

## MANAGEMENT AND MARKETING OF INSURANCE

| Course  | Max Marks | Duration of Exam |
|---|-----------|------------------|
| <b>PART I</b>   |           |                  |
| 1.1 English   | 100       | 3                |
| 1.2 Hindi/Punjabi* / Pol. Sc. in lieu of MIL  | 100       | 3                |
| 1.3 Insurance and Risk Management<br>(Vocational)   | 100       | 3                |
| 1.4 Principles of Microeconomic<br>(Interdisciplinary Course-Economics)                             | 100       | 3                |
| <b>PART II</b>  |           |                  |
| 2.1 English   | 100       | 3                |
| 2.2a Computer Fundamentals, Software Packages<br>and Computerized Accounting<br>(Foundation Course) | 50        | 2                |
| 2.2b Business Communication<br>(Foundation Course)  | 50        | 2                |
| 2.3 Insurance Marketing<br>(Vocational)   | 100       | 3                |
| 2.4 Globalisation<br>(Interdisciplinary Course-Economics)   | 100       | 3                |
| <b>PART III</b>   |           |                  |
| 3.1 Hindi/Punjabi*/Pol. Sc. in lieu of MIL  | 100       | 3                |
| 3.2 Life and Health Insurance (Vocational)  | 100       | 3                |
| 3.3 General Insurance (Vocational)<br>(Vocational)  | 100       | 3                |
| 3.4 Business Law<br>(Interdisciplinary Course-Commerce)   | 100       | 3                |