
Second Year

INSURANCE & MARKETING**Second Year (P.C. 210/71)****Subject : Retail Management****Paper - I****Time : 3 Hours****Max. Marks : 50****Section - I****1 x 8 = 8 Marks**

1. Explain the Accounting procedure in Big Bazaar.
2. Identify the different types of equipment used in a Heritage Foods.
3. If you are a Cashier in an Electronic Mart how to handle the cash and payment modes.
4. How to Tally transfer out of stock one place to another place of Reliance Fresh.
5. Fill the transfer out form.
6. How to identify and rectify which promote microbial growth.

Section - II**1 x 8 = 8 Marks**

7. Chart out the establishment structure of Kalyan jewelers.
8. Chart out the establishment structure Malaber Gold.
9. Chart out the establishment structure Joyalukkas.
10. If you visit a Big Bazaar, what are the problems faced by you.
11. If you visit a Big Bazaar, list out the non-consumable goods.
12. Visit a Heritage Fresh; explain you observed functions performed by the Supervisor.

Section - III**1 x 8 = 8 Marks**

13. Visit a Reliance Electronics and make the list of security check points.
14. Visit a Big Bazaar list out the various safety equipments.
15. Visit a CMR shopping Mall list out the various system equipments.
16. If you a more super market list out the rules regulations followed by the staff.

17. If you visit a more Malabar Gold list out the rules and regulations followed by the staff.
18. If you visit a more Kalyan jewelers list out the rules and regulations followed by the staff.

Section - IV**1 x 8 = 8 Marks**

19. If you a visit a Kalamandir showroom, write how they display their products.
20. If you a visit a chandan Brothers showroom, write how they display their products.
21. If you a visit kalanjali showroom, write they display their products.
22. Explain briefly about Naptol telemarketing.
23. Explain briefly Amway telemarketing.
24. Explain briefly about e-bay internet business.

Section - V**1 x 8 = 8 Marks**

25. Draw the proforma of Trading A/C.
26. Draw the proforma of profit and loss A/C.
27. Draw the proforma of Balance sheet.
28. If you are an Event manager how to conduit the college day.
29. If you are an Event manager how to conduit the farewell day.
30. If you are an Event manager how to conduit the retirement function.

Record

5 Marks

Viva

5 Marks

INSURANCE & MARKETING**Second Year****MODEL QUESTION PAPER****Subject : Retail Management****Paper - I****Time : 3 hours****Max. Marks : 50****Section - I****1 x 8 = 8 Marks**

4. How to Tally transfer out of stock one place to another place of Reliance Fresh.

Section - II**1 x 8 = 8 Marks**

12. Visit a Heritage Fresh; explain your observed functions performed by the Supervisor.

Section - III**1 x 8 = 8 Marks**

18. If you visit a more Kalyan jewelers list out the rules and regulations followed by the staff.

Section - IV**1 x 8 = 8 Marks**

21. If you a visit kalanjali showroom, write they display their products.

Section - V**1 x 8 = 8 Marks**

30. If you are an Event manager how to conduit the retirement function.

Record

5 Marks

Viva

5 Marks

Note : The serial numbers of the questions mentioned in are the serial numbers in question bank. In practical examination only the serial number of the questions will given, the examiner shall decode it with question bank and give the questions.

INSURANCE & MARKETING**Second Year**

PRACTICAL SCHEME OF VALUATION

Subject : Retail Management**Paper - I**

Time : 3 hours**Max. Marks : 50**

Section - I, II, III, IV, V**(1 x 8 = 8 Marks)**

- | | | |
|-------------------|---|---------|
| 1. Introduction | : | 2 marks |
| 2. Structure | : | 2 marks |
| 3. Main Objective | : | 2 marks |
| 4. Conclusion | : | 2 marks |

Section - VI

- | | | |
|---------------|---|---------|
| Record | : | 5 Marks |
| Viva | : | 5 Marks |

INSURANCE & MARKETING**Second Year (P.C. 210/72)****Subject : Accountancy & Tally II****Paper - II****Time : 3 Hours****Max. Marks : 50****Section - I****(1 x 8 = 8 Marks)**

1. Write and Demonstrate the procedure of creating a company.
2. Write and Demonstrate the procedure of creating a company.
3. Write and Demonstrate the procedure of creating a company.
4. Write and Demonstrate the procedure of creating a company.
5. Write and Demonstrate the procedure of creating a company.
6. Write and Demonstrate the procedure of creating a company.

Section - II**(1 x 8 = 8 Marks)**

7. Write and Demonstrate the procedure of creating a ledger under the group of Direct expenses.
8. Write and Demonstrate the procedure of creating a ledger of a customer named Rajeev in appropriate ledger group.
9. Write and Demonstrate the procedure of creating a ledger of a vendor named Reliance Industries in appropriate ledger group.
10. Write and Demonstrate the procedure of creating a ledger of a bank named SBI in appropriate ledger group.
11. Write and Demonstrate the procedure of creating a ledger of a sales customer 'Manohar' in appropriate ledger group.
12. Write and Demonstrate the procedure of creating a ledger under the group Direct income.

Section - III**(1 x 8 = 8 Marks)**

13. Write and Demonstrate the procedure of creating a payment voucher in tally.
14. Write and Demonstrate the procedure of creating a receipt voucher in tally.

15. Write and Demonstrate the procedure of creating a sales transaction in tally.
16. Write and Demonstrate the procedure of changing the date of a sales transaction as today's date.
17. Write and Demonstrate the procedure of creating a purchase voucher in tally.
18. Write and Demonstrate the procedure of creating a receipt voucher.

Section - IV**(1 x 8 = 8 Marks)**

19. Write and Demonstrate the procedure of displaying the list of all ledgers in tally.
20. Write and Demonstrate the procedure of displaying the ledger report of any customer.
21. Write and Demonstrate the procedure of displaying the balance sheet report of the company.
22. Write and Demonstrate the procedure of displaying the profit and loss report of the company.
23. Write and Demonstrate the procedure of displaying the cash flow report in tally.
24. Write and Demonstrate the procedure of displaying the trial balance report of the company.

Section - V**(1 x 8 = 8 Marks)**

25. Write and Demonstrate the procedure of displaying the Fund flow statement in Tally.
26. Write and Demonstrate the procedure of displaying the Cash flow statement in Tally.
27. Write and Demonstrate the procedure of displaying the Sales register in Tally.
28. Write and Demonstrate the procedure of displaying the Purchase register in Tally.
29. Write and Demonstrate the procedure of printing the balance sheet in Tally.
30. Write and Demonstrate the procedure of printing the Profit and Loss Statement in Tally.

INSURANCE & MARKETING**Second Year****MODEL QUESTION PAPER****Subject : Accountancy & Tally - II****Paper - II****Time : 3 hours****Max. Marks : 50****Section - I****1 x 8 = 8 Marks**

5. Write and Demonstrate the procedure of creating a company.

Section - II**1 x 8 = 8 Marks**

11. Write and Demonstrate the procedure of creating a ledger of a sales customer 'Manohar' in appropriate ledger group.

Section - III**1 x 8 = 8 Marks**

17. Write and Demonstrate the procedure of creating a purchase voucher in tally.

Section - IV**1 x 8 = 8 Marks**

22. Write and Demonstrate the procedure of displaying the profit and loss report of the company.

Section - V**1 x 8 = 8 Marks**

29. Write and Demonstrate the procedure of printing the balance sheet in Tally.

Record

5 Marks

Viva

5 Marks

Note : The serial numbers of the questions mentioned in are the serial numbers in question bank. In practical examination only the serial number of the questions will given, the examiner shall decode it with question bank and give the questions.

INSURANCE & MARKETING**Second Year**

PRACTICAL SCHEME OF VALUATION

Subject : Accountancy & Tally II**Paper - II**

Time : 3 hours**Max. Marks : 50**

Section - I, II, III, IV, V**(1 x 8 = 8 Marks)**

- | | | |
|----------------------|---|---------|
| 1. Writing Procedure | : | 2 marks |
| 2. Demonstration | : | 6 marks |

Section - V

- | | | |
|---------------|---|---------|
| Record | : | 5 Marks |
| Viva | : | 5 Marks |

INSURANCE & MARKETING**Second Year (P.C. 210/73)****Subject : Principles of General Insurance****Paper - III****Time : 3 Hours****Max. Marks : 50****Section - I****(1 x 8 = 8 Marks)**

1. Calculate paid up value :-

Sum Assured Rs.1,00,000

Plan and Term: Endowment – 20 years

Date of commencement: 1st April 2001

Date of last unpaid premium: 1st April 2012

Mode of payment: yearly.

2. Calculate paid up value :-

Sum Assured Rs.2,00,000

Plan and Term: Endowment – 20 years

Date of commencement: 1st January 1990

Date of last unpaid premium: 1st April 2013

Mode of payment: half yearly.

3. Calculate paid up value :-

Sum Assured Rs.5,00,000

Plan and Term: Endowment – 10 years

Date of commencement: 1st April 2001

Date of last unpaid premium: 1st January 2013

Mode of payment: quarterly.

4. Calculate paid up value :-

Sum Assured Rs.2,00,000

Plan and Term: Endowment – 10 years

Date of commencement: 1st January 2001

Date of last unpaid premium: 1st January 2013

Mode of payment: yearly

5. Calculate paid up value :-

Sum Assured Rs.4,00,000

Plan and Term: Endowment – 10 years

Date of commencement: 1st January 2001

Date of last unpaid premium: 1st January 2013

Mode of payment: half yearly

6. Calculate paid up value :-

Sum Assured Rs.6,00,000

Plan and Term: Endowment – 15 years

Date of commencement: 1st January 1996

Date of last unpaid premium: 1st January 2013

Mode of payment: yearly

Section - II

(1 x 8 = 8 Marks)

7. Given the following data, what would be the amount of the surrender value?

Available on 5th April 2003

Plan and Term Endowment 31 years

Sum Assured Rs. 40,000

Date of Commencement 25th September 1986

Premium position Half-yearly premium due September

2001 paid on 22.11.2001

Bonus vested after valuation on 31.3.2001 Rs.34,000

Surrender value factor Duration 14 year's 22%-15 years 25%
-16 years -30%.

8. Given the following data, what would be the amount of the surrender value?

Available on 5th April 2003

Plan and Term Endowment 31 years

Sum Assured Rs. 4,00,000

Date of Commencement 25th September 1986

Premium position Half-yearly premium due September

2001 paid on 22.11.2001

Bonus vested after valuation on 31.3.2001 Rs.3,40,000

Surrender value factor Duration 14 Years 22%-15 years 25% -
16 years -30%.

9. Given the following data, what would be the amount of the surrender value?

Available on 5th April 2003

Plan and Term Endowment 31 years

Sum Assured Rs. 2,00,000

Date of Commencement 25th September 1986

Premium position Half-yearly premium due September

2001 paid on 22.11.2001

Bonus vested after valuation on 31.3.2001 Rs.1,70,000

Surrender value factor Duration 14 Years 22%-15 years 25%
-16 years -30% .

10. Given the following data, what would be the amount of the surrender value?

Available on 5th April 2003

Plan and Term Endowment 31 years

Sum Assured Rs. 3,00,000

Date of Commencement 25th September 1986

Premium position Half-yearly premium due September

2001 paid on 22.11.2001

Bonus vested after valuation on 31.3.2001 Rs.2,50,000

Surrender value factor Duration 14 Years 22%-15 years 25%

-16 years -30%

11. Given the following data, what would be the amount of the surrender value?

Available on 5th April 2003

Plan and Term Endowment 31 years

Sum Assured Rs. 6,00,000

Date of Commencement 25th September 1986

Premium position Half-yearly premium due September

2001 paid on 22.11.2001

Bonus vested after valuation on 31.3.2001 Rs.5,10,000

Surrender value factor Duration 14 tears 22%-15 years 25%

-16 years -30%.

12. Given the following data, what would be the amount of the surrender value?

Available on 5th April 2003

Plan and Term Endowment 31 years

Sum Assured Rs. 8,00,000

Date of Commencement 25th September 1986

Premium position Half-yearly premium due September

2001 paid on 22.11.2001

Bonus vested after valuation on 31.3.2001 Rs.6,80,000

Surrender value factor Duration 14 tears 22%-15 years 25%

-16 years -30%.

Section-III

(1 x 8 = 8 Marks)

13. (a) Calculate age nearer birthday, age last birthday & age next birthday based on Following data
Date of proposal: 14th July 2013
Date of Birth: 8th September 1974.
b. Draw the proforma of valuation balance sheet.
14. (a) Calculate age nearer birthday, age last birthday & age next birthday based on Following data
Date of proposal: 1st July 2013
Date of Birth: 19th October 1984.
b. Draw the proforma of valuation balance sheet.
15. (a) Calculate age nearer birthday, age last birthday & age next birthday based on Following data
Date of proposal: 1st January 2013
Date of Birth: 27th January 1988.
(b) Calculate net surplus as per valuation balance sheet with imaginary figures.
16. (a) Calculate age nearer birthday, age last birthday & age next birthday based on following data
Date of proposal: 1st April 2013
Date of Birth: 2nd October 1969.
(b) Calculate net surplus as per valuation balance sheet with imaginary figures.
17. (a) Calculate age nearer birthday, age last birthday & age next birthday based on following data
Date of proposal: 1st November 2013
Date of Birth: 14th November 1989.
(b) Calculation of distribution of surplus with imaginary figures.
18. (a) Calculate age nearer birthday, age last birthday & age next birthday based on following data
Date of proposal: 1st January 2014

Date of Birth: 19th November 1989.

- (b) Calculate net surplus as per valuation balance sheet with imaginary figures.

Section - IV

(1 x 8 = 8 Marks)

19. Calculate the "PREMIUM" Income for the 2004-2005

Premium received on Life policies during the year 40, 00,000

Re-insurance premium (Paid) 1, 60,000

Bonus in Reduction of Premium 80,000

Premium outstanding on 1.4.2004 1, 92,000

Premium outstanding on 1.4.2005 1, 28,000

20. Calculate the "PREMIUM" Income for the 2006-2007

Premium received on Life policies during the year 4,00,000

Re-insurance premium (Paid) 16,000

Bonus in Reduction of Premium 8,000

Premium outstanding on 1.4.2006 1, 9,200

Premium outstanding on 1.4.2007 1 2,800

21. Calculate the "PREMIUM" Income for the 2007-2008

Premium received on Life policies during the year 80, 00,000

Re-insurance premium (Paid) 3, 20,000

Bonus in Reduction of Premium 80,000

Premium outstanding on 1.4.2007 1, 80,000

Premium outstanding on 1.4.2008 1, 82,000

22. Calculate the "PREMIUM" Income for the 2009-2010

Premium received on Life policies during the year 30, 00,000

Re-insurance premium (Paid) 1, 20,000

Bonus in Reduction of Premium 90,000

Premium outstanding on 1.4.2009 1, 40,000

Premium outstanding on 1.4.2010 1, 80,000

23. Calculate the "PREMIUM" Income for the 2011-2012

Premium received on Life policies during the year 25,00,000

Re-insurance premium (Paid) 1,00,000

Bonus in Reduction of Premium 40,000

Premium outstanding on 1.4.2011- 92,000

Premium outstanding on 1.4.2012 -1,00,000

24. Calculate the "PREMIUM" Income for the 2012-13

Premium received on Life policies during the year 50,00,000

Re-insurance premium (Paid) 2,00,000

Bonus in Reduction of Premium 40,000

Premium outstanding on 1.4.2012-1,92,000

Premium outstanding on 1.4.2013 -2,00,000

Section - V

(1 x 8 = 8 Marks)

25. The Life Fund of ABC Life Assurance Company was Rs.87,08,000 as on 31st March, 2008. The Interim Bonus paid during the inter valuation period was Rs.1,48,000. The periodical actuarial valuation determined the Net Liability at Rs.74, 25,000. Dividend for 2008-2009 still payable is Rs.50,000

The surplus brought forward from the previous Valuation was Rs.8,50,000. The actuary's remuneration outstanding is Rs.10,000

The Directors of the Company proposed to carry forward Rs. 9,31,000 and to divide the balance between the Shareholders and the Policy holders in the ratio of 1:10.

You are required to show:-

- a. The valuation of balance sheet
- b. The Net surplus for the valuation period and
- c. The Distribution of the surplus.

26. The Life Fund of ABC Life Assurance Company was Rs.80,00,000 as on 31st March, 2009. The Interim Bonus paid during the inter valuation

period was Rs.1,10,000. The periodical actuarial valuation determined the Net Liability at Rs.65,00,000. Dividend for 2009-2010 still payable is Rs.1,00,000 the surplus brought forward from the previous Valuation was Rs.5,00,000. The actuary's remuneration outstanding is Rs.20,000 The Directors of the Company proposed to carry forward Rs.9,31,000 and to divide the balance between the Shareholders and the Policy holders in the ratio of 1:09.

You are required to show:-

- a. The valuation of balance sheet
 - b. The Net surplus for the valuation period and
 - c. The Distribution of the surplus.
27. The Life Fund of ABC Life Assurance Company was Rs.90,00,000 as on 31st March, 2011. The Interim Bonus paid during the inter valuation period was Rs.1,10,000. The periodical actuarial valuation determined the Net Liability at Rs.70,00,000. Dividend for 2011-2012 still payable is Rs.1,00,000 the surplus brought forward from the previous Valuation was Rs.5,00,000. The actuary's remuneration outstanding is Rs.20,000 The Directors of the Company proposed to carry forward Rs.9,31,000 and to divide the balance between the Shareholders and the Policy holders in the ratio of 1:09.

You are required to show:-

- a. The valuation of balance sheet
 - b. The Net surplus for the valuation period and
 - c. The Distribution of the surplus.
28. Calculate the "CLAIMS" Expenditure for the 2011-2012
- Claims paid on Life policies during the year 25,00,000
- Re-insurance Claims (Received) 1,00,000
- Claims outstanding on 1.4.2011- 92,000
- Claims outstanding on 1.4.2012 -1,00,000
29. Calculate the "CLAIMS" Expenditure for the 2010-2011
- Claims paid on Life policies during the year 15,00,000

Re-insurance Claims (Received) 1,00,000

Claims outstanding on 1.4.2010- 82,000

Claims outstanding on 1.4.2011 -1,00,000

30. Calculate the "CLAIMS" Expenditure for the 2012-2013

Claims paid on Life policies during the year 15,00,000

Re-insurance Claims (Received) 10,000

Claims outstanding on 1.4.2012- 90,000

Claims outstanding on 1.4.2013 -1,00,000

Section - VI

Record - 5 Marks

Viva - 5 Marks

INSURANCE & MARKETING**Second Year****MODEL QUESTION PAPER****Subject : Principles of General Insurance****Paper - III****Time : 3 hours****Max. Marks : 50****Section - I****1 x 8 = 8 Marks**

2. Calculate paid up value :-

Sum Assured Rs.2,00,000

Plan and Term: Endowment – 20 years

Date of commencement: 1st January 1990

Date of last unpaid premium: 1st April 2013

Mode of payment: half yearly.

Section - II**1 x 8 = 8 Marks**

7. Given the following data, what would be the amount of the surrender value?

Available on 5th April 2003

Plan and Term Endowment 31 years

Sum Assured Rs. 40,000

Date of Commencement 25th September 1986

Premium position Half-yearly premium due September

2001 paid on 22.11.2001

Bonus vested after valuation on 31.3.2001 Rs.34,000

Surrender value factor Duration 14 year's 22% - 15 years 25%
- 16 years - 30%.

Section - III**1 x 8 = 8 Marks**

15. (a) Calculate age nearer birthday, age last birthday & age next birthday based on Following data
 Date of proposal: 1st January 2013
 Date of Birth: 27th January 1988.
- (b) Calculate net surplus as per valuation balance sheet with imaginary figures.

Section - IV**1 x 8 = 8 Marks**

24. Calculate the "PREMIUM" Income for the 2012-13
 Premium received on Life policies during the year 50,00,000
 Re-insurance premium (Paid) 2,00,000
 Bonus in Reduction of Premium 40,000
 Premium outstanding on 1.4.2012-1,92,000
 Premium outstanding on 1.4.2013 - 2,00,000

Section - V**1 x 8 = 8 Marks**

27. The Life Fund of ABC Life Assurance Company was Rs.90,00,000 as on 31st March, 2011. The Interim Bonus paid during the inter valuation period was Rs.1,10,000. The periodical actuarial valuation determined the Net Liability at Rs.70,00,000. Dividend for 2011-2012 still payable is Rs.1,00,000 the surplus brought forward from the previous Valuation was Rs.5,00,000. The actuary's remuneration outstanding is Rs.20,000 The Directors of the Company proposed to carry forward Rs.9,31,000 and to divide the balance between the Shareholders and the Policy holders in the ratio of 1:09.

You are required to show:-

- The valuation of balance sheet
- The Net surplus for the valuation period and
- The Distribution of the surplus.

Section - VI

Record

5 Marks

Viva

5 Marks

Note : The serial numbers of the questions mentioned in are the serial numbers in question bank. In practical examination only the serial number of the questions will given, the examiner shall decode it with question bank and give the questions.

INSURANCE & MARKETING**Second Year**

PRACTICAL SCHEME OF VALUATION

Subject : Principles of General Insurance**Paper - III**

Time : 3 hours**Max. Marks : 50**

Section - I, II, III, IV, V**(1 x 8 = 8 Marks)**

- | | | |
|-------------------|---|---------|
| 1. Introduction | : | 2 marks |
| 2. Structure | : | 2 marks |
| 3. Main Objective | : | 2 marks |
| 4. Conclusion | : | 2 marks |

Section - VI

- | | | |
|---------------|---|---------|
| Record | : | 5 Marks |
| Viva | : | 5 Marks |