

Vidya Vikas Mandal's
Shree Damodar College of Commerce & Economics, Margao-Goa
F.Y. B.com, Semester II, Semester End Examination April- 2018
Practice of Insurance (GE)

Duration: 2 hours

Max Marks: 80

Instructions:

1. All questions are compulsory.
2. Figures to the right indicate full marks.
3. Start each new question on a fresh page.

Q. I. Write short note on any 4 of the following

(4 x 4 = 16)

- a. Nomination
- b. Surrender value with an example
- c. Importance of claim management
- d. Insurance Agent
- e. Insurance ethics
- f. Remuneration to an Insurance agent

Q.II. Write short note on any 4 of the following

(4 x 4 = 16)

- a. Pricing of an insurance product
- b. Broker
- c. Bancassurance
- d. Rural Insurance
- e. Double Insurance
- f. Unemployment Insurance

Q.III. a. State and explain any four OECD guidelines on best practices in insurance claim management.

(12)

Or

b. Explain the procedure of settlement with respect to maturity claim of life insurance.

(12)

Q. IV. a. Explain the procedure of becoming an insurance agent.

(12)

Or

b. Discuss the qualities required for a successful agent?

(12)

Q. V. a. Explain the marketing mix of an insurance business.

(12)

Or

b. Explain the marketing strategy of life insurance Corporation of India.

(12)

Q. VI. a. Explain Farmers' Package Insurance with its benefits.

(12)

Or

b. Explain cattle insurance with its benefits.

(12)