- Please check that this question paper contains 3 printed pages.
- Code number given on the right hand side of the question paper should be written on the title page of the answer-book by the candidate.
- Please check that this question paper contains 35 questions.
- Please write down the serial number of the question before attempting it.

COMPUTERS AND LIFE INSURANCE ADMINISTRATION
(Theory) Paper II

Time allowed : 3 hours   *Maximum Marks : 80*

Note :

(i) *Part A relates to Computers and Part B relates to Life Insurance Administration.*

(ii) *Answer both the parts.*

(iii) *Attempt all questions.*

(iv) *Marks for questions are given against each.*

PART A
(Computers)

1.   Define the term 'Information'.   1

2.   What does FUP = 0698 denote, when the mode of payment is yearly ?   1

3.   What is 'Field' ?   1

4.   What is a 'View' of a File ?   1

5.   Fill in the blank :   1
Three types of File organization are _____ , Indexed Sequential Organization and Random (Relative) Organization.

6.   Relational is one of the DBMS software packages. Name the other two.   1

7.   State the method of Access and Media usable in Sequential File organization.   2

8. Explain why the information relating to the agents introducing policies is not stored in the Policy Master Records themselves.   2

9. Write a short note on 'Commission Billing'.   2

10. Briefly explain the need for computers in the Insurance Industry.   2

11. What is Backing-up-data File ? What is need for back-ups to be taken ? Also tell what do you mean by 'Father Back-up'.   3

12. Mention three important characteristics of Information to be used in decision-making.   3

PART B
(Life Insurance Administration)

13. State the constitution of the Board of LIC of India.   1

14. What are the tools of selling life insurance ?   1

15. What is the minimum age to become an insurance agent ?   1

16. What is the primary goal of all promotions ?   1

17. Name any two sections of Accounts department of a branch office of LIC.   1

18. Give the importance of After-Sale Service in life insurance industry.   2

19. What do you know about 'Era Sezhiyan Committee' ?   2

20. Give a short description of 'Need for separate PR department'.   2

21. Briefly give the function and constitution of the 'Executive Committee' of LIC of India.   2

22. Give an account of investment activity in LIC which is an image builder of the organisation.   2

23. Mention the factors to be taken care of by any PR department.   2

24. Write a short note on Bank A/c No. 2 used by a branch office of LIC of India.   2

25. What do you mean by 'Surplus Funds' ? How do these funds arise ?   2

26. Briefly describe 'LIC Housing Finance Ltd.'.   2

27. 'Life insurance is always sold never bought.' Justify the statement.   3

28. Mention the traits of a successful salesman.   3

29. What is a Trial Balance ? How is this prepared ?   3

30. Mention the need for diversification in LIC.   3

31. Describe how poor PR activities hamper the growth of business. 5

32. Describe how Performance Planning is made in LIC working. 5

33. Describe in detail the various types of accounts maintained by Banking Section of a branch office of LIC. 5

34. What is a Mutual Fund ? How is LIC Mutual Fund different from other mutual funds ? 5

35. Explain clearly the terms 'Life Assured', 'Proposer' and 'Policyholder'. Can Life Assured and Policyholder be the same person ? 5