

NATIONAL UNIVERSITY OF SCIENCE AND TECHNOLOGY

B.COMM RISK MANAGEMENT AND INSURANCE

INSURANCE BROKING AND CLIENT SERVICES (CIN 4103)

JULY 2006 SECOND SEMESTER EXAMINATION

DURATION: 3 HOURS

INSTRUCTIONS TO CANDIDATES

1. Answer all questions.
 2. Write clearly and legibly.
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Question 1

Discuss the criteria for classifying insurance products. **[25 Marks]**

Question 2

Describe how brokers influence consumer perceptions and attitudes. **[25 Marks]**

Question 3

Analyse the factors that contribute towards de-intermediation. **[25 Marks]**

Question 4

Critically evaluate the regulation of brokers as provided for in the Insurance Act [Chapter 24:07] In light of the role of insurance agents in general and insurance brokers in particular do you feel that there is need for greater regulation in the public interest.

[25 Marks]