

Exam. Code : 108505

Subject Code : 2845

B.Com. Semester—V

INSURANCE SERVICES MANAGEMENT

Paper—BCG-522

Time Allowed—3 Hours] [Maximum Marks—50

Note :- Attempt any **ten** from Q. No. 1, each part carries 1 mark. Attempt any **two** from section B, each question carries **10** marks and attempt any **two** from section C, each question carries **10** marks.

SECTION—A

1. (i) Who is Agent ?
- (ii) What is Life Insurance ?
- (iii) What is Endorsement ?
- (iv) What is Gross Premium ?
- (v) What is underwriting ?
- (vi) What is proposal form ?
- (vii) What is surplus ?
- (viii) What is health insurance ?
- (ix) What is claim ?
- (x) Who is surveyor ?
- (xi) What is pension ?
- (xii) What is Indemnity ?

SECTION—B

2. What do you mean by life insurance ? Explain different documents required in life insurance.
3. Explain the training procedure to become an Agent.
4. What are the functions of an Agent ?
5. What are the different agency regulations ?

SECTION—C

6. How premium and bonuses are calculated ?
7. What is underwriting ? What is the need of underwriting ?
8. What is the impact of legislation and competition on pricing ?
9. Write short notes on :
 - (a) Market related policies
 - (b) Accounting Practices.