

# Teaching Lesson Plan

MDC/MNV

## FUNDAMENTALS OF INSURANCE (MNV)-B

Lecture hours: 45

**OBJECTIVES:** Impart theoretical base on fundamental principles of the insurance business

SN	Subject and Objectives	Lectures Hrs	Methodology	Evaluation Mode
<b>Unit-I</b>	<b>Introduction to Insurance</b>	<b>12Hrs</b>		
	Introduction to insurance: Purpose and need of insurance: Insurance as a social security tool; insurance and economic development.	12	PPT, Illustrations	Q & A, Assignments
<b>Unit-II</b>	<b>Insurance Agent- Introduction</b>	<b>12Hrs</b>		
	Procedures for Becoming an Agent: Pre-requisite for obtaining a license: Duration of license; Cancellation of license; Revocation or suspension/termination of agent appointment; Code of conduct; Unfair practices.	12	PPT, Illustrations	CIA
<b>Unit-III</b>	<b>Insurance Agent – Functions</b>	<b>12Hrs</b>		
	Functions of the Agent: Proposal form and other forms for grant of cover; Financial and medical underwriting; Material information; Nomination and assignment; Procedure regarding settlement of policy claims.	12	PPT, Illustrations	Q & A, Assignments
<b>Unit-IV</b>	<b>Strategies of Insurance Company</b>	<b>12Hrs</b>		
	Company Profile: Organizational set-up of the company; Promotion strategy; Market share; Important activities; Structure; Product; Actuarial profession; Product pricing - actuarial aspects; Distribution channels.	12	PPT, Illustrations	Q & A, Assignments
<b>Unit-V</b>	<b>Types of Insurance</b>	<b>6Hrs</b>		
	Fundamental/Principles of life Insurance/ Marine/ Fire/Medical/ General Insurance: Contract of various kinds; Insurance Interest.	6	PPT, Illustrations	Q & A, Assignments
<b>Unit-VI</b>	<b>Contemporary Issues</b>	<b>6Hrs</b>		
	Expert lectures, - webinars	6	PPT, Illustrations	Q & A, Assignments

### Reference Books:

1. Mishra M.N: Insurance Principles and practice; S. Chand and co, New Delhi.
2. Insurance principles and practice - Moorthy. A, Margham publications, Chennai.
3. Fundamentals of Insurance- Dr. Periyasamy, Himalaya Publishing Pvt Ltd, Mumbai
4. Insurance Regulatory Development Act 1999

Prepared by Department