or Above 或以上 | Unspecified 未註明 |
|--|----------------------------|----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------------|--------------------|
| SENIOR MANAGEMENT LEVEL 高層管理人員級 | | | | | | | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | - | - | - | 5 | 4 | 25 | 16 | 52 | 17 |
| Deputy Managing Director/ Deputy General Manager 副常務董事 / 副總經理 | - | - | - | 2 | 3 | 29 | 10 | 12 | 7 |
| Assistant General Manager/ Senior Manager 助理總經理 / 高級經理 | - | - | - | 8 | 13 | 61 | 46 | 1 | 9 |
| Sub-total 小 計 | - | - | - | 15 | 20 | 115 | 72 | 65 | 33 |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | | | | | | | |
| Reinsurance Manager 分保經理 | - | - | 4 | 12 | 7 | 4 | - | - | 2 |
| Underwriting Manager 核保經理 | - | - | 3 | 69 | 46 | 24 | 14 | 1 | 14 |
| Account Manager/Claims Manager 客戶經理 / 索償經理 | - | - | 1 | 51 | 77 | 14 | - | - | 8 |
| Marketing/Service Manager 市場 / 服務經理 | - | - | 4 | 29 | 56 | 4 | 1 | - | 11 |
| Assistant Manager 助理經理 | - | - | 76 | 85 | 16 | 4 | - | - | 19 |
| Sub-total 小 計 | - | - | 88 | 246 | 202 | 50 | 15 | 1 | 54 |
| OFFICER LEVEL 主任級 | | | | | | | | | |
| Senior Account Executive/ Underwriting Officer 高級客戶主任 核保主任 | - | - | 200 | 106 | 10 | 1 | - | - | 27 |
| Policy Services/ Claims Officer 保單服務 / 索償主任 | - | 8 | 184 | 87 | 2 | - | - | - | 39 |
| Marketing Officer 市場主任 | - | - | 72 | 25 | - | - | - | - | 14 |
| Assistant Executive/Supervisor 助理主任 | - | 4 | 220 | 17 | - | - | - | - | 13 |
| Information Technology Staff 資訊科技人員 | - | 1 | 102 | 39 | 1 | - | - | - | 27 |
| Sub-total 小 計 | - | 13 | 778 | 274 | 13 | 1 | - | - | 120 |

| Job Title 職 稱 | \$6,000 or Below 或以下 | \$6,001- \$10,000 | \$10,001- \$20,000 | \$20,001- \$30,000 | \$30,001- \$40,000 | \$40,001- \$60,000 | \$60,001- \$80,000 | \$80,001 or Above 或以上 | Unspecified 未註明 |
|---------------------------------------|----------------------------|----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------------|--------------------|
| CLERICAL LEVEL 文 員 級 | | | | | | | | | |
| Underwriting Clerk 核保文員 | - | 184 | 308 | 14 | - | - | - | - | 74 |
| Clerical Staff/Insurance 文書人員 / 保險 | - | 322 | 369 | 1 | - | - | - | - | 47 |
| Sub-total 小 計 | - | 506 | 677 | 15 | - | - | - | - | 121 |
| Total 合 計 | - | 519 | 1543 | 550 | 235 | 166 | 87 | 66 | 328 |

Table 3Aii
表 3Aii

DISTRIBUTION OF INSURANCE EMPLOYEES
BY MONTHLY INCOME RANGE
(GENERAL INSURANCE BROKERS)
按每月收入幅度劃分的保險業僱員分布情況
(一般保險經紀)

| Job Title 職 稱 | \$6,000 or Below 或以下 | \$6,001- \$10,000 | \$10,001- \$20,000 | \$20,001- \$30,000 | \$30,001- \$40,000 | \$40,001- \$60,000 | \$60,001- \$80,000 | \$80,001 or Above 或以上 | Unspecified 未註明 |
|--|----------------------------|----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------------|--------------------|
| SENIOR MANAGEMENT LEVEL 高層管理人員級 | | | | | | | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | - | - | 4 | 38 | 54 | 21 | 3 | 79 | 7 |
| Assistant General Manager/ Account Director 助理總經理 / 客戶總監 | - | - | 2 | 8 | 20 | 20 | 11 | 18 | 2 |
| Sub-total 小 計 | - | - | 6 | 46 | 74 | 41 | 14 | 97 | 9 |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | | | | | | | |
| Senior Account Manager 高級客戶經理 | - | 6 | 20 | 81 | 54 | 77 | 2 | 2 | 8 |
| Marketing Manager 市場經理 | - | 5 | 26 | 21 | 16 | 4 | - | - | 3 |
| Account Manager/ Claims Manager 客戶經理 / 索償經理 | - | - | 23 | 116 | 6 | 3 | 32 | - | 23 |
| Sub-total 小 計 | - | 11 | 69 | 218 | 76 | 84 | 34 | 2 | 34 |
| OFFICER LEVEL 主任級 | | | | | | | | | |
| Account Executive/ Claims Executive 客戶主任 / 索償主任 | - | 27 | 371 | 97 | 5 | 2 | - | - | 17 |
| Client Servicing Assistant 客戶服務助理 | - | 43 | 105 | 20 | - | - | - | - | 7 |
| Sub-total 小 計 | - | 70 | 476 | 117 | 5 | 2 | - | - | 24 |
| CLERICAL LEVEL 文員級 | | | | | | | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | 17 | 211 | 84 | 2 | - | - | - | - | 26 |
| Sub-total 小 計 | 17 | 211 | 84 | 2 | - | - | - | - | 26 |
| Total 合 計 | 17 | 292 | 635 | 383 | 155 | 127 | 48 | 99 | 93 |

Table 3Aiii
表 3Aiii

DISTRIBUTION OF INSURANCE EMPLOYEES
BY MONTHLY INCOME RANGE
(GENERAL INSURANCE COMPANY AGENCIES)
按每月收入幅度劃分的保險業僱員分布情況
(一般保險公司代理)

| Job Title 職 稱 | \$6,000 or Below 或以下 | \$6,001- \$10,000 | \$10,001- \$20,000 | \$20,001- \$30,000 | \$30,001- \$40,000 | \$40,001- \$60,000 | \$60,001- \$80,000 | \$80,001 or Above 或以上 | Unspecified 未註明 |
|--|----------------------------|----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------------|--------------------|
| SENIOR MANAGEMENT LEVEL 高層管理人員級 | | | | | | | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | - | - | 1 | 14 | 13 | 28 | 11 | 30 | 20 |
| Assistant General Manager/ Account Director 助理總經理 / 客戶總監 | - | - | - | 2 | 1 | 7 | 7 | 12 | 10 |
| Sub-total 小 計 | - | - | 1 | 16 | 14 | 35 | 18 | 42 | 30 |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | | | | | | | |
| Senior Account Manager 高級客戶經理 | - | 11 | 10 | 40 | 46 | 44 | 2 | - | 3 |
| Marketing Manager 市場經理 | - | 10 | 20 | 7 | 14 | - | 2 | - | - |
| Account Manager 客戶經理 | - | - | 86 | 158 | 34 | 2 | - | 1 | 29 |
| Sub-total 小 計 | - | 21 | 116 | 205 | 94 | 46 | 4 | 1 | 32 |
| OFFICER LEVEL 主任級 | | | | | | | | | |
| Account Executive 客戶主任 | 85 | 281 | 814 | 135 | 4 | - | - | - | 84 |
| Client Servicing Assistant 客戶服務助理 | 49 | 58 | 9 | 11 | - | -- | - | - | - |
| Sub-total 小 計 | 134 | 339 | 823 | 146 | 4 | - | - | - | 84 |
| CLERICAL LEVEL 文員級 | | | | | | | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | 23 | 343 | 144 | 10 | - | - | - | - | 17 |
| Sub-total 小 計 | 23 | 343 | 144 | 10 | - | - | - | - | 17 |
| Total 合 計 | 157 | 703 | 1084 | 377 | 112 | 81 | 22 | 43 | 163 |

Table 3Aiv
表 3Aiv

DISTRIBUTION OF GENERAL INSURANCE AGENTS BY MONTHLY INCOME RANGE
按每月收入幅度劃分的一般保險營業員分布情況

| Job Title 職 稱 | \$6,000 or Below 或以下 | \$6,001- \$10,000 | \$10,001- \$20,000 | \$20,001- \$30,000 | \$30,001- \$40,000 | \$40,001- \$60,000 | \$60,001- \$80,000 | \$80,001 or Above 或以上 | Unspecified 未註明 |
|--|----------------------------|----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------------|--------------------|
| INSURANCE AGENTS 保 險 營 業 員 | | | | | | | | | |
| Agency Director/ Senior Agency Manager 營業總監 / 高級營業經理 | - | - | - | 5 | - | - | - | - | - |
| Agency Manager 營業經理 | - | - | 1 | - | 1 | - | - | - | - |
| Unit Manager/Agency Supervisor 單位經理 營業主任 | - | - | 2 | - | - | - | - | - | 2 |
| Agents 營業員 | 25 | 20 | 42 | 8 | - | - | - | - | 28 |
| Total 合 計 | 25 | 20 | 45 | 13 | 1 | - | - | - | 30 |

Table 3B
表 3B

**DISTRIBUTION OF INSURANCE EMPLOYEES AND
AGENTS BY MONTHLY INCOME RANGE (LIFE INSURANCE SECTOR)**
按每月收入幅度劃分的保險業僱員及營業員分布情況（人壽保險業）

| Job Title 職 稱 | \$6,000 or Below 或以下 | \$6,001 - \$10,000 | \$10,001 - \$20,000 | \$20,001 - \$30,000 | \$30,001 - \$40,000 | \$40,001 - \$60,000 | \$60,001 - \$80,000 | \$80,001 or Above 或以上 | Unspecified 未註明 |
|---|----------------------------|-----------------------|------------------------|------------------------|------------------------|------------------------|------------------------|-----------------------------|--------------------|
| SENIOR MANAGEMENT LEVEL 高層管理人員級 | | | | | | | | | |
| Managing Director/ General Manager/ Chief Executive 常務董事 / 總經理 行政總裁 | - | - | - | - | 12 | 29 | 18 | 64 | 27 |
| Assistant General Manager/ Account Director 助理總經理 / 客戶總監 | - | - | - | 3 | 16 | 13 | 2 | 6 | 3 |
| Chief Actuary 總精算師 | - | - | - | - | - | - | 11 | 9 | 18 |
| Head - Individual Long Term Business 主管 - 個人長期業務 | - | - | - | - | - | 1 | 1 | 10 | 18 |
| Head - Marketing/ Agency Operation 主管 - 市場 / 營業代理運作 | - | - | - | - | - | 5 | 37 | 10 | 28 |
| Head - Group Benefits Business 主管 - 團體福利業務 | - | - | - | - | 1 | - | 24 | 1 | 10 |
| Head - Finance/ Investment/Treasurer 主管 - 財務 / 投資 / 司庫 | - | - | - | - | - | - | 27 | 2 | 24 |
| Head - Human Resources/ Training 主管 - 人力資源 / 訓練 | - | - | - | - | 3 | - | 11 | 2 | 14 |
| Sub-total 小 計 | - | - | - | 3 | 32 | 48 | 131 | 104 | 142 |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | | | | | | | |
| Senior Account Manager 高級客戶經理 | - | 13 | 1 | 6 | 23 | 3 | 2 | - | 5 |
| Actuarial Manager 精算經理 | - | - | - | - | 19 | 14 | 2 | 1 | 45 |
| Underwriting Manager 核保經理 | - | - | 1 | 39 | 10 | 9 | - | - | 18 |
| Account/Policy Services/ Claims Manager 客戶 / 保單服務 / 索償經理 | - | - | 10 | 115 | 53 | 19 | - | - | 48 |
| Marketing/Agency Manager 市場 營業代理經理 | - | - | 8 | 27 | 122 | 16 | - | - | 60 |
| Group Benefits Business Manager 團體福利業務經理 | - | - | - | 38 | 40 | 4 | - | - | 19 |
| Accounting/Investment Manager 財務 / 投資經理 | - | - | - | 28 | 15 | 7 | - | - | 30 |

| Job Title 職 稱 | \$6,000 or Below 或以下 | \$6,001 - \$10,000 | \$10,001 - \$20,000 | \$20,001 - \$30,000 | \$30,001 - \$40,000 | \$40,001 - \$60,000 | \$60,001 - \$80,000 | \$80,001 or Above 或以上 | Unspecified 未註明 |
|--|----------------------------|-----------------------|------------------------|------------------------|------------------------|------------------------|------------------------|-----------------------------|--------------------|
| MIDDLE MANAGEMENT LEVEL (Continued) 中層管理人員級 (續) | | | | | | | | | |
| Personnel/Training Manager 人力資源 / 訓練經理 | - | - | - | 6 | 24 | 8 | 1 | - | 40 |
| Information Technology Manager 資訊科技經理 | - | - | - | 1 | 99 | 4 | 4 | - | 154 |
| Sub-total 小 計 | - | 13 | 20 | 260 | 405 | 84 | 9 | 1 | 419 |
| OFFICER LEVEL 主任級 | | | | | | | | | |
| Client Servicing Assistant 客戶服務助理 | - | 16 | 35 | - | - | - | - | - | - |
| Actuarial Officer 精算主任 | - | - | 44 | 10 | 13 | - | - | - | 48 |
| Underwriting Officer 核保主任 | - | - | 81 | 11 | 2 | - | - | - | 42 |
| Account/Policy Owner Services/ Claims Officer/Executive 客戶 / 保單服務 / 索償主任 | - | 38 | 289 | 79 | 58 | - | - | - | 120 |
| Marketing/Agency Officer 市場 營業代理主任 | - | - | 212 | 10 | - | - | - | - | 224 |
| Group Benefits Business Officer 團體福利業務主任 | - | - | 286 | 30 | - | - | - | - | 25 |
| Accounting/Investment Officer 財務 / 投資主任 | - | - | 88 | 7 | - | - | - | - | 57 |
| Personnel/Training Officer 人力資源 / 訓練主任 | - | - | 35 | 13 | - | - | - | - | 28 |
| Information Technology Officer 資訊科技人員 | - | - | 395 | 18 | 6 | - | - | - | 110 |
| Sub-total 小 計 | - | 54 | 1465 | 178 | 79 | - | - | - | 654 |
| CLERICAL LEVEL 文員級 | | | | | | | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | 6 | 964 | 416 | - | - | - | - | - | 275 |
| Sub-total 小 計 | 6 | 964 | 416 | - | - | - | - | - | 275 |
| INSURANCE AGENTS 保險營業員 | | | | | | | | | |
| Agency Director/ Senior Agency Manager 營業總監 / 高級營業經理 | - | - | 1 | - | 237 | 17 | 2 | 279 | 345 |
| Agency Manager 營業經理 | - | - | 6 | 657 | 242 | 51 | - | - | 436 |
| Unit Manager/Agency Supervisor 單位經理 營業主任 | - | - | 61 | 585 | 727 | 574 | - | - | 2010 |
| Agents 營業員 | - | 1080 | 12155 | 83 | 4 | - | - | - | 7933 |
| Sub-total 小 計 | - | 1080 | 12223 | 1325 | 1210 | 642 | 2 | 279 | 10724 |
| Total 合 計 | 6 | 2111 | 14124 | 1766 | 1726 | 774 | 142 | 384 | 12214 |

Table 3Bi
表 3Bi

DISTRIBUTION OF INSURANCE EMPLOYEES
BY MONTHLY INCOME RANGE (LIFE INSURERS)
按每月收入幅度劃分的保險業僱員分布情況（人壽保險承保人）

| Job Title 職 稱 | \$6,000 or Below 或以下 | \$6,001 - \$10,000 | \$10,001 - \$20,000 | \$20,001 - \$30,000 | \$30,001 - \$40,000 | \$40,001 - \$60,000 | \$60,001 - \$80,000 | \$80,001 or Above 或以上 | Unspecified 未註明 |
|--|----------------------------|-----------------------|------------------------|------------------------|------------------------|------------------------|------------------------|-----------------------------|--------------------|
| SENIOR MANAGEMENT LEVEL 高層管理人員級 | | | | | | | | | |
| Managing Director/ Chief Executive 常務董事 / 行政總裁 | - | - | - | - | 1 | 1 | 6 | 46 | 11 |
| Chief Actuary 總精算師 | - | - | - | - | - | - | 11 | 9 | 18 |
| Head - Individual Long Term Business 主管 - 個人長期業務 | - | - | - | - | - | 1 | 1 | 10 | 18 |
| Head - Marketing/Agency Operation 主管 - 市場 / 營業代理運作 | - | - | - | - | - | 5 | 37 | 10 | 28 |
| Head - Group Benefits Business 主管 - 團體福利業務 | - | - | - | - | 1 | - | 24 | 1 | 10 |
| Head - Finance/ Investment/Treasurer 主管 - 財務 / 投資 / 司庫 | - | - | - | - | - | - | 27 | 2 | 24 |
| Head - Human Resources/ Training 主管 - 人力資源 / 訓練 | - | - | - | - | 3 | - | 11 | 2 | 14 |
| Sub-total 小 計 | - | - | - | - | 5 | 7 | 117 | 80 | 123 |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | | | | | | | |
| Actuarial Manager 精算經理 | - | - | - | - | 19 | 14 | 2 | 1 | 45 |
| Underwriting Manager 核保經理 | - | - | 1 | 39 | 10 | 9 | - | - | 18 |
| Policy Services/Claims Manager 保單服務 / 索償經理 | - | - | - | 31 | 32 | 13 | - | - | 25 |
| Marketing/Agency Manager 市場 營業代理經理 | - | - | 3 | 25 | 113 | 14 | - | - | 58 |
| Group Benefits Business Manager 團體福利業務經理 | - | - | - | 38 | 40 | 4 | - | - | 19 |
| Accounting/Investment Manager 財務 / 投資經理 | - | - | - | 28 | 15 | 7 | - | - | 30 |
| Personnel/Training Manager 人力資源 / 訓練經理 | - | - | - | 6 | 24 | 8 | 1 | - | 40 |
| Information Technology Manager 資訊科技經理 | - | - | - | 1 | 99 | 4 | 4 | - | 154 |
| Sub-total 小 計 | - | - | 4 | 168 | 352 | 73 | 7 | 1 | 389 |

| Job Title 職 稱 | \$6,000 or Below 或以下 | \$6,001 - \$10,000 | \$10,001 - \$20,000 | \$20,001 - \$30,000 | \$30,001 - \$40,000 | \$40,001 - \$60,000 | \$60,001 - \$80,000 | \$80,001 or Above 或以上 | Unspecified 未註明 |
|---|----------------------------|-----------------------|------------------------|------------------------|------------------------|------------------------|------------------------|-----------------------------|--------------------|
| OFFICER LEVEL 主任級 | | | | | | | | | |
| Actuarial Officer 精算主任 | - | - | 44 | 10 | 13 | - | - | - | 48 |
| Underwriting Officer 核保主任 | - | - | 81 | 11 | 2 | - | - | - | 42 |
| Policy Services/ Claims Officer 保單服務 / 索償主任 | - | - | 187 | 6 | - | - | - | - | 71 |
| Marketing/Agency Officer 市場 營業代理主任 | - | - | 212 | 10 | - | - | - | - | 224 |
| Group Benefits Business Officer 團體福利業務主任 | - | - | 286 | 30 | - | - | - | - | 25 |
| Accounting/Investment Officer 財務 / 投資主任 | - | - | 88 | 7 | - | - | - | - | 57 |
| Personnel/Training Officer 人力資源 / 訓練主任 | - | - | 35 | 13 | - | - | - | - | 28 |
| Information Technology Officer 資訊科技主任 | - | - | 395 | 18 | 6 | - | - | - | 110 |
| Sub-total 小 計 | - | - | 1328 | 105 | 21 | - | - | - | 605 |
| CLERICAL LEVEL 文員級 | | | | | | | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | 2 | 932 | 383 | - | - | - | - | - | 268 |
| Sub-total 小 計 | 2 | 932 | 383 | - | - | - | - | - | 268 |
| Total 合 計 | 2 | 932 | 1715 | 273 | 378 | 80 | 124 | 81 | 1385 |

Table 3Bii
表 3Bii

**DISTRIBUTION OF INSURANCE EMPLOYEES
BY MONTHLY INCOME RANGE (LIFE INSURANCE BROKERS)**
按每月收入幅度劃分的保險業僱員分布情況 (人壽保險經紀)

| Job Title 職 稱 | \$6,000 or Below 或以下 | \$6,001 - \$10,000 | \$10,001 - \$20,000 | \$20,001 - \$30,000 | \$30,001 - \$40,000 | \$40,001 - \$60,000 | \$60,001 - \$80,000 | \$80,001 or Above 或以上 | Unspecified 未註明 |
|--|----------------------------|-----------------------|------------------------|------------------------|------------------------|------------------------|------------------------|-----------------------------|--------------------|
| SENIOR MANAGEMENT LEVEL 高層管理人員級 | | | | | | | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | - | - | - | - | 11 | 27 | 12 | 14 | 16 |
| Assistant General Manager/ Account Director 助理總經理 / 客戶總監 | - | - | - | 3 | 16 | 13 | 2 | 2 | 3 |
| Sub-total 小 計 | - | - | - | 3 | 27 | 40 | 14 | 16 | 19 |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | | | | | | | |
| Senior Account Manager 高級客戶經理 | - | 3 | - | 6 | 23 | 3 | - | - | 5 |
| Marketing Manager 市場經理 | - | - | 5 | 2 | 3 | 2 | - | - | 2 |
| Account Manager/Claims Manager 客戶經理 / 索償經理 | - | - | - | 78 | 21 | 6 | - | - | 23 |
| Sub-total 小 計 | - | 3 | 5 | 86 | 47 | 11 | - | - | 30 |
| OFFICER LEVEL 主任級 | | | | | | | | | |
| Account Executive/Claims Executive 客戶主任 / 索償主任 | - | 9 | 59 | 47 | 58 | - | - | - | 49 |
| Client Servicing Assistant 客戶服務助理 | - | 16 | 19 | - | - | - | - | - | - |
| Sub-total 小 計 | - | 25 | 78 | 47 | 58 | - | - | - | 49 |
| CLERICAL LEVEL 文員級 | | | | | | | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | 4 | 14 | 32 | - | - | - | - | - | 7 |
| Sub-total 小 計 | 4 | 14 | 32 | - | - | - | - | - | 7 |
| Total 合 計 | 4 | 42 | 115 | 136 | 132 | 51 | 14 | 16 | 105 |

Table 3Biii
表 3Biii

**DISTRIBUTION OF INSURANCE EMPLOYEES
BY MONTHLY INCOME RANGE (LIFE INSURANCE COMPANY AGENCIES)**
按每月收入幅度劃分的保險業僱員分布情況（人壽保險公司營業代理）

| Job Title 職 稱 | \$6,000 or Below 或以下 | \$6,001 - \$10,000 | \$10,001 - \$20,000 | \$20,001 - \$30,000 | \$30,001 - \$40,000 | \$40,001 - \$60,000 | \$60,001 - \$80,000 | \$80,001 or Above 或以上 | Unspecified 未註明 |
|--|----------------------------|-----------------------|------------------------|------------------------|------------------------|------------------------|------------------------|-----------------------------|--------------------|
| SENIOR MANAGEMENT LEVEL 高層管理人員級 | | | | | | | | | |
| Managing Director/General Manager/Chief Executive 常務董事 / 總經理 / 行政總裁 | - | - | - | - | - | 1 | - | 4 | - |
| Assistant General Manager/ Account Director 助理總經理 / 客戶總監 | - | - | - | - | - | - | - | 4 | - |
| Sub-total 小 計 | - | - | - | - | - | 1 | - | 8 | - |
| MIDDLE MANAGEMENT LEVEL 中層管理人員級 | | | | | | | | | |
| Senior Account Manager 高級客戶經理 | - | 10 | 1 | - | - | - | 2 | - | - |
| Marketing Manager 市場經理 | - | - | - | - | 6 | - | - | - | - |
| Account Manager 客戶經理 | - | - | 10 | 6 | - | - | - | - | - |
| Sub-total 小 計 | - | 10 | 11 | 6 | 6 | - | 2 | - | - |
| OFFICER LEVEL 主任級 | | | | | | | | | |
| Account Executive 客戶主任 | - | 29 | 43 | 26 | - | - | - | - | - |
| Client Servicing Assistant 客戶服務助理 | - | - | 16 | - | - | - | - | - | - |
| Sub-total 小 計 | - | 29 | 59 | 26 | - | - | - | - | - |
| CLERICAL LEVEL 文員級 | | | | | | | | | |
| Clerical Staff/Insurance 文書人員 / 保險 | - | 18 | 1 | - | - | - | - | - | - |
| Sub-total 小 計 | - | 18 | 1 | - | - | - | - | - | - |
| Total 合 計 | - | 57 | 71 | 32 | 6 | 1 | 2 | 8 | - |

Table 3Biv
表 3Biv

DISTRIBUTION OF LIFE INSURANCE AGENTS BY MONTHLY INCOME RANGE
按每月收入幅度劃分的人壽保險營業員分布情況

| Job Title 職 稱 | \$6,000 or Below 或以下 | \$6,001 - \$10,000 | \$10,001 - \$20,000 | \$20,001 - \$30,000 | \$30,001 - \$40,000 | \$40,001 - \$60,000 | \$60,001 - \$80,000 | \$80,001 or Above 或以上 | Unspecified 未註明 |
|--|----------------------------|-----------------------|------------------------|------------------------|------------------------|------------------------|------------------------|-----------------------------|--------------------|
| INSURANCE AGENTS 保 險 營 業 員 | | | | | | | | | |
| Agency Director/ Senior Agency Manager 營業總監 / 高級營業經理 | - | - | 1 | - | 237 | 17 | 2 | 279 | 345 |
| Agency Manager 營業經理 | - | - | 6 | 657 | 242 | 51 | - | - | 436 |
| Unit Manager/Agency Supervisor 單位經理 營業主任 | - | - | 61 | 585 | 727 | 574 | - | - | 2010 |
| Agents 營業員 | - | 1080 | 12155 | 83 | 4 | - | - | - | 7933 |
| Total 合 計 | - | 1080 | 12223 | 1325 | 1210 | 642 | 2 | 279 | 10724 |

Distribution of Companies Having Organized CPD Training
Programmes Exclusively for Their Intermediaries
by Number of Actual Response Cases

按回答個案數目劃分機構特別為其中介人
組織持續專業培訓計劃分布情況

| Question 問題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 |
|--|-----------------------|------------------|---------------------|------------------|---------------------|-----------------------|---------------------|---------------|
| | | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | |
| CPD training programmes organized by the company exclusively for their intermediaries in the past 12 months 於過去12個月內機構特別為他們的中 介人組織「持續專業培訓計劃」訓練 課程 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | Yes 是 | 20 | 10 | 17 | 65 | 5 | 98 | 215 |
| | No 否 | 4 | 22 | 27 | 67 | 5 | 145 | 270 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 13 | 20 |
| | Overall 總計 | | 44 | 78 | 47 | 133 | 10 | 259 |

Distribution of Companies Having Organized CPD Training
Programmes Exclusively for Their Intermediaries
by Percentage of Actual Response Cases

按回答個案比率劃分
機構特別為其中介人
組織持續專業培訓計劃分布情況

| Question 問題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 % |
|--|-----------------------|-----------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|--------------------|
| | | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | |
| CPD training programmes organized by the company exclusively for their intermediaries in the past 12 months 於過去12個月內機構特別為他們的中 介人組織「持續專業培訓計劃」訓練 課程 | Not Applicable 不適用 | 2.8 | 8.1 | 0 | 0.2 | 0 | 0.5 | 11.6 |
| | Yes 是 | 3.5 | 1.7 | 3.0 | 11.4 | 0.8 | 17.2 | 37.6 |
| | No 否 | 0.7 | 3.9 | 4.7 | 11.8 | 0.8 | 25.4 | 47.3 |
| | Unspecified 未有說明 | 0.7 | 0 | 0.5 | 0 | 0 | 2.3 | 3.5 |
| | Overall 總計 | | 7.7 | 13.7 | 8.2 | 23.4 | 1.6 | 45.4 |

Distribution of CPD Training Programmes Organized
by Companies Exclusively for Their Intermediaries
by Number of Actual Response Cases

按回答個案數目劃分
保險公司為其中介人
組織持續專業培訓計劃分布情況

| Question 問題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 |
|--|---|------------------|---------------------|------------------|---------------------|-----------------------|---------------------|---------------|
| | | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | |
| 1 Exclusive company training programmes (or trainers temporarily engaged by the company) relative to all training programmes received by intermediaries in the past 12 months (in terms of credits): 於過去12個月內機構的中介人接受由機構培訓導師(或機構聘請的臨時導師)所主持的培訓課程,與中介人接受的所有培訓課程的有關比率(學分)為: | CPD core credits 核心學分 | | | | | | | |
| | Less than 25% 25%以下 | 4 | 4 | 7 | 13 | 2 | 24 | 54 |
| | 25% - less than 50% 25%至50%以下 | 2 | 3 | 3 | 8 | 0 | 8 | 24 |
| | 50% - less than 75% 50%至75%以下 | 2 | 0 | 1 | 9 | 0 | 10 | 22 |
| | 75% - less than 100% 50%至100%以下 | 6 | 1 | 0 | 21 | 1 | 21 | 50 |
| | 100 % | 5 | 2 | 6 | 13 | 2 | 35 | 63 |
| | Unspecified 未有說明 | 5 | 0 | 3 | 1 | 0 | 13 | 22 |
| | Overall 總計 | 24 | 10 | 20 | 65 | 5 | 111 | 235 |
| | CPD non-core credits 非核心學分 | | | | | | | |
| | Less than 25% 25%以下 | 2 | 4 | 6 | 13 | 0 | 15 | 40 |
| | 25% - less than 50% 25%至50%以下 | 1 | 3 | 1 | 9 | 0 | 9 | 23 |
| | 50% - less than 75% 50%至75%以下 | 7 | 0 | 2 | 7 | 0 | 19 | 35 |
| | 75% - less than 100% 50%至100%以下 | 4 | 1 | 2 | 21 | 3 | 27 | 58 |
| | 100 % | 5 | 2 | 6 | 14 | 2 | 28 | 57 |
| | Unspecified 未有說明 | 5 | 0 | 3 | 1 | 0 | 13 | 22 |
| Overall 總計 | 24 | 10 | 20 | 65 | 5 | 111 | 235 | |
| 2 Estimated total number of training sessions of training programmes conducted by company trainers (or trainers temporarily engaged by the company) in the past 12 months 估計於過去12個月內由機構培訓導師(或機構聘請的臨時導師)所主持的課程的總訓練節數 | CPD core credits 核心學分 | | | | | | | |
| | zero sessions 零節 | 1 | 1 | 4 | 1 | 2 | 9 | 18 |
| | 1 - 49 sessions 1 - 49節 | 12 | 8 | 12 | 54 | 3 | 86 | 175 |
| | 50 - 199 sessions 50 - 199節 | 5 | 1 | 1 | 9 | 0 | 3 | 19 |
| | 200 - 499 sessions 200 - 499節 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | 500 sessions & above 500節及以上 | 1 | 0 | 0 | 0 | 0 | 0 | 1 |
| | Unspecified 未有說明 | 5 | 0 | 3 | 1 | 0 | 13 | 22 |
| | Overall 總計 | 24 | 10 | 20 | 65 | 5 | 111 | 235 |

| Question 問題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 |
|---|------------------------------------|------------------|---------------------|------------------|---------------------|-----------------------|---------------------|---------------|
| | | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | |
| 2 Estimated total number of training sessions of training programmes conducted by company trainers (or trainers temporarily engaged by the company) in the past 12 months 估計於過去12個月內由機構培訓導師(或機構聘請的臨時導師)所主持的課程的總訓練節數 | CPD non-core credits 非核心學分 | | | | | | | |
| | zero sessions 零節 | 0 | 0 | 0 | 1 | 0 | 4 | 5 |
| | 1 - 49 sessions 1 - 49節 | 9 | 9 | 14 | 55 | 5 | 83 | 175 |
| | 50 - 199 sessions 50 - 199節 | 5 | 1 | 3 | 8 | 0 | 10 | 27 |
| | 200 - 499 sessions 200 - 499節 | 3 | 0 | 0 | 0 | 0 | 0 | 3 |
| | 500 sessions & above 500節及以上 | 2 | 0 | 0 | 0 | 0 | 1 | 3 |
| | Unspecified未有說明 | 5 | 0 | 3 | 1 | 0 | 13 | 22 |
| | Overall 總計 | 24 | 10 | 20 | 65 | 5 | 111 | 235 |
| 3 The average training hour(s) of each training session of training programmes conducted by company trainers (or trainers temporarily engaged by the company) in the past 12 months 於過去12個月內由機構培訓導師(或機構聘請的臨時導師)所主持的訓練課程的每節平均授課時間 | CPD core credits 核心學分 | | | | | | | |
| | Not Applicable 不適用 | 1 | 1 | 4 | 1 | 2 | 8 | 17 |
| | Less than 2 hours 少於兩小時 | 5 | 6 | 6 | 14 | 0 | 18 | 49 |
| | 2 to less than 5 hours 二至少於五小時 | 9 | 2 | 5 | 29 | 2 | 44 | 91 |
| | 5 to less than 10 hours 五至少於十小時 | 4 | 1 | 2 | 14 | 0 | 19 | 40 |
| | 10 hours and above 10小時及以上 | 0 | 0 | 0 | 6 | 1 | 9 | 16 |
| | Unspecified未有說明 | 5 | 0 | 3 | 1 | 0 | 13 | 22 |
| | Overall 總計 | 24 | 10 | 20 | 65 | 5 | 111 | 235 |
| | CPD non-core credits 非核心學分 | | | | | | | |
| | Not Applicable 不適用 | 0 | 0 | 0 | 1 | 0 | 3 | 4 |
| | Less than 2 hours 少於兩小時 | 3 | 7 | 7 | 11 | 0 | 17 | 45 |
| | 2 to less than 5 hours 二至少於五小時 | 9 | 2 | 9 | 29 | 2 | 49 | 100 |
| | 5 to less than 10 hours 五至少於十小時 | 5 | 1 | 1 | 18 | 2 | 18 | 45 |
| | 10 hours and above 10小時及以上 | 2 | 0 | 0 | 5 | 1 | 11 | 19 |
| Unspecified未有說明 | 5 | 0 | 3 | 1 | 0 | 13 | 22 | |
| Overall 總計 | 24 | 10 | 20 | 65 | 5 | 111 | 235 | |

| Question 問題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 | |
|---|--|------------------|---------------------|------------------|---------------------|-----------------------|---------------------|---------------|--|
| | | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | | |
| 4 The average number of intermediaries that have attended each session of training programmes conducted by company trainers (or trainers temporarily engaged by the company) in the past 12 months 於過去12個月內由機構培訓導師(或機構聘請的臨時導師)所主持的訓練課程，平均每節有多少名中介人曾接受培訓 | CPD core credits 核心學分 | | | | | | | | |
| | Not Applicable 不適用 | 1 | 1 | 4 | 1 | 2 | 8 | 17 | |
| | 1 – 49 persons 1 - 49人 | 11 | 8 | 13 | 63 | 3 | 85 | 183 | |
| | 50 – 199 persons 50 - 199人 | 6 | 1 | 0 | 1 | 0 | 5 | 13 | |
| | 200 – 499 persons 200 – 499人 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| | 500 persons & above 500人及以上 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | |
| | Unspecified 未有說明 | 5 | 0 | 3 | 0 | 0 | 13 | 21 | |
| | Overall 總計 | 24 | 10 | 20 | 65 | 5 | 111 | 235 | |
| | CPD non-core credits 非核心學分 | | | | | | | | |
| | Not Applicable 不適用 | 0 | 0 | 0 | 1 | 0 | 3 | 4 | |
| | 1 – 49 persons 1 - 49人 | 16 | 10 | 17 | 64 | 5 | 87 | 199 | |
| | 50 – 199 persons 50 - 199人 | 2 | 0 | 0 | 0 | 0 | 8 | 10 | |
| | 200 – 499 persons 200 – 499人 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| | 500 persons & above 500人及以上 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | |
| Unspecified 未有說明 | 5 | 0 | 3 | 0 | 0 | 13 | 21 | | |
| Overall 總計 | 24 | 10 | 20 | 65 | 5 | 111 | 235 | | |
| 5 Preference for the venue(s) for the training programmes organized by the company exclusively for the intermediaries 機構屬意為中介人安排訓練課程之場地 | CPD core credits 核心學分 | | | | | | | | |
| | Not Applicable 不適用 | 1 | 0 | 3 | 0 | 2 | 5 | 11 | |
| | Own training centre 本身的訓練中心 | 7 | 1 | 3 | 5 | 0 | 15 | 31 | |
| | At training provider's place 訓練機構場地 | 4 | 6 | 5 | 43 | 1 | 67 | 126 | |
| | Own training centre & at training provider's place 本身的訓練中心及 訓練機構場地 | 8 | 3 | 6 | 17 | 2 | 11 | 47 | |
| | Others 其他 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 13 | 20 | |
| | Overall 總計 | 24 | 10 | 20 | 65 | 5 | 111 | 235 | |

| Question 問題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 |
|--|--|------------------|---------------------|------------------|---------------------|-----------------------|---------------------|---------------|
| | | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | |
| 5 Preference for the venue(s) for the training programmes organized by the company exclusively for the intermediaries 機構屬意為中介人安排訓練課程之場地 | CPD non-core credits 非核心學分 | | | | | | | |
| | Not Applicable 不適用 | 0 | 0 | 0 | 0 | 0 | 3 | 3 |
| | Own training centre 本身的訓練中心 | 7 | 1 | 5 | 6 | 3 | 20 | 42 |
| | At training provider's place 訓練機構場地 | 7 | 6 | 6 | 40 | 0 | 62 | 121 |
| | Own training centre & at training provider's place 本身的訓練中心及 訓練機構場地 | 6 | 3 | 6 | 17 | 2 | 13 | 47 |
| | Others 其他 | 0 | 0 | 0 | 2 | 0 | 0 | 2 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 13 | 20 |
| Overall 總計 | | 24 | 10 | 20 | 65 | 5 | 111 | 235 |

Distribution of CPD Training Programmes Organized
by Companies Exclusively for Their Intermediaries
by Percentage of Actual Response Cases

按回答個案比率劃分
保險公司為其中介人
組織持續專業培訓計劃分布情況

| Question 問題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 % | |
|--|--|----------------------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|--------------------|-----|
| | | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | | |
| 1 Exclusive company training programmes (or trainers temporarily engaged by the company) relative to all training programmes received by intermediaries in the past 12 months (in terms of credits): 於過去12個月內機構的中介人接受由機構培訓導師(或機構聘請的臨時導師)所主持的培訓課程,與中介人接受的所有培訓課程的有關比率(學分)為: | CPD core credits 核心學分 | | | | | | | | |
| | Less than 25% 25%以下 | 1.7 | 1.7 | 3.0 | 5.5 | 0.8 | 10.2 | 22.9 | |
| | 25% - less than 50% 25%至50%以下 | 0.8 | 1.3 | 1.3 | 3.4 | - | 3.4 | 10.2 | |
| | 50% - less than 75% 50%至75%以下 | 0.8 | - | 0.4 | 3.8 | - | 4.3 | 9.4 | |
| | 75% - less than 100% 50%至100%以下 | 2.6 | 0.4 | - | 8.9 | 0.4 | 8.9 | 21.3 | |
| | 100% 100% | 2.1 | 0.8 | 2.6 | 5.5 | 0.8 | 14.9 | 26.8 | |
| | Unspecified 未有說明 | 2.1 | - | 1.3 | 0.4 | - | 5.5 | 9.4 | |
| | Overall 總計 | 10.2 | 4.3 | 8.5 | 27.7 | 2.1 | 47.2 | 100.0 | |
| | CPD non-core credits 非核心學分 | | | | | | | | |
| | Less than 25% 25%以下 | 0.8 | 1.7 | 2.6 | 5.5 | - | 6.4 | 17.0 | |
| | 25% - less than 50% 25%至50%以下 | 0.4 | 1.3 | 0.4 | 3.8 | - | 3.8 | 9.8 | |
| | 50% - less than 75% 50%至75%以下 | 3.0 | - | 0.8 | 3.0 | - | 8.1 | 14.9 | |
| | 75% - less than 100% 50%至100%以下 | 1.7 | 0.4 | 0.8 | 8.9 | 1.3 | 11.5 | 24.7 | |
| | 100% 100% | 2.1 | 0.8 | 2.6 | 6.0 | 0.8 | 11.9 | 24.3 | |
| | Unspecified 未有說明 | 2.1 | - | 1.3 | 0.4 | - | 5.5 | 9.4 | |
| | Overall 總計 | 10.2 | 4.3 | 8.5 | 27.7 | 2.1 | 47.2 | 100.0 | |
| | 2 Estimated total number of training sessions of training programmes conducted by company trainers (or trainers temporarily engaged by the company) in the past 12 months 估計於過去12個月內由機構培訓導師(或機構聘請的臨時導師)所主持的課程的總訓練節數 | CPD core credits 核心學分 | | | | | | | |
| | | zero sessions 零節 | 0.4 | 0.4 | 1.7 | 0.4 | 0.8 | 3.8 | 7.7 |
| 1 - 49 sessions 1 - 49節 | | 5.1 | 3.4 | 5.1 | 23.0 | 1.3 | 36.6 | 74.5 | |
| 50 - 199 sessions 50 - 199節 | | 2.1 | 0.4 | 0.4 | 3.8 | - | 1.3 | 8.1 | |
| 200 - 499 sessions 200 - 499節 | | - | - | - | - | - | - | - | |
| 500 sessions & above 500節及以上 | | 0.4 | - | - | - | - | - | 0.4 | |
| Unspecified 未有說明 | | 2.1 | - | 1.3 | 0.4 | - | 5.5 | 9.4 | |
| Overall 總計 | | 10.2 | 4.3 | 8.5 | 27.7 | 2.1 | 47.2 | 100.0 | |

| Question 問題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 % | |
|---|------------------------------------|-----------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|--------------------|-------|
| | | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | | |
| 2 Estimated total number of training sessions of training programmes conducted by company trainers (or trainers temporarily engaged by the company) in the past 12 months 估計於過去12個月內由機構培訓導師(或機構聘請的臨時導師)所主持的課程的總訓練節數 | CPD non-core credits 非核心學分 | | | | | | | | |
| | zero sessions 零節 | - | - | - | 0.4 | - | 1.7 | 2.1 | |
| | 1 - 49 sessions 1 - 49節 | 3.8 | 3.8 | 6.0 | 23.4 | 2.1 | 35.3 | 74.5 | |
| | 50 - 199 sessions 50 - 199節 | 2.1 | 0.4 | 1.3 | 3.4 | - | 4.3 | 11.5 | |
| | 200 - 499 sessions 200 - 499節 | 1.3 | - | - | - | - | - | 1.3 | |
| | 500 sessions & above 500節及以上 | 0.8 | - | - | - | - | 0.4 | 1.3 | |
| | Unspecified未有說明 | 2.1 | - | 1.3 | 0.4 | - | 5.5 | 9.4 | |
| Overall 總計 | | 10.2 | 4.3 | 8.5 | 27.7 | 2.1 | 47.2 | 100.0 | |
| 3 The average training hour(s) of each training session of training programmes conducted by company trainers (or trainers temporarily engaged by the company) in the past 12 months 於過去12個月內由機構培訓導師(或機構聘請的臨時導師)所主持的訓練課程的每節平均授課時間 | CPD core credits 核心學分 | | | | | | | | |
| | Not Applicable 不適用 | 0.4 | 0.4 | 1.7 | 0.4 | 0.8 | 3.4 | 7.2 | |
| | Less than 2 hours 少於兩小時 | 2.1 | 2.6 | 2.6 | 6.0 | - | 7.7 | 20.9 | |
| | 2 to less than 5 hours 二至少於五小時 | 3.8 | 0.8 | 2.1 | 12.3 | 0.8 | 18.7 | 38.7 | |
| | 5 to less than 10 hours 五至少於十小時 | 1.7 | 0.4 | 0.8 | 6.0 | - | 8.1 | 17.0 | |
| | 10 hours and above 10小時及以上 | - | - | - | 2.6 | 0.4 | 3.8 | 6.8 | |
| | Unspecified未有說明 | 2.1 | - | 1.3 | 0.4 | - | 5.5 | 9.4 | |
| | Overall 總計 | | 10.2 | 4.3 | 8.5 | 27.7 | 2.1 | 47.2 | 100.0 |
| | CPD non-core credits 非核心學分 | | | | | | | | |
| | Not Applicable 不適用 | - | - | - | 0.4 | - | 1.3 | 1.7 | |
| | Less than 2 hours 少於兩小時 | 1.3 | 3.0 | 3.0 | 4.7 | - | 7.2 | 19.1 | |
| | 2 to less than 5 hours 二至少於五小時 | 3.8 | 0.8 | 3.8 | 12.3 | 0.8 | 20.9 | 42.6 | |
| | 5 to less than 10 hours 五至少於十小時 | 2.1 | 0.4 | 0.4 | 7.7 | 0.8 | 7.7 | 19.1 | |
| 10 hours and above 10小時及以上 | 0.8 | - | - | 2.1 | 0.4 | 4.7 | 8.1 | | |
| Unspecified未有說明 | 2.1 | - | 1.3 | 0.4 | - | 5.5 | 9.4 | | |
| Overall 總計 | | 10.2 | 4.3 | 8.5 | 27.7 | 2.1 | 47.2 | 100.0 | |

| Question 問題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 % |
|---|--|-----------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|--------------------|
| | | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | |
| 4 The average number of intermediaries that have attended each session of training programmes conducted by company trainers (or trainers temporarily engaged by the company) in the past 12 months 於過去12個月內由機構培訓導師(或機構聘請的臨時導師)所主持的訓練課程，平均每節有多少名中介人曾接受培訓 | CPD core credits 核心學分 | | | | | | | |
| | Not Applicable 不適用 | 0.4 | 0.4 | 1.7 | 0.4 | 0.8 | 3.4 | 7.2 |
| | 1 – 49 persons 1 - 49人 | 4.7 | 3.4 | 5.5 | 26.8 | 1.3 | 36.2 | 77.9 |
| | 50 – 199 persons 50 - 199人 | 2.6 | 0.4 | - | 0.4 | - | 2.1 | 5.5 |
| | 200 – 499 persons 200 - 499人 | - | - | - | - | - | - | - |
| | 500 persons & above 500人及以上 | 0.4 | - | - | - | - | - | 0.4 |
| | Unspecified 未有說明 | 2.1 | - | 1.3 | - | - | 5.5 | 8.9 |
| | Overall 總計 | 10.2 | 4.3 | 8.5 | 27.7 | 2.1 | 47.2 | 100.0 |
| | CPD non-core credits 非核心學分 | | | | | | | |
| | Not Applicable 不適用 | - | - | - | 0.4 | - | 1.3 | 1.7 |
| | 1 – 49 persons 1 - 49人 | 6.8 | 4.3 | 7.2 | 27.2 | 2.1 | 37.0 | 84.7 |
| | 50 – 199 persons 50 - 199人 | 0.8 | - | - | - | - | 3.4 | 4.3 |
| | 200 – 499 persons 200 - 499人 | - | - | - | - | - | - | - |
| | 500 persons & above 500人及以上 | 0.4 | - | - | - | - | - | 0.4 |
| Unspecified 未有說明 | 2.1 | - | 1.3 | - | - | 5.5 | 8.9 | |
| Overall 總計 | 10.2 | 4.3 | 8.5 | 27.7 | 2.1 | 47.2 | 100.0 | |
| 5 Preference for the venue(s) for the training programmes organized by the company exclusively for the intermediaries 機構屬意為中介人安排訓練課程之場地 | CPD core credits 核心學分 | | | | | | | |
| | Not Applicable 不適用 | 0.4 | - | 1.3 | - | 0.8 | 2.1 | 4.7 |
| | Own training centre 本身的訓練中心 | 3.0 | 0.4 | 1.3 | 2.1 | - | 6.4 | 13.2 |
| | At training provider's place 訓練機構場地 | 1.7 | 2.6 | 2.1 | 18.3 | 0.4 | 28.5 | 53.6 |
| | Own training centre & at training provider's place 本身的訓練中心及 訓練機構場地 | 3.4 | 1.3 | 2.6 | 7.2 | 0.8 | 4.7 | 20.0 |
| | Others 其他 | - | - | - | - | - | - | - |
| | Unspecified 未有說明 | 1.7 | - | 1.3 | - | - | 5.5 | 8.5 |
| Overall 總計 | 10.2 | 4.3 | 8.5 | 27.7 | 2.1 | 47.2 | 100.0 | |

| Question 問題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 % |
|--|--|-----------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|--------------------|
| | | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | |
| 5 Preference for the venue(s) for the training programmes organized by the company exclusively for the intermediaries 機構屬意為中介人安排訓練課程之場地 | CPD non-core credits 非核心學分 | | | | | | | |
| | Not Applicable 不適用 | - | - | - | - | - | 1.3 | 1.3 |
| | Own training centre 本身的訓練中心 | 3.0 | 0.4 | 2.1 | 2.6 | 1.3 | 8.5 | 17.9 |
| | At training provider's place 訓練機構場地 | 3.0 | 2.6 | 2.6 | 17.0 | - | 26.4 | 51.5 |
| | Own training centre & at training provider's place 本身的訓練中心及訓練機構場地 | 2.6 | 1.3 | 2.6 | 7.2 | 0.8 | 5.5 | 20.0 |
| | Others 其他 | - | - | - | 0.8 | - | - | 0.8 |
| | Unspecified 未有說明 | 1.7 | - | 1.3 | - | - | 5.5 | 8.5 |
| Overall 總計 | | 10.2 | 4.3 | 8.5 | 27.7 | 2.1 | 47.2 | 100.0 |

Note: Slight discrepancies in overall figures might occur due to rounding errors.

註：總計數字可能因捨入誤差引致輕微偏差。

Table 6A

表 6A

Preference of Employers on
Qualifications of Intermediaries Studied
under CPD Training Programmes
by Number of Actual Response Cases

按回答個案數目劃分僱主希望中介人
於持續專業培訓計劃進修的資格

| Qualifications 資格 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 |
|--|---------------------|------------------|---------------------|------------------|---------------------|-----------------------|---------------------|---------------|
| | | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | |
| (a) ACII | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | Most preferred 十分希望 | 4 | 5 | 2 | 28 | 0 | 23 | 62 |
| | Preferred 希望 | 7 | 14 | 12 | 46 | 1 | 66 | 146 |
| | Less preferred 不太希望 | 1 | 1 | 6 | 8 | 6 | 24 | 46 |
| | Not preferred 不希望 | 0 | 0 | 5 | 11 | 1 | 27 | 44 |
| | No preference 無意見 | 12 | 12 | 19 | 39 | 2 | 100 | 184 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 16 | 23 |
| | Overall總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (b) ANZII (Fellow) | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | Most preferred 十分希望 | 4 | 1 | 0 | 20 | 0 | 10 | 35 |
| | Preferred 希望 | 7 | 14 | 10 | 38 | 1 | 59 | 129 |
| | Less preferred 不太希望 | 1 | 2 | 6 | 10 | 6 | 31 | 56 |
| | Not preferred 不希望 | 0 | 0 | 7 | 12 | 1 | 28 | 48 |
| | No preference 無意見 | 12 | 15 | 21 | 52 | 2 | 112 | 214 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 16 | 23 |
| | Overall總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (c) ANZIIF (Senior Associate) | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | Most preferred 十分希望 | 4 | 2 | 1 | 23 | 0 | 12 | 42 |
| | Preferred 希望 | 7 | 15 | 11 | 33 | 1 | 57 | 124 |
| | Less preferred 不太希望 | 1 | 2 | 6 | 8 | 6 | 31 | 54 |
| | Not preferred 不希望 | 0 | 0 | 7 | 13 | 1 | 29 | 50 |
| | No preference 無意見 | 12 | 13 | 19 | 55 | 2 | 111 | 212 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 16 | 23 |
| | Overall總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (d) CFP | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | Most preferred 十分希望 | 1 | 1 | 13 | 6 | 0 | 5 | 26 |
| | Preferred 希望 | 10 | 2 | 17 | 14 | 3 | 14 | 60 |
| | Less preferred 不太希望 | 1 | 5 | 1 | 18 | 4 | 18 | 47 |
| | Not preferred 不希望 | 4 | 1 | 2 | 14 | 2 | 18 | 41 |
| | No preference 無意見 | 8 | 23 | 11 | 80 | 1 | 185 | 308 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 16 | 23 |
| | Overall總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |

| Qualifications 資格 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 |
|----------------------|---------------------|------------------|---------------------|------------------|---------------------|-----------------------|---------------------|---------------|
| | | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | |
| (e) ChFC | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | Most preferred 十分希望 | 2 | 1 | 3 | 5 | 0 | 4 | 15 |
| | Preferred 希望 | 8 | 2 | 12 | 11 | 0 | 7 | 40 |
| | Less preferred 不太希望 | 1 | 5 | 7 | 18 | 6 | 17 | 54 |
| | Not preferred 不希望 | 4 | 1 | 4 | 15 | 3 | 19 | 46 |
| | No preference 無意見 | 9 | 23 | 18 | 83 | 1 | 193 | 327 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 16 | 23 |
| | Overall總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (f) CLU | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | Most preferred 十分希望 | 0 | 0 | 1 | 5 | 0 | 3 | 9 |
| | Preferred 希望 | 14 | 2 | 9 | 11 | 0 | 9 | 45 |
| | Less preferred 不太希望 | 1 | 6 | 7 | 20 | 6 | 14 | 54 |
| | Not preferred 不希望 | 0 | 1 | 6 | 18 | 3 | 22 | 50 |
| | No preference 無意見 | 9 | 23 | 21 | 78 | 1 | 192 | 324 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 16 | 23 |
| | Overall總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (g) CPCU | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | Most preferred 十分希望 | 0 | 1 | 0 | 8 | 0 | 8 | 17 |
| | Preferred 希望 | 9 | 10 | 2 | 23 | 0 | 40 | 84 |
| | Less preferred 不太希望 | 2 | 2 | 9 | 17 | 5 | 22 | 57 |
| | Not preferred 不希望 | 0 | 0 | 7 | 15 | 1 | 34 | 57 |
| | No preference 無意見 | 13 | 19 | 26 | 69 | 4 | 136 | 267 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 16 | 23 |
| | Overall總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (h) FCII | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | Most preferred 十分希望 | 4 | 2 | 1 | 20 | 0 | 16 | 43 |
| | Preferred 希望 | 6 | 12 | 8 | 27 | 0 | 45 | 98 |
| | Less preferred 不太希望 | 1 | 1 | 7 | 11 | 5 | 25 | 50 |
| | Not preferred 不希望 | 0 | 0 | 3 | 18 | 1 | 31 | 53 |
| | No preference 無意見 | 13 | 17 | 25 | 56 | 4 | 123 | 238 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 16 | 23 |
| | Overall總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (i) FFA | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | Most preferred 十分希望 | 0 | 1 | 0 | 3 | 0 | 3 | 7 |
| | Preferred 希望 | 6 | 4 | 2 | 9 | 0 | 6 | 27 |
| | Less preferred 不太希望 | 1 | 4 | 5 | 14 | 6 | 14 | 44 |
| | Not preferred 不希望 | 4 | 2 | 12 | 19 | 3 | 24 | 64 |
| | No preference 無意見 | 13 | 21 | 25 | 87 | 1 | 193 | 340 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 16 | 23 |
| | Overall總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |

| Qualifications 資格 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 |
|------------------------|---------------------|------------------|---------------------|------------------|---------------------|-----------------------|---------------------|---------------|
| | | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | |
| (j) FIA | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | Most preferred 十分希望 | 0 | 1 | 0 | 3 | 0 | 3 | 7 |
| | Preferred 希望 | 6 | 4 | 2 | 7 | 0 | 6 | 25 |
| | Less preferred 不太希望 | 1 | 4 | 5 | 14 | 6 | 13 | 43 |
| | Not preferred 不希望 | 4 | 2 | 12 | 18 | 3 | 24 | 63 |
| | No preference 無意見 | 13 | 21 | 25 | 90 | 1 | 194 | 344 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 16 | 23 |
| | Overall總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (k) FIAA | Not Applicable不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | Most preferred 十分希望 | 0 | 1 | 0 | 3 | 0 | 3 | 7 |
| | Preferred 希望 | 6 | 4 | 2 | 8 | 0 | 6 | 26 |
| | Less preferred 不太希望 | 1 | 4 | 5 | 15 | 6 | 13 | 44 |
| | Not preferred 不希望 | 4 | 2 | 11 | 18 | 3 | 24 | 62 |
| | No preference 無意見 | 13 | 21 | 26 | 88 | 1 | 194 | 343 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 16 | 23 |
| | Overall總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (l) FLMI | Not Applicable不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | Most preferred 十分希望 | 4 | 0 | 2 | 7 | 0 | 5 | 18 |
| | Preferred 希望 | 15 | 3 | 12 | 14 | 2 | 7 | 53 |
| | Less preferred 不太希望 | 1 | 5 | 5 | 19 | 4 | 14 | 48 |
| | Not preferred 不希望 | 0 | 2 | 5 | 16 | 3 | 22 | 48 |
| | No preference 無意見 | 4 | 22 | 20 | 76 | 1 | 192 | 315 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 16 | 23 |
| | Overall總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (m) FSA | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | Most preferred 十分希望 | 0 | 1 | 1 | 3 | 0 | 3 | 8 |
| | Preferred 希望 | 8 | 4 | 3 | 9 | 0 | 8 | 32 |
| | Less preferred 不太希望 | 2 | 4 | 5 | 13 | 6 | 11 | 41 |
| | Not preferred 不希望 | 4 | 2 | 11 | 19 | 3 | 24 | 63 |
| | No preference 無意見 | 10 | 21 | 24 | 88 | 1 | 194 | 338 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 16 | 23 |
| | Overall總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (n) IHK Diploma | Not Applicable不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | Most preferred 十分希望 | 0 | 1 | 3 | 12 | 0 | 14 | 30 |
| | Preferred 希望 | 12 | 15 | 8 | 37 | 0 | 66 | 138 |
| | Less preferred 不太希望 | 2 | 3 | 7 | 13 | 5 | 25 | 55 |
| | Not preferred 不希望 | 1 | 0 | 3 | 16 | 2 | 26 | 48 |
| | No preference 無意見 | 9 | 13 | 23 | 54 | 3 | 109 | 211 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 16 | 23 |
| | Overall總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |

| Qualifications 資格 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 |
|----------------------|---------------------|------------------|---------------------|------------------|---------------------|-----------------------|---------------------|---------------|
| | | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | |
| (o) LUTCF | Not Applicable不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | Most preferred 十分希望 | 3 | 0 | 0 | 3 | 0 | 3 | 9 |
| | Preferred 希望 | 6 | 2 | 5 | 9 | 2 | 7 | 31 |
| | Less preferred 不太希望 | 1 | 5 | 2 | 19 | 4 | 13 | 44 |
| | Not preferred 不希望 | 4 | 2 | 10 | 17 | 3 | 24 | 60 |
| | No preference 無意見 | 10 | 23 | 27 | 84 | 1 | 193 | 338 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 16 | 23 |
| | Overall總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |

Preference of Employers on
Qualifications of Intermediaries Studied
under CPD Training Programmes
by Percentage of Actual Response Cases
按回答個案比率劃分僱主希望中介人
於持續專業培訓計劃進修的資格

| Qualifications 資格 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 % |
|--|---------------------|-----------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|--------------------|
| | | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | |
| (a) ACII | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | Most preferred 十分希望 | 0.7 | 0.9 | 0.4 | 4.9 | - | 4.0 | 10.9 |
| | Preferred 希望 | 1.2 | 2.5 | 2.1 | 8.1 | 0.2 | 11.6 | 25.6 |
| | Less preferred 不太希望 | 0.2 | 0.2 | 1.1 | 1.4 | 1.1 | 4.2 | 8.1 |
| | Not preferred 不希望 | - | - | 0.9 | 1.9 | 0.2 | 4.7 | 7.7 |
| | No preference 無意見 | 2.1 | 2.1 | 3.3 | 6.8 | 0.4 | 17.5 | 32.2 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.8 | 4.0 |
| | Overall總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| (b) ANZII (Fellow) | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | Most preferred 十分希望 | 0.7 | 0.2 | - | 3.5 | - | 1.8 | 6.1 |
| | Preferred 希望 | 1.2 | 2.5 | 1.8 | 6.6 | 0.2 | 10.3 | 22.6 |
| | Less preferred 不太希望 | 0.2 | 0.4 | 1.1 | 1.8 | 1.1 | 5.4 | 9.8 |
| | Not preferred 不希望 | - | - | 1.2 | 2.1 | 0.2 | 4.9 | 8.4 |
| | No preference 無意見 | 2.1 | 2.6 | 3.7 | 9.1 | 0.4 | 19.6 | 37.5 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.8 | 4.0 |
| | Overall總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| (c) ANZIIF (Senior Associate) | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | Most preferred 十分希望 | 0.7 | 0.4 | 0.2 | 4.0 | - | 2.1 | 7.4 |
| | Preferred 希望 | 1.2 | 2.6 | 1.9 | 5.8 | 0.2 | 10.0 | 21.7 |
| | Less preferred 不太希望 | 0.2 | 0.4 | 1.1 | 1.4 | 1.1 | 5.4 | 9.5 |
| | Not preferred 不希望 | - | - | 1.2 | 2.3 | 0.2 | 5.1 | 8.8 |
| | No preference 無意見 | 2.1 | 2.3 | 3.3 | 9.6 | 0.4 | 19.4 | 37.1 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.8 | 4.0 |
| | Overall總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| (d) CFP | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | Most preferred 十分希望 | 0.2 | 0.2 | 2.3 | 1.1 | - | 0.9 | 4.6 |
| | Preferred 希望 | 1.8 | 0.4 | 3.0 | 2.5 | 0.5 | 2.5 | 10.5 |
| | Less preferred 不太希望 | 0.2 | 0.9 | 0.2 | 3.2 | 0.7 | 3.2 | 8.2 |
| | Not preferred 不希望 | 0.7 | 0.2 | 0.4 | 2.5 | 0.4 | 3.2 | 7.2 |
| | No preference 無意見 | 1.4 | 4.0 | 1.9 | 14.0 | 0.2 | 32.4 | 53.9 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.8 | 4.0 |
| | Overall總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |

| Qualifications 資格 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 % |
|----------------------|---------------------|-----------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|--------------------|
| | | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | |
| (e) ChFC | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | Most preferred 十分希望 | 0.4 | 0.2 | 0.5 | 0.9 | - | 0.7 | 2.6 |
| | Preferred 希望 | 1.4 | 0.4 | 2.1 | 1.9 | - | 1.2 | 7.0 |
| | Less preferred 不太希望 | 0.2 | 0.9 | 1.2 | 3.2 | 1.1 | 3.0 | 9.5 |
| | Not preferred 不希望 | 0.7 | 0.2 | 0.7 | 2.6 | 0.5 | 3.3 | 8.1 |
| | No preference 無意見 | 1.6 | 4.0 | 3.2 | 14.5 | 0.2 | 33.8 | 57.3 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.8 | 4.0 |
| | Overall總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| (f) CLU | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | Most preferred 十分希望 | - | - | 0.2 | 0.9 | - | 0.5 | 1.6 |
| | Preferred 希望 | 2.5 | 0.4 | 1.6 | 1.9 | - | 1.6 | 7.9 |
| | Less preferred 不太希望 | 0.2 | 1.1 | 1.2 | 3.5 | 1.1 | 2.5 | 9.5 |
| | Not preferred 不希望 | - | 0.2 | 1.1 | 3.2 | 0.5 | 3.9 | 8.8 |
| | No preference 無意見 | 1.6 | 4.0 | 3.7 | 13.7 | 0.2 | 33.6 | 56.7 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.8 | 4.0 |
| | Overall總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| (g) CPCU | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | Most preferred 十分希望 | - | 0.2 | - | 1.4 | - | 1.4 | 3.0 |
| | Preferred 希望 | 1.6 | 1.8 | 0.4 | 4.0 | - | 7.0 | 14.7 |
| | Less preferred 不太希望 | 0.4 | 0.4 | 1.6 | 3.0 | 0.9 | 3.9 | 10.0 |
| | Not preferred 不希望 | - | - | 1.2 | 2.6 | 0.2 | 6.0 | 10.0 |
| | No preference 無意見 | 2.3 | 3.3 | 4.6 | 12.1 | 0.7 | 23.8 | 46.8 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.8 | 4.0 |
| | Overall總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| (h) FCII | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | Most preferred 十分希望 | 0.7 | 0.4 | 0.2 | 3.5 | - | 2.8 | 7.5 |
| | Preferred 希望 | 1.1 | 2.1 | 1.4 | 4.7 | - | 7.9 | 17.2 |
| | Less preferred 不太希望 | 0.2 | 0.2 | 1.2 | 1.9 | 0.9 | 4.4 | 8.8 |
| | Not preferred 不希望 | - | - | 0.5 | 3.2 | 0.2 | 5.4 | 9.3 |
| | No preference 無意見 | 2.3 | 3.0 | 4.4 | 9.8 | 0.7 | 21.5 | 41.7 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.8 | 4.0 |
| | Overall總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| (i) FFA | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | Most preferred 十分希望 | - | 0.2 | - | 0.5 | - | 0.5 | 1.2 |
| | Preferred 希望 | 1.1 | 0.7 | 0.4 | 1.6 | - | 1.1 | 4.7 |
| | Less preferred 不太希望 | 0.2 | 0.7 | 0.9 | 2.5 | 1.1 | 2.5 | 7.7 |
| | Not preferred 不希望 | 0.7 | 0.4 | 2.1 | 3.3 | 0.5 | 4.2 | 11.2 |
| | No preference 無意見 | 2.3 | 3.7 | 4.4 | 15.2 | 0.2 | 33.8 | 59.5 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.8 | 4.0 |
| | Overall總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |

| Qualifications 資格 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 % |
|------------------------|---------------------|-----------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|--------------------|
| | | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | |
| (j) FIA | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | Most preferred 十分希望 | - | 0.2 | - | 0.5 | - | 0.5 | 1.2 |
| | Preferred 希望 | 1.1 | 0.7 | 0.4 | 1.2 | - | 1.1 | 4.4 |
| | Less preferred 不太希望 | 0.2 | 0.7 | 0.9 | 2.5 | 1.1 | 2.3 | 7.5 |
| | Not preferred 不希望 | 0.7 | 0.4 | 2.1 | 3.2 | 0.5 | 4.2 | 11.0 |
| | No preference 無意見 | 2.3 | 3.7 | 4.4 | 15.8 | 0.2 | 34.0 | 60.2 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.8 | 4.0 |
| | Overall總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| (k) FIAA | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | Most preferred 十分希望 | - | 0.2 | - | 0.5 | - | 0.5 | 1.2 |
| | Preferred 希望 | 1.1 | 0.7 | 0.4 | 1.4 | - | 1.1 | 4.6 |
| | Less preferred 不太希望 | - | 0.7 | 0.9 | 2.6 | 1.1 | 2.3 | 7.7 |
| | Not preferred 不希望 | 0.7 | 0.4 | 1.9 | 3.2 | 0.5 | 4.2 | 10.9 |
| | No preference 無意見 | 2.3 | 3.7 | 4.6 | 15.4 | 0.2 | 34.0 | 60.0 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.8 | 4.0 |
| | Overall總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| (l) FLMI | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | Most preferred 十分希望 | 0.7 | - | 0.4 | 1.2 | - | 0.9 | 3.2 |
| | Preferred 希望 | 2.6 | 0.5 | 2.1 | 2.5 | 0.4 | 1.2 | 9.3 |
| | Less preferred 不太希望 | 0.2 | 0.9 | 0.9 | 3.3 | 0.7 | 2.5 | 8.4 |
| | Not preferred 不希望 | - | 0.4 | 0.9 | 2.8 | 0.5 | 3.9 | 8.4 |
| | No preference 無意見 | 0.7 | 3.9 | 3.5 | 13.3 | 0.2 | 33.6 | 55.2 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.8 | 4.0 |
| | Overall總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| (m) FSA | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | Most preferred 十分希望 | - | 0.2 | 0.2 | 0.5 | - | 0.5 | 1.4 |
| | Preferred 希望 | 1.4 | 0.7 | 0.5 | 1.6 | - | 1.4 | 5.6 |
| | Less preferred 不太希望 | 0.4 | 0.7 | 0.9 | 2.3 | 1.1 | 1.9 | 7.2 |
| | Not preferred 不希望 | 0.7 | 0.4 | 1.9 | 3.3 | 0.5 | 4.2 | 11.0 |
| | No preference 無意見 | 1.8 | 3.7 | 4.2 | 15.4 | 0.2 | 34.0 | 59.2 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.8 | 4.0 |
| | Overall總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| (n) IHK Diploma | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | Most preferred 十分希望 | - | 0.2 | 0.5 | 2.1 | - | 2.5 | 5.3 |
| | Preferred 希望 | 2.1 | 2.6 | 1.4 | 6.5 | - | 11.6 | 24.2 |
| | Less preferred 不太希望 | 0.4 | 0.5 | 1.2 | 2.3 | 0.9 | 4.4 | 9.6 |
| | Not preferred 不希望 | 0.2 | - | 0.5 | 2.8 | 0.4 | 4.6 | 8.4 |
| | No preference 無意見 | 1.6 | 2.3 | 4.0 | 9.5 | 0.5 | 19.1 | 37.0 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.8 | 4.0 |
| | Overall總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |

| Qualifications 資格 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 % |
|----------------------|---------------------|-----------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|--------------------|
| | | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | |
| (o) LUTCF | Not Applicable不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | Most preferred 十分希望 | 0.5 | - | - | 0.5 | - | 0.5 | 1.6 |
| | Preferred 希望 | 1.1 | 0.4 | 0.9 | 1.6 | 0.4 | 1.2 | 5.4 |
| | Less preferred 不太希望 | 0.2 | 0.9 | 0.4 | 3.3 | 0.7 | 2.3 | 7.7 |
| | Not preferred 不希望 | 0.7 | 0.4 | 1.8 | 3.0 | 0.5 | 4.2 | 10.5 |
| | No preference 無意見 | 1.8 | 4.0 | 4.7 | 14.7 | 0.2 | 33.8 | 59.2 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.8 | 4.0 |
| | Overall總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |

Note: Slight discrepancies in overall figures might occur due to rounding errors.

註：總計數字可能因捨入誤差引致輕微偏差。

Preferred Course Duration of
CPD Training Programmes for Intermediaries
by Number of Actual Response Cases

按回答個案數目劃分中介人希望
持續專業培訓計劃課程的訓練時數

| Topics 課題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 |
|--|---|------------------|---------------------|------------------|---------------------|-----------------------|---------------------|---------------|
| | | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | |
| Core Credit Activities 核心學分培訓活動 | | | | | | | | |
| (a) Code of Practice for Insurers / Insurance Intermediaries 承保人/保險中介人實務守則 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | less than 10 hours 10小時以下 | 20 | 22 | 28 | 108 | 9 | 173 | 360 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 2 | 8 | 13 | 19 | 1 | 46 | 89 |
| | 20 hours or above 20小時或以上 | 0 | 1 | 1 | 3 | 0 | 10 | 15 |
| | Not a preferred activity 不屬意此培訓活動 | 2 | 1 | 2 | 2 | 0 | 12 | 19 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 15 | 22 |
| | Overall 總計 | | 44 | 78 | 47 | 133 | 10 | 259 |
| (b) Legal Aspect of Insurance Contract 保險合約相關法例 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | less than 10 hours 10小時以下 | 18 | 19 | 28 | 97 | 9 | 166 | 337 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 4 | 10 | 15 | 28 | 1 | 49 | 107 |
| | 20 hours or above 20小時或以上 | 0 | 2 | 0 | 5 | 0 | 13 | 20 |
| | Not a preferred activity 不屬意此培訓活動 | 2 | 1 | 1 | 2 | 0 | 13 | 19 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 15 | 22 |
| | Overall 總計 | | 44 | 78 | 47 | 133 | 10 | 259 |
| (c) Compulsory Insurance Ordinance 強制性保險條例 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | less than 10 hours 10小時以下 | 19 | 20 | 27 | 99 | 10 | 165 | 340 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 3 | 7 | 12 | 27 | 0 | 46 | 95 |
| | 20 hours or above 20小時或以上 | 0 | 4 | 1 | 3 | 0 | 11 | 19 |
| | Not a preferred activity 不屬意此培訓活動 | 2 | 1 | 4 | 3 | 0 | 19 | 29 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 15 | 22 |
| | Overall 總計 | | 44 | 78 | 47 | 133 | 10 | 259 |

| Topics 課題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 |
|---|---|------------------|---------------------|------------------|---------------------|-----------------------|---------------------|---------------|
| | | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | |
| Core Credit Activities (Continued) 核心學分培訓活動 (續) | | | | | | | | |
| (d) Laws Relating to Insurance Claims 保險索償相關法例 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | less than 10 hours 10小時以下 | 16 | 19 | 27 | 95 | 10 | 162 | 329 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 4 | 9 | 10 | 27 | 0 | 54 | 104 |
| | 20 hours or above 20小時或以上 | 0 | 3 | 1 | 6 | 0 | 11 | 21 |
| | Not a preferred activity 不屬意此培訓活動 | 4 | 1 | 6 | 4 | 0 | 14 | 29 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 15 | 22 |
| | Overall 總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (e) Update on Insurance Related Regulation 最新保險相關規例 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | less than 10 hours 10小時以下 | 17 | 22 | 31 | 105 | 10 | 177 | 362 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 5 | 7 | 12 | 22 | 0 | 42 | 88 |
| | 20 hours or above 20小時或以上 | 0 | 1 | 1 | 3 | 0 | 10 | 15 |
| | Not a preferred activity 不屬意此培訓活動 | 2 | 2 | 0 | 2 | 0 | 12 | 18 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 15 | 22 |
| | Overall 總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| Non-core Credit Activities 非核心學分培訓活動 | | | | | | | | |
| (f) General Insurance 一般保險 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | less than 10 hours 10小時以下 | 16 | 16 | 24 | 90 | 7 | 171 | 324 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 3 | 10 | 7 | 28 | 0 | 49 | 97 |
| | 20 hours or above 20小時或以上 | 0 | 4 | 0 | 7 | 0 | 6 | 17 |
| | Not a preferred activity 不屬意此培訓活動 | 5 | 2 | 13 | 7 | 3 | 15 | 45 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 15 | 22 |
| | Overall 總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |

| Topics 課題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 |
|--|---|------------------|---------------------|------------------|---------------------|-----------------------|---------------------|---------------|
| | | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | |
| Non-core Credit Activities (Continued) 非核心學分培訓活動(續) | | | | | | | | |
| (g) Life Insurance 人壽保險 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | less than 10 hours 10小時以下 | 11 | 14 | 28 | 89 | 10 | 127 | 279 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 5 | 5 | 14 | 14 | 0 | 23 | 61 |
| | 20 hours or above 20小時或以上 | 6 | 1 | 0 | 3 | 0 | 1 | 11 |
| | Not a preferred activity 不屬意此培訓活動 | 2 | 12 | 2 | 26 | 0 | 90 | 132 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 15 | 22 |
| | Overall 總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (h) Actuarial Science 精算學 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | less than 10 hours 10小時以下 | 11 | 15 | 22 | 82 | 7 | 130 | 267 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 1 | 7 | 7 | 11 | 0 | 29 | 55 |
| | 20 hours or above 20小時或以上 | 0 | 2 | 0 | 1 | 0 | 6 | 9 |
| | Not a preferred activity 不屬意此培訓活動 | 12 | 8 | 15 | 38 | 3 | 76 | 152 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 15 | 22 |
| | Overall 總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (i) Risk Management 風險管理 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | less than 10 hours 10小時以下 | 18 | 19 | 32 | 91 | 8 | 146 | 314 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 2 | 8 | 8 | 22 | 0 | 40 | 80 |
| | 20 hours or above 20小時或以上 | 0 | 4 | 1 | 5 | 0 | 6 | 16 |
| | Not a preferred activity 不屬意此培訓活動 | 4 | 1 | 3 | 14 | 2 | 49 | 73 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 15 | 22 |
| | Overall 總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |

| Topics 課題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 |
|--|---|------------------|---------------------|------------------|---------------------|-----------------------|---------------------|---------------|
| | | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | |
| Non-core Credit Activities (Continued) 非核心學分培訓活動(續) | | | | | | | | |
| (j) Finance 財務 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | less than 10 hours 10小時以下 | 15 | 19 | 28 | 92 | 6 | 148 | 308 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 1 | 8 | 12 | 20 | 2 | 38 | 81 |
| | 20 hours or above 20小時或以上 | 0 | 1 | 2 | 2 | 0 | 6 | 11 |
| | Not a preferred activity 不屬意此培訓活動 | 8 | 4 | 2 | 18 | 2 | 49 | 83 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 15 | 22 |
| | Overall 總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (k) Business 商業 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | less than 10 hours 10小時以下 | 14 | 20 | 34 | 90 | 6 | 146 | 310 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 1 | 4 | 3 | 19 | 2 | 29 | 58 |
| | 20 hours or above 20小時或以上 | 0 | 3 | 1 | 2 | 0 | 5 | 11 |
| | Not a preferred activity 不屬意此培訓活動 | 9 | 5 | 6 | 21 | 2 | 61 | 104 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 15 | 22 |
| | Overall 總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (l) Commerce 商務 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | less than 10 hours 10小時以下 | 11 | 20 | 30 | 94 | 6 | 149 | 310 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 1 | 5 | 4 | 17 | 0 | 28 | 55 |
| | 20 hours or above 20小時或以上 | 0 | 2 | 1 | 2 | 0 | 5 | 10 |
| | Not a preferred activity 不屬意此培訓活動 | 12 | 5 | 9 | 19 | 4 | 59 | 108 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 15 | 22 |
| | Overall 總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |

| Topics 課題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 |
|--|---|------------------|---------------------|------------------|---------------------|-----------------------|---------------------|---------------|
| | | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | |
| Non-core Credit Activities (Continued) 非核心學分培訓活動(續) | | | | | | | | |
| (m) Management 管理 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | less than 10 hours 10小時以下 | 13 | 19 | 26 | 92 | 9 | 152 | 311 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 6 | 6 | 10 | 27 | 0 | 31 | 80 |
| | 20 hours or above 20小時或以上 | 0 | 3 | 0 | 1 | 0 | 9 | 13 |
| | Not a preferred activity 不屬意此培訓活動 | 5 | 4 | 8 | 12 | 1 | 49 | 79 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 15 | 22 |
| | Overall 總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (n) Information Technology 資訊科技 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | less than 10 hours 10小時以下 | 10 | 19 | 24 | 97 | 8 | 152 | 310 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 2 | 3 | 10 | 17 | 0 | 37 | 69 |
| | 20 hours or above 20小時或以上 | 1 | 6 | 0 | 1 | 0 | 3 | 11 |
| | Not a preferred activity 不屬意此培訓活動 | 11 | 4 | 10 | 17 | 2 | 49 | 93 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 15 | 22 |
| | Overall 總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (o) Law 法律 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | less than 10 hours 10小時以下 | 17 | 16 | 31 | 81 | 8 | 143 | 296 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 3 | 7 | 5 | 33 | 0 | 41 | 89 |
| | 20 hours or above 20小時或以上 | 0 | 5 | 1 | 7 | 0 | 9 | 22 |
| | Not a preferred activity 不屬意此培訓活動 | 4 | 4 | 7 | 11 | 2 | 48 | 76 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 15 | 22 |
| | Overall 總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |

| Topics 課題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 |
|--|---|------------------|---------------------|------------------|---------------------|-----------------------|---------------------|---------------|
| | | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | Life 人壽 保險 | General 一般 保險 | |
| Non-core Credit Activities (Continued) 非核心學分培訓活動(續) | | | | | | | | |
| (p) Engineering 工程學 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | less than 10 hours 10小時以下 | 11 | 14 | 14 | 86 | 4 | 122 | 251 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 1 | 5 | 3 | 10 | 0 | 23 | 42 |
| | 20 hours or above 20小時或以上 | 0 | 3 | 0 | 2 | 0 | 3 | 8 |
| | Not a preferred activity 不屬意此培訓活動 | 12 | 10 | 27 | 34 | 6 | 93 | 182 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 15 | 22 |
| | Overall 總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |
| (q) Language and Communication Skills 語文及溝通技巧 | Not Applicable 不適用 | 16 | 46 | 0 | 1 | 0 | 3 | 66 |
| | less than 10 hours 10小時以下 | 14 | 17 | 26 | 87 | 8 | 158 | 310 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 3 | 6 | 10 | 22 | 0 | 41 | 82 |
| | 20 hours or above 20小時或以上 | 1 | 5 | 1 | 6 | 0 | 10 | 23 |
| | Not a preferred activity 不屬意此培訓活動 | 6 | 4 | 7 | 17 | 2 | 32 | 68 |
| | Unspecified 未有說明 | 4 | 0 | 3 | 0 | 0 | 15 | 22 |
| | Overall 總計 | 44 | 78 | 47 | 133 | 10 | 259 | 571 |

Preferred Course Duration of
CPD Training Programmes for Intermediaries
by Percentage of Actual Response Cases

按回答個案比率劃分中介人希望
持續專業培訓計劃課程的訓練時數

| Topics 課題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 % |
|--|---|-----------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|--------------------|
| | | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | |
| Core Credit Activities 核心學分培訓活動 | | | | | | | | |
| (a) Code of Practice for Insurers / Insurance Intermediaries 承保人/保險中介人實務守則 | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | less than 10 hours 10小時以下 | 3.5 | 3.9 | 4.9 | 18.9 | 1.6 | 30.3 | 63.0 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 0.4 | 1.4 | 2.3 | 3.3 | 0.2 | 8.1 | 15.6 |
| | 20 hours or above 20小時或以上 | - | 0.2 | 0.2 | 0.5 | - | 1.8 | 2.6 |
| | Not a preferred activity 不屬意此培訓活動 | 0.4 | 0.2 | 0.4 | 0.4 | - | 2.1 | 3.3 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.6 | 3.9 |
| | Overall 總計 | | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 |
| (b) Legal Aspect of Insurance Contract 保險合約相關法例 | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | less than 10 hours 10小時以下 | 3.2 | 3.3 | 4.9 | 17.0 | 1.6 | 29.1 | 59.0 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 0.7 | 1.8 | 2.6 | 4.9 | 0.2 | 8.6 | 18.7 |
| | 20 hours or above 20小時或以上 | - | 0.4 | - | 0.9 | - | 2.3 | 3.5 |
| | Not a preferred activity 不屬意此培訓活動 | 0.4 | 0.2 | 0.2 | 0.4 | - | 2.3 | 3.3 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.6 | 3.9 |
| | Overall 總計 | | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 |
| (c) Compulsory Insurance Ordinance 強制性保險條例 | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | less than 10 hours 10小時以下 | 3.3 | 3.5 | 4.7 | 17.3 | 1.8 | 28.9 | 59.5 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 0.5 | 1.2 | 2.1 | 4.7 | - | 8.1 | 16.6 |
| | 20 hours or above 20小時或以上 | - | 0.7 | 0.2 | 0.5 | - | 1.9 | 3.3 |
| | Not a preferred activity 不屬意此培訓活動 | 0.4 | 0.2 | 0.7 | 0.5 | - | 3.3 | 5.1 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.6 | 3.9 |
| | Overall 總計 | | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 |

| Topics 課題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 % |
|---|---|-----------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|--------------------|
| | | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | |
| Core Credit Activities (Continued) 核心學分培訓活動 (續) | | | | | | | | |
| (d) Laws Relating to Insurance Claims 保險索償相關法例 | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | less than 10 hours 10小時以下 | 2.8 | 3.3 | 4.7 | 16.6 | 1.8 | 28.4 | 57.6 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 0.7 | 1.6 | 1.8 | 4.7 | - | 9.5 | 18.2 |
| | 20 hours or above 20小時或以上 | - | 0.5 | 0.2 | 1.1 | - | 1.9 | 3.7 |
| | Not a preferred activity 不屬意此培訓活動 | 0.7 | 0.2 | 1.1 | 0.7 | - | 2.5 | 5.1 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.6 | 3.9 |
| | Overall 總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| (e) Update on Insurance Related Regulation 最新保險相關規例 | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | less than 10 hours 10小時以下 | 3.0 | 3.9 | 5.4 | 18.4 | 1.8 | 31.0 | 63.4 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 0.9 | 1.2 | 2.1 | 3.9 | - | 7.4 | 15.4 |
| | 20 hours or above 20小時或以上 | - | 0.2 | 0.2 | 0.5 | - | 1.8 | 2.6 |
| | Not a preferred activity 不屬意此培訓活動 | 0.4 | 0.4 | - | 0.4 | - | 2.1 | 3.2 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.6 | 3.9 |
| | Overall 總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| Non-core Credit Activities 非核心學分培訓活動 | | | | | | | | |
| (f) General Insurance 一般保險 | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | less than 10 hours 10小時以下 | 2.8 | 2.8 | 4.2 | 15.8 | 1.2 | 29.9 | 56.7 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 0.5 | 1.8 | 1.2 | 4.9 | - | 8.6 | 17.0 |
| | 20 hours or above 20小時或以上 | - | 0.7 | - | 1.2 | - | 1.1 | 3.0 |
| | Not a preferred activity 不屬意此培訓活動 | 0.9 | 0.4 | 2.3 | 1.2 | 0.5 | 2.6 | 7.9 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.6 | 3.9 |
| | Overall 總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |

| Topics 課題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 % |
|--|---|-----------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|--------------------|
| | | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | |
| Non-core Credit Activities (Continued) 非核心學分培訓活動(續) | | | | | | | | |
| (g) Life Insurance 人壽保險 | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | less than 10 hours 10小時以下 | 1.9 | 2.5 | 4.9 | 15.6 | 1.8 | 22.2 | 48.9 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 0.9 | 0.9 | 2.5 | 2.5 | - | 4.0 | 10.7 |
| | 20 hours or above 20小時或以上 | 1.1 | 0.2 | - | 0.5 | - | 0.2 | 1.9 |
| | Not a preferred activity 不屬意此培訓活動 | 0.4 | 2.1 | 0.4 | 4.6 | - | 15.8 | 23.1 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.6 | 3.9 |
| | Overall 總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| (h) Actuarial Science 精算學 | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | less than 10 hours 10小時以下 | 1.9 | 2.6 | 3.9 | 14.4 | 1.2 | 22.8 | 46.8 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 0.2 | 1.2 | 1.2 | 1.9 | - | 5.1 | 9.6 |
| | 20 hours or above 20小時或以上 | - | 0.4 | - | 0.2 | - | 1.1 | 1.6 |
| | Not a preferred activity 不屬意此培訓活動 | 2.1 | 1.4 | 2.6 | 6.6 | 0.5 | 13.3 | 26.6 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.6 | 3.9 |
| | Overall 總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| (i) Risk Management 風險管理 | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | less than 10 hours 10小時以下 | 3.2 | 3.3 | 5.6 | 15.9 | 1.4 | 25.6 | 55.0 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 0.4 | 1.4 | 1.4 | 3.9 | - | 7.0 | 14.0 |
| | 20 hours or above 20小時或以上 | - | 0.7 | 0.2 | 0.9 | - | 1.1 | 2.8 |
| | Not a preferred activity 不屬意此培訓活動 | 0.7 | 0.2 | 0.5 | 2.5 | 0.4 | 8.6 | 12.8 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.6 | 3.9 |
| | Overall 總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |

| Topics 課題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 % |
|--|---|-----------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|--------------------|
| | | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | |
| Non-core Credit Activities (Continued) 非核心學分培訓活動(續) | | | | | | | | |
| (j) Finance 財務 | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | less than 10 hours 10小時以下 | 2.6 | 3.3 | 4.9 | 16.1 | 1.1 | 25.9 | 53.9 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 0.2 | 1.4 | 2.1 | 3.5 | 0.4 | 6.6 | 14.2 |
| | 20 hours or above 20小時或以上 | - | 0.2 | 0.4 | 0.4 | - | 1.1 | 1.9 |
| | Not a preferred activity 不屬意此培訓活動 | 1.4 | 0.7 | 0.4 | 3.2 | 0.4 | 8.6 | 14.5 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.6 | 3.9 |
| | Overall 總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| | (k) Business 商業 | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 |
| less than 10 hours 10小時以下 | 2.5 | 3.5 | 6.0 | 15.8 | 1.1 | 25.6 | 54.3 | |
| 10 hours – less than 20 hours 10小時-20小時以下 | 0.2 | 0.7 | 0.5 | 3.3 | 0.4 | 5.1 | 10.2 | |
| 20 hours or above 20小時或以上 | - | 0.5 | 0.2 | 0.4 | - | 0.9 | 1.9 | |
| Not a preferred activity 不屬意此培訓活動 | 1.6 | 0.9 | 1.1 | 3.7 | 0.4 | 10.7 | 18.2 | |
| Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.6 | 3.9 | |
| Overall 總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 | |
| (l) Commerce 商務 | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | less than 10 hours 10小時以下 | 1.9 | 3.5 | 5.3 | 16.5 | 1.1 | 26.1 | 54.3 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 0.2 | 0.9 | 0.7 | 3.0 | - | 4.9 | 9.6 |
| | 20 hours or above 20小時或以上 | - | 0.4 | 0.2 | 0.4 | - | 0.9 | 1.8 |
| | Not a preferred activity 不屬意此培訓活動 | 2.1 | 0.9 | 1.6 | 3.3 | 0.7 | 10.3 | 18.9 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.6 | 3.9 |
| | Overall 總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |

| Topics 課題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 % |
|--|---|-----------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|--------------------|
| | | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | |
| Non-core Credit Activities (Continued) 非核心學分培訓活動(續) | | | | | | | | |
| (m) Management 管理 | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | less than 10 hours 10小時以下 | 2.3 | 3.3 | 4.6 | 16.1 | 1.6 | 26.6 | 54.5 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 1.1 | 1.1 | 1.8 | 4.7 | - | 5.4 | 14.0 |
| | 20 hours or above 20小時或以上 | - | 0.5 | - | 0.2 | - | 1.6 | 2.3 |
| | Not a preferred activity 不屬意此培訓活動 | 0.9 | 0.7 | 1.4 | 2.1 | 0.2 | 8.6 | 13.8 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.6 | 3.9 |
| | Overall 總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| | (n) Information Technology 資訊科技 | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 |
| less than 10 hours 10小時以下 | 1.8 | 3.3 | 4.2 | 17.0 | 1.4 | 26.6 | 54.3 | |
| 10 hours – less than 20 hours 10小時-20小時以下 | 0.4 | 0.5 | 1.8 | 3.0 | - | 6.5 | 12.1 | |
| 20 hours or above 20小時或以上 | 0.2 | 1.1 | - | 0.2 | - | 0.5 | 1.9 | |
| Not a preferred activity 不屬意此培訓活動 | 1.9 | 0.7 | 1.8 | 3.0 | 0.4 | 8.6 | 16.3 | |
| Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.6 | 3.9 | |
| Overall 總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 | |
| (o) Law 法律 | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | less than 10 hours 10小時以下 | 3.0 | 2.8 | 5.4 | 14.2 | 1.4 | 25.0 | 51.8 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 0.5 | 1.2 | 0.9 | 5.8 | - | 7.2 | 15.6 |
| | 20 hours or above 20小時或以上 | - | 0.9 | 0.2 | 1.2 | - | 1.6 | 3.9 |
| | Not a preferred activity 不屬意此培訓活動 | 0.7 | 0.7 | 1.2 | 1.9 | 0.4 | 8.4 | 13.3 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.6 | 3.9 |
| | Overall 總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |

| Topics 課題 | Answer 答案 | Insurer 承保人 | | Broker 經紀 | | Company Agent 公司代理 | | Overall 總計 % |
|--|---|-----------------------|--------------------------|-----------------------|--------------------------|-----------------------|--------------------------|--------------------|
| | | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | Life 人壽 保險 % | General 一般 保險 % | |
| Non-core Credit Activities (Continued) 非核心學分培訓活動(續) | | | | | | | | |
| (p) Engineering 工程學 | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | less than 10 hours 10小時以下 | 1.9 | 2.5 | 2.5 | 15.1 | 0.7 | 21.4 | 44.0 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 0.2 | 0.9 | 0.5 | 1.8 | - | 4.0 | 7.4 |
| | 20 hours or above 20小時或以上 | - | 0.5 | - | 0.4 | - | 0.5 | 1.4 |
| | Not a preferred activity 不屬意此培訓活動 | 2.1 | 1.8 | 4.7 | 6.0 | 1.1 | 16.3 | 31.9 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.6 | 3.9 |
| | Overall 總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |
| (q) Language and Communication Skills 語文及溝通技巧 | Not Applicable 不適用 | 2.8 | 8.1 | - | 0.2 | - | 0.5 | 11.6 |
| | less than 10 hours 10小時以下 | 2.5 | 3.0 | 4.6 | 15.2 | 1.4 | 27.7 | 54.3 |
| | 10 hours – less than 20 hours 10小時-20小時以下 | 0.5 | 1.1 | 1.8 | 3.9 | - | 7.2 | 14.4 |
| | 20 hours or above 20小時或以上 | 0.2 | 0.9 | 0.2 | 1.1 | - | 1.8 | 4.0 |
| | Not a preferred activity 不屬意此培訓活動 | 1.1 | 0.7 | 1.2 | 3.0 | 0.4 | 5.6 | 11.9 |
| | Unspecified 未有說明 | 0.7 | - | 0.5 | - | - | 2.6 | 3.9 |
| | Overall 總計 | 7.7 | 13.7 | 8.2 | 23.3 | 1.8 | 45.4 | 100.0 |

Note: Slight discrepancies in overall figures might occur due to rounding errors.

註：總計數字可能因捨入誤差引致輕微偏差。