Dr. Babasaheb Ambedkar Open University

Term-End Examination July-2016

Course	**: BBAIB**	**Numeric Code**	**:**	
Subject Code	**: 206**	**Max. Marks**	**:**	**70**
Subject Name	**: Insurance Business**	**Duration**	**:**	
Date	**:**	**Time**	**:**	

SAMPLE QUESTION PAPER

Section A

Answer the following (any three) **(30)**

1. How does Insurance maintain its place in the business environment? Explain
2. What is Bank assurance? Explain it concept and origin.
3. Describe the manner in which Insurance was developed in India.
4. What is underwriting? Discus about underwriting practices.
5. Explain Moral Hazard with suitable examples.

Section B

Answer the following (any four) **(20)**

1. Insurer's Business Model
2. Global Insurance Industry
3. Marketing of Insurance Service
4. Role of Insurance Agent
5. Tele-marketing of Insurance

Section C

A. MCQ **(10)**

1. _____means any insurer being a co-operative society.
   (a) Insurance co-operative Society (b) Ombudsmen
   (c) Insurer (d) All
2. _____removes the exclusive privilege of carrying on life insurance business in India by the corporation.
   (a) Section 30 (b) Section 30 A
   (c) Section 30 B (d) None
3. Reinsurance described as an insurance of ___.

(a) Insurer (b) Insurance
(b) Risk (d) Indemnity

4. A breach of utmost good faith can arise in ____

(a) Non-disclosure (b) Mis-representation
(c) Both (d) None

5. By good faith is meant absence of _____.

(a) Fraud (b) deceit (c) Both (d) None

B. Do as Directed **(10)**

Explain following terms

1. Personal Selling
2. Utmost Good faith
3. Debris Removal Costs
4. Specified Perils
5. Exclusions

SAMPLE QUESTION PAPER