

(1) Potential purchaser of product is called _____

- (a) Prospect
- (b) Consumer
- (c) Customer
- (d) Client

(2) If policyholder is in grievance, _____ will solve

- (a) Grievance officer
- (b) Court order
- (c) Ombudsman
- (d) All the above

(3) 20,000 policies in the 5th year are to be made from _____ sector

- (a) Rural
- (b) Social
- (c) None
- (d) Urban

(4) Insurance Agent is governed by _____

- (a) Contract act
- (b) Insurance Act
- (c) IRDA
- (d) All above

(5) Doctors appointed by insurers will be _____

- (a) General Physicians
- (b) Specialists
- (c) Surgeons
- (d) All of above

(6) _____ is the document produced to establish one's age

- (a) Birth Certificate
- (b) Affidavit
- (c) License
- (d) Proof of age

(7) Who is the person who identifies the customer and get the necessary [insurance](#) for him ?

- (a) Intermediary
- (b) Retailer
- (c) [Broker](#)
- (d) Agent

(8) Which kind of [Insurance plan](#) can meet all need of a proponent?

- (a) Endowment
- (b) Money Back
- (c) Multipurpose
- (d) None of them

(9) The principal is responsible for _____ agent

- (a) All the acts of agent
- (b) Specified acts of agent
- (c) Some of acts agent
- (d) None of them

(10) Which of the following statements are True:

- a) It is the agent's responsibility to ensure that all material information is made available
 - b) If the proposal paper is incomplete, the agent will be held accountable
- (a) A Statement
 - (b) B Statement
 - (c) Both Statement
 - (d) Neither of Statement

(11) In the case of a policy under the provision of M.W.P. ACT who can make the death claim?

- (a) Beneficiary
- (b) Life insured Heirs
- (c) Trustee
- (d) Any of the above

(12) Which kind policies are not entitled bonuses?

- (a) Non participatory
- (b) Money back
- (c) Children's
- (d) Whole life

(13) Claim in question is Rs.23 lakh which consumer court will it go to:_____

(14) A policy which has run for 8 years can be called into question if there is a _____

- (a) Fraud
- (b) Misrepresentation
- (b) Mistake
- (c) None of above

(15) What would be the paid up value of a 25-year-old endowment policy for Rs.50, 000 taken in Oct 1988, if the last ½ year's premium paid was in Oct 2000? _____

(16) Which of the following statements are True:

a) An [insurance agent](#) can be sued under the Consumer Protection Act

b) The Consumer Protection Act does not apply to Govt. Company.

a) A Statement

b) B Statement

c) Both Statements

d) Neither of Statement

(17) If the proponent has no insurable interest in the insured the underwriter will

(a) Accept with reduce sum assured

(b) Decline the proposal

(c) Accept with lien

(d) Accept with extra premium

(18) What is paid by the [insurer](#) when the policyholder decides to discontinue the policy

(a) Forfeiture

(b) Surrender Value

(c) Intermediate Claim

(d) Lapse

(19) A person employed to act on behalf of another in dealing with a third person is called

(a) Lawyer

(b) Broker

(c) Employee

(d) Agent

(20) Which are true

a) Proof of age is necessary for proposal and not for agency application

b) After business is complete agent has no role

a) A Statement

b) B Statement

c) Both Statements

d) Neither of the Statement

(21) Which are true

a) Insurance is necessary to cover risk of living too long

b) Insurance helps one to be less dependent on others

a) A Statement

b) B Statement

c) Both Statements

d) Neither of the Statement

(22) Which statement is not appropriate

- A) When the prospect said that he had taken sick leave for a few days because he wanted to go outstation for an interview, the agent suggested he need not mention it
 - B) Agent suggested to the prospect not to mention the fact that the cause of death of one of the brothers who had died young was cardiac arrest, it was mentioned as accident
- a) A Statement
 - b) B Statement
 - c) Both Statements
 - d) Neither of the Statement

(23) Which statement is not appropriate

- A) The necessity for medical examination depends on S.A.
 - B) The nature of employment may be a factor to dispense with medical exam
- a) A Statement
 - b) B Statement
 - c) Both Statements
 - d) Neither of the Statement

(24) Why does an office conduct special inquiry in the case of death claim which arose after 4 years

- (a) As precaution
- (b) As a Routine
- (c) On suspicion of suppression of facts
- (d) For large sum assured

(25) Loans is available only in the policy if

- (a) It is a with profit policy
- (b) The S.A exceeds Rs.10,000/-
- (c) It is in facts underwriter decision
- (d) None of the above

(26) Which statement is true

- A Lapsed policy can be revived whenever the policy holder choose
 - B A paid up policy is a lapsed policy
- (a) Only statement A
 - (b) Only statement B
 - (c) Both false
 - (d) Both statement

(27) When do the non-forfeiture provision apply

- a) When policy is surrendered
- b) When [loan](#) is taken
- c) When premium is not paid
- d) All above

(28) True – False

- A - DAB is automatic in all [life insurance](#) policies
- B- DAB is an option on payment of additional payment

(29) True – False

- A - Insurance works on the law of large numbers
- B - Insurance is possible only when there are many policyholders

(30) True – False

- A - A policy that has been in force for 10 years can be called into question for misrepresentation
- B - A policy which has been for 10 years called into question for fraud.

(31) True – False

- A - An agent must find out the details of proponent and report the same to the insurer. T
- B - The income of the proponent must be made known to the insurer.

(32) Loan under policy should not exceed

- (a) S.V
- (b) S.A.
- (c) total premium paid
- (d) Bonus

(33) Disability is related to

- (a) Sickness
- (b) Old age
- (c) Loss of limb
- (d) all of them

(34) Agent is subject to

- (a) IRDA regulation
- (b) Term of appointment
- (c) Agent's manual
- (d) All of above

(35) The agent has _____ freedom to act on behalf of insurer

- (a) Limited
- (b) Specified

- (c) full
- (d) none of the above

(36) Write true or false

- a) Insurance is an individual issue and not a social one. -
- b) "Uberrimae Fides" means "utmost Good Faith".
- c) Whole life policy is the best solution for most of the needs of a person. -
- d) There are no "participating" policies in life insurance. -
- e) There is no single premium endowment plan. -
- F) Loan "Value" is equal to 90% of "Surrender Value".

(37) Calculate Premium

Date of Birth = 3.06.1954

Date of Calculation = 1.01.2001

Date of commencement of policy = 1.12.2000

Term = 19 years

Sum assured = Rs.1,00,000/-

Mode = Ordinary – monthly

Accident benefit for Rs.50, 000/- only is required.

Tabular Premiums Age 45 = 76.00

Age 46 = 76.80

Age 47 = 78.00

AGE TO BE TAKEN 46 ANS 659

(38) Calculate the premium on basis of data given below:

Age 35 years

S.A.Rs.60, 000/-

T & T 75 - 20

Tabular premium Rs.68.70 per 1000/- mode I) yearly – II) half yearly –

DAB & EPDB Allowed, Occupational Extra Rs.2 per 1000 per year

(39) Calculate paid up value and special S.V.

S.A. Rs.30, 000 /-

T and T 14 - 15

D.O.C. 18.12.1985

L.P.P. 18.3.1991

Mode Quarterly

Bonus addition: Rs.396/- per 1000/- S.A.

S.V.factor 44.2

(44) Match the following

A B

- a) Proposal C) let the buyer beware
- b) ad idem D) evidence of contract
- c) Caveat Emptor E) Pension
- d) Policy A) basis of contract
- e) Annuity B) of the same mind

(45) Say True or False.

- a) A person's insurable interest in his own life is _____(Unlimited / 10 times his salary / equal to his assets / non of these)
- b) How many years must elapse after cancellation of a license, before a new license can be issued (three / four / five)
- c) To whom should an application for agency license be given _____(IRDA / Insurer / Controller of Insurance / any of them)
- d) Who fixes the limits of doctors for medical examinations _____ (IRDA / Medical council / Insurer / None of these)
- e) Life Insurance premiums are determined by _____ (Accountants / Underwriter / Actuary)

(46) Calculate paid up value and S.V. in the following case

S.A. Rs. 30,000/-

Mode Half yearly

D.O.C. 28/10/1985

L.P.P. 28/04/1996

S.V. Factor 45

TT 14-25

Bonus Addition Rs.770 per 1000/- S.A.

(47) The route or process through which a product is carried to the customer is known as DISTRIBUTION CHANNEL

(48) Age nearer birthday as on 18/06/2000 of a person with date of birth 28/12/1961 is _____39

(49) The days of grace for monthly mode of premium is _____ days.15

(50) EDLI scheme is linked to the payment of _____ (Gratuity / Provident fund / pension)

(51) State whether true or false.

1. Group Gratuity Scheme is beneficial to both the employer as well as employees.
2. Financial planning is not necessary, but agent should seek maximum premium from the customer.
3. There should be no inducement, incase or kind, passing from agent to customer for taking out life insurance.
4. Agents generally get something over and above legitimate commission amount from the insurer.

5. Insurance Advisor is an agent of the insurer and therefore insurer is bound by the acts or omissions of the advisers, there being the principal-agent relationship.
6. As long as the insurer gets the minimum business from an agent, the insurer cannot terminate the agency of such agent.
7. All the information asked in a proposals form is relevant to the assessment of the risk.
8. ONCE the policy lapses there is no way the policy holder can re-start the policy
9. "Nomination" is not compulsory.
10. "Early" claims can be investigated by the insurer.