



## FIRST-YEAR OF BACHELOR OF VOCATIONAL MAJOR BANKING AND FINANCE REVISED SYLLABUS ACCORDING TO CBCS NEP2020

COURSE TITLE: LIFE INSURANCE (PRACTICAL)  
II, W.E.F. 2024-2025

SEMESTER-

Recommended by the Board of Studies in BVOC (BFS)  
And  
Approved by the Academic Council  
DevrukhShikshanPrasarakMandal's  
Nya. TatyasahebAthalye Arts, Ved. S. R. Sapre Commerce, and  
Vid. DadasahebPitre Science College (Autonomous), Devrukh.  
Tal.Sangmeshwar, Dist. Ratnagiri-415804, Maharashtra, India

Academic Council Item No: \_\_\_\_\_

Name of the Implementing Institute	:	Nya. TatyasahebAthalye Arts, Ved. S. R. Sapre Commerce, and Vid. DadasahebPitre Science College (Autonomous), Devrukh. Tal.Sangmeshwar, Dist. Ratnagiri-415804,
Name of the Parent University	:	University of Mumbai
Name of the Programme	:	Bachelor of Vocation (BFS)
Name of the Department	:	Commerce
Name of the Class	:	First Year
Semester	:	Second
No. of Credits	:	02
Title of the Course	:	Life Insurance (Practical)
Course Code	:	B108INP
Name of the Vertical in adherence to NEP 2020	:	Major and Minor
Eligibility for Admission	:	Any 12 <sup>th</sup> Pass seeking Admission to Degree Programme in adherence to Rules and Regulations of the University of Mumbai and Government of Maharashtra
Passing Marks	:	40%
Mode of Assessment	:	Formative and Summative
Level	:	UG
Pattern of Marks Distribution for TE and CIA	:	
Status	:	NEP-CBCS
To be implemented from Academic Year	:	2024-2025
Ordinances/Regulations(if any)	:	

*Nya. TatyasahebAthalye Arts, Ved. S. R. Sapre Commerce and Vid. DadasahebPitre Science College, Devrukh (An Autonomous College Affiliated with University of Mumbai)*

## Syllabus for First Year of Bachelor of Vocation in BFS

(With effect from the academic year 2024-2025)

**SEMESTER-II**

**Paper No.–Practical V**

**Course Title: Life Insurance (Practical)**

**No. of Credits - 02**

**Type of Vertical: Major and Minor**

**COURSE CODE: B108INP**

### Learning Outcomes Based on BLOOM's Taxonomy:

After completing the course, the learner will be able to...

Course Learning Outcome No.	Blooms Taxonomy	Course Learning Outcome
CLO-01	Remember	Review the basics of Life Insurance operations & product
CLO-02	Understand	Discuss and interact to customers of Life Insurance
CLO-03	Apply	Acquire knowledge of claim settlement process
CLO-04	Analyze	Classify the customer requirement and assist in payment option
CLO-05	Evaluate	Assess customer for his/her requirement about Life insurance proceeding
CLO-06	Create	Enhance ability to perform duties of Life Insurance agent

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<b>COURSE CONTENT</b>			
<b>Module No.</b>	<b>Content</b>	<b>Credits</b>	<b>No. of Lectures</b>
1	<b>Claim Settlement</b> <ul style="list-style-type: none"> <li>➤ Follow up and review of customers</li> <li>➤ Claim settlement in case of death intimation</li> <li>➤ Claim payment process in case of maturity of policy</li> <li>➤ Assist client with obtaining payment for withdrawal, loan against policy and cash back and rewards etc.</li> <li>➤ Respond to any queries / requirements of customers</li> </ul>	01	30
2	<ul style="list-style-type: none"> <li>✓ Study and analyze a few life insurance plans (minimum 10 numbers) of different Companies and identify a suitable plan for a common man.</li> <li>✓ Survey policy holder having different kind of life insurance policies</li> <li>✓ Study all life insurance plans of LIC.</li> </ul>	01	30
	<b>Total</b>	<b>02</b>	<b>60</b>

### **Required Previous Knowledge**

No previous Knowledge is required.

### **Access to the Course**

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The course is available for all the students admitted for Bachelor of Vocation (BFS) as a Major or a minor. The students seeking admission in other disciplines may select the course as a minor considering the terms and conditions laid down by the University of Mumbai, the Government of Maharashtra, and the college, from time to time.

### Forms of Assessment

The assessment of the course will be of Formative and Summative type. At the beginning of the course diagnostic assessment will be carried out. The formative assessment will be used for the Continuous Internal Evaluation whereas the summative assessment will be conducted at the end of the term. The weightage for formative and summative assessment will be 60:40. The detailed pattern is as given below.

**Term End Evaluation (50 Marks)**  
**Question Paper Pattern**  
**Time: 2 hours**

Question No.	Unit/s	Question Pattern	Marks
Q.1	All	Practical Exam	40
Q.2	All	Assignment/VIVA	10
		<b>Total</b>	<b>50</b>

### Grading Scale

The grading scale used is O to F. Grade O is the highest passing grade on the grading scale, and grade F is a fail. The Board of Examinations of the college reserves the right to change the grading scale.