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## IIC Principles and Practice of Insurance Sample Questions (Q86-Q91):

### NEW QUESTION # 86

A retailer reports \$250,000 revenues and \$100,000 expenses, and projects \$50,000 in sustained growth next year. What is its net income for the past year?

- A. \$150,000
- B. \$300,000
- C. \$250,000
- D. \$200,000

**Answer: A**

Explanation:

Net income is calculated by subtracting expenses from revenues:

$$\text{Net Income} = \text{Revenues} - \text{Expenses}$$
  
Net Income = Revenues - Expenses For this retailer:

$$\$250,000 - \$100,000 = \$150,000$$
  
\$250,000 - \$100,000 = \$150,000 The projection of \$50,000 sustained growth next year is irrelevant because the question asks specifically for last year's net income. Many insurance-based financial questions test the ability to isolate actual financial performance from future projections.

Options B, C, and D incorrectly combine revenue, expense, or growth figures.  
Thus, the correct net income is A: \$150,000.

### NEW QUESTION # 87

How are staff adjusters and independent adjusters similar?

- A. Both are licensed only in Quebec and New Brunswick
- B. Neither has any limitation on their authority to settle claims
- C. Neither is allowed to perform an investigation
- **D. Both work on behalf of, and are paid by, the insurer**

**Answer: D**

Explanation:

This question is identical to Question 25, so the correct answer and reasoning are the same. Whether an adjuster is a staff employee or an independent contractor, they are hired to represent the insurer in the claims process. They are both compensated by the insurer—staff adjusters through salary and benefits, independent adjusters through fees or billing arrangements. Both must meet licensing requirements established by provincial regulatory bodies, conduct investigations, and report their findings to the insurer. They are also both subject to authority limits on claim settlement.

Thus, the only option that correctly reflects their similarity is B: both serve and are paid by insurers.

### NEW QUESTION # 88

George emails his cousin offering to buy her textbooks for \$500. He states that unless she replies "no," they have a deal. Which essential element of a binding contract is missing?

- A. Consideration
- **B. Offer and acceptance**
- C. Legality of object
- D. Capacity to contract

**Answer: B**

Explanation:

For a legally binding contract, there must be offer and acceptance—a clear proposal and a clear, communicated acceptance. In this case, George attempts to treat silence as acceptance. According to contract law, silence cannot constitute acceptance, unless there is a prior agreement between the parties stating otherwise. Because his cousin has not actively communicated acceptance, the contract remains incomplete.

Option A is incorrect—consideration exists (money in exchange for books).

Option B is irrelevant—buying textbooks is legal.

Option C does not apply—George is 18 and has legal capacity in Alberta.

The missing element is acceptance, so the correct answer is D.

### NEW QUESTION # 89

Which statement best describes a valued contract?

- A. The policy pays the full cost of replacing items even if this amount exceeds policy limits
- B. Settlements involve periodic payments due to the nature of valuation
- **C. Settlements are based on a predetermined amount agreed upon at contract formation**
- D. The insured can reject settlement offers and force a higher payout

**Answer: C**

Explanation:

A valued contract is one in which the insurer and insured agree in advance on the value of the insured item. If a total loss occurs, the insurer pays this predetermined amount, regardless of the item's actual cash value at the time of loss. This type of contract is common in areas such as fine arts, antiques, life insurance, or items whose value is difficult to measure after loss. The purpose is to eliminate disputes over valuation after a loss occurs.

Option A incorrectly describes replacement cost coverage.

Option B misstates contract rights; insureds cannot force payouts beyond contractual terms.  
Option C describes structured settlements, not valued contracts.  
Thus, the correct definition is D.

### NEW QUESTION # 90

Jack is a first-time homeowner. How can he mitigate his risk?

- A. Purchase insurance
- B. Increase his volume of risk
- C. Decrease his volume of risk
- D. Purchase many different kinds of goods

**Answer: C**

Explanation:

Risk mitigation refers to reducing the frequency or severity of potential losses. A first-time homeowner can mitigate risk by taking proactive measures such as installing smoke alarms, securing doors and windows, maintaining the property, or eliminating hazards. These actions directly decrease the homeowner's volume of risk by reducing the probability of a loss or limiting its potential impact. Option A-purchasing insurance-is not risk mitigation; it is risk transfer, where the financial consequences of loss are shifted to an insurer. Insurance does not reduce the likelihood of loss; it only provides compensation after loss.

Option B is the opposite of mitigation.

Option D is irrelevant to risk management.

Thus, the correct answer is C: Decrease their volume of risk.

### NEW QUESTION # 91

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