

## Proposed Syllabus for M.Com (Banking & Insurance)

Course Name: Management of Life Insurance and General Insurance Products Semester: III

Course Code: 301

Marks Distribution: 20+10+70

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- Unit- I: Life Insurance Organization- Important activities- the distribution System- Appointment of Agents- Factors of Agents- Remuneration of Agents. Plans of Life Insurance- Need, levels- Some popular Plans (Limited payment plan, participating policies, convertible plans, joint life policies, Children plans, variable insurance policies)- Riders of the Handicapped Miscellaneous, Annuities- Nature of Annuities- Types.
- Unit- II: Group Insurance: Nature of Group Insurance- Types – Group gratuity schemes- Ways of meeting gratuity liabilities- Group super annuation schemes- Other group schemes- Social security schemes- Other Special need plans- Industrial Life Insurance Salary Saving Schemes- Additional benefits, Married Women Property Act.
- Unit- III: Applications and acceptance: Principles of good faith- Insurable Interest- Prospectus- Proposal forms and other related documents- medical Examinations- Age proof,- Special reports- Medical report- IRDA regulations on Management of Life Insurance Services/Products.
- Unit- IV: Corporate Agents- Corporate Agents- Brokers- Functions of Broker- Tariff Advisory- Committee Insurance forms- Proposal of Insurance- Cover notes- Motor Vehicle Act, 1988- Motor Vehicle Coverage- Declaration Policy- Floating Policy- Private Insurance Companies- Comparison between different Products offered by various Insurance.
- Unit- V; Policy Document in General Insurance: Need and Format- Policy Preamble- Schedule attestation- Conditions and Privileges- Alteration- Duplicate Policy- Premium payment, lapse and renewal, - Assignment- Nomination, loans- Surrenders- Foreclosure.

### Reference Books:

1. Treschmann: Risk Management and Insurance, Thomson 2007
2. Alka Mittal and SL Guptha: Principles of Insurance and Risk Management, S Chand & Sons, New Delhi.
3. P.K. Guptha, Principles and Practice of Non-Life Insurance, Himalaya Publications
4. Dr. P.K. Gupta, Fundamentals of Insurance, Himalaya Publications
5. Dr. P. Peria Swamy, Principles and Practice of Insurance, Himalaya Publications
6. Banking & Finance- Dr. Sanhipa Athalale
7. Business Management- Dr. S. V. Kadlekar
8. Principal & Functions of Management- Pof. Suresh
9. Financial Accounting- Prof. Suresh Bhirad