

Lecture Plan		
Name of the College: Government College of Arts, Science and Commerce. Sanquelim - Goa		
Name of Faculty: Ms.Navami Sawant	Subject: Risk Management, Insurance Agent and Management of Insurance company	
Paper code: VOG401	Program: S.Y B.VOC	Division: NOT APPLICABLE
Academic year: 2024-2025	Semester: IV	Total Lectures: 45
Course Objectives: a)Enable the students to know the concepts and classification of Risk. b) Give understanding of Insurance Broker’s Regulation. c). Acquire the Knowledge of managing Insurance Company		
Course Outcome: A)Identify various types of risks. b) Apply Insurance Broker’s Rules and Regulations. c). Apply knowledge to manage Insurance Companies		
Student Learning Outcome: A. Identify various types of risks. b) Apply Insurance Broker’s Rules and Regulations. c). Apply knowledge to manage Insurance Companies		

Month	Lecture From	Lecture To	No. of lectures allotted	Topic, Subtopic to be covered	Exercise/ Assignment	ICT Tools	Reference books
December 2024	09/12/24 16/12/24	14/12/24 21/12/24	5	UNIT I INTRODUCTION TO RISK MANAGEMENT Risk management – Objectives of risk management – Risk management process – Identifying and evaluating potential losses		PPT	George Rejda, Principles of Risk Management and Insurance , Pearson Education .
January-February 2025	02/01/25	04/01/2025	13	Selecting appropriate technique for treating loss exposure – Risk financing			. S. Balachandran, General Insurance , Insurance Institute of India
	06/01/25	11/01/25		– Implementing and administering risk management program – Personal risk management – Loss forecasting.			
	13/01/25	18/01/25		Risk Assessment, Analysis, Evaluation, Risk Control and Treatment - Risk Reduction - Transfer and Sharing of Risk - Elimination and Retention of Risk			
	20/01/25	25/01/25		UNIT II INSURANCE BROKER'S REGULATIONS AS PER IRDA REGULATIONS ACT. 2013 Role of Brokers in Insurance Market and types of Brokers operating in the market. b) Functions of Direct / Composite / Reinsurance Brokers.Registration and Licensing of Brokers: eligibility and qualifications of person,		PPT	

				<p>manpower and infrastructure requirements.</p> <p>d) Requirement of Capital for Direct broker/Composite Broker / Reinsurance Broker a.</p> <p>Forms of capital to be brought in Equity /Assets/Cash</p>			
				<p>) Code of Conduct or Professional Ethics.</p> <p>f) Remunerations of Brokers in various lines of Insurance Business: General Insurance,</p> <p>Life Insurance, Pension, Annuity, Group Insurance, etc.</p> <p>g) Professional Indemnity Insurance for Brokers</p> <p>h) Payment of fees and the consequences of failure to pay fees</p>			
	27/01/25	01/02/25					
February-March 2025	03/02/25	08/02/25	12	<p>Ceiling on business from single client</p> <p>j) Segregation of insurance money, Insurance Bank Account etc.</p> <p>k) Maintenance of Books of Account, Records, submission of half-yearly result, Internal</p> <p>Control System, Disclosures of Information and Inspection of IRDA</p>		PPT	S. Balachandran, Karve, Palav, Life Insurance , Insurance Institute of India.
	09/02/25	15/02/25		<p>Cancellation or Suspension of Licence and Penalties.</p> <p>m) Responsibility of Broker to the insured– Understanding of client’s requirement –</p> <p>nature of business and Risk Management of client, Preparation of Insurance Slip,</p>			

				Premium Collection, assistance in claims and preparation of claim documentation.		
	17/02/25	22/02/25		Responsibility of Brokers to the Insurance Company in Selection of Risks, Presentation of Products, Remittance of Premium, assistance in Claim Settlement and Consumer Grievances.		
	24/02/25	01/03/25				
March 2025	03/03/25	08/03/25	12	UNIT III Management of Insurance Companies Management of Insurance Companies Functions and Organisation of Insurers-Types of Insurance Organisation, Organisational Structure of Insurance Companies-Functions of Insurers.		PPT
	10/03/25	15/03/25		Underwriting-Principles of Underwriting, Underwriting in Life Insurance, Underwriting in nonlife Insurance. Claims Management-Claim Settlement in General Insurance-Claim Settlement in Life Insurance		
	17/03/25	22/03/25		Insurance Pricing-Insurance Cost and Fair Premiums, Expected Claim Costs, Investment Income and the timing of claims Payments, Administrative Costs, Profit Loading, Capital Shocks and Underwriting Cycles, Price Regulation.		

S.
Balachan
dran,
Karve,
Palav, Life
Insurance
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Insurance
Institute
of India.

Assessment Rubrics March-April 2025	24/03/25	29/03/25		Insurance Marketing: Marketing of Insurance Products, Critical Success Factors for Insurance Players, Marketing Strategies in India			
	31/03/25	05/04/25	6	Marketing Strategies in India ,REVISION		PPT	S. Balachan dran, Karve, Palav, Life Insurance , Insurance Institute of India.
	07/04/25	11/04/25					
				REVISION			
	Component	Max Marks					
	ISA 1	7.5					
	ISA 2	7.5					
	Practical						
	Project						
	Semester End Exam	60					