

Exam. Code : 108505

Subject Code : 2778

B.Com. Semester—V

**BCG-522 : INSURANCE SERVICES  
MANAGEMENT**

Time Allowed—3 Hours]

[Maximum Marks—50

**SECTION—A**

**Note :—** Attempt any **TEN** parts. Each carries **1** mark.

1. (i) What is Proposal Form ?
- (ii) What is Gross Premium ?
- (iii) What is Appeal ?
- (iv) What is Life Insurance ?
- (v) Who is Surveyor ?
- (vi) What is Controlled Price ?
- (vii) What is Annuity ?
- (viii) What is Surplus ?
- (ix) What is Endorsement ?
- (x) What is Renewal ?
- (xi) What is Publicity ?
- (xii) What is Commission ?

### SECTION—B

**Note** :— Attempt any **TWO** questions. Each question carries **10** marks.

2. Explain the remuneration and other benefits given to Agent.
3. What is Life Insurance Management ? Explain its organization structure.
4. Explain the training procedure for becoming an Agent.
5. What are the functions of an Agent ?

### SECTION—C

**Note** :— Attempt any **TWO** questions. Each carries **10** marks.

6. What is the need of Underwriting ?
7. What is the impact taxation and policies on Insurance Product ?
8. How to get out of Controlled Price Regime ?
9. What are the features that affect Insurability ?