

**10+2 Vocational
INSURANCE
PAPER I
PRINCIPLES AND PRACTICES OF INSURANCE**

SYLLABUS (THEORY)

Term 2

Insurance of liability and interest: Meaning of liability insurance;

Public liability-introduction, scope of cover , add on cover , exclusions and types,

Professional Indemnity- meaning, scope, who can buy policy ,additional covers , exclusions

Product liability insurance- meaning, scope, need, add on covers , how to get claim

Fidelity Guarantee Insurance- Introduction, Conditions, Different Types of Fidelity Guarantee Insurance- Commercial- individual, collective, position , excess floating policies ,blanket policy

Package policy: meaning of package policy, Domestic multi Risk, Traders combined, bankers blanket, jewellers block, marine cum erection, storage cum erection insurance policy.

Specialized Insurance- Industrial all risk insurance, Advance loss of profit cover, oil & energy risk insurance, satellite insurance

Health Insurance- meaning , need, exclusion, benefit of health insurance types of health insurance- hospitalization plans, daily cash benefit plan, critical illness plans, senior citizen health insurance, family floater plan ,
difference between mediclaim and health insurance

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INSURANCE
PAPER II
INSURANCE LEGISLATION
SYLLABUS (THEORY)**

Term 2

Registration of Insurance company- general insurance requirements, capital structure requirements , procedure of obtaining registration certificate, renewal, suspension, cancellation of registration

Complaint Against Insurer- meaning, procedure of filing complaint against insurer

IRDA- Introduction, duties, objectives, mission, composition of authority and their tenure

Books Maintained By Insurance Companies- Statutory books- register of agents, register of policies, register of claims and subsidiary books

Assignment and nomination-

Assignment- meaning , features, types- absolute and conditional, criteria for making assignment- situations where policies can be assigned and what to check before assigning a policy, procedure of assigning policy,

Nomination- meaning, provisions regarding nomination, change and withdrawal of nomination, minor nominee, nomination versus assignment

Insurance documents- proposal form- claim form, renewal forms cover note policy document

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INSURANCE
PAPER III
INSURANCE SALESMANSHIP
SYLLABUS (THEORY)
Term 2

Agent:- meaning, qualification, selection and training, duties, responsibilities, functions of agent, license of insurance agents, types of insurance agents-captive agents and independent agents, advantages and disadvantages of captive agents and independent agents, commission structure, code of conduct of insurance agents- unfair practices

Development officer:- meaning, qualification, selection process, qualities

Bancassurance- meaning, need, advantages and models of bancassurance- distribution alliance model, joint venture model, full integration model, build and buy model

Buying an Insurance Policy- procedure of buying life insurance policy, procedure of buying motor insurance policy, procedure of buying fidelity guarantee insurance policy, procedure of buying fire insurance policy, procedure of buying marine insurance policy.

Insurance Documents[To enter into a contract] Proposal form, endorsement, renewal notice