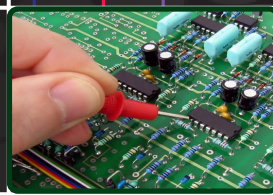


SANGAI INTERNATIONAL UNIVERSITY



B.A. (VS) Management and Marketing of Insurance

**B.A. (VS) Management and Marketing
of Insurance**



B.A. (VS) Management and Marketing of Insurance CBCS

B.A. (Vocational Studies) Management and Marketing of Insurance Three-Year (6-Semester) CBCS Programme: Management and Marketing of Insurance			
Basic Structure: Distribution of Courses			
1	Ability Enhancement Compulsory course	2 Papers of 2 Credit Hrs. each (Total Credit Hrs. 2X2)	04
2	Skill Enhancement Course	4 Papers of 4 Credit Hrs. each (Total Credit Hrs. 4X4) (4 Lectures and 1 Tutorial)	16
3	Core Discipline	12 Papers of 6 Credit Hrs. each (Total Credit Hrs. 12X6) (5 Lectures and 1 Tutorial)	72
4	Elective Courses (Core Discipline)	3 Papers of 6 Credit Hrs. each (Total Credit Hrs. 3X6) (5 Lectures and 1 Tutorial)	18
5	Elective Courses (Inter Disciplinary)	3 Papers of 6 Credit Hrs. each (Total Credit Hrs. 3X6) (5 Lectures and 1 Tutorial)	18
	Total Credit Hrs		128

**B.A. (Vocational Studies) Management and Marketing
of Insurance: Three-Year (6-Semester)**

CBCS Programme

Course Structure

B.A. (VS) Management and Marketing of Insurance

Semester – I

1.1	Environmental Studies/ Language: English/Hindi/Modern Indian Language	Ability Enhancement Compulsory Course (AECC)
1.2	English/ MIL I	Core Discipline
1.3	Risk Management and Insurance	Core Discipline
1.4	Principles of Microeconomics	Core Discipline

Semester – II

2.1	Language: English/Hindi/Modern Indian Language/ Environmental Studies	Ability Enhancement Compulsory Course (AECC)
2.2	MIL / English I	Core Discipline
2.3	Insurance Law and Regulation	Core Discipline
2.4	Macroeconomics	Core Discipline

Semester – III

3.1	English/ MIL II	Core Discipline
3.2	Principles of Life Insurance	Core Discipline
3.3	Indian Economy – Sectoral Issues	Core Discipline
3.4	Computer Concepts and Software Packages	Skill Enhancement Course (SEC)

Semester – IV

4.1	MIL / English II	Core Discipline
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B.A. (VS) Management and Marketing of Insurance CBCS

4.2	General Insurance – I	Core Discipline
4.3	Labour and Development in India	Core Discipline
4.4	Business Communications	Skill Enhancement Course (SEC)
<u>Semester – V</u>		
5.1	General Insurance – II	Elective Core – Discipline Based
5.2	Internship Project / Project	Core Discipline
5.3	Financial Accounting Corporate Laws	Elective Core – Generic
5.4	Insurance Marketing	Skill Enhancement Course (SEC)
<u>Semester – VI</u>		
6.1	Practice of Life Insurance and Health Insurance	Elective Core – Discipline Based
6.2	Globalization International Financial Management	Elective Core – Discipline Based
6.3	Business Law Service marketing	Elective Core – Generic
6.4	Underwriting and Claim Management in Insurance	Skill Enhancement Course (SEC)