

**CARMEL COLLEGE OF ARTS, SCIENCE & COMMERCE FOR WOMEN,  
SEMESTER END EXAMINATION, APRIL 2019**

**Semester: II of B.COM.**

**Subject: Practice of Insurance (GE 2)**

**Total marks: 80**

**Date: 20-04-2019**

**Duration: 2 hrs.**

*Instructions: 1. All questions are compulsory.  
2. Figures to the right indicate full marks.*

**Q I. Answer any FOUR of the following:-**

**(4x4=16)**

1. Distinguish between Nomination and Assignment.
2. Mention the various reasons for repudiation of claim in life Insurance.
3. Write a short note on Grace Period in Insurance.
4. State the functions of an insurance agent.
5. Write a short note on TPA and its role in the business of Insurance.
6. Mention the different methods of remunerating an insurance agent.

**Q II. Answer any FOUR of the following:-**

**(4x4=16)**

1. Write a short note on Loss Assessors and Surveyors.
2. Mention some of the new channels of distributions used in India to market insurance products.
3. Write a short note on Strategic Management Process.
4. Mention the objectives of instituting Rural Insurance Schemes in India.
5. Explain any two schemes instituted for the protection of cattle.
6. Write a short note on Double Insurance.

**Q III. A) Explain the OECD Guidelines on best practices in Claim Management.**

**(12 mks)**

**OR**

**B) Explain the maturity claim settlement procedure in case of Life Insurance.**

**(12 mks)**



Q IV. A) What are the prerequisites for an insurance agent to be successful in the business of Insurance? (12mks)

OR

B) Explain the procedure to avail license to become an Insurance Agent. (12 mks)

Q V. A) What is Marketing Mix? Explain the STP process adopted by Insurance Companies to enhance its business. (12 mks)

OR

B) Explain the marketing strategies adopted by some of the insurance players in India with examples. (12 mks)

Q VI. A) Explain the different social insurance schemes instituted by the Government of India. (12 mks)

OR

B) Explain the various schemes instituted by the Government of India for fishermen. (12 mks).

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