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The Salesforce DEX-450 exam is a great way for developers to prove their expertise in programming development using Apex and Visualforce in Lightning Experience. It validates an individual's understanding of the programming concepts, best practices, and techniques that are necessary for developing custom applications and integrating business processes in Salesforce. This certification is a must-have for developers who want to advance their careers in the Salesforce ecosystem.

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IIC Principles and Practice of Insurance Sample Questions (Q85-Q90):

NEW QUESTION # 85

Which role is directly employed by the Canadian property and casualty insurance industry?

- A. Mechanic
- B. Travel agent
- C. Lawyer
- D. Health professional

Answer: C

Explanation:

The Canadian property and casualty (P&C) insurance industry employs a range of specialized professionals who support the underwriting, claims, regulatory, and legal functions necessary for insurance operations.

Lawyers are commonly employed directly by insurers to provide advice on policy interpretation, defend claims litigation, ensure regulatory compliance, draft contracts, and handle disputes. They play a crucial role in the claims process, particularly for liability claims and complex legal matters.

Mechanics, travel agents, and health professionals are not directly employed by the P&C insurance industry.

Mechanics may work with insurers as third-party repair facilities, but they are not typically employees. Travel agents relate to travel services, not insurance employment. Health professionals may support life and health insurers or provide assessments for claims, but they are not ordinarily employed in the property and casualty sector. Therefore, the correct answer is A: Lawyer.

NEW QUESTION # 86

What should the broker provide in the broker report?

- A. Any personal knowledge of the client
- B. Comparable accounts to assist the insurer in rating
- C. Their suggested premium for the client
- D. The client's past premium and deductibles

Answer: A

Explanation:

A broker report accompanies an application submitted to an insurer. Its purpose is to give the underwriter helpful background information to properly assess the risk. The broker is expected to provide personal knowledge of the client that may not be evident from the application itself, such as reputation, financial responsibility, prior behaviour, and risk-management practices. This information can significantly influence underwriting decisions.

Option A is incorrect—the insurer, not the broker, determines premium.

Option C may be included if relevant, but it is not the essential purpose of a broker report.

Option D (comparable accounts) is not standard practice; insurers rely on their own rating manuals and actuarial data.

Thus, the most appropriate and expected content in a broker report is personal knowledge of the client, making B the correct answer.

NEW QUESTION # 87

What is binding authority?

- A. Equivalent to an insurer's cover note
- B. List of clients who the broker can contact for coverage
- C. Permission to confirm coverage before submitting it to the insurer
- D. Agreement between an insurer and an insured regarding reinsurance

Answer: C

Explanation:

Binding authority is the authority an insurer grants to a broker or agent, allowing the intermediary to bind coverage on the insurer's

behalf before the insurer has formally reviewed the application. When an intermediary has binding authority, they can confirm that coverage is in force immediately, subject to the terms granted by the insurer. This is crucial for situations requiring quick coverage, such as real estate closings, automobile purchases, or commercial contract deadlines.

Option A is incorrect because a cover note is the document issued after binding coverage—not the binding authority itself. Option B is incorrect because binding authority has nothing to do with permission to contact clients. Option D is completely unrelated, as reinsurance agreements occur between insurers, not insureds.

Therefore, the correct description of binding authority is permission granted to an intermediary to bind coverage on behalf of the insurer, which is option C.

NEW QUESTION # 88

Which financial outcome would be expected when engaging in a speculative risk?

- A. No possibility of loss
- **B. Possibility of either gain or loss**
- C. Possibility of gain only
- D. No possibility of gain

Answer: B

Explanation:

In insurance terminology, a speculative risk is a situation where there is a possibility of either financial gain or financial loss, depending on how events unfold. This is what makes it different from a pure risk, where the only possible outcomes are loss or no loss (but never a profit). Examples of speculative risk include investing in the stock market, starting a business, or buying foreign currency. In each of these situations, you may end up with a profit, break even, or suffer a loss.

Because speculative risks involve the potential for profit, they are generally not insurable. Insurance is designed to respond to pure risks, such as the risk of fire damaging a building, or a car accident causing injury or property damage. In those cases, there is no opportunity for financial gain from the event itself—only the chance of economic loss or no loss at all.

Therefore, the defining characteristic of speculative risk, and the correct answer to this question, is the possibility of either gain or loss, which is captured by option D.

NEW QUESTION # 89

Which principle of insurance requires that an insured must have a financial interest in the subject matter of insurance at the time of loss?

- **A. Insurable interest**
- B. Utmost good faith
- C. Subrogation
- D. Indemnity

Answer: A

Explanation:

Comprehensive and Detailed Explanation:

The principle of insurable interest is fundamental to insurance contracts and is essential for the validity of an insurance policy.

Insurable interest exists when the insured stands to suffer a financial loss if the insured property is damaged, destroyed, or if the insured person is injured or dies. This principle ensures that insurance contracts are not used for speculation or gambling, which would be contrary to the purpose of insurance.

According to established insurance principles reflected in the Insurance Institute of Canada's Principles and Practice of Insurance, insurable interest must exist at the time of loss for property and liability insurance. For life insurance, insurable interest must exist at the time the policy is taken out. Without insurable interest, an insured would have no legitimate reason to purchase insurance, and the policy could be declared void.

For example, a homeowner has an insurable interest in their house because they would suffer a financial loss if it were damaged by fire. Similarly, a business has an insurable interest in its inventory and equipment. In contrast, a person cannot insure a stranger's property because they would not experience a financial loss if that property were damaged.

This principle protects insurers from moral hazard and ensures that insurance remains a mechanism for risk transfer and financial protection, rather than a means of profit. Therefore, the correct answer is A. Insurable interest.

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