

F.Y.B.COM SEMESTER END EXAMINATION
APRIL 2018-19 (REGULAR/REPEAT)

SUB: Practice of Insurance
DURATION: 2 hours

MAX. MARKS: 80

SEMESTER: II

- Instructions:**
- All questions are compulsory and are having internal choice.
 - Figures to the right indicate marks allotted.
 - Every main question should begin on fresh page.
 - Q.I and Q.II to be answered in not more than 100 words.
 - Q.III to Q.VI to be answered in not more than 400 words.

Q.I. Write Short note on ANY FOUR of the following:

[4 X 4 = 16 marks]

- Claim settlement ratio.
- Nomination and assignment.
- Surrender and paid up value.
- Death claim.
- TPA.
- Surveyors.

Q.II. Write Short note on ANY FOUR of the following:

[4 X 4 = 16 marks]

- Any four marketing strategies of insurance companies.
- Double insurance.
- Rural insurance.
- Objectives of life insurance marketing.
- Cattle insurance.
- Scope of life insurance marketing.

Q.III. Answer ANY ONE of the following:

[1 X 12=12 marks]

- Explain the OECD guidelines on best practices in claim management.
- Discuss in detail importance of claim management.

Q.IV. Answer ANY ONE of the following:

[1 X 12=12 marks]

- Explain in detail procedure for becoming an insurance agent.
- Explain the meaning and responsibilities of an agent.

Q. V. Answer ANY ONE of the following:

[1 X 12=12 marks]

- Explain in detail marketing mix of life insurance companies.
- Discuss traditional and modern distribution channels in insurance marketing.

Q.VI. Answer ANY ONE of the following:

[1 X 12=12 marks]

- Explain the meaning and characteristics of social insurance.
- What is unemployment insurance? Explain its benefits and exclusions.