

Subject Code—2711-X

M.I.B. (First Year) EXAMINATION

(Re-appear)

MIB-101

CONCEPTUAL FOUNDATIONS OF INSURANCE

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. (a) What are the various essentials of an Insurance Contract ? (10)
(b) What are the advantages of Life Insurance ? Give details. (10)
2. Explain the following terms of Insurance Contracts :
 - (a) Insurable Interest (5)
 - (b) Utmost Good Faith (5)
 - (c) Principle of Indemnity (5)
 - (d) Doctrine of Subrogation. (5)

3. "Proximate cause is not very essential in case of Life Insurance Contract as compared to General Insurance Contract." Explain in detail. (20)

4. Write short notes on the following :
(a) General Insurance Business Nationalisation Act, 1972 (5)
(b) Evolution of Marine Insurance (5)
(c) Evolution of Fire Insurance (5)
(d) Evolution of Misc. Insurance (5)

5. Differentiate between Fire Insurance and Life Insurance. Discuss the essentials of a Fire Insurance Contract. (20)

6. "Insurance provides social security to an Individual and Business." Explain in detail. (20)

7. (a) What is the role of Third Party Administrators in Health Insurance ?(10)
(b) Explain the procedure for Licensing of TPA. (10)

8. (a) Define the functions of an Insurance Broker. (10)

(b) What is the procedure for Licensing of Brokers and Renewals of Licence of Brokers ? (10)

Subject Code—2712-X

M.I.B. (First Year) EXAMINATION

(Re-appear)

MIB-102

ECONOMIC ENVIRONMENT AND INSURANCE

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. "Economic environment of the country affects the growth and performance of business." Justify.
2. Discuss the social responsibilities of Insurance Business.
3. Discuss the recommendations of 'Malhotra Committee' in the light of economic reforms.

(1-61)

P.T.O.

4. Explain the IRDA provisions regarding entry of firms for life insurance and non-life insurance business.
5. Discuss the impact of LPG on insurance business in India.
6. Present a comparative view of insurance business in India vis-a-vis U.K.
7. Write short notes on the following :
 - (a) Types of risk cover under general insurance
 - (b) Agri-Insurance in India.
8. Discuss the government schemes for motivating insurance business in rural areas.

Subject Code—2713-X

M.I.B. (First Year) EXAMINATION

(Re-appear)

MIB-103

ACCOUNTING AND FINANCE

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. Discuss the various accounting concepts and conventions with the help of suitable examples.
2. What is Depreciation ? Discuss the need and causes of providing depreciation. Also explain the factors which determine the amount of depreciation.

(1-61)

P.T.O.

3. From the following particulars, pass journal entries, post them in ledger and prepare a trial balance :

| 2003 | | Rs. |
|---------|--|-----------|
| Jan. 1 | Commenced business with cash | 40,000 |
| Feb. 5 | Purchased goods | 25,000 |
| Feb. 20 | Sold goods | 30,000 |
| May 10 | Purchased goods from Samuel | 18,000 |
| May 18 | Sold goods to Rohan | 20,000 |
| June 15 | Paid to Samuel | 18,000 |
| June 28 | Received cash from Rohan | 20,000 |
| Aug. 2 | Purchased goods for cash from Dinesh | 19,000 |
| Aug. 29 | Withdrew for personal use | 500 |
| Oct. 10 | Purchased goods from Dinesh | 17,000 |
| Nov. 20 | Paid cash to Dinesh He allowed discount | 16,980 20 |
| Dec. 31 | Paid Salaries | 500 |

4. Compare and contrast NPV and IRR methods of evaluating capital investments with the help of suitable examples.

5. "Ratio Analysis is a comprehensive technique of financial analysis." Comment.

6. What is Responsibility Accounting ? Explain the various steps in responsibility accounting.
7. Discuss the procedure for preparation of financial statements with reference to Insurance Companies.
8. Write short notes on the following :
 - (a) Zero Base Budgeting
 - (b) Master Budget.

Subject Code—2714-X

M.I.B. (First Year) EXAMINATION

(Re-appear)

MIB-104

LEGAL ASPECTS OF INSURANCE

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. "Insurance Act, 1938 can be called as the pioneer in insurance business." Explain. Also discuss important features of this Act.
2. Discuss the important provisions of LIC Act, 1956. Also mention the different authorities under this Act and state their duties.
3. What do you mean by Consumer Protection Council ? Discuss the nature, scope and limitations of COPRA, 1986.

4. Explain the various provisions with respect to transfer of public ownership of General Insurance Business (Nationalisation) Act, 1972.
5. Give a brief profile of IRDA and its functioning. Mention the composition of Authority, Tenure of Office of Chairperson and other members in IRDA, Removal from office and meetings of Authority.
6. Discuss the following aspects of IRDA :
 - (a) Powers of Central Govt. to Supersede Authority
 - (b) Power of the Central Govt. to make rules and regulations.
7. Briefly specify and describe the main provisions of Companies Act, 1956 and their role in Insurance Business.
8. Describe the following :
 - (a) Main provisions of Indian Contract Act pertaining to insurance
 - (b) Miscellaneous provisions of insurance related laws besides, IRDA 1999 and LIC Act, 1956.

Subject Code—2715-X

M.I.B. (First Year) EXAMINATION

(Re-appear)

MIB-105

**INSURANCE PROCEDURES AND
DOCUMENTATION**

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. What do you mean by Term Assurance ? Explain different types of policies covered under term assurance plan.
2. Who can be insured ? What is material fact and explain the extent to which it is important from the point of view of insurers ?

3. Write short notes on the following :
 - (a) Paid-up Value
 - (b) Surrender Value
 - (c) Guaranteed Surrender Value
 - (d) Termination of Agency.
4. Discuss the important aspects to be taken into consideration while arriving at the net amount of claims payable.
5. What are the main functions of an Actuary in Life Insurance business and General Insurance business ?
6. Discuss the strengths and weaknesses of the distribution channel system of the L.I.C. of India.
7. Write a detailed note on the latest developments in the field of insurance business in India.
8. Explain the process and procedure for the termination of the insurance contract. Under what circumstances the policy is terminated before its normal expiry date ?

Subject Code—2716-X

M.I.B. (First Year) EXAMINATION

(Re-appear)

MIB-106

MARKETING & SALESMANSHIP

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. "All organizations need marketing." Do you agree to this statement ? If so, give reasons in support of your answer along with relevant examples from business and non-business sectors.
2. What are the factors that should always be considered while making pricing decisions ? Would these change in the case of a new product ? Why ?

3. A person is believed to buy the brand in a product class whose image is most congruent with his or her self image. Discuss this statement with the help of examples.

4. Write short notes on any *three* of the following :
 - (a) Marketing in Insurance Framework
 - (b) Reciprocal Buying
 - (c) New Product
 - (d) Public Relation
 - (e) Sales Promotion.

5. The term salesperson refers to many types of sales job. What are the major types of sales job available in Indian market ?

6. A salesperson may spend hours developing a sales presentation, and yet the buyer still does not buy. One reason for losing a sale is that the salesperson and the buyer do not communicate. What barriers to communication may be present between seller and buyer during a sales presentation ?

7. Write short notes on any *three* of the following :

- (a) Pitching
- (b) Prospecting
- (c) Selling Process in Insurance
- (d) Handling Objections in Policy selling.

8. What do you understand by the term 'Individual Selling' and 'Group Selling' of Insurance ? Differentiate between both. As an insurance manager, what kind of problems do you expect to Encounter in selling Group Insurance to Corporates.

Subject Code—2717-X

M.I.B. (Second Year) EXAMINATION

(Re-appear)

MIB-201

RISK MANAGEMENT

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. "Risk can be classified into several distinct categories." Explain. Why is pure risk harmful to society ?
2. Describe the methods of handling risk. Give an example of each method. Also explain the objectives of a risk management programme.
3. Explain the factors that a risk manager must consider if commercial insurance is used in a risk management programme.

4. What are the costs and benefits of instituting a cost allocation program ? Why do managers rely on certificates of insurance ? What is the problem with too great a reliance on certificates ?
5. Explain the various functions of risk management in relation to Accounting Department. Also discuss the steps involved in risk management.
6. Describe the concept of 'Law of Large Numbers'. Also explain in detail "Probability Distribution of Total Losses".
7. What do you mean by 'Risk Avoidance' ? Explain the role of Insurance Company Surveyor's in loss prevention.
8. Write short notes on the following :
 - (a) Risk Retention
 - (b) Risk Transfer
 - (c) Risk Financing
 - (d) Partial Insurance Arrangement.

Subject Code—2718-X

M.I.B. EXAMINATION

(Second Year)

(Re-appear)

PRINCIPLES OF MANAGEMENT

MIB-202

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. Discuss the process, types, importance and limitations of planning.
2. What are different roles a manager has to play ? Do managers need to possess different skills at different managerial levels ?

(2-01)

P.T.O.

3. Write a detailed note on managerial decision-making.
4. What necessitate organisations to effect change ? Why resistance to change occurs ? How can resistance to change be overcome ?
5. Discuss the entire process of manpower planning with special reference to training techniques.
6. Discuss different techniques of wage determination highlighting their respective advantages and limitations.
7. What is Quality of Work-Life (QWL) ? What are major determinants of QWL ?
8. Write short notes on any *two* of the following :
 - (i) Decentralization *vs* Delegation of Authority
 - (ii) Leadership Styles
 - (iii) Social responsibility of business.

Subject Code—2719-X

M.I.B. (Second Year) EXAMINATION

(Re-appear)

MIB-203

ECONOMICS OF INSURANCE

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. Define Equilibrium. How is it affected by demand and supply variables ?
2. Discuss different types of costs and their behaviour.
3. What do you mean by non-price competition ? How far has it been relevant to insurance products ?

4. "Life Insurance investments provide risk cover and return on investment." Comment.
5. What do you mean by Premium ? Discuss the basis of determining the amount of premium chargeable.
6. What do you mean by surrender value ? How is it calculated ?
7. Write short notes on the following :
 - (a) Rebates on Insurance Products
 - (b) Tax Benefits under Life Insurance Policies.
8. Discuss the concept of Life Insurance Products and their coverage.

Subject Code—2720-X

M.I.B. (Second Year) EXAMINATION

(Re-appear)

MIB-204

**PRINCIPLES AND PRACTICE OF LIFE
INSURANCE**

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. What do you understand by Life Insurance ? How is the life insurance different from general insurance ?
2. Define Insurable Interest. What are the essentials of insurable interest ?
3. Discuss the important elements that impact the computation of premium and also discuss their relevance.

(1-61)

P.T.O.

4. Examine the various factors that affect the elements of risk. Also explain the methods of rating in respect of extra hazards.
5. Write a detailed note on the various kinds of life insurance policies offered in India.
6. What is meant by Revival ? Discuss the different schemes of revival.
7. Differentiate between maturity claim and death claim. What are the basic requirements for the settlement of maturity claims ?
8. How do you explain the concept of Group Insurance ? Discuss the main feature of Group Insurance Schemes in India. Also brought out the major advantages and disadvantages of Group Insurance Schemes.

Subject Code—2721-X

M.I.B. (Second Year) EXAMINATION

(Re-appear)

MIB-205

LIFE ASSURANCE UNDERWRITING

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. Why the insurers keeping in view the heights and ages of the proposers build up the standard weight charts ?
2. How the Rating Manuals are prepared and by whom ? Also explain the main purpose for which the Rating Manuals are prepared.
3. What are the basic factors for insurability ? Why there is need for insuring women ?

4. What are the symptoms of Cirrhosis of Liver ?
What are underwriting requirements under this case ?

5. What do you understand by Ear Discharge ?
What precautions are required by the underwriter to grant protection under insurance ?

6. What are the general symptoms of Asthma ?
What are the underwriting provisions in this regard ?

7. What do you understand by Hyperthyroidism ?
What are the main tropical fevers and infections ?

8. How does Electrocardiogram help to reveal the major abnormalities in a proposer in connection with insurance case ?

Subject Code—2722-X

M.I.B. (Second Year) EXAMINATION

(Re-appear)

MIB-206

MODERN APPLICATION OF LIFE INSURANCE

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. What is the classification of life assurance needs ? Point out the detailed outline of the needs of a businessman from life assurance.
2. What is the concept of family insurance ? Describe the main features of family insurance policy.
3. What do you understand by Deferred Compensation Plan ? Mention few cases in support of enforcing deferred compensation plans in India.

4. What are the main points of difference between Term Assurance Plan, a Pure Endowment Policy and Whole Life Assurance Plan of life insurance ? Also explain why different persons choose the different plans.
5. Explain the administrative procedure for the administering of the Salary Saving Scheme by an insurer. Also point out the major administrative problems in case of SSS.
6. What are provisions available in the Income Tax Act for different categories of assessees with regards to the premiums paid for life insurance cover ?
7. What is the concept of Superannuation Scheme ? What benefits does it offer to the employee and the employer ?
8. What is the concept of Social Security ? Write a detailed note on the social security scene in India vis-a-vis the western countries of the world.

Subject Code—2723-X

M.I.B. (Second Year) EXAMINATION

(Re-appear)

MIB-207

LIFE ASSURANCE ADMINISTRATION

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. Briefly explain the regulation of Life Insurance Business in India since independence. (20)
2. Describe the status and role of zonal offices of Life Insurance Corporation of India. (20)
3. Discuss the duties and responsibilities of branch offices of LIC. (20)

4. Explain the records and reports to be maintained at divisional offices of LIC. How these offices assist in discharging the duties of the central office. (20)
5. Define Underwriting. Discuss the process and importance of underwriting for life insurance business. (5,15)
6. Explain the process of revival or alteration in policies. (20)
7. What do you mean by policy servicing ? What is the need and justification for policy servicing ? How is it done ? (5,15)
8. Describe the procedure of getting claims in case of death of the policy holder. (20)

Subject Code—2724-X

M.I.B. (Second Year) EXAMINATION

(Re-appear)

MIB-208

ACTURIAL VALUATION

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. What is Acturial Valuation ? Discuss the status of acturial business in India.
2. How is Insurance Premium determined for life insurance ? What are its limitations ? Discuss in detail.
3. Discuss the following :
 - (a) Tools of Rate Making in Insurance
 - (b) Life Contingency.

4. Discuss in detail IRDA regulations for preparation of actuarial report. What suggestions do you make actuarial report more prudent ?
5. Write a comprehensive note on the role of appointed actuary in life insurance as a risk manager.
6. Discuss the following :
 - (a) Duties and obligations of an actuary
 - (b) Basis of selection of risk.
7. How is insurer's liability ascertained ? Also discuss the factors to be considered in the selection of an insurer ?
8. Do you think that the entry of new players and the falling interest rates promotes product innovation and differentiation in the Indian insurance business. In the light of this, discuss its sustainability ?

Subject Code—2725-X

M.I.B. (Second Year) EXAMINATION

(Re-appear)

MIB-209

**PRINCIPLES AND PRACTICE OF GENERAL
INSURANCE**

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any Five questions. All questions carry equal marks.

1. What do you understand by the term Insurance ? Why there is need for insurance of life as well as general ? Also discuss various functions of insurance.
2. Write detailed notes on the following :
 - (a) Insurable Interest
 - (b) Utmost Good Faith.

3. Discuss the main features of Marine Underwriting. Also discuss the fundamental principles of marine cargo insurance.
4. What are the major subject matters that could be covered under fire insurance ?
5. List out with detailed explanation the various steps followed by the insurer in the settlement of the claims.
6. How the sum insured is fixed in machinery loss of profit insurance policy ?
7. What is the utility of pre-inspection report ? Write about the details usually asked for fire pre-inspection report.
8. Write notes on the following :
 - (a) Cattle Insurance
 - (b) Double Insurance and Reinsurance
 - (c) Agricultural Pump Set Insurance
 - (d) Survey Report.

Subject Code—2726-X

M.I.B. (Second Year) EXAMINATION

(Re-appear)

MIB-210

FIRE INSURANCE CLAIMS

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. Discuss the coverage available under Standard Fire and Special Perils Policy. Name any five perils which can be extended to above policy as 'Add on Covers'.
2. Elaborate general rules and regulations of Fire Tariff with reference to :
 - (a) Claim Experience Discount
 - (b) Fire Extinguishing Appliances Discount
 - (c) Mid term Inclusion of Storm, Typhoon Flood and Inundation (STFI) perils
 - (d) Mid term cancellation of policy.

3. Discuss general exclusions and general policy conditions of 'Standard Fire and Special Perils Policy'.
4. Discuss the various steps required to be taken by Fire Claims Deptt of the insurance company in the event of intimation of loss.
5. Discuss the role of 'Surveyor and Loss Assessor' for assessment of a fire loss. Explain the contents of Fire Survey Report.
6. Discuss with examples the concept of 'Under Insurance' and 'Contribution' as applicable to Fire Insurance.
7. Write short notes on the following :
 - (a) Declaration Policy
 - (b) Reinstatement Value Policy
 - (c) Agreed Bank Clause
 - (d) Earthquake as an 'Add on Cover'.
8. Explain the coverage, rating and exclusions under 'Industrial All Risk Policy'.

Subject Code—2727-X

M.I.B. (Second Year) EXAMINATION

(Re-appear)

MIB-211

MOTOR INSURANCE

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. What are the factors to be taken into consideration while accepting motor proposal form.
2. Write short notes on any *four* of the following :
 - (a) Transfer of Certificate of Insurance
 - (b) Provisions as to compensation in case of Hit and Run Motor Accident
 - (c) No claim bonus
 - (d) Compulsory Deductible
 - (e) Basis of Rating for Private Car.

3. Explain the necessity and scope for insurance against third party risks in motor insurance.
4. Describe the office procedure for settlement of :
 - (a) Own Damage Claim
 - (b) Theft Claims.
5. Explain the provisions related to :
 - (a) Sunset Clause
 - (b) Laid-up Vehicles
 - (c) Vintage Cars
 - (d) P.A. Cover for Owner/Driver
 - (e) Lost, Destroyed or Mutilated Certificate of Insurance.
6. What are the various discounts and Extra benefits available under private car tariff to the insured ? Explain.
7. (a) Draft an endorsement giving effect to transfer of interest.
(b) Discuss the necessity and types of endorsements.

8. (a) What are the provisions under the Motor Vehicle Act regarding the constitution, functions and powers of Motor Accident Claims Tribunals.

(b) Explain the procedure followed by these tribunals for adjudication of third party claims.

Subject Code—2728-X

M.I.B. (Second Year) EXAMINATION

(Re-appear)

MIB-212

AGRICULTURAL INSURANCE

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. What are the criteria to assess the insurability of a risk ? Critically examine the insurability of agricultural risks.
2. Examine the role of banks in propagation of Crop Insurance Schemes.
3. Discuss the important diseases of poultry. What steps can be taken for prevention and control of poultry diseases.

4. Discuss the importance of identification of cattle for the purpose of insurance. Describe any *three* most commonly used modes of identification.
5. Crop Insurance differs substantially from other classes of property insurance. Evaluate the statement with reference to the problems of Crop Insurance.
6. Explain the process of loss assessment and settlement of claims under a Crop Hail Insurance Policy.
7. Enumerate the various documents required for settlement of cattle claim. What is the importance of Veterinary Certificate ? Also explain the relaxations provided to IRDP beneficiaries in respect of claim settlements.
8. (a) How are sheep and goats important in the economy of country ?
(b) Explain in brief two important diseases of sheep and goats.

Subject Code—2729-X

M.I.B. (Second Year) EXAMINATION

(Re-appear)

MIB-213

MARINE INSURANCE

Time : 3 Hours

Maximum Marks : 100

Note : Attempt any *Five* questions. All questions carry equal marks.

1. Discuss and illustrate the key provisions of Indian Contract Act, 1872 with reference to marine insurance business. Do you suggest some changes in it ?
2. "Exchange control regulations have vital role to play in marine insurance business." Discuss the statement in the light of changing global order and give some live examples.

3. "Consumer must be the supreme and the sentiments and expectations of the consumer must be duly recognized in a civilized society." How far rules and regulations of marine insurance are doing justice with this statement ?
4. Discuss and differentiate between the conditions of standard marine and special declaration policy. Which policy is more comprehensive and how ? Also, discuss the various types of sales contact.
5. What are the main principles of Marine Insurance Act, 1963 and Motor Trust Act, 1963 ? Elaborate the major suggestion, if any in these two laws in the changing economic scenario.
6. Discuss and differentiate between Hull and General Average policy claims. Explain the proper procedures in case of both the claims.
7. Write short notes on the following :
 - (a) Industrial Risk Policy under Marine Insurance
 - (b) Main characteristics of Merchant Shipping Act, 1958.

8. Write an essay on the functions and duties of marine insurance surveyors. Discuss the process of claims settlement followed by them. Also, give your observations for the better future of marine insurance surveyors.