

**CARMEL COLLEGE OF ARTS, SCIENCE & COMMERCE FOR WOMEN,
NUVEM-GOA**

SEMESTER END EXAMINATION, JUNE 2022

Semester: II OF BCOM

Course Title: Practice of Insurance (GE 2)

Course Code: UCOG113

Total marks: 80

Date: 17/06/2022

Duration: 2 hrs.

Total No of pages:

2

Instructions: 1. All questions are compulsory.

2. Figures to the right indicate marks.

Q.I. Answer any FOUR from the following. (16 marks)

1. Explain general principles in insurance ethics.
2. What do you mean by absolute assignment? Give an example.
3. State the pre-requisites for agent's success.
4. Write a short note on grace period in insurance.
5. Distinguish between nomination and assignment.
6. Explain the role and potential of rural insurance.

Q.II. Answer any FOUR from the following. (16 marks)

1. Agency as a profession is a profitable career. State the benefits of insurance agent as career.
2. Explain briefly the marketing strategies of insurance companies.
3. State any six value added services provided by TPA.
4. Briefly explain the advantages of insurance marketing.
5. What are the various reasons for Repudiation of Claim in Life Insurance?
6. State any four documents required for the settlement under fire insurance.

Q. III. (A) Effectively handling claim management procedures is of utmost importance. Explain. (12 marks)

OR

(B) Explain in detail the death claims management in life insurance.

Q. IV. (A) What do you mean by the term “Agent”? What are the functions and responsibilities of an agent? **(12 marks)**

OR

(B) Explain the procedure to become an insurance agent.

Q. V. (A) Insurance marketing refers to the marketing of insurance service. Explain the objectives of insurance marketing. **(12 marks)**

OR

(B) Discuss the marketing mix for insurance companies.

Q. VI. (A) Distribution is a key element in insurance. Explain the modern distribution channels in insurance. **(12 marks)**

OR

(B) What do you mean by “Surveyor” in insurance? What is the role of surveyor?
