

Semester	Code	Course	Title of the Course	Hours	Credits	Max. marks	Internal marks	External marks
I	20DIA1CC1	Core –I	PRINCIPLES OF INSURENCE	60	4	100	25	75

#### **UNIT I**

Risk management, The concept of insurance and its evolution.

#### **UNIT II**

The business of insurance, The insurance market.

#### **UNIT III**

Insurance customers, The insurance contract.

#### **UNIT IV**

Insurance terminology, Life assurance products.

#### **UNIT V**

General insurance products.

#### **Text Book:**

Principles of Insurance (IC-01), Study material published by Secretary- General, Insurance Institute of India, Mumbai (August2019).

#### **Prepared by:**

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Semester	Code	Course	Title of the Course	Hours	Credits	Max. marks	Internal marks	External marks
I	20DIA1CC2	Core – II	PRACTICE OF LIFE INSURANCE	60	4	100	25	75

**UNIT I**

Life insurance organisation, Premiums and bonuses.

**UNIT II**

Plans of life insurance, Annuities.

**UNIT III**

Group insurance, Linked life insurance policies.

**UNIT IV**

Applications and acceptance, Policy documents.

**UNIT V**

Premium-Payment, Life insurance Corporation (L.I.C.) of India, Lapse and revival, Assignment, nomination and surrender of policy, Policy claims.

**Text Books:**

Practice of Life Insurance (IC-02), Study material published by P. Venugopal, Secretary-General, Insurance Institute of India, Mumbai (March 2019).

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Semester	Code	Course	Title of the Course	Hours	Credits	Max. marks	Internal marks	External marks
I	20DIA1CC3	Core – III	LIFE INSURANCE AGENT	60	4	100	25	75

#### UNIT I

APPLICATIONS, PRICING AND VALUATION OF LIFE INSURANCE

#### UNIT II

DOCUMENTATION IN LIFE INSURANCE

#### UNIT III

UNDERWRITING IN LIFE INSURANCE

#### UNIT IV

SERVICE ASPECTS OF LIFE INSURANCE AGENT

#### UNIT V

HEALTH INSURANCE CONCEPTS-I

#### Text Book:

Insurance Agents Life (IC-38), (eBook) Study material published by P. Venugopal, Secretary-General, Insurance Institute of India, Mumbai (2016).

UNIT I CHAPTER 10 & 11 OF TEXT BOOK PAGES FROM 172 TO 204

UNIT II CHAPTER 12 TO 14 OF TEXT BOOK PAGES FROM 205 – 206

UNIT III CHAPTER 15 OF TEXT BOOK PAGES FROM 267-288

UNIT IV CHAPTERS 2 & 3 OF TEXT BOOK PAGES FROM 27-69

UNIT V CHAPTERS 17-19 OF TEXT BOOK PAGES 303-398

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Semester	Code	Course	Title of the Course	Hours	Credits	Max. marks	Internal marks	External marks
I	20DIA1CC4	Core – IV	MATHEMATICS OF FINANCE-I	90	6	100	25	75

#### UNIT I

Simple interest- the time between dates-equations of value-partial payments-#simple discount#-promissory notes.

#### UNIT II

Compound interest- accumulated values- compound interest tables- present values- nominal and effective rates of interest- discount and discounted values.

#### UNIT III

Compound interest- Varying rates of interest-equation of values- equated time payment-Level Annuities.

#### UNIT IV

Level Annuities-Annuities certain Annuities certain- present values-accumulated values- Annuity due- present values- accumulated values- deferred annuity certain.

#### UNIT V

Accumulated values- deferred annuity due- present values- accumulated values-Perpetuity-Variable annuities.

#### Text Books:

1. Foundation of Actuarial Science (IC-28), Study Material Published by Insurance Institute of India, Mumbai, Reprinting February 2017.
2. Mathematics of Finance, Second edition(2005),Peter Zima and Robert L.Brown,Tata McGraw-Hill Publishing Company Limited,New Delhi.

Unit I	Chapter 3 Section 3.1 to 3.6	T.B2
Unit II	Chapter 1 Section 1 to 7	T.B1
Unit III	Chapter 1 Section 8 to 10	T.B1
	Chapter 2 Section 1 to 3	T.B1
Unit IV	Chapter 2 Section 4 to 10	T.B1
Unit V	Chapter 2 Section 11 to 15	T.B1
	Chapter 3 Section 1 to 3	T.B1

**Book for Reference:**

An introduction to the Mathematics of Finance, MC Cutchoon and Scoot-Hoinenmann Professional Publishing.

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Semester	Code	Course	Title of the Course	Hours	Credits	Max. marks	Internal marks	External marks
I	20DIA1CC5	Core – V	PRACTICE OF LIFE INSURANCE – CASE STUDY	90	6	100	25	75

1. Calculate Premium for given age
2. Calculate Bonus
3. Comparing Plans
4. Difference between group insurance and individual insurance
5. Difference between unit linked policy and ordinary life policy
6. Calculate interest for revival of lapsed policies
7. Calculate surrender values
8. Policy Claims – Survival – Maturity - Death benefits

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Semester	Code	Course	Title of the Course	Hours	Credits	Max. marks	Internal marks	External marks
I	20DIA1IN1	Core	LIFE INSURANCE AGENT- INTERNSHIP	180	6	100	25	75

1. Applications, Pricing and valuation
2. Documentation
3. Under writing
4. Service Aspects
5. Health Insurance

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Semester	Code	Course	Title of the Course	Hours	Credits	Max. marks	Internal marks	External marks
II	20DIA2CC6	Core –VI	REGULATIONS OF INSURANCE BUSINESS	60	4	100	25	75

#### **UNIT I**

Development of insurance legislation in India and insurance act 1938, IRDAI functions and insurance councils.

#### **UNIT II**

IRDAI and its licencing functions, Regulations on conduct of business-I.

#### **UNIT III**

Regulations on conduct of business-II, Policy holders rights of assignment, nomination and transfer.

#### **UNIT IV**

Protection of policy holders interest, Dispute resolution mechanism.

#### **UNIT V**

Financial regularity aspects of solvency margin and investments, International trends in insurance regulation.

#### **Text Books:**

Regulations of Insurance Business (IC-14), Study material published by Deepak Godbole, Secretary- General, Insurance Institute of India, Mumbai (July 2019).

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Semester	Code	Course	Title of the Course	Hours	Credits	Max. marks	Internal marks	External marks
II	20DIA2CC7	Core –VII	PRACTICE OF GENERAL INSURANCE	60	4	100	25	75

#### **UNIT I**

Introduction to general insurance, Policy documents and forms.

#### **UNIT II**

General insurance products – Part- 1 (Fire and Marine), General insurance products – Part- 2 (Motor, Liability, Personal accident and Speciality insurance).

#### **UNIT III**

General insurance products – Part- 3 (Engineering & other insurance).

#### **UNIT IV**

Underwriting, Rating and premiums.

#### **UNIT V**

Claims, Insurance reserves and accounting.

#### **Text Book:**

Practice of General Insurance (IC-11), Study material published by Secretary- General, Insurance Institute of India, Mumbai.

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Semester	Code	Course	Title of the Course	Hours	Credits	Max. marks	Internal marks	External marks
II	20DIA2CC8	Core –VIII	MUTUAL FUND FOR DISTRIBUTORS AND EMPLOYEES	60	4	100	25	75

## Unit 1

### Basic of Mutual Funds

Investors and their Financial Goals - Savings or Investments? - Different Asset Classes - Investment Risks - Risk Measures and Management Strategies - Risk profiling - Understanding Asset Allocation - Taking Professional Help in Investment Decisions - Concept of a Mutual fund - Classification of Mutual Funds Growth of the mutual fund industry in India. Regulatory Frame work and Scheme Related Information - Role of Securities and Exchange Board of India- Due Diligence Process by AMCs for Distributors of Mutual Funds - Investor Grievance Redress Mechanism- AMFI Code of Conduct for Intermediaries- SCHEME RELATED INFORMATION- Mandatory Documents - Non-Mandatory Disclosures

## Unit 2

### Fund Distribution Practice

The role and importance of mutual fund distributors - Different kinds of mutual fund distributors- Modes of distribution- Pre-requisites to become Distributor of a Mutual Fund - Revenue for a mutual fund distributor - Due Diligence Process by AMCs for Distributors of Mutual Funds-

## Unit 3

### Valuation and Taxation OF Mutual Funds

Fair Valuation Principles- Computation of Net Assets of Mutual Fund Scheme and NAV- Dividends & Distributable Reserves- - Applicability of taxes in respect of mutual funds - Capital Gains - Dividend income - Setting off Gains and Losses under Income Tax Act - Securities Transaction Tax - Tax benefit under Section 80C of the Income Tax Act - Tax Deducted at Source (TDS) - Applicability of GST

## Unit 4

### Fund Process and Performance

The NFO process- Investment Plans and Services- Mutual Fund Investors Filling the Application Form for Mutual Funds - Financial Transactions with Mutual Funds - Cut-off Time and Time Stamping -KYC Requirements for Mutual Fund Investors - Systematic Transactions - Operational aspects of Systematic Transactions - Non-Financial Transactions in Mutual Funds.

General and Specific Risk Factors - Factors that affect mutual fund –performance - Measures of Returns- SEBI Norms regarding Representation of Returns by Mutual Funds in India- Measures of Risk - Certain Provisions with respect to Credit risk - MUTUAL FUND SCHEME – PERFORMANCE - Benchmarks and Performance Price Return Index or Total Return Index- Basis of Choosing an appropriate performance benchmark- Benchmarks for equity schemes - Benchmarks for Debt schemes - Benchmarks for Other Schemes - Quantitative Measures of Fund Manager Performance- Scheme Performance Disclosure

## Unit 5

### MUTUAL FUND SCHEME SELECTION

Scheme Selection based on Investor needs, preferences and risk-profile- Risk levels in mutual fund schemes- Scheme Selection based on investment strategy of mutual funds- Selection of Mutual Fund scheme offered by different AMCs or within the scheme

Category -Selecting options in mutual fund schemes - Do's and Don'ts while selecting mutual fund schemes

### **Text Book:**

Workbook for NISM – V- A: Mutual Fund Distributor Certification Examination, e BookPublished by National Institute of Securities Market, Mumbai (March2020).

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Semester	Code	Course	Title of the Course	Hours	Credits	Max. marks	Internal marks	External marks
II	20DIA2CC9	Core –IX	MATHEMATICS OF FINANCE-II	90	6	100	25	75

#### UNIT I

Variable Annuities-Annuities with frequency different from that with interest is convertible

#### UNIT II

Redemption of loan- amortization of a debt- outstanding principal- interest portion & principal content in a particular repayment- Redemption of a loan by a sinking fund

#### UNIT III

Lender's sinking – further consideration on redemption of loan- Capital redemption policy- pure premiums – office premium.

#### UNIT IV

Further compound interest and investment yields-nominal and effective rates of discount- relation between  $i(m)$  and  $d(m)$ - the average yield on the life fund- weighted rate of return-money weighted rate of return- time weighted rate of return- linked internal rate of return.

#### UNIT V

Bonds- purchase price-callable bonds- premium and discount-other types of bonds

#### Text Books:

1. Foundation of Actuarial Science (IC-28), Study Material Published by Insurance Institute of India, Mumbai, Reprinting February 2017.
2. Mathematics of Finance, Second edition(2005),Peter Zima and Robert L.Brown,Tata McGraw-Hill Publishing Company Limited,New Delhi.

**UNIT I:** Chapter 3 Section 4 and 5 T.B.1

**UNIT II:**Chapter 4 Section 1 to 4 T.B.1

**UNIT III:** Chapter 4 Section 5 to 8 T.B.1

**UNIT IV:** Chapter 5 Section 1 to 6 T.B.1

**UNIT V:** Chapter 8 Section 8.1 to 8.7

T.B.2

**Book for Reference:**

An introduction to the Mathematics of Finance, MC Cutchoon and Scoot-Hoinenmann Professional Publishing.

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Semester	Code	Course	Title of the Course	Hours	Credits	Max. marks	Internal marks	External marks
II	20DIA2CC10	Core -X	PRACTICE OF GENERAL INSURANCE- CASE STUDY	90	6	100	25	75

1. Claim Process
2. Actuaries
3. Insurance Proposal Form
4. Insurance claim form common questions
5. New Insurance Product
6. Renewal Notice
7. Claim documents
8. Claims - Problems

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Semester	Code	Course	Title of the Course	Hours	Credits	Max. marks	Internal marks	External marks
II	20DIA2IN2	Core	MUTUAL FUNDS FOR DISTRIBUTORS AND EMPLOYEES -INTERNSHIP	180	6	100	25	75

1. Filling KYC Forms for Individuals and non –Individuals, Application Form /Service Request Filling for Clients
2. NAV Calculation and Return on Investment
3. Taxation for Mutual Fund Returns
4. Technology in Mutual Fund Transactions Provided by Regulatory Bodies along with CAMS/Karvy
5. Key Information Memorandum Analysis (KIM)

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