

When the models are flawed: Reinsurance risk-trading in practice

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Higher

There were approximately 1,000 new Lexus cars, very expensive, on the Kobe wharf the night before the

Structures are young and in flux, so everything is changing ...we cannot rely on what has been there last year. We have to be very careful when using historical data because the information looks usable, but actually the business behind that has totally changed. That is if we have historical data at all

Standardization underlying risk

[determined primarily by line of business]

Frontier Risk-type

Emerging
Markets nonProperty

Many specialty lines in mature markets (Credit & Surety, Liability, Marine etc.)

Lower

Lower Quality of in

Quality of information [determined primarily by territory]

Higher

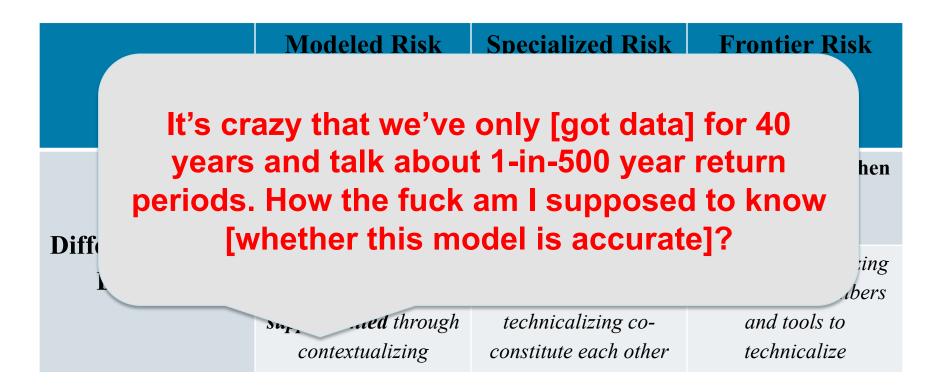


Technicalizing & Contextualizing

	Calculative	Actions
Technicalizing	interesti are vei	nnical versus market rate, that is an ng one because actually it's they ry, very different and ultimately it's lways a commercial decision
Contextualizing	characteristics Incorporating the cedent	c property) to characteristics of the deal. Knowledge of the cedent's operations comprises soft factors such as claims handling, the quality of information and the reciprocity of
	relationship Incorporating market dynamics	Using knowledge of the market cycle and rumors to inform capital placement decision.



Evaluating risk in practice





In summary

- Models + Judgment
- What happens when models dominate and crowd out other forms of judgment?