

# Roots Institute of Financial Markets

RIFM



**Practice Book**

**Risk Analysis and Insurance Planning**



Roots Institute of Financial Markets  
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# Forward

Welcome to RIFM

Thanks for choosing RIFM as your guide to help you in CFP Certification.

Roots Institute of Financial Markets is an advanced research institute Promoted by Mrs. Deep Shikha CFP<sup>CM</sup>. RIFM specializes in Financial Market Education and Services. RIFM is introducing preparatory classes and study material for Stock Market Courses of NSE , NISM and CFP certification. RIFM train personals like FMM Students, Dealers/Arbitrageurs, and Financial market Traders, Marketing personals, Research Analysts and Managers.

We are constantly engaged in providing a unique educational solution through continuous innovation.

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Faculty and content team, RIFM



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- Retirement Planning & Employees Benefits
- Investment Planning
- Tax Planning & Estate Planning
- Advanced Financial Planning



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# Unit 1

## Risk Analysis

1. Moral hazard is determined on the basis of the data given by\_\_\_\_\_
  - A. Special enquires
  - B. Proponent
  - C. Agent
  - D. All of these
  
2. Which of the following client categories are considered to be a high-risk group in context of accidental death or injury?
  - A. College going student
  - B. Young adult with family
  - C. Matured person of 45 years ago
  - D. Retired person
  
3. Loss of income derived from a property is an example of \_\_\_\_\_
  - A. Consequential Loss arising out of Property risk
  - B. Direct Loss arising out of Property risk'
  - C. Personal Risk
  - D. Liability risk
  
4. Risk management is scientific approach that deals in managing the \_\_\_\_\_
  - A. Speculative Risk
  - B. Static Risk
  - C. Pure Risk
  - D. Dynamic Risk
  
5. Liability arising from the ownership or occupation of a property is an example of \_\_\_\_\_
  - A. Fixed Liability
  - B. General Liability
  - C. Speculative Liability
  - D. Personal Liability
  
6. Perils in insurance means \_\_\_\_\_
  - A. The condition which can increase the loss
  - B. The cause of loss
  - C. Financial loss
  - D. The amount of compensation in case of loss
  
7. Generally in terminology, the pure risks are classified in the following categories \_\_\_\_\_
  - A. Private and Official Risk
  - B. Personal property and liability Risk
  - C. Property and Liability Risk
  - D. None of the above
  
83. All the following statements are true about insurance EXCEPT:-
  - A. A large, uncertain loss is traded for a small, certain loss
  - B. It is a social device for spreading loss over a large number of people



- C. Insurance is a mechanism for handling speculative risk
- D. Insurance transfers risk from one party to a group

84. Normally insurance is an example of .....

- A. Risk prevention
- B. Risk transfer
- C. Risk Retention
- D. Risk Reduction

85. In Insurance, the contingency insured against is usually the.....

- A. Certain financial loss
- B. Financial Loss
- C. Uncertain Financial Loss
- D. All of the above

86. Insurable interest can be acquired in which of the following:-

- I. Custody of property belonging to the other e.g. Bailees.
  - II. Insurable interest between debtor and creditor.
  - III. A lien holder has insurable interest in the property subject.
  - IV. By legal possession of property
- A. I,II and III
  - B. II, IV and III
  - C. I, III and IV
  - D. All of the above

87. The sharing of insurance by two or more insurer in some agreed proportion is called\_\_\_\_\_

- A. Mixed Insurance
- B. Coinsurance
- C. Reinsurance
- D. Proportionate insurance

88. Insurable interest refers to \_\_\_\_\_ -

- A. Interest taken by the insurer in the life of insured
- B. Interest of the insured in the subject matter of insurance
- C. Interest paid by insured to he insurer
- D. Interest paid by insurer to the insured

89. Insuring your home is an example of which of the following?

- A. Self Insurance
- B. A control measure
- C. Risk Retention
- D. Risk transfer

90. According to LALGI if any labour dies his families will get\_\_\_\_\_

- A. Rs. 2000
- B. Rs. 1000
- C. Rs. 3000
- D. Rs. 1500

91. A particular fact is material to the risk or not is decided by the\_\_\_\_\_

- A. Proposer



- B. agent  
C. Underwriter  
D. Any of the above
92. The process of due diligence observed by an insurance agent can be termed as \_\_\_\_\_  
A. Underwriting  
B. Site Check  
C. Inspection  
D. Investigation
93. Whenever an insurer partly reinsures the risk with Reinsurers, it is a case of \_\_\_\_\_  
I. Risk avoidance  
II. Risk Transfer  
III. Risk Retention  
A. I and II  
B. II and III  
C. Only I  
D. I and III
94. Risk control means \_\_\_\_\_  
A. Avoiding, reducing and eliminating the chance of occurrence of all events  
B. Anticipation, ascertaining and increasing the chances of occurrence of loss producing events or limiting the severity of losses that do happen  
C. Avoiding, reducing and eliminating the chances of occurrence of loss producing events or limiting the severity of losses that do happen  
D. None of the above
95. Risk is an inevitable part of human life. The main methods to handle risk are \_\_\_\_\_  
A. Avoidance, Distribute, Transfer  
B. Retention, Avoidance Rejection  
C. Avoidance, Retention, Transfer  
D. Control, Rejection, Transfer
96. Insurance provides protection against.....  
A. Dynamic Risk  
B. Speculative Risk  
C. Fundamental Risk  
D. Pure Risk
97. Insurance is based on broadly 2 parameters, namely \_\_\_\_\_ and \_\_\_\_\_.  
A. Risk transferring & law of large numbers  
B. Insurable Interest & distribution of profits among the insured group  
C. Risk retention and self insurance  
D. None of the above
98. Loss that results from terrorist attack would be \_\_\_\_\_ in nature.  
A. Negligible  
B. Catastrophic  
C. Provisional  
D. Calamity



202. A car insurance policy with an excess of 800 in order to reduce the amount of the Regular premium is considered to be:

- A. Self insurance
- B. Risk transfer
- C. Partial risk retention
- D. Complete risk retention

203. What is the Last step in the risk management process?

- A. Implement appropriate strategy
- B. Identify the risk
- C. Develop alternatives
- D. Monitor, review and update strategy

204. The principle of indemnity is not applicable to life insurance because

- A. It doesn't meet the requirements of life insurance contract
- B. It is applicable to general insurance contract
- C. The monetary value of a person cannot be measured accurately
- D. None of the above

205. The following is the similarity between insurance and gambling

- A. Promise to pay on the happening of an event
- B. The amount of loss to be paid is known beforehand
- C. Both the parties win on happening of an event
- D. Both are enforceable at law

206. The income of a client is used to determine:

- I. The amount of income protection cover required
  - II. The amount of premium loading and/or any exclusion applicable to the policy
  - III. What level of income would be required for dependants in the event of premature death?
  - IV. What level of income would be required in the event of disability?
- A. I and II
  - B. II and IV
  - C. I, III and IV
  - D. I, II and IV

207. Which of the following is a benefit of having multiple lives covered under the one policy?

- A. The premium is calculated based on the details of 'the person of least risk'
- B. The clients are only required to pay the equivalent of one person's premium, being whichever is the most expensive
- C. Each of persons covered has access to their own sum insured plus that of the other life insured, effectively doubling their level of cover
- D. The clients only incur one policy fee

208. A financial adviser must demonstrate to the underwriter that they have considered:

- A. The insurer's requirements, for the proposed amount of cover, has been fulfilled
- B. Their clients ability to meet the cost of premiums
- C. Alternative methods to control or avoid the risk
- D. The amount of risk that the insurer is taking on by accepting the client





209. Step 2 in the insurance review process is, 'Establish changes in client circumstances'. What would NOT be considered a 'change'?

- A. The client is made redundant
- B. The client wants their insurances reviewed more frequently
- C. The client's mother has permanently moved in
- D. The client's marriage recently ended

210. A client explains that she only wants an insurance policy that will cover her family against financial risk over the next five years, while she still has dependent children and a large mortgage. It is unlikely her income will increase over this period. What type of insurance is she looking for?

- A. An unit linked insurance plan
- B. Money back policy
- C. Term insurance with a level premium
- D. Term insurance with a stepped premium

211. Mrs. Kavita, a 40-year-old widow, has a 8-year-old son. Her current savings are not adequate to provide for her son's post graduate studies however she will be able to save it up by the time he finishes graduation i.e. when he is 20 years old. Mortality tables indicate that her life expectancy is another 30 years. Which of the following is true?

- A. She needs to insure her life for 12 years
- B. She does not need to insure her life
- C. She needs to insure her life for 30 years
- D. She needs to insure her son's life for 30 years

212. Mohan, 36 years and married, works for a multinational firm, which provides adequate medical and related covers. He is also able to accumulate sick leave. He already has his own home and savings of Rs. 35 lakh, which are well invested. Which insurance cover does he require the most?

- A. Life Cover
- B. Medical Cover
- C. Property Insurance
- D. Temporary Total Disablement Cover



Answer Sheet Unit 1

1	D	44	C	87	B	130	C	173	D	216	A
2	A	45	D	88	B	131	B	174	C	217	A
3	A	46	A	89	D	132	A	175	C	218	D
4	C	47	A	90	C	133	B	176	C	219	C
5	D	48	D	91	C	134	C	177	B	220	D
6	B	49	A	92	A	135	A	178	A	221	A
7	B	50	A	93	B	136	C	179	B	222	B
8	B	51	C	94	C	137	B	180	B	223	A
9	B	52	D	95	C	138	A	181	A	224	A
10	C	53	A	96	D	139	D	182	D	225	A
11	B	54	B	97	A	140	A	183	B	226	D
12	C	55	C	98	B	141	C	184	A	227	B
13	A	56	C	99	D	142	A	185	B	228	C
14	C	57	C	100	B	143	D	186	B	229	D
15	C	58	C	101	C	144	B	187	D	230	B
16	B	59	A	102	C	145	C	188	A	231	B
17	D	60	A	103	D	146	A	189	D	232	A
18	B	61	B	104	A	147	D	190	D	233	B
19	B	62	A	105	D	148	C	191	D	234	D
20	B	63	A	106	C	149	D	192	D	235	B
21	D	64	C	107	B	150	B	193	A	236	D
22	D	65	D	108	A	151	B	194	B	237	C
23	D	66	B	109	A	152	A	195	B	238	C
24	B	67	C	110	C	153	C	196	D	239	B
25	C	68	D	111	B	154	D	197	C	240	A
26	D	69	C	112	B	155	C	198	C	241	A
27	B	70	D	113	C	156	C	199	D	242	B
28	C	71	A	114	C	157	C	200	A	243	A
29	C	72	C	115	D	158	B	201	D		
30	B	73	B	116	C	159	C	202	C		
31	B	74	A	117	B	160	D	203	C		
32	A	75	D	118	B	161	A	204	C		
33	A	76	C	119	C	162	A	205	A		
34	C	77	B	120	A	163	D	206	C		
35	C	78	A	121	B	164	A	207	D		
36	B	79	C	122	D	165	C	208	A		
37	B	80	A	123	B	166	B	209	B		
38	C	81	C	124	B	167	A	210	C		
39	B	82	A	125	D	168	A	211	A		
40	D	83	C	126	A	169	C	212	A		
41	B	84	B	127	C	170	D	213	A		
42	A	85	C	128	C	171	B	214	D		
43	C	86	D	129	D	172	B	215	C		



## Unit 2

### Insurance Concepts

244. What does the insured's duty of disclosure mean?
- A. The insured must disclose everything to the insurer
  - B. If a proposer does not answer on the application form, the insurer does not have to pay claims
  - C. The insured must disclose to the insurer every relevant matter known
  - D. If an application form is ambiguous, and as such the meaning is misunderstood by the insured, the insurer can claim non-disclosure
245. Insurance is an agreement to
- A. Share the losses
  - B. Spread the economic burden throughout the group
  - C. Make the individual feel more secure
  - D. All of the above
246. (A) Under the principle of indemnity, the amount payable by the insurer in the event of contingency insured against happening, payment will be limited to the loss the insured suffers.  
(B) In certain forms of medical/health insurance, the principle of indemnity is applicable
- A. Statement A is only correct
  - B. Statement B is only correct
  - C. Statement A and B are incorrect
  - D. Statement A and B are correct
247. Which among the following limits the applicability of the principle of indemnity in insurance?
- A. The subject matter of insurance is the insured's interest in that subject
  - B. The maximum liability of the insurer is limited to the sum insured
  - C. The sum insured may not always reflect the full value at risk
  - D. The value at risk is usually the depreciated value
248. A person owns a flat worth (market value) Rs.200000. He had insured it only for Rs 1, 50,000. The flat is damaged by an earthquake, which loss is assessed at Rs.40000. Assuming the insurer applies the principle of Average to the loss, the insured will get a claim payment of
- A. Rs.30,000
  - B. Rs.53,333
  - C. Rs.40,000
  - D. No
249. In life insurance, for a claim to be entertained, insurable interest must exist
- A. At the time of contract
  - B. At the time of occurrence of loss
  - C. Both at (a) and (b)
  - D. None of the above
250. In the above question if contract is for property insurance(excluding marine insurance) insurable interest must present
- A. At the time of contract.
  - B. At the time of occurrence of loss.
  - C. Both at (a) and (b) above.
  - D. None of the above.



251. (A) Debtors have insurable interest on the lives of creditors  
(B) Children have insurable interest on the lives of parents
- Statement A is only correct
  - Statement B is only correct
  - Statements A and B are incorrect
  - None of these
252. In marine insurance claims, insurable interest must shown to exist at the time of
- Loss
  - Contract
  - Both a and b above
  - None of the above
253. The principle of subrogation enables
- An insured to recover to the extent of indemnity (loss) only
  - To prevent the insurer from recovering more than the amount paid as claim
  - The insurer to reduce overall losses
  - All of the above
330. Consideration under the law is a return promise to:
- Do certain things
  - Abstain from doing certain things
  - Forbear some acts
  - A minor
- I,II and III only
  - I,II and IV only
  - I,III and IV only
  - II,III and IV only
331. Besides meeting the essential requirement of a valid contract (offer and acceptance, consideration etc) the following must be there for a contract to be present.
- Duty of care
  - Consensus ad idem
  - Waiver and Estoppel
  - None of these
332. In a life insurance contract, offer refers to
- Proposer paying the first premium
  - Proposer's application form for insurance
  - Original policy bond
  - Company brochure duly authenticated
333. In life insurance
- Consideration is the payment of premium by the insured
  - Consideration is the payment of premium or the promise to pay future premiums
- Statement I alone is correct
  - Statement II alone is correct
  - Statements I and II are both correct
  - None of the above
334. I. Payment of the first premium is legal consideration



II. Payment of the first year's premium as also the subsequent two years' premium constitute legal consideration.

- A. Statement I is correct
- B. Statement II is correct
- C. Statement I and II are both incorrect
- D. None of these

335. When it is said that insurance contracts, generally speaking are contracts of indemnity, the reference is to

- A. Life insurance
- B. Group insurance
- C. Reinsurance
- D. Non-life or general insurance

336. What is a proposal?

- A. A request for an insurance cover
- B. An offer to enter into a contract
- C. Both statements are correct
- D. Both statements are wrong

337. Policy document is \_\_\_\_\_

- A. Evidence of the contract
- B. Evidence of risk
- C. Evidence of the company having accepted premiums
- D. None of the above

338. Of the following which is the basis of the contract?

- A. Proposal form
- B. Agent's confidential report
- C. Occupational query form
- D. Medical report

339. Parties to a contract must have intention to create \_\_\_\_\_ relationship.

- A. Social
- B. Legal
- C. Political
- D. Emotional

340. Offer in life insurance contract refers to :

- A. Proposer paying first premium
- B. Proposer's filling up application form for taking insurance
- C. Original policy document
- D. Company's brochure duly authenticated

341. The application of the law of contract does not apply to \_\_\_\_\_ contracts.

- A. Insurance
- B. Stock markets
- C. Property deals
- D. None of them

342. Insurance can be \_\_\_\_\_ contracts.

A = Benefit, B= Indemnity, C= Negotiated.



- A. Only A
- B. Either B or C
- C. Only A
- D. Only B

343. An insurance contract can be described as a contract of \_\_\_\_\_.

- A. Indemnity
- B. Profit
- C. Capital gains
- D. Earning return

344. In an insurance contract the side making the offer is \_\_\_\_\_

- A. The insurance company
- B. The insured
- C. The beneficiary
- D. All of the above



Answer Sheet Unit-2

244	C	278	D	312	D	346	C
245	D	279	D	313	C	347	D
246	D	280	C	314	A	348	A
247	C	281	C	315	B	349	A
248	A	282	B	316	A	350	D
249	A	283	B	317	A	351	C
250	C	284	B	318	D	352	D
251	C	285	B	319	A	353	B
252	A	286	D	320	B	354	C
253	D	287	A	321	A	355	D
254	D	288	A	322	D	356	A
255	B	289	D	323	D	357	C
256	A	290	D	324	A	358	B
257	A	291	B	325	A	359	B
258	D	292	C	326	D	360	C
259	A	293	B	327	B	361	C
260	A	294	C	328	A	362	B
261	C	295	D	329	A	363	D
262	D	296	C	330	A	364	D
263	A	297	D	331	B	365	B
264	A	298	B	332	B	366	B
265	C	299	C	333	B	367	A
266	A	300	A	334	A	368	D
267	C	301	C	335	D	369	A
268	C	302	A	336	C	370	D
269	B	303	C	337	A	371	D
270	B	304	A	338	A	372	B
271	D	305	D	339	B	373	B
272	C	306	B	340	B	374	A
273	D	307	A	341	D	375	C
274	D	308	B	342	B	376	C
275	B	309	B	343	A		
276	C	310	C	344	B		
277	B	311	A	345	B		



## Unit 3

### Insurance Policies and Strategies

390. General insurance policies shall be void unless the person affecting the insurance has an insurable interest in that property at the time the policy is affected as well as at the time of the occurrence of the insured event.

- A. True
- B. False

391. Amita purchased collision insurance on her new car. While Amita was driving home from work, another driver failed to stop at the traffic signal and hit Amita's car. Amita called up her insurance agent and reported the accident. The agent said, "Don't worry, Amita, we'll pay to get your car fixed. And after we pay for the damage to your car, we will try to collect the damages from the driver who damaged your car." The process the agent described is called \_\_\_\_\_.

- A. Waiver.
- B. Consideration.
- C. Estoppels.
- D. Subrogation.

392. For dependent parents, the least important risk to be covered is

- A. Life insurance cover
- B. Hospitalization / Sickness Insurance
- C. Disability Insurance
- D. Long term Care cover

393. Liability exposure is NOT

- A. Self - injury in an accident
- B. Injury to employees
- C. Bodily injury or property damage
- D. Professional negligence in giving advice

394. Mohan and Sohan are healthy, able bodied men. Mohan lives on a flood plain and Sohan lives on a hill next town. While talking out insurance, the insurance company proposes a higher premium for Mohan. How would you discuss the present situation?

- A. Both are healthy, so both should be charged the same premiums
- B. They should get a discount for being healthy
- C. Living on a flood plain does not in any way affect the premium
- D. Mohan should understand that that the risk is higher so the premium is also higher.

395. Mr. Rihan lives in Kerela, which is not earthquake prone. He decides to take out insurance on his property. As an insurance advisor, you would advise him that \_\_\_\_\_.

- A. He should not take out property insurance since he does not need it.
- B. He should not take the earthquake option, since it will be expensive
- C. He should not take out property insurance, since it will be expensive
- D. He can take out property insurance as the premium will depend on the risk and will therefore be cheaper.

396. Which of the following is NOT a control measure, which may be used to reduce Property risk?

- A. Extinguishers and fire blankets
- B. An excess on the house and contents insurance
- C. Car alarm





D. Cutting back trees around the home

397. Professional Indemnity Insurance upholds that:

- I. Duty of care is owed by suppliers of advice or information
  - II. Suppliers of advice or information present themselves as having special skill and knowledge in the area that the information is related to
  - III. It was reasonable that the person who took the advice or information would rely and act on that advice
  - IV. Liability only arises as a result of dishonest service
- A. I, II, III & IV
  - B. I, III & IV
  - C. I, II & IV
  - D. I, II & III

398. One of the items stated below, will not generally have an impact in estimating the incidence and severity of losses and determining the premium for motor car insurance

- A. Make
- B. Age
- C. Color
- D. Rating zone

399. Sohan made a proposal for insurance cover to protect his holiday home property which was occupied on and off during the year. One of the following perils may be excluded from the cover by the insurance company?

- A. Fire
- B. Third party liability
- C. Theft
- D. Loss of rental income

400. The following are important exclusions from personal accident cover except for one item, which is

- A. War and nuclear risks
- B. Insane people
- C. Horse race jockeys
- D. Persons with existing disablement

401. A typical personal accident policy would normally have provisions to pay

- A. 2% of the sum assured per week up to a maximum of 52 weeks
- B. 1% of the sum assured per week up to a maximum of 104 weeks
- C. 1.5% of the sum assured per week up to a maximum of 48 weeks
- D. None of these

402. (A) For electronic goods the basis for claim is replacement value

(B) No, it is market value

- A. Statement A alone is correct
- B. Statement B alone is correct
- C. Statement A and B are both incorrect
- D. None of these

477. The Life Insurance claim is not payable if the life insured commits suicide within\_\_\_\_\_

- A. 1Year
- B. 2 Year
- C. 3 Year
- D. Any time during policy period



478. What does annuity signifies?

- A. Regular monthly payments
- B. Regular quarterly payments
- C. Regular half yearly payments
- D. All of the above

479. Nomination can be made subsequent to issuance of policy by\_\_\_\_\_

- A. Passing an Endorsement
- B. Intimating the insurer
- C. Intimating the new nominee
- D. Both A & B

480. State which of the following statement is correct?

- A. A policyholder loses his rights on the policy money once the assignment is done
- B. Assignment can be cancelled by crossing/tearing the deed of assignment
- C. Both the statements above are correct
- D. Both the statements above are wrong

481. What do you mean by proposal form?

- A. It is written document by medical examiner
- B. It is a document submitted by prospective insured to insurance company
- C. It is written document by insurance broker
- D. None of the above

482. A policy that has been assigned will revert back to the assignor\_\_\_\_\_

- A. If the assignment is conditional
- B. Whenever the assignor demands it
- C. When the conditions specified in the conditional assignment are completed
- D. On maturity of the policy

483. Numerical rating systems refers to\_\_\_\_\_

- A. Rating of performance of insurers
- B. Rating of premium of standard lives
- C. Rating of performance of agent
- D. Rating the risk of proposer

484. Implosion in fire insurance means

- A. Inward burst
- B. Sudden burst with loud report
- C. Damage caused by corrosion
- D. Damage cause by tempest

485. State which of the following Statement is true

Statement A: Declaration by insured/proposer, in proposal form is accepted by insurer based on the Principle of Utmost Good Faith

Statement B: Declaration by insured/proposer, in proposal from is accepted by the insurer based in the principle of indemnity

- A. Both Statement A & B are true
- B. Only Statement A is True
- C. Only Statement B is True



D. Both Statements A & B are False

486. Kavita, aged 34 years, is having a policy of Rs. 1, 25,000 and paying a premium of Rs. 2,000 for last 12 years. The cash surrender value of this policy is at the end of previous year was Rs. 30,000. It is estimated that by this year end, the cash surrender value of this policy would be Rs. 34,000. New term insurance of sum assured of Rs. 1, 00,000 costs Rs. 400 per annum today as per Kavita. If rate of interest is 7% then advise Niharika if it is better to continue this policy or discontinue it?

- A. To discontinue the policy
- B. To continue the policy
- C. More information required
- D. None of the above

630. A group of 55000 persons each aged 40 years wish to apply for term insurance for a one year period for a sum of Rs. 3,00,000. If mortality tables show that out of 60, 00,000 people 55,000 die within a year, find the premium to be paid by each of the 55000 applicants.

- A. 1500
- B. 1250
- C. 1400
- D. 2750

631. The life assured under an endowment without profits policy for 20 years for Rs. 100000/- SA with DAB rider died on 30<sup>th</sup> June 2007 committing suicide. The policy was taken on 21<sup>st</sup> March 2007 and was backdated to 1<sup>st</sup> April, 2006. Determine the amount of claim payable.

- A. Nothing
- B. 1 lakh
- C. 2 lakhs
- D. Return of premium

632. A person has a premium due on 15 November. Since he was traveling abroad he has not been able to pay the premium. After he is back on 25 November can he pay the premium?

- A. Yes, because a person can pay premium anytime
- B. Yes, because the time falls within the grace period clause of the policy
- C. No, because the due date was the last date for payment
- D. No, because the premium can only be paid after a month

633. A person wants to ensure that while he has taken the necessary life insurance cover there is also some protection to him and his family in case there is a serious illness that affects the person, which can drain him of financial resources. In such a situation one can take the option of which rider?

- A. Waiver of premium
- B. Accidental death
- C. Critical illness
- D. Guaranteed insurability

634. When a rider is taken on an insurance policy along with an additional benefit there would be an additional cost in terms of \_\_\_\_\_

- A. Higher premium
- B. Lower premium
- C. Lower benefit
- D. Same benefit

635. Calculate half yearly premium on SA 150000/- on the basis of the following data:



- Plan Term – Endowment 25 years, tabular premium Rs. 53.40 per thousand
- Accepted with DAB extra Re.1 per thousand S.A.
- Occupation Extra Rs. 3 per thousand
- S.A. Rs. 1, 50,000 Rebate Rs. 2
- Yearly Mode = Rebate – less 3%
- Half yearly premium – Rebate – Less 1.5%
- Quarterly premium – Rebate – Nil
- Monthly premium – Rebate – plus 5%
  - A. 8070
  - B. 4095
  - C. 7740
  - D. 8610

636. Which of the following is / are true regarding the ownership of life insurance?

1. A policy can only be issued to the insured.
2. Generally, assigning a policy requires proof that the insured is still “insurable” meaning still in good health.
3. Only a person with an insurable interest, generally a relative, a business associate, or lender, can be named as a beneficiary.
4. The owner can assign (transfer) the policy to whomever he or she chooses, even if the assignee has no insurable interest.
  - A. 1, 2, and 3 only.
  - B. 1 only.
  - C. 2 and 4 only.
  - D. 4 only.

637. The amount required to meet the risk of death for a given age in a particular year is called \_\_\_\_\_

- A. Risk premium
- B. Net premium
- C. Gross premium
- D. None of the above

638. The proposal form includes:

- A. Personal details of the client
- B. Policy details
- C. Information about the insurer
- D. Risk factors in insurance business

639. The proposal form has to be signed by :

- A. The proposer and witnessed by a third party
- B. The proposer and the agent
- C. The proposer and the person whose life is to be assured
- D. Both A and C

640. The surplus generated from the investment division of an insurance company, which is distributed amongst the policyholders is called as \_\_\_\_\_

- A. Bonus
- B. Interest
- C. Maturity value
- D. None of the above

813. Domiciliary hospitalization period is defined as \_\_\_\_\_

- A. One day



- B. Two days
- C. Three days
- D. Four days

814. Bhavishya Arogya policy is meant for persons in the age group between \_\_\_\_\_

- A. 25 to 55 years
- B. 30 to 55 years
- C. 25 to 60 years
- D. 30 to 60 years

815. The waiting period under a disability benefit policy refers to \_\_\_\_\_

- A. The period of time that must elapse before the policy benefit commence.
- B. The period of time that must elapse between submission of claim and settlement of the claim.
- C. The period of time that must elapse before the issue of the policy document.
- D. The period of time that must elapse before the proposal can be considered.

816. Under an Overseas Travel Insurance policy, the maximum cover for third party liability is

- A. US \$ 1,00,000
- B. US \$ 2,00,000
- C. US \$ 5,00,000
- D. None of the above

817. Insurance under Disability Insurance is not provided for \_\_\_\_\_

- A. Disabilities caused by sickness
- B. Disabilities caused by accidents
- C. Disabilities caused by hereditary causes
- D. None of these

818. A Hospital Expenses Insurance policy will NOT cover:

- A. Expenses incurred due to outstation treatment
- B. Pre and post hospitalization expenses
- C. Hospitalization expenses following an accident injury
- D. None of these

819. Under a disability benefit policy, the waiting period is the period of time that must elapse \_\_\_\_\_

- A. before the issue of the policy document
- B. before the policy benefit will commence
- C. before the proposal can be considered
- D. before the settlement of claim after submission

820. When should one inform the insurer in case of a health insurance claim?

- A. When the insured person is hospitalized
- B. When the health disorder is noticed
- C. When the course of treatment for the insured person is complete
- D. When the bills of the hospital, where the insured individual was hospitalized, are paid.

821. Which of these claims is applicable under disability benefit claims?

- A. The policy holder has to undergo a medical examination by an approved medical examiner
- B. The policy holder has to submit medical certificates from the attending doctor
- C. The policy holder has to undergo specific medical examinations
- D. All of these



822. Identify the element mentioned below that is not a factor for premium consideration in Overseas Medical/Travel insurance.

- A. Age of the proposer
- B. Purpose of the trip
- C. Duration of the trip
- D. Amount of life insurance cover held

823. Are the premiums for a business insurance policy tax deductible?

- A. Yes
- B. No
- C. Yes, but only if the purpose of the policy is to cover a revenue loss
- D. Yes, but only if the purpose of the policy is to cover a capital loss



### Answers Unit 3

377	C	420	D	463	B	506	C	549	C
378	C	421	B	464	A	507	D	550	A
379	B	422	D	465	A	508	D	551	D
380	A	423	C	466	A	509	A	552	C
381	D	424	B	467	B	510	D	553	D
382	C	425	B	468	B	511	D	554	C
383	C	426	C	469	D	512	A	555	A
384	B	427	B	470	A	513	A	556	C
385	C	428	A	471	D	514	A	557	A
386	C	429	A	472	A	515	A	558	C
387	C	430	D	473	A	516	C	559	B
388	B	431	D	474	D	517	D	560	C
389	C	432	B	475	A	518	B	561	C
390	A	433	D	476	B	519	B	562	D
391	D	434	B	477	A	520	D	563	A
392	A	435	A	478	D	521	D	564	A
393	A	436	B	479	D	522	A	565	B
394	D	437	A	480	A	523	C	566	B
395	D	438	C	481	B	524	D	567	C
396	B	439	A	482	C	525	C	568	D
397	D	440	B	483	D	526	B	569	C
398	C	441	C	484	A	527	A	570	A
399	C	442	B	485	B	528	B	571	A
400	C	443	C	486	B	529	A	572	D
401	B	444	A	487	B	530	C	573	B
402	A	445	B	488	A	531	B	574	C
403	D	446	C	489	B	532	C	575	B
404	B	447	B	490	D	533	B	576	B
405	B	448	C	491	D	534	A	577	D
406	C	449	C	492	B	535	C	578	B
407	A	450	B	493	A	536	C	579	C
408	B	451	C	494	C	537	A	580	B
409	A	452	B	495	C	538	C	581	D
410	D	453	B	496	C	539	C	582	C
411	C	454	C	497	D	540	A	583	C
412	D	455	A	498	A	541	D	584	A
413	C	456	C	499	B	542	A	585	A
414	D	457	D	500	A	543	A	586	C
415	C	458	B	501	A	544	B	587	B
416	A	459	B	502	C	545	A	588	C
417	D	460	D	503	A	546	B	589	C
418	B	461	C	504	B	547	B	590	C
419	A	462	D	505	B	548	A	591	C



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592	C	635	B	678	B	721	C	764	D	807	A
593	A	636	D	679	C	722	A	765	D	808	D
594	D	637	A	680	B	723	A	766	A	809	A
595	A	638	A	681	C	724	B	767	B	810	C
596	C	639	C	682	C	725	C	768	B	811	B
597	A	640	A	683	A	726	D	769	B	812	A
598	A	641	C	684	B	727	A	770	D	813	C
599	D	642	A	685	C	728	B	771	A	814	D
600	B	643	B	686	D	729	C	772	A	815	A
601	B	644	C	687	C	730	D	773	A	816	A
602	D	645	B	688	A	731	C	774	B	817	C
603	A	646	C	689	C	732	A	775	B	818	A
604	A	647	B	690	A	733	A	776	D	819	D
605	A	648	A	691	A	734	A	777	A	820	A
606	C	649	A	692	B	735	D	778	B	821	D
607	B	650	A	693	D	736	D	779	C	822	D
608	D	651	C	694	B	737	D	780	D	823	C
609	D	652	B	695	A	738	A	781	C	824	D
610	A	653	A	696	A	739	B	782	C		
611	B	654	A	697	C	740	C	783	C		
612	A	655	C	698	A	741	A	784	D		
613	D	656	A	699	B	742	C	785	A		
614	A	657	C	700	B	743	E	786	D		
615	A	658	D	701	A	744	B	787	D		
616	C	659	D	702	A	745	B	788	D		
617	A	660	C	703	A	746	A	789	B		
618	C	661	B	704	B	747	C	790	A		
619	C	662	B	705	B	748	A	791	B		
620	B	663	C	706	A	749	D	792	D		
621	C	664	C	707	C	750	A	793	A		
622	A	665	B	708	D	751	B	794	C		
623	A	666	A	709	A	752	D	795	D		
624	A	667	B	710	B	753	A	796	C		
625	C	668	C	711	D	754	A	797	C		
626	C	669	D	712	A	755	C	798	C		
627	A	670	B	713	C	756	C	799	D		
628	A	671	C	714	B	757	D	800	D		
629	B	672	D	715	A	758	B	801	C		
630	C	673	B	716	B	759	D	802	A		
631	A	674	D	717	C	760	C	803	D		
632	B	675	B	718	C	761	A	804	C		
633	C	676	A	719	A	762	B	805	D		
634	A	677	C	720	D	763	B	806	B		





## Unit 4

# Environment of an Insurance Advisor

836. In case of assessment of loss where the assessment is not carried out by licensed surveyor and loss assessor.

- A. Up to 20000/-
- B. More than 20000/-
- C. None
- D. Both A & B

837. In case of Non-Marine losses insured can exercise/opt for \_\_\_\_\_ as per policy in case amount offered by insurer is not acceptable to insured..

- A. Arbitration
- B. Litigation
- C. Grievance Redressal Committee
- D. Ombudsman

838. Which Surveyor's services are mandatory under section 64UM of Insurance Act 1938 where loss is 25000/-?

- A. Independent Surveyor
- B. In-House surveyor
- C. Both
- D. None of the above

839. Select the correct option in respect of pecuniary jurisdiction of the National Commission under the Consumer Protection Act 1986.

- A. Above Rs. 20 lakhs and up to Rs. 40 lakhs
- B. Above Rs. 20 lakhs and up to Rs. 50 lakhs
- C. Above Rs. 40 lakhs
- D. Above Rs. 20 lakhs and up to Rs. 40 lakhs

840. Which approach is good?

- A. Agent advises his prospect that he need not mention that he is an NRI.
- B. Agent advises his prospect that he need not mention death due to suicide in his family.
- C. Both approaches.
- D. Neither.

841. Which approach is good?

- A. Agent advises his prospect not to mention his previous criminal conviction.
- B. Agent sells term insurance policy to a prospect who wants to provide for his old age.
- C. Both approaches.
- D. Neither.

842. Which approach is good?

- A. Agent advises his prospect not to mention his earlier dropped proposal submitted under a different agency.
- B. Agent advises his client to include all his previous policies in the present proposal.
- C. Both approaches are good.
- D. Neither approach is good.



843. Insurance advertisements should not \_\_\_\_\_

- A. Distort facts
- B. Mislead consumer
- C. Throw competition in bad light
- D. All of the above.

844. State which of the following statements is correct

- A. Agent fills up the gaps in the proposal form left by the proposer.
- B. Agent declines to fill the proposal form himself.
- C. Both statements above are correct
- D. Both statements above are wrong

845. State which statement is correct?

- A. Ombudsman is created by IRDA Act.
- B. Proportional paid up value is guaranteed by the Insurance Act 1938.
- C. Both statements are correct.
- D. Both statements are wrong

846. Social sector includes \_\_\_\_\_

- A. Formal sector
- B. Organized sector
- C. Economically vulnerable sector
- D. None of these

847. Consensus ad idem means parties are of \_\_\_\_\_ mind.

- A. Two
- B. Differing
- C. Same
- D. All of these

956. Reinsurance cannot exist \_\_\_\_\_

- A. Without its global character
- B. Without captive insurers
- C. Without there being direct insurance.
- D. Without past data of catastrophe risk covered

957. Every reinsurance instrument executed out of India chargeable with duty may be stamped \_\_\_\_\_

- A. Within four months
- B. Within five months
- C. Within three months
- D. Within six months

958. A person takes insurance for Rs. 5 Lakhs from one insurance company and Rs. 3 Lakhs from another for the asset worth Rs. 8 Lakhs. In this case when there is a loss of Rs. 6 Lakhs then the total sum paid by the two insurance companies put together will be \_\_\_\_\_

- A. Rs. 5 Lakhs
- B. Rs. 6 Lakhs
- C. Rs. 8 Lakhs
- D. None of the above



959. Rohan was driving his car home from work, when a pit dug by the municipal corporation in the road, remained open and unmarked. He met with an accident and had to be hospitalized for 3 months. What are the insurance claims that can arise from this accident?

- A. Rohan can claim personal insurance for the accident, as it was not caused by negligence on his part; the municipal corporation cannot claim third party loss insurance to pay damages to Anand, as it was negligent. Anand can claim insurance for damage due.
- B. Rohan can claim temporary disability insurance and insurance for his damaged car
- C. Rohan has to apply to the municipal corporation for damages, which the corporation will pay out of its claims for liability to third party. His motor insurance will cover damages to his car.
- D. Since the municipal corporation was negligent, it would not be able to lodge a claim to recover payment of damages to Rohan. Rohan will only receive motor insurance claims on his car.

960. State which of the following statements is correct?

- A. Running down other insurance companies is not wrong
- B. The agent has to ensure that no extra is charged by the underwriter
- C. Both the above statements are correct
- D. Both the above statements are wrong

961. Mohan owns a laptop that was stolen. The laptop cost Rs. 35,000 when it was purchased one year back. A similar laptop can be bought today for Rs. 20,000. Assuming that the laptop was 50% depreciated, what is the amount payable by the insurer? Assume deductible to be Rs. 1,000.

- A. Rs. 9,000
- B. Rs. 10,000
- C. Rs. 19,000
- D. Rs. 34,000

962. Sohan, the driver, driving Mohan's car (Mohan was traveling in the car) was involved in a collision accident against the boundary wall of Rohan's house and also injured Rohan, Ram's neighbour. It was later ascertained that driver Sohan was under the influence of alcohol. One of the perils mentioned below will not be covered while setting the claim:

- A. Repair charges to Mohan's car
- B. Boundary wall repair charges of Mohan's house
- C. Medical treatment charges of Mohan
- D. Medical treatment charges of Rohan

963. Rate of premium depends on the basis of \_\_\_\_\_

- A. Age
- B. Term
- C. Policy type
- D. All of the above



Answer Sheet Unit – 4									
825	C	861	C	897	D	933	D	969	A
826	C	862	D	898	A	934	A	970	C
827	D	863	B	899	D	935	D	971	B
828	A	864	D	900	D	936	C	972	B
829	D	865	D	901	D	937	C	973	D
830	C	866	D	902	C	938	D	974	B
831	D	867	D	903	D	939	B	975	B
832	D	868	B	904	D	940	A	976	D
833	D	869	A	905	B	941	D	977	C
834	B	870	A	906	A	942	B	978	D
835	D	871	B	907	B	943	B	979	D
836	A	872	B	908	D	944	A	980	D
837	A	873	A	909	C	945	D	981	C
838	A	874	D	910	C	946	D	982	D
839	C	875	C	911	C	947	A	983	B
840	D	876	D	912	D	948	C	984	D
841	D	877	B	913	B	949	B	985	C
842	B	878	A	914	A	950	A	986	D
843	D	879	A	915	C	951	A	987	C
844	B	880	B	916	C	952	A	988	D
845	B	881	D	917	D	953	C	989	C
846	C	882	D	918	B	954	D	990	C
847	C	883	C	919	D	955	D	991	D
848	D	884	D	920	D	956	C	992	C
849	A	885	D	921	C	957	C	993	B
850	C	886	B	922	A	958	B	994	A
851	C	887	D	923	D	959	A	995	A
852	B	888	C	924	C	960	D	996	C
853	D	889	B	925	A	961	D	997	C
854	B	890	B	926	C	962	A	998	D
855	A	891	B	927	C	963	D	999	D
856	C	892	B	928	C	964	B	1000	D
857	C	893	D	929	C	965	D		
858	D	894	A	930	D	966	D		
859	C	895	B	931	D	967	A		
860	B	896	D	932	C	968	A		



## Sample Paper 1

1 Mark (40 Questions)

1. What does a Pure Risk involve?

- A. Loss or no loss
- B. Loss and Gain
- C. Gain
- D. All the above

2 Insurable risks are categorized into

- A. Private and official risk
- B. Personal and property and liability risks
- C. Officials and property risks
- D. Private, official and property risks

3 An insurable loss must be

- A. Certain
- B. Fortuitous or accidental
- C. Indefinite
- D. Impossible to happen

4 The principal of insurance is based on

- A. Sharing of Resources
- B. Sharing of losses
- C. Sharing of Capital
- D. Sharing of Investments

5 The principles of risk management are applicable to

- A. Individuals
- B. Small enterprises
- C. Huge commercial enterprises
- D. All the above

6 An insurable loss must not be

- A. Catastrophic
- B. Fortuitous or accidental
- C. Definite
- D. None of the above

Four Mark (15 Questions)

1 Sohan got some injuries at the building site when the building contractor's car ran over his toe. He was unable to attend work for 6 weeks. What are the options available to Sam?

- A. Sohan and the contractor get the Accident Insurance.
- B. Sohan gets Accident Insurance. The contractor gets third party Liability Insurance and Sam can sue the contractor for damages.
- C. Sohan gets Disability Insurance, if he has one. The Contractor gets a third party Liability Insurance and Sam also gets insurance for third party negligence.
- D. Sohan gets Disability Insurance, and the contractor gets Accident Insurance.



2. Mohan owns a flat worth Rs. 2,00,000 (market value). He has insured it only for Rs. 1,50,000. The flat is damaged by an earthquake, and loss is assessed at Rs. 1,00,000. Assuming the insurer applies the principle of Average to the loss the insurer will get a claim payment of \_

- A. RS. 75,000
- B. Rs. 70, 000
- C. Rs. 37, 900
- D. Rs. 1,00,000

3 A Prospect and Planner agreed for an Endowment Assurance Policy for Rs. 41akhs, limited payment for 10 years with the term of 20 years. If Reversionary bonus is taken as 7.5% p.a and terminal bonus as Rs. 150/- per 1000/-. The maturity value would be \_

- A. RS.10,50,000
- B. RS.10,60,000
- C. Rs. 10,70,000
- D. Rs.10,80,000

4 Malhotra Heart Centre has a great marketing centre and a full business. Dr. Kohli, the Chief Heart Surgeon is held in high esteem nationwide for his expertise and success rate in surgery. He has made an outstanding contribution for the last 8 years to enable market leadership for Malhotra Heart Centre. The most appropriate policy that the owners may take in the interests of business on the life of Dr. Kohli would be \_\_\_\_\_

- A. Personal Accidental Insurance
- B. Term Insurance
- C. Key Man Insurance
- D. Mediclaim Insurance



Sample Paper 1					
One Mark Questions		One Mark Questions		Four Mark Questions	
1	A	1	B	1	B
2	B	2	A	2	A
3	B	3	C	3	B
4	B	4	D	4	C
5	D	5	D	5	B
6	A	6	B	6	D
7	A	7	B	7	B
8	C	8	A	8	C
9	B	9	C	9	B
10	C	10	D	10	D
11	D	11	D	11	C
12	A	12	D	12	D
13	D	13	D	13	A
14	B	14	C	14	C
15	B	15	A	15	D
16	A	16	C		
17	B	17	C		
18	B	18	A		
19	B	19	C		
20	D	20	D		
21	A				
22	C				
23	D				
24	C				
25	D				
26	A				
27	B				
28	B				
29	C				
30	C				
31	D				
32	B				
33	A				
34	C				
35	C				
36	A				
37	C				
38	A				
39	A				
40	D				



## Sample Paper 2

### Two Mark (20 Questions)

1. If a claim arises out of the death of an insured individual \_\_\_\_\_ would be paid the money.
  - A. The first son of the insured individual
  - B. The spouse of the insured individual
  - C. The mother of the insured individual
  - D. the person nominated under the policy by the individual, if any
2. When does the insurer has to be informed in case of a health insurance claim?
  - A. When the insured person is hospitalized
  - B. When the health disorder is noticed
  - C. When the course of treatment for the insured person is complete
  - D. When the bills of the hospital, where the insured individual was hospitalized, are paid.
3. Who initiates the action with respect to maturity claims under a life insurance policy.
  - A. The planner
  - B. The policy holder
  - C. The intermediary who sold the policy
  - D. The insurance company
4. Which of claims is applicable under disability benefit claims?
  - A. The policy holder has to undergo a medical examination by an approved medical examiner
  - B. The policy holder has to submit medical certificates from the attending doctor
  - C. The policy holder has to undergo specific medical examinations
  - D. All of these
5. Products offered by life insurers allow for-
  - A. Investment needs
  - B. Risk protection needs
  - C. Investment and risk protection needs
  - D. Investment, risk protection needs and medical need
6. What is the minimum paid up capital required for establishing a new Life Insurance Company?
  - A. Rs.200 crore
  - B. Rs. 100 crore
  - C. Rs. 50 crore
  - D. As fixed by the IRDA
7. The insurance planner or intermediary is responsible for \_\_\_\_\_
  - A. Health insurance claims
  - B. Death claims in life insurance policies
  - C. Disability claims in personal accident. policies
  - D. All of these

### Four Mark (15 Questions)

1. Given the following information, indicate which of the four options given below shows the monthly premium (rounded off to the nearest rupee) to be paid by a person born on 28.06.1974, who has taken an endowment policy on his life.

Sum Assured Rs. 40000



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Term 35 years

Date of maturity 24.12.2037

Tabular premium for age nearest birthday 27 – Rs. 27.46 per thousand

Tabular premium for age nearest birthday 28 – Rs. 27.83 per thousand

Tabular premium for age nearest birthday 29 – Rs. 28.37 per thousand

Premium adjusted – 5% extra for monthly mode, Rs.1 less for half yearly mode and Rs. 1.50 less for yearly mode.

SA Rebate Rs. 1.50 less for Rs. 50000 and above

A. 97.00

B. 97.40

C. 97.50

D. None of the above

2. There are 2000 buildings in B, city valued at Rs. 20, 00,000 each. All the buildings are insured upto 50% of their value. The following fire losses occur:

2 total losses 30 partial losses at Rs. 2, 00,000 each.

What would be the pure premium rate?

A. Rs. 1.25 per thousand

B. Rs. 2.00 per thousand

C. Rs. 2.50 per thousand

D. Rs. 4.00 per thousand

3. Find out the loan payable at 90% of surrender value on the basis of the following data, (the answer to be rounded off to the next higher rupee) SA Rs. 50000 DOC-19.02.2002, endowment without profit-20 years due date of last unpaid premium 19.02.2006, mode yearly.

Bonus declared Rs. 60 per thousand SA every year since 2001, SV factor 32%

A. 2880

B. 8784

C. 9760

D. None of these

4. Given the following data, state which of the following is the correct amount of the claim payable under the policy

Plan and term Endowment 38 years

Sum Assured Rs. 50000

Date of commencement 20.05.1989

Date of death of life assured 18.08.2002

Quarterly premium Rs.320 due in August 2002 paid on 6<sup>th</sup> August 2002

Bonus vested Rs. 36000

Interim bonus declared after valuation on 31.03.2001 Rs. 38 per thousand

A. 85360

B. 88760

C. 86320

D. 89720

5. Rohan owns a laptop that was stolen. The laptop cost Rs. 35,000 when it was purchased one year back. A similar laptop can be bought today for Rs. 20,000. Assuming that the laptop was 50% depreciated, what is the amount payable by the insurer? Assume deductible to be Rs. 1,000.

A. Rs.9,000

B. Rs. 10,000

C. Rs. 19,000



D. RS.34,000

14. Calculate the premium from the following data:

Plan: Money Back - 20 years

Sum Assured: Rs. 1, 00,000; rebate for large sum assured - Rs. 2 per thousand

Mode: Half-yearly; rebate- 1.5%

Age: 36 years

Proposal accepted at ordinary rates with double accident benefit

Tabular premium: Rs.69.25

Premium for double accident benefit is Re. 1 per thousand per annum

- A. Rs.3,361
- B. Rs.3,461
- C. Rs.3,463
- D. Rs.3,261

15. From the following data, calculate the amount of claim payable, if the insured dies on 27.10.2005:

Date of Commencement: 13/09/1989

Sum Assured: Rs. 1, 00,000

Plan Term: Money back (with profit) 25 years

Last premium paid due: 13/09/2004

Three installments of Rs. 20,000 each have been paid in 1994, 1999 and 2004

Assume that bonus declared is Rs. 600 per thousand SA

Assume premium: Rs. 2,000

(Ignore interest if any)

- A. Rs. 1,00,000
- B. Rs. 64,000
- C. Rs. 1,24,000
- D. Rs.1,56,000



One Mark Questions		Two Mark Questions		Four Mark Questions	
Question	Answer	Question	Answer	Question	Answer
1	A	1	D	1	A
2	D	2	A	2	C
3	C	3	B	3	A
4	D	4	D	4	B
5	A	5	D	5	D
6	C	6	A	6	A
7	D	7	D	7	B
8	D	8	B	8	A
9	D	9	B	9	C
10	A	10	A	10	D
11	D	11	D	11	C
12	D	12	C	12	B
13	D	13	A	13	D
14	B	14	D	14	A
15	A	15	B	15	D
16	B	16	C		
17	B	17	B		
18	B	18	A		
19	D	19	B		
20	C	20	D		
21	D				
22	D				
23	A				
24	A				
25	D				
26	D				
27	A				
28	D				
29	C				
30	B				
31	D				
32	C				
33	D				
34	C				
35	D				
36	D				
37	C				
38	A				
39	A				
40	C				



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