

BHARATI VIDYAPEETH DEEMED (TO BE)

UNIVERSITY

NEW LAW COLLEGE, PUNE

REVISED REGULATIONS

RELATING TO THE TEN SEMESTERS

PATTERN OF B.B.A.LL.B. 5-YEAR DEGREE PROGRAMME



CHOICE BASED CREDIT SYSTEM

(CBCS)

From the Academic Year

2021-22



BHARATI VIDYAPEETH

Bharati Vidyapeeth, the parent body of Bharati Vidyapeeth University was established in May, 1964 by Dr. Patangrao Kadam with the objective of bringing about intellectual awakening and all sided development of the people of our country through education.

Bharati Vidyapeeth is now a leading educational institution in the country, which has created a history by establishing within a short span of 50 years or so 180 educational institutions imparting education from the pre-primary stage to post graduate stage. Our colleges and institutions of higher education impart education in different disciplines including Medicine, Dentistry, Ayurved, Homoeopathy, Nursing, Arts, Science, Commerce, Engineering, Pharmacy, Management, Social Sciences, Law, Environmental Science, Architecture, Hotel Management and Catering Technology, Physical Education, Computer Science, Library Science, Information Technology, Biotechnology & Agriculture.

These educational institutions which have achieved an acclaimed academic excellence cater to the educational needs of thousands of students coming from different parts of India and also abroad. Our teaching faculty includes highly qualified, experienced, dedicated and student-caring teachers. These educational institutions are located at various places viz. Pune, Navi Mumbai, Kolhapur, Solapur, Sangli, Karad, Panchagani, Jawhar and New Delhi. The spectacular success achieved by Vidyapeeth is mainly a creation of unusual foresight, exceptionally dynamic leadership and able guidance of the founder of Vidyapeeth, Dr. Patangrao Kadam. It has been our constant endeavor to impart high quality education and training to our students and so, no wonder that our institutions have become nationally known for their academic excellence. In recognition of the academic merit achieved by these institutions and potential for development which they have, the Department of Human Resource Development, Government of India and the University Grants Commission of India have accorded the status of a deemed to be university to Bharati Vidyapeeth with its twenty nine constituent units.

Besides these 180 educational institutions, Bharati Vidyapeeth has also been successfully running a Co-operative Bank, Co-operative Consumer Stores, a Co-operative Poultry, a Co-operative Sugar Factory, Charitable Hospitals and Medical Research Centre and the like.

BHARATI VIDYAPEETH UNIVERSITY, PUNE

As mentioned earlier, the Department of Human Resource Development, Government of India on the recommendation of University Grants Commission accorded the status of Deemed University to twelve units of Bharati Vidyapeeth (vide their notification No. F.9-15/95-U.3 dated 26/4/96 under the Section 3 of the University Grants Commission Act. of 1956).

Subsequently, the Govt. of India on the recommendations of the UGC and AICTE brought some more institutions of Bharati Vidyapeeth within the ambit of Bharati Vidyapeeth University. At present there are 29 Constituent Unites.

- 1) BVDU Medical College, Pune
- 2) BVDU Dental College & Hospital, Pune
- 3) BVDU College of Ayurved, Pune
- 4) BVDU Homoeopathic Medical College, Pune
- 5) BVDU College of Nursing, Pune
- 6) BVDU Yashwantrao Mohite College of Arts, Science and Commerce, Pune
- 7) BVDU New Law College, Pune
- 8) BVDU Social Sciences Centre (M.S.W.), Pune
- 9) BVDU Yashwantrao Chavan Institute of Social Science Studies & Research, Pune
- 10) BVDU Center for Research & Development in Pharmaceutical Sciences & Applied Chemistry, Pune
- 11) BVDU College of Physical Education, Pune
- 12) BVDU Institute of Environment Education & Research, Pune
- 13) BVDU Institute of Management and Entrepreneurship Development, Pune
- 14) BVDU Poona College of Pharmacy, Pune
- 15) BVDU College of Engineering, Pune
- 16) BVDU Interactive Research School in Health Affairs (IRSHA), Pune
- 17) BVDU Rajiv Gandhi Institute of Information Technology & Biotechnology, Pune
- 18) BVDU College of Architecture, Pune
- 19) BVDU Abhijit Kadam Institute of Management and Social Sciences, Solapur
- 20) BVDU Institute of Management, Kolhapur
- 21) BVDU Institute of Management & Rural Development Administration, Sangli
- 22) BVDU Institute of Management & Research, New Delhi
- 23) BVDU Institute of Hotel Management & Catering Technology, Pune
- 24) BVDU Yashwantrao Mohite Institute of Management, Malakapur-Karad
- 25) BVDU Medical College & Hospital Sangli
- 26) BVDU Dental College and Hospital, Mumbai
- 27) BVDU Dental College and Hospital, Sangli
- 28) BVDU College of Nursing, Sangli
- 29) BVDU College of Nursing, Navi Mumbai

BHARATI VIDYAPEETH DEEMED UNIVERSITY

NEW LAW COLLEGE, PUNE

The Bharati Vidyapeeth's New Law College, Pune, having the recognition from Bar Council of India, New Delhi, came into existence on 1st August, 1978 as a permanently affiliated college of the University of Pune, Pune. This college had a privilege of being inaugurated at the hands of Hon'ble Shri. Y. V. Chandrachud, former Chief Justice of India. When Bharati Vidyapeeth became a Deemed University in 1996, the New Law College became a constituent unit of the BHARATI VIDYAPEETH UNIVERSITY. It was then resolved by the University authorities to shape the college as a centre of excellence in the field of legal education at national level. The College has celebrated its Silver Jubilee during the academic year 2002-2003.

Recognition of LL.B. Degree from Bar Council of India

The Bar Council of India has given the recognition to the Bachelor Degree of LL.B. offered by Bharati Vidyapeeth University, for LL.B. 5 Year and 3 Year Courses by vide letter No.BCI.D.699.1999 (LE/Mtg) dated 6th August, 1999. The college affiliation is approved by the Bar Council of India by vide letter No.BCI:D:1029/2009 (LE/M/G) dt. 07/07/2009.

LEGAL EDUCATION AND BHARATI VIDYAPEETH UNIVERSITY

The Bharati Vidyapeeth University, New Law College, has kept before itself the goals of advancement and dissemination of knowledge of law and legal processes in the context of national development. In accordance with these basic expectations the College is striving to achieve excellence in the field of legal education and research. The College while imparting the legal education has kept a goal in view that a professional lawyer must be well equipped to perform the various roles which lawyers are expected to play in our society. The lawyer is not to be merely a craftsman, manipulating advocacy skills in the traditional role of conflict resolution in courts. There are other concurrent curricular goals and roles for legal education, some of which may be more important than litigation in the context of our society.

In pursuance of Bar Council of India's Directive through Rule of Legal Education 2008, the Law Faculty of Bharati Vidyapeeth University has revised the entire syllabi of LL.B. of Three Year & Five Year Courses. The revised syllabi incorporates the theme of UGC Curriculum Report. The University has also introduced the semester programme (As per the Circular No.2/99 of Bar Council of India) for LL.B Three Year & Five Year Course from the academic year 2000-2001.

REGULATIONS RELATING TO THE SEMESTER PATTERN OF B.B.A.-LL.B. 5 YEAR DEGREE PROGRAMME {10 SEMESTER PROGRAMME WITH CHOICE BASED CREDIT SYSTEM (CBCS)}

1. The Five Year B.B.A. LL.B. Degree Programme approved by BCI is a Ten Semester Programme.
2. The duration of each semester shall be of six months.
3. There shall be an Examination at the end of each semester which shall be conducted by the University
4. Admission to the Programme is by Merit only through All India Law Entrance Test conducted by Bharati Vidyapeeth University.
5. Eligibility for Admission to BBA LL.B. First Semester - The applicant shall have passed the H.S.C. Examination (10+2) in English or equivalent from recognized Board / University and have obtained minimum 45% marks in aggregate.
6. Provisional Admission: Every admission given shall be provisional. Provisional admission is for a limited period. Its confirmation depends upon the clearance of eligibility as per rules of admission/examination. In case of non-clearance of eligibility within the period of first term, it stands cancelled automatically without any notice. In case of any doubt, the student shall contact the Principal immediately and shall clarify the doubts in writing.
7. BBA. LL.B 5 year programme shall have 280 credits in Ten Semesters as prescribed in the table below.
8. The medium of instruction and of the examination shall be English.
9. The scope of the subjects shall be as indicated in the prescribed syllabus.
10. Each paper from Sem- I to Sem- X shall be of 100 marks.
11. In each paper out of 100 – 40 marks will be for Internal Examination and 60 marks for University Examination. This rule shall not be applicable for Practical Papers III and IV.
12. The student will be awarded BBA LL.B. degree after passing in all the papers from I semester to X semester in BBA LL.B. 5 year programme.
13. A person has already obtained BBA LL.B. or equivalent degree from any other statutory University will not be eligible for the admission to the BBA LL.B. Programme of this University.

THE GENERAL STRUCTURE

1. B.B.A. LL.B. 5 Year Degree shall be awarded to candidates on successful completion of a Ten semester programme of study.
2. Curriculum, studies, examinations, and continuance from semester to semester, promotion and declaration of results are given in this infolet.
3. BB.A LL.B. Programme will have courses of 280 credits in Ten semesters, as given below:

| <u>I-Semester</u> | | | |
|--|---------|----------------|---------------|
| Course Category | Credits | No. of Courses | Total Credits |
| Core Courses (Theory) | 5 | 5 | 25 |
| Total Credits in I-Semester | | 25 | |
| <u>II-Semester</u> | | | |
| Core Courses (Theory) | 5 | 6 | 30 |
| Total Credits in II-Semester | | 30 | |
| <u>III-Semester</u> | | | |
| Core Courses (Theory) | 5 | 5 | 25 |
| Total Credits in III-Semester | | 25 | |
| <u>IV-Semester</u> | | | |
| Core Courses (Theory) | 5 | 6 | 30 |
| Total Credits in IV-Semester | | 30 | |
| <u>V-Semester</u> | | | |
| Core Courses (Theory) | 5 | 4 | 20 |
| Core Elective | 5 | 1 | 5 |
| Total Credits in V-Semester | | 25 | |
| <u>VI-Semester</u> | | | |
| Core Courses (Theory) | 5 | 4 | 20 |
| Core Elective | 5 | 1 | 5 |
| Practical Paper- I | 6 | 1 | 6 |
| Total Credits in VI-Semester | | 31 | |
| <u>VII-Semester</u> | | | |
| Core Courses (Theory) | 5 | 4 | 20 |
| Core Elective | 5 | 1 | 5 |
| Total Credits in VII-Semester | | 25 | |
| <u>VIII-Semester</u> | | | |
| Core Courses (Theory) | 5 | 5 | 25 |
| Core Elective | 5 | 1 | 5 |
| Practical paper-II | 6 | 1 | 6 |
| Total Credits in VIII-Semester | | 31 | |
| <u>IX-Semester</u> | | | |
| Core Courses (Theory) | 5 | 3 | 15 |
| Core Elective | 5 | 1 | 5 |
| Practical Paper- III | 6 | 1 | 6 |
| Total Credits in IX-Semester | | 26 | |
| <u>X-Semester</u> | | | |
| Core Courses (Theory) | 5 | 4 | 20 |
| Core Elective | 5 | 1 | 5 |
| Practical Paper- IV | 7 | 1 | 7 |
| Total Credits in X-Semester | | 32 | |
| Total Credit requirement for BBA. LL.B 5 Year Course | | | 280 |

B.B.A.-LL.B. (5 Year Degree Programme - 10 Semester Programme)

| | B.B.A.LL.B. First Semester | Credits |
|----|---|--------------------------|
| 1. | General English – I | 05 |
| 2. | Fundamentals of Management | 05 |
| 3. | Sociology – I (General Principles) | 05 |
| 4. | Economics – I (General Principles) | 05 |
| 5. | Law of Torts including Motor Vehicle Accident and Consumer Protection Act | 05 |
| | | Total Credits= 25 |

| | B.B.A.LL.B. Second Semester | Credits |
|----|---|--------------------------|
| 1. | General English – II | 05 |
| 2. | Human Resource Management | 05 |
| 3. | Sociology – II (Social Institutions in India) | 05 |
| 4. | Economics – II (Indian Economy) | 05 |
| 5. | Law of Contract | 05 |
| 6. | Business Organisation | 05 |
| | | Total Credits= 30 |

| | B.B.A.LL.B. Third Semester | Credits |
|----|--|--------------------------|
| 1. | General English – III (Legal Writing) | 05 |
| 2. | Business Ethics and Corporate Governance | 05 |
| 3. | Sociology – III (Sociology & Law) | 05 |
| 4. | ICT & Legal Research (Soft Skills) | 05 |
| 5. | Constitutional Law – I | 05 |
| | | Total Credits= 25 |

| | B.B.A.LL.B. Fourth Semester | Credits |
|----|---|--------------------------|
| 1. | General English – IV (Legal Language) | 05 |
| 2. | Business Communication | 05 |
| 3. | Economics III (Economics and Law) | 05 |
| 4. | Family Law – I (Marriage, Divorce and Matrimonial Disputes) | 05 |
| 5. | Constitutional Law – II | 05 |
| 6. | Marketing Management | 05 |
| | | Total Credits= 30 |

| | B.B.A.LL.B. Fifth Semester | Credits |
|----|---|----------------|
| 1. | Basics of Financial Accounting | 05 |
| 2. | Law of Crimes | 05 |
| 3. | Jurisprudence | 05 |
| 4. | Family Law – II (Matrimonial Property, Guardianship & Adoption) | 05 |

| | | |
|----|--|--------------------------|
| 5. | Optional – I A. Business Law Group – Banking law including Negotiable Instrument Act B. Constitutional Law Group – Media and Law | 05 |
| | | Total Credits= 25 |

| B.B.A.-LL.B. Sixth Semester | | Credits |
|------------------------------------|--|--------------------------|
| 1. | Corporate Finance | 05 |
| 2. | Cyber Law | 05 |
| 3. | Special Contract | 05 |
| 4. | Practical Paper – I (Professional Ethics, Accountancy for Lawyers and Bar Bench Relations) | 06 |
| 5. | International Dispute Resolution Bodies | 05 |
| 6. | Optional – II A. Business Law Group – Insurance Law B. Constitutional Law Group – Health Law | 05 |
| | | Total Credits= 31 |

| B.B.A.LL.B. Seventh Semester | | Credits |
|-------------------------------------|---|--------------------------|
| 1. | Civil Procedure Code & Limitation Act | 05 |
| 2. | Interpretation of Statutes | 05 |
| 3. | Company Law | 05 |
| 4. | Property Law Including Transfer of Property Act and Easement Act | 05 |
| 5. | Optional – III A. Business Law Group – Mergers and Acquisition B. Constitutional Law Group – Right to Information | 05 |
| | | Total Credits= 25 |

| B.B.A.LL.B. Eighth Semester | | Credits |
|------------------------------------|---|--------------------------|
| 1. | Labour Laws | 05 |
| 2. | Law of Evidence | 05 |
| 3. | Criminal Procedure Code, Juvenile Justice Act & Probation of Offenders Act | 05 |
| 4. | Practical Paper-II (Drafting, Pleading & Conveyancing) | 06 |
| 5. | International Business | |
| 6. | Optional –IV A. Business Law Group – Competition Law & Practice B. Constitutional Law Group – Gender Justice and Feminist Jurisprudence | 05 |
| | | Total Credits= 31 |

| B.B.A.LL.B. Ninth Semester | | Credits |
|-----------------------------------|--|---------------------------|
| 1. | Administrative Law | 05 |
| 2. | Environmental Law | 05 |
| 3. | Mediation, Conciliation and Arbitration | 05 |
| 4. | Practical Paper-III (Moot Court, Pre-trial Preparations and Participation in trial proceedings) | 06 |
| 5. | Optional – V A. Business Law Group – Direct Tax B. Constitutional Law Group – Law on Education | 05 |
| | | Total Credits = 26 |

| B.B.A.LL.B. Tenth Semester | | Credits |
|-----------------------------------|--|--------------------------|
| 1. | Public International Law | 05 |
| 2. | Intellectual Property Laws | 05 |
| 3. | Defence and Strategic Studies / Sciences | 05 |
| 4. | Practical Paper-IV (Public Interest Lawyering, Legal Aid and Para Legal Services) | 07 |
| 5. | Business Entrepreneurship and Strategic Management | 05 |
| 6. | Optional – VI A. Business Law Group – Indirect Tax B. Constitutional Law Group – Human Rights Law & Practice | 05 |
| | | Total Credits= 32 |

Total Requirement of Credits for B.B.A.LL.B. 5 years Programme = 280 Credits

COURSE DESIGN OF B.B.A.-LL.B. 5 YEAR PROGRAMME

The Scope of the Subjects shall be as indicated in the prescribed syllabus.

| Semester | Foundational/ Compulsory Courses | Practical Papers | Electives/ Optional | Total number of Papers | Total Marks Allotted | Total Credits |
|---|--|--------------------------------------|--|---|----------------------------|---|
| I | 5 | - | - | 5 | 500 | 25 |
| II | 6 | - | - | 6 | 600 | 30 |
| III | 5 | - | - | 5 | 500 | 25 |
| IV | 6 | - | - | 6 | 600 | 30 |
| V | 4 | - | 1 | 5 | 500 | 25 |
| VI | 4 | 1 | 1 | 6 | 600 | 31 |
| VII | 4 | - | 1 | 5 | 500 | 25 |
| VIII | 4 | 1 | 1 | 6 | 600 | 31 |
| IX | 3 | 1 | 1 | 5 | 500 | 26 |
| X | 4 | 1 | 1 | 6 | 600 | 32 |
| Total Number of Compulsory /Foundational Courses =45 | | Total Practical papers = 04 | Total Number of Electives = 06 | Total Number of papers = 55 | Total Marks = 5500 | Total number of Credits for BBA. LL.B 5 Years Programme = 280 |

GUIDELINES FOR INTERNAL ASSESSMENT SYSTEM

(Rules & Regulations)

- Class/ Home Assignments & Research Paper – 10 Marks
- Unit Tests – 20 Marks
- Tutorials Based on Case Studies & Legislative Analysis – 05 Marks
- Attendance – 05 Marks

Total = 40 Marks

GUIDELINES FOR INTERNAL ASSESSMENT SYSTEM

(Rules & Regulations)

1. CLASS/ HOME ASSIGNMENTS & RESEARCH PAPER: -

- Long Term Paper - 05 Marks
2 research papers - 05 Marks (2.5 Marks Each)

Total = 10 Marks

EXPLANATION: -

In the Class/Home Assignments, the students are required to prepare a compulsory Long Term Paper. Besides this, the students shall also submit a minimum of two compulsory Research papers on any of the themes relating to the subject. The Submissions must be *free from plagiarism* and must meet international standards of modes of citation (except at places where only Indian Citation applies).

2. UNIT TESTS: -

- Unit test - 20 Marks

Total = 20 Marks

EXPLANATION: -

There shall be compulsory Unit written tests to be appeared by the students which shall consist of 20 Marks for each paper. The topics for each paper shall be notified by the concerned subject teacher well in advance.

3. TUTORIALS BASED ON CASE STUDIES & LEGISLATIVE ANALYSIS: -

- Tutorial 1 (Case Study-I) - 02 Marks

| | |
|-----------------------------------|------------|
| Tutorial 2 (Case Study-II) | - 02 Marks |
| Tutorial 3 (Legislative Analysis) | - 01 Marks |

Total = 05 Marks

EXPLANATION: -

There shall be a minimum number of 3 Tutorials out of which 2 tutorials shall be based on the recent case studies while 1 tutorial shall be based on analysis of recent or landmark legislation relating to the subject to be appeared by the students in the Class.

4. ATTENDANCE: -

Attendance = 05 Marks

EXPLANATION: -

As per the norms of Bar Council of India, it shall be compulsory for all students to have a minimum of 75% of attendance per semester.

SPECIAL CLAUSE

The students who participate at the following activities with the prior permission of the Principal may be exempted from the above rules as a Special case:

- a) *A Student Who participated at Various national and International Moot Court Competitions in India or abroad; or*
- b) *A Student Who participated in Mock Trials, Debate, Essay or any other kind of competitions*
- c) *A Student who participated in any Model United Nations, Model Parliamentary Debate Competitions in India or abroad; or*
- d) *A Student Who actively volunteered in the College organized or any national NSS activity or any other extra-curricular activities; or*
- e) *A Student Who participated in assisting NLC's Free Legal Aid Clinic or other legal aid services, Legal Awareness camps etc.; or*
- f) *A Student who participated in any cultural or sports activities held at national or international level; or*
- g) *A Student who is suffering from prolonged illness duly certified by the Registered medical practitioner*

Provided, the students who participated in the abovementioned activities, have sought prior permission, in writing, of the Principal, Law College to represent the institute at national and international level. The exemption granted under this rule shall solely be subject to the discretion of the Principal, Law College and no Student can claim the exemption as a matter of his/her right.

SYSTEM OF EXAMINATION

Each paper shall be of out of which 40 Marks shall be for Internal Assessment (IA) and 60 Marks shall be for University Examination (UE). Internal Assessment (IA) and University Examination (UE) shall be conducted by the University for each paper.

THE CREDIT SYSTEM:

The credits specified for BB.A. LL.B. 5 years programme describe the weightages of various courses of the programme. The number of credits along with grade points that the student has satisfactorily completed measures the performance of the student. Satisfactory progress of a student is subject to his/ her maintaining a minimum Cumulative Grade Point Average (CGPA), as well as minimum grades in different courses of the programme. A certain number of credits must be earned by the student to qualify for the degree. Description of credit distribution for core Courses, elective Courses, and language course has already been shown.

There shall be a 10-Point Absolute Grading System for grading in each head of passing. The system shall have seven, the highest being 10.

The performance indicators O, A+, A, B+, B, and F shall respectively mean:

| | |
|----|--------------|
| O | Outstanding |
| A+ | Excellent |
| A | Very Good |
| B+ | Good |
| B | Satisfactory |
| F | Fail |

THE GRADING SYSTEM UNDER CBCS

Point Scale for Grading

| Marks | Range of marks | Grade Point | Grade |
|-------|----------------|-------------|-------|
|-------|----------------|-------------|-------|

| | | |
|----------------------------|----|----|
| (Out of 100) | | |
| 80 \leq Marks \leq 100 | 10 | O |
| 70 \leq Marks \leq 80 | 9 | A+ |
| 60 \leq Marks \leq 70 | 8 | A |
| 55 \leq Marks \leq 60 | 7 | B+ |
| 50 \leq Marks \leq 55 | 6 | B |
| Marks below < 50 | 0 | F |

EVALUATION AND COMPUTATION OF THE GRADE POINT AVERAGES:

Cumulative performance indicators such as GPA, SGPA or CGPA shall be calculated as described and illustrated below.

- A) The performances at UE and IA will be combined to obtain the Grade Point Average (GPA) for the Course/ Paper.
- B) The Weights for performance at UE and IA shall respectively be 60% and 40%.
- C) The Grade Point Average (GPA) for a Course/ Paper shall be calculated by first finding the total marks out of 100 for the Course/ Paper.
- D) Two kinds of performance indicators, namely, the Semester Grade point Average (SGPA) and the Cumulative Grade Point Average (CGPA) shall be computed at the end of each term. The SGPA measures the cumulative performance of a learner in all the Courses/ Paper in a particular Semester, while CGPA measures the cumulative performance in all courses/ papers since his/her enrollment. The CGPA of a learner when he/she completes the programme is the Final Result of the learner.

STANDARDS OF PASSING

- A) In order to pass in a Semester, a Student must obtain a minimum grade point of 6.00 (50%) both at the UE and IA.
- B) A Student who passes in a Course/ Paper is said to have completed the Credits assigned to the Course/ Paper.
- C) A Student who completed the minimum Credits required for a programme will be declared to have completed the programme.
- D) Minimum passing grade shall be Grade 'B' for each course/ Paper.

RULES OF PROMOTION FOR BB.A. LL.B 5 YEARS PROGRAMME

In a 5 year LL.B. programme, a Student who is admitted in 1st year, subject to the clearance of eligibility and after securing required credits for that year, shall automatically be promoted to next year. However, a Candidate who has not put minimum credits shall not be promoted to next year of the programme. In order to get promotion in 3rd year, the Candidate has to pass in all the papers of 1st year with minimum 6.00 grade points in each paper at both University Examination and Internal Examination. Similarly, in order to get promotion to 4th Year, a Candidate has to pass in all the papers of 1st year and 2nd year. In order to get promotion in last year, a Candidate has to pass in all the papers of 1st year, 2nd year and 3rd year of the programme.

SINGLE DEGREE:

As per the UGC rules, a Candidate admitted in BB.A. LL.B 5 Years Programme is entitled for Single Degree only (*BB.A. LL.B*) that too after the successful completion of 5 years programme. They shall not be entitled for Dual Degree as the duration of the Programme is only five years.

AWARD OF HONOURS:

A Student who has completed the minimum credits specified for the programme shall be declared to have passed in the programme. The Final result will be in terms of letter grade only and is based on the CGPA of all Courses studied and passed. The Criteria for the award of honours is given below.

The Criteria for the award of Degree are given as follows:

| Range of CGPA | Final Grade | Performance Descriptor | Equivalent Range of Marks (%) |
|----------------------|--------------------|-------------------------------|--------------------------------------|
| 9.50 < CGPA < 10.00 | O | Outstanding | 80 <Marks <100 |
| 9.00 < CGPA < 9.49 | A+ | Excellent | 70 <Marks <80 |
| 8.00 < CGPA < 8.99 | A | Very Good | 60 <Marks <70 |
| 7.00 < CGPA < 7.99 | B+ | Good | 55 <Marks <60 |
| 6.00 < CGPA < 6.99 | B | Satisfactory | 50 <Marks <55 |
| CGPA Below 6.00 | F | Fail | Marks below 50 |

First Semester

Subject: General English I

| Designation of Course | B.B.A. LL.B. Sem I | | |
|--|------------------------|-------|------------------|
| Teaching Scheme: | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/ Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

| | |
|--------------------------|---|
| Course Objectives | <ul style="list-style-type: none">• To expose students to the interaction between law and human life• To explore the exchange between laws and general morality• To demonstrate the use of various grammatical elements and legal terms/maxims with context (through literature)• To encourage close reading and help students grasp writing and speaking techniques like construction of a narrative, of an argument and attention to detail• To encourage interpretation, critical thinking and the ability to place a particular incident in the larger socio-political context• To work on the basic language skills with theoretical topics like grammar and vocabulary-building techniques• To build writing skills by introducing various formats like paragraphs, essays and précis |
| Course Outcomes | <ul style="list-style-type: none">• Students will be able to form opinions on various issues and express them fluently in English• Students should have a better grasp of grammatical elements and legal terms by the end of the course• They should be able to use the above correctly in everyday situations like conversations, speeches and write-ups• They will be empowered to write better essays and other such long-format write-ups with a better contextual understanding of society, politics and human behavior• They will be trained to build arguments in a methodical manner |

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|--|-----------------|
| Unit I: Short Stories with Legal Themes | (15 Hrs) |
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|--|
| a) The Witness for the Prosecution – Agatha Christie |
| b) The Web of Circumstance – Charles Chestnutt |
| c) The Benefit of the Doubt – Jack London |

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|---|-----------------|
| Unit II: Novel with Legal Theme (Excerpts) | (10 Hrs) |
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|------------------------------------|
| a) A Time for Mercy – John Grisham |
|------------------------------------|

| | |
|--|-----------------|
| Unit III: Non-fiction Prose with Legal Themes | (10 Hrs) |
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|---|
| a) Letter from Birmingham Jail – Martin Luther King Jr. |
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| Unit IV: Fundamentals of Grammar | (15 Hrs) |
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|--|
| a) Sentence Structures (including Simple, Compound and Complex Sentences) |
| b) Parts of Speech (focusing on Verbs, Concord and including Comparison of Adjectives) |
| c) Articles |
| d) Punctuation |
| Unit V: Applied Grammar (15 Hrs) |
| a) Active and Passive Voice |
| b) Direct and Indirect Speech |
| c) Question Tags |
| d) Legal Terms |
| Unit VI: Writing skills (10 Hrs) |
| a) Paragraph Writing |
| b) Essay Writing (General Topics) |
| Assignments |
| 1. Essays on various current affairs, with focus on building a logical argument |
| 2. Review of the short stories in the syllabus |
| 3. Review of books |
| Reference Books |
| 1. Christie, Agatha: The Witness for the Prosecution and Other Stories |
| 2. Grisham, John: A Time for Mercy |
| 3. King, Martin Luther: Letter from Birmingham Jail |
| 4. Wishingrad, Jay: Legal Fictions: Short Stories about Lawyers and Law |
| 5. Wren & Martin: High School English Grammar and Composition |

Unit Test:

| | |
|-----------|----------|
| Unit Test | 20 Marks |
|-----------|----------|

Project Based Learning Topics

| Sr. No. | Topics |
|---------|--|
| 1. | Class discussion on topics decided for essays |
| 2. | Presentations elaborating the social, economic, cultural and political effects of landmark judgments |
| 3. | Debate/ Elocution on English literature |

Subject: Fundamentals of Management

| Designation of Course | B.B.A. LL.B. Sem I | | |
|--|----------------------------|--------------|-------------------------|
| Teaching Scheme: | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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| Course Objectives | <ul style="list-style-type: none"> • To understand how business organisations are managed in the dynamic global environment • To learn how an organisation can develop and maintain competitive advantage • To understand the various tools and techniques which are used to make business decisions • To learn to use problem-solving strategies and critical thinking skills in real life situations |
| Course Outcomes | <ul style="list-style-type: none"> • Students will understand the basics of management from history to present • Since it is the need of time to build entrepreneurship, they will be imparted to the relevant skills • They will also be able to demonstrate the functions of management in life with the smallest possible activity in the most effective and efficient way • They will understand the complexities associated with management and learn to manage such situations properly in best possible way • They will develop an optimal managerial attitude for decision-making |

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| Unit I: Management & Evolution of Thought | (12 Hrs) |
| a) The Definition of Management b) Nature and Purpose c) Managerial Functions and Social Responsibility Manager d) Management as Art, Science and Profession e) Management Thoughts: Fedrick Taylor, Henry Fayol, Mayo, Maslow, McGregor f) Modern Approach to Management g) Recent Changes in Management | |
| Unit II: Planning | (12 Hrs) |
| a) Definition, Nature of Planning, Types of Plans b) The Nature and Purpose of Strategies and Policies c) Steps in Planning d) Decision-Making – Meaning, Definition, Types | |
| Unit III: Organising | (12 Hrs) |

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| a) Formal and Informal Organisation b) Process of Organising c) Authority and Delegation of Authority d) Advantages and Disadvantages of Delegation e) Centralisation and Decentralisation | |
| Unit IV: Leading and Staffing | (13 Hrs) |
| a) Definition, Ingredients, Approaches b) Types of Leadership c) Importance and Need of Staffing | |
| Unit V: Controlling and Coordination | (13 Hrs) |
| a) Control Process, Fed-forward Control, b) Steps in Controlling c) Techniques of Controlling: Traditional and Modern d) Coordination: Need, Requisites, Types, Difficulties | |
| Unit VI: Project and Case Study | (13 Hrs) |
| a) Tracing the Changes in Management b) Practical Example to Evaluate Management Principles | |

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| Assignments |
| 1. Case study on recent issues in management 2. Research paper on recent changes in approaches to business management |

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| Reference Books |
| 1. Principles and Practice of Management – Heinz Wehrich & Harold Koontz |
| 2. Principles of Management - Moshal |
| 3. Principles of Management - Tripathi & Reddy |
| 4. Management Principles and Practices - Chunawala and Shreenivasan |

Unit Test:

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| Unit Test | 20 Marks |
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Project Based Learning Topics:

| Sr. No. | Topics |
|---------|--|
| 1 | Project on study of management perspective for small units (shops, businesses, etc.) |
| 2 | Project on recent cases and their analysis from management point of view |
| 3 | Report on event planning and organising |
| 4 | Project on recent control techniques (e-platform, physical) |

Subject: Sociology – I (General Principles)

| Designation of Course | B.B.A. LL.B. Sem I | | |
|---------------------------------------|----------------------------|--------------|-------------------------|
| Teaching Scheme: | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/ Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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| Course Objectives | <ul style="list-style-type: none"> • To give a basic understanding of sociology • To know the meaning, subject matter, nature and scope of sociology • To study the contribution of early thinkers towards the development of sociology • To familiarise students with various sociological perspectives • To develop an objective outlook towards one's own society and other societies • To explain the major methods and concepts used in the systematic study of society • To understand social transformations through sociological perspective • To understand to what extent law operates in society in the existing and in the changing equilibrium |
| Course Outcomes | <ul style="list-style-type: none"> • Students will have a better grasp of basic concept of society • They will understand the precise or accurate meaning of different social concepts which are used in day-to-day life and will also be able to differentiate between them • Studying sociology helps students understand not only the world around them, but also their own lives in a better way |

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| Unit I: Introduction | (9 Hrs) |
| a) Definition of Sociology b) Nature and Scope of Sociology | |
| Unit II: Basic Concepts In Sociology: | (10 Hrs) |
| a) Society b) Community c) Institution d) Association e) Organisation f) Social Structure and Social System g) Social Mobility h) Social Inequality i) Status and Role j) Norms and Values k) Socialisation | |
| Unit III: Society - Types of Society | (9 Hrs) |

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| a) Tribal Society – Definition of Indian Tribe, Features of Tribe, Problems of Tribes in India, National Policy on Tribes in India. |
| b) Rural Society– Meaning, Characteristics, Social Change in Rural Society |
| c) Urban Society – Meaning, Characteristics, Social Changes in Urban Society |
| Unit IV: Important Methods and Techniques of Sociology (9 Hrs) |
| a) The Scientific or Experimental Method |
| b) The Historical Method |
| c) The Comparative or Anthropological Method |
| d) Inverse Deductive Method |
| e) The Ideal Type Method |
| f) The Social Survey Method |
| g) The Case-Study Method |
| h) Questionnaire and Interview Method |
| i) The Public Opinion Poll Method |
| j) Functionalism or Structural Functional Method |
| Unit V: Sociology of Law (9 Hrs) |
| a) The Significance of the Sociological Approach in Law and its Contribution in the Development of Jurisprudence |
| Unit VI: Social Control (9 Hrs) |
| a) Meaning and Definition, Need of Social Control, Means of Social Control |
| b) Agencies of Social Control, Deviance – its Causes and Implications |
| Unit VII: Social Change (10 Hrs) |
| a) Theories of Social Change |
| b) Factors of Social Change |
| Unit VIII: Social Groups (10 Hrs) |
| a) Primary & Secondary |
| b) Different between Primary & Secondary Groups |
| Assignments |
| 1. Research paper on social control |
| 2. Analytical study on characteristics of society in modern India |
| 3. Study the direction and factors responsible to bring social change in contemporary India |
| Reference Books |
| 1. M. Haralambos - Sociology Themes and Perspectives (Oxford Univ. Press Delhi) |
| 2. Vidya Bhushan & Sachdeva - Introduction to Sociology (Kitab Mahal Allahabad) |
| 3. Roscoe Pound - Social Control through Law |
| 4. Cardozo - The Growth of Law |
| 5. Henry Maine - Ancient Law |
| 6. T.B. Bottomore, Sociology (London: Allen & Unwin) |

Unit Test:

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| Unit Test | 20 Marks |
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Project Based Learning Topics:

| Sr. No. | Topics |
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| 1. | Activities to understand different cultural exchange programs and its impact on society |
| 2. | Drama, cinema and similar activity to change the common perceptions relating to appearances of different people |
| 3. | Group activities based on social issues and problem-based learning in sociology |
| 4. | Project based on learning in virtual environments |

Subject: Economics I (Principles of Economics I)

| Designation of Course | | B.B.A. LL.B. Sem I | | |
|---|---|------------------------|-------|------------------|
| Teaching Scheme: | | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/ Week | | University Examination | 60 | 05 |
| | | Internal Examination | 40 | |
| | | Total | 100 | 05 |
| Course Objectives | <ul style="list-style-type: none"> To introduce students to basic microeconomic concepts and expose them to specific branches of economic analysis that are significant in the understanding of current affairs such as money, banking and public economics To apply the economic reasoning to the economic problems of society and micro-economic analysis in the formulation of business policies | | | |
| Course Outcomes | <ul style="list-style-type: none"> This course will enable students to apply theoretical economic principles in practical business and managerial decision-making using economic reasoning It will teach how to optimise available resources and maximizing efficiency in the face of constraints Presentations/case–studies/mini projects will drive home the awareness related to challenges facing the Indian business environment It will promote an understanding of the financial working and changes in policies of public authorities | | | |
| Unit I: Introduction to Economics | | (9 Hrs) | | |
| <ul style="list-style-type: none"> a) Meaning, Nature and Scope, Branches of Economics b) Basic Concepts in Microeconomics c) Economic Problem | | | | |
| Unit II: Demand Analysis and Supply Analysis | | (10 Hrs) | | |
| <ul style="list-style-type: none"> a) Concept of Demand, Law of Demand, Changes and Variations in Demand Curve, Elasticity of Demand b) Concept of Supply, Law of Supply, Changes and Variations in Supply, Elasticity of Supply c) Consumer Equilibrium | | | | |
| Unit III: Consumer Behaviour | | (10 Hrs) | | |
| <ul style="list-style-type: none"> a) Indifference Curves b) Budget Line c) Consumer Equilibrium | | | | |
| Unit IV: Production Process, Cost and Revenue | | (10 Hrs) | | |
| <ul style="list-style-type: none"> a) Concepts of Product, Production, Short Run and Long Run Production Function b) Concepts and Classification of Costs c) Concepts of Revenue | | | | |

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| Unit V: Markets – Structure, Price and Output Determination | (9 Hrs) |
| a) Classification of Markets -Perfect Competition, Monopoly, Monopolistic Competition, Oligopoly | |
| b) Overview of Price and Output Determination in Different Market Structures | |
| Unit VI: Introduction to Game Theory | (9 Hrs) |
| a) Cooperative and Non-cooperative Games | |
| b) Strategies | |
| c) Nash Equilibrium | |
| Unit VII: Money and Banking | (9 Hrs) |
| a) Money and Functions of Money | |
| b) Commercial Banks – Functions and Credit Creation | |
| c) Central Banking Institution (RBI) – Functions and Credit Control | |
| d) Monetary Policy | |
| Unit VIII: Public Finance | (9 Hrs) |
| a) Direct and Indirect Taxes (Merits and Demerits) | |
| b) Fiscal Policy | |

Assignments

1. Mini research projects on banking, public economics and other concepts in the syllabus
2. Case studies on the application of microeconomic theories to real life business situations

Reference Books

1. Samuelsson, Paul and Nordhaus, Economics, Tata McGraw Hill Publishing Company Ltd., New Delhi, 2007.
2. Ahuja, H. L., Advanced Economic Theory: Micro Economic Analysis, S. Chand and Company Ltd., New Delhi, 2007.
3. Chauhan, S.P.S. Microeconomics : An Advanced Treatise, PHI Learning Pvt, Ltd, 2009
4. Blink Jocelyn and Dortan Ian: Economics Course Companion Oxford University Press
5. Stonier and Hague – The Essentials of Economics (Longmans London)
6. Chopra, P. N., Principles of Economics, Kalyani Publishers, Ludhiyana, 2006.
7. Bhutani, P. J., Principles of Economics, Taxmann Publication, New Delhi, 2000.
8. Agarwala, S. K., Economic Systems and Micro Economic Theory, Galgotia Publishing Company, New Delhi, 1997.
9. Sivagnanam, K. Jothi and Srinivasan R., Business Economics, Tata McGraw Hill Education Private Ltd., New Delhi, 2010.
10. Reddy, Raghunatha R. and Chary Narasimha M. V., Managerial Economics and Financial Analysis, Scitech Publications (India) Pvt. Ltd., Chennai and Hyderabad, 20
11. Jhingan M.L. Money Banking, International Trade and Public Finance 2013

Unit Test:

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| Unit Test | 20 Marks |
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Project Based Learning Topics –

| Sr. No. | Topics |
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| 1. | Class room games on application of Game Theory |
| 2. | Practical know-how sessions on banking and financial services |
| 3. | Presentations on real-life examples of different kinds of markets |

Subject: Law of Torts Including Motor Vehicle Accident and Consumer Protection Act

| Designation of Course | | B.B.A. LL.B. Sem I | | |
|---------------------------------------|---|---------------------|-------|------------------|
| Teaching Scheme: | | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/ Week | University Examination | | 60 | 05 |
| | Internal Examination | | 40 | |
| | | Total | 100 | 05 |
| Course Objectives | <ul style="list-style-type: none"> • To teach students the basic concepts of law of torts • To identify the origins and functions of law of torts • To give students a general understanding of the principles of negligence • To introduce various tort laws for the protection of personal interest • To make students aware of the defences and remedies available in tort cases • To enable students to apply the principles of law of torts to different factual scenarios | | | |
| Course Outcomes | <ul style="list-style-type: none"> • Students will be able to demonstrate a specialised knowledge of the fundamental doctrines and principles of law of torts and the characteristics of specific torts • They will gain an understanding of the inter-relationship between torts and the other branches of law, particularly law of contract, law of crimes and constitutional law • They will attain foundation knowledge of the remedies available in law of torts and the legal underpinnings behind them • They will be enabled to research legal problems using both hard copy sources and online legal databases • They will be able to apply basic principles of law of torts to practical, abstract, and factual situations arising in a legal context • They will be able to use legal reasoning and predictive analysis based on the knowledge of the principles of law of torts | | | |

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| Unit I: Nature and Definition of Tort | (9 Hrs) |
| a) Definition & Essential Conditions of Tort b) Mental Elements in Tortious Liability c) General Defenses in Tort – Volenti Non Fit Injuria, Plaintiff the Wrongdoer, Inevitable Accident, Act of God, Private Defence, Mistake, Necessity, Statutory Authority | |
| Unit II: Torts against Person | (9 Hrs) |
| a) Assault, Battery and Mayhem b) Causing Emotional Distress c) False Imprisonment and Malicious Prosecution d) Deceit and Conspiracy e) Defamation: Libel and Slander, Essentials of Defamation- Defenses, Cyber Defamation: Defamation in Cyber Space, Invasion of Privacy and Defenses | |
| Unit III: Torts against Property | (9 Hrs) |

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| <ul style="list-style-type: none"> a) Trespass to Land b) Trespass to Personal Property c) Detention and Conversion d) Passing off, Injury to Trademark, Patent and Copyrights |
| <p>Unit IV: Negligence, Nuisance & Nervous Shock (9 Hrs)</p> <ul style="list-style-type: none"> a) Meaning, Essentials of Negligence b) Kinds of Negligence – Contributory & Composite c) Res Ipsa Loquitur (Proof of Negligence) d) Defenses to Negligence & Professional Liability for Negligence e) Kinds of Nuisance – Public & Private Nuisance f) Defenses to Nuisance g) Nervous Shock |
| <p>Unit V: Strict, Absolute & Vicarious Liability (9 Hrs)</p> <ul style="list-style-type: none"> a) Rule in Rylands v. Fletcher & its Applicability in India b) Rule of Absolute Liability (Rule in M.C Mehta Case) c) No Fault Liability d) Joint Tort-Feasors, Joint and Several Liability e) Vicarious Liability of the State |
| <p>Unit VI: Remedies under Law of Torts (10 Hrs)</p> <ul style="list-style-type: none"> a) Kinds of Damages, Meaning and Principles Remoteness to Damage b) Injunction c) Specific Restitution of Properties d) Discharge of Torts |
| <p>Unit VII: Consumer Protection Act, 2019 (10 Hrs)</p> <ul style="list-style-type: none"> a) Objects and Definitions b) Comparative Study of Consumer Protection Act, 1986, and Consumer Protection Act, 2019 c) Consumer Disputes Redressal Agencies d) E-Commerce Websites and Consumer Protection Rights |
| <p>Unit VIII: Motors Vehicle Act, 2019 (10 Hrs)</p> <ul style="list-style-type: none"> a) Objects and Definitions, Compensation b) Liability without Fault (sec 161-sec 164 D), Structured Formula Basis (Section 163A, 163B and Schedule) c) Compensation in Hit-and-Run Cases (Section 161 and 163) d) Motor Vehicle Accident Fund e) Powers and Jurisdiction of a Motor Accidents Claims Tribunal, Introduction to the Scheme of Compulsory Insurance under the Act (Sections 2 (30), 145(b), 146 (1) and (2), 147(1)(i) and (2), 149, 151(1), 158(1), 160, 196) |

Assignments

1. Article and research paper on Negligence or Strict Liability

Reference Books

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|---|
| 1. Anita Bernstein, Questions & Answers: Torts (4 th ed. Carolina Academic Press |
| 2. Edward J. Kionka, Torts, Black Letter Outlines (5 th ed. West Academic) |
| 3. J. Diamond, L. Levine & A. Bernstein, Understanding Torts (6 th ed. Carolina Academic Press) |
| 4. Ramaswamy Iyers, The Law of Torts, Lakshminath ed, 10 th ed., 2007, LexisNexis. |
| 5. Avatar Singh, Introduction to the Law of Torts, 2 nd ed., Delhi Law House. |
| 6. Ratanlal and Dhirajlal, The Law of Torts, Akshay Sapre ed., 27 th ed., 2016, LexisNexis. |
| 7. P.S. Achuthan Pillai, The Law of Tort, Abhinandan Malik ed., 9 th ed. (reprint 2017), Eastern Book Company. |
| 8. B M Gandhi, Law of Torts, 4 th ed. (rep 2016), Eastern Book Company |

Unit Test:

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| Unit Test | 20 Marks |
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Project Based Learning Topics –

| Sr. No. | Topics |
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| 1. | Case –laws analysis: Analysis of the old decided cases vis-a-vis the recent judicial pronouncements relating to law of torts, consumer protection and Motor Vehicles Act |
| 2. | Group discussion on legal aspects of deficiency in various services under the Consumer Protection Act: Discussion (through case laws and examples) on what amounts to deficiency in services and what does not |
| 3. | Research project on duties in relation to negligence |
| 4. | Article writing on Defamation / Nuisance: Discuss various legal aspects |

Second Semester

Subject: General English- II

| Designation of Course | B.B.A. LL.B. Sem II | | |
|--------------------------------------|------------------------|-------|------------------|
| Teaching Scheme: | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory):- 6 Hours/ Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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| Course Objectives | <ul style="list-style-type: none">• To strengthen vocabulary, and learn the usage of idioms and phrases• To understand legal maxims with context, which will help in comprehending case laws and legal writing• To develop writing and speaking skills, and understand crucial elements like precision and brevity• To get a deeper insight into human behaviour, which is indispensable to legal profession, through literature |
| Course Outcomes | <ul style="list-style-type: none">• The course will introduce student to the various ways in which meaning of new words can be understood – through dictionary, context, and socio-cultural origin• The students will be able to differentiate between literal and figurative language, and use them according to the given situation• They will be able to use grammar and vocabulary to convey their opinions and ideas clearly• Students will be exposed to the nuances of persistent socio-legal debates through literature |

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| Unit I: Short Stories with Legal Themes | (12 Hrs) |
| a) The Bet - Anton Chekhov b) The Gift of the Magi – O. Henry c) The Last Leaf – O. Henry | |
| Unit II: Drama with Legal Theme | (12 Hrs) |
| a) Silence! The Court is in Session (Act II & III) – Vijay Tendulkar (translation: Priya Adarkar) | |
| Unit III: Non-fiction Prose with Legal Themes | (12 Hrs) |
| a) Concluding Remarks in the Constituent Assembly on Constitution on November 25, 1949 (Excerpts from the Speech) – Dr. Babasaheb Ambedkar | |
| Unit IV: Vocabulary | (13 Hrs) |
| a) Synonyms, Antonyms and Homonyms b) Affixes c) One-Word Substitution d) Gerunds | |

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| Unit V: Idioms, Phrases and Legal Terms | (13 Hrs) |
| a) Idioms and Phrasal verbs b) Common Logical Fallacies c) Legal Terms | |
| Unit VI: Writing Skills | (13 Hrs) |
| a) Précis Writing b) Essay Writing (Legal Topics) | |

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| Assignments |
| 1. Article, research paper or essay writing on current topics |
| 2. Elocution or debate to improve speaking skills |

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| Reference Books |
| 1. Ambedkar, B.R.: Selected Speeches |
| 2. Chekhov, Anton: The Bet |
| 3. Gemmette, Elizabeth Villiers: Law in Literature: Legal Themes in Short Stories |
| 4. Henry, O: Stories by O Henry |
| 5. Tendulkar, Vijay: Silence! The Court is in Session (Translation: Priya Adarkar) |
| 6. Wren & Martin: High School English Grammar and Composition |

Unit Test:

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| Unit Test | 20 Marks |
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Project Based Learning Topics:

| Sr. No. | Topics |
|----------------|---|
| 1. | Mock Trials – Understanding how argument is constructed through fictional cases |
| 2. | Enactment of Drama Scenes – scenes where fictional court cases are being fought |

Subject: Human Resource Management

| Designation of Course | B.B.A. LL.B. Sem II | | |
|---|------------------------|-------|------------------|
| Teaching Scheme: | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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|--------------------------|--|
| Course Objectives | <ul style="list-style-type: none"> • To provide an overview of the basic and major concepts of HRM • To understand the latest trends and changes in HRM • To develop the application skills for practicing HRM |
| Course Outcomes | <ul style="list-style-type: none"> • Students will understand the intersection between law and human resource management in everyday operations of a business organisation • They will also understand industrial relations and evolving nature of labour legislations |

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| Unit I: Concept, Nature, Scope, Objectives and Importance of HRM | (12 Hrs) |
| a) Evolution of HRM b) Challenges of HRM c) Strategic HRM d) New Trends in HRM <ul style="list-style-type: none"> i. Knowledge Workers ii. TQM iii. Downsizing iv. Outsourcing v. Quality of Worklife | |
| Unit II: Human Resource Planning | (12 Hrs) |
| a) Meaning, Objectives and Need of Human Resource Planning b) Job Analysis: Job Description and Job Specification c) Recruitment: Sources and Process d) Selection Process: Tests and Interviews e) Placement and Induction f) Job Changes: Transfers, Promotions/Demotions, Separations | |
| Unit III: Induction, Training and Development | (12 Hrs) |
| a) Concept and Importance of Training b) Process of Training c) Types and Methods of Training d) Evaluation of Training e) Induction Training | |
| Unit IV: Performance Appraisal | (13 Hrs) |

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| <ul style="list-style-type: none"> a) Concept and Objectives b) Performance Appraisal Process c) Traditional and Modern Methods (360 Degree Appraisal and MBO) d) Career Development. |
| <p>Unit V: Compensation Management (13 Hrs)</p> <ul style="list-style-type: none"> a) Job Evaluation b) Wage and Salary Administration c) Statutory Compliance d) Standard Deductions |
| <p>Unit VI: Employee Relations (13 Hrs)</p> <ul style="list-style-type: none"> a) Industrial Relation, Meaning, Concept, b) Role of Govt. Management and Trade Unions In IR, c) Industrial Disputes, Grievance Management. |

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| Assignments |
| 1. Case study on different topics in the syllabus |

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| Reference Books |
| 1. Chakra, T. N; Human Resource Management; Dhanpati Rai and Co. Pvt. Ltd New Delhi 2003. |
| 2. Dr. Gupta, C. B.; Human Resource Management, Sultan Chand and Sons, New Delhi, 2003. |
| 3. Flippo, Edwin B., Personnel Management, Tata McGraw Hill |
| 4. Rao, V S P, Human Resource Management, Text and Cases, Excel Books, 2004 |
| 5. Aswathappa, K.; Human Resource and Personnel Management (Text and Cases), Tata McGraw Hill Publishing Company, New Delhi, 2003 |
| 6. Dessler, Gary; Human Resource Management; Prentice Hall. |
| 7. D'Enzo, David A & Stephen P. Robbin, Personnel Human Resource Management, Prentice Hall of India. |
| 8. Beardwell, Ian & Len Holden, Human Resource Management, Macmillan, Delhi. |

Unit Test:

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| Unit Test | 20 Marks |
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Project Based Learning Topics:

| Sr. No. | Topics |
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| 1. | Project on study of current methods of recruitment |

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| 2. | Project on compensation case study |
| 3. | Project on case study for industrial disputes (e.g.- Bombay Mill Case) |
| 4. | Project on study of training techniques (current and traditional) |

Subject: Sociology – II (Social Institutions in India)

| Designation of Course | B.B.A. LL.B. Sem II | | |
|---------------------------------------|----------------------------|--------------|-------------------------|
| Teaching Scheme: | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/ Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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|--------------------------|--|
| Course Objectives | <ul style="list-style-type: none"> • To introduce students to the basic social processes of society, social institutions and patterns of social behavior • To help students understand and interpret the role of social processes, social institutions and social interactions in their lives • To understand law as a social institution • To analyse the influence of social factors on the production of contemporary law |
| Course Outcomes | <ul style="list-style-type: none"> • Students will understand various social institutions, their history and their gradual development in human society • They will understand the role of these institutions in moulding human behavior • They will learn to think sociologically and critically about the aforementioned social institutions • Students will understand social institutions, social behavior and social transformation brought about by these institutions |

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| Unit I: Marriage Institutions | (9 Hrs) |
| a) Classification of Marriages- Contemporary and Traditional Forms of Marriages b) Changing Nature of Marriages in India c) Concept of Divorce under Hindu Marriage Act of 1955 | |
| Unit II: Family Institutions | (9 Hrs) |
| a) Definition of Family b) Types of Family c) Functions of Family d) Changing Nature of Family in India | |
| Unit III: Political Institutions: Meaning of Political system | (9 Hrs) |
| a) Function and Forms of the State b) Forms of Government c) Meaning of Power d) Meaning of Authority, Characteristics of Authority and Kinds of Authority e) Meaning and Kinds of Legitimacy f) Meaning and Social Consequences of Bureaucracy | |
| Unit IV: Economic Institutions | (9 Hrs) |
| a) Meaning of Capitalism- Features and Social Consequences of Capitalism b) Meaning of Property – Kinds of Property (Private and Public) c) Meaning of Division of Labour- Social Consequences of Division of Labour | |

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| Unit V: Social Stratification | (9 Hrs) |
| a) Social Stratification in India - Class and Caste | |
| Unit VI: Religion Institution: | (10 Hrs) |
| a) Definition of Religion, Origin and Types of Religion, Social Role of Religion | |
| Unit VII: Status of Women | (10 Hrs) |
| a) Status of Women in India | |
| b) Constitutional Provisions for their Upliftment | |
| Unit VIII: Indian as a Plural Society | (10 Hrs) |
| a) Factors Affecting National Integration | |
| b) Factors Promoting National Integration | |

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| Reference Books |
| 1. N. K. Bose, The Structure of Hindu Society (New Delhi: Orient Longman) |
| 2. David G. Mandelmaum, Society in India (Bombay, Popular Prakashan). |
| 3. Romesh Thapper (Ed), Tribe, Caste and Religion in India: (New Delhi, Macmillan). |
| 4. Andre Betelle, Inequality and Social Change (Delhi: Oxford) |

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| Assignments |
| 1. Note on concept of marriage in modern society |
| 2. Study the future of the institution of family |
| 3. Evaluate the concept of “unity in diversity” in India |

Unit Test:

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| Unit Test | 20 Marks |
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Project Based Learning Topics –

| Sr. No. | Topics |
|----------------|---|
| 1. | Project based on factors responsible for instability of marriage and family in contemporary society |
| 2. | Activity to understand the effect of technological development on political and economic environment in India |
| 3. | Analysis of religion to bring out its social significance |
| 4. | Project based on status of women in India – how are women projected in cinema and advertisements |

Subject: Economics II (Principles of Economics II)

| Designation of Course | B.B.A. LL.B. Sem II | | |
|---------------------------------------|----------------------------|--------------|-------------------------|
| Teaching Scheme: | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/ Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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| Course Objectives | <ul style="list-style-type: none"> To initiate students in the fundamental concepts in macroeconomics as well as economics of growth and development. The course also aims to acquaint students with special aspects of Indian economy which will lead to improved understanding of the present Indian scenario in the global environment To understand the fundamental concepts of macroeconomic analysis and macroeconomic policies to solve economic problems To become conversant with the specific characteristics and fundamental problems facing the Indian economy as a whole |
| Course Outcomes | <ul style="list-style-type: none"> This course will familiarise students with macro concepts and issues as well as create a macro-perspective to the economic policies of the government and its functioning It will enhance understanding and awareness of Indian economy, the process of economic growth and sustainable development as well as international trade relations, environment and decisions, using a logical and analytical approach Discussion and case-studies on practical current challenges facing the Indian economy will enhance understanding of issues from the macro-economic perspective as well the severity of problems across India |

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| Unit I: Introduction to Macroeconomics | (10 Hrs) |
| a) Meaning, Definition and Importance of Macroeconomics b) Macroeconomic Variables | |
| Unit II: National Income | (12 Hrs) |
| a) Concepts, Features and Difficulties in Estimation of National Income b) Green GDP c) Method of Computing National Income d) Circular Flow of National Income | |
| Unit III: Business Cycles and Inflation | (12 Hrs) |
| a) Nature and Characteristics of Business Cycles b) Phases of Business Cycles c) Inflation and Deflation | |
| Unit IV: Current Challenges to Indian Economy | (10 Hrs) |
| a) Population | |

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| b) Poverty c) Unemployment | |
| Unit V: Economics of Development and Growth | (11 Hrs) |
| a) Concepts of Economic Growth and Economic Development b) Factors Affecting Economic Development c) Characteristics of Developing Economies d) Human Development Index | |
| Unit VI: Indian Agriculture and Industry | (10 Hrs) |
| a) Role, Importance and Problems of Indian Agriculture b) Green Revolution c) Role and Importance of Indian Industrial Sector d) Public Sector, Private Sector and Small-scale Sector | |
| Unit VII: Introduction to International Trade | (10 Hrs) |
| a) Role and Importance of International Trade b) Multinational Corporations c) Theories of Absolute and Comparative Cost Advantage | |

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| Assignments |
| 1. Articles on growth of Indian industry and Indian agriculture 2. Mini research project -based on current issues in developmental economics 3. Case studies on issues in international trade |

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| Reference Books: |
| 1. Dwivedi, D. N., Macro Economics, Tata McGraw Hill Publishing Company Limited, New Delhi, 2006. |
| 2. Ahuja, H. L., Macroeconomics Theory and Practice, S. Chand and Company Ltd., New Delhi, 2008. |
| 3. Dornbusch R., Fischer S. and Startz R., Macroeconomics, Tata McGraw-Hill Publishing Company Limited, New Delhi, 2002. |
| 4. Jhingan, M. L., Macro Economic Theory, Vrinda Publications (P) Ltd, New Delhi, 2010. |
| 5. DuttR.and K.P.M. Sundharam: Indian Economy, S. Chand and Company Ltd., New Delhi, 2016. |
| 6. Livingstone, (Ed) Economic Policy for Economic Development, Penguin Books, London |
| 7. Agarwala A. N.: Indian Economy Problems of Development and Planning, New Age International Publishers, New Delhi, 2015. |
| 8. Salvatore Dominick: International Economics Trade and Finance, Wiley |
| 9. Dwivedi, D. N., International Economics, Vikas Publishing House Pvt Ltd, Noida, 2013 |

Unit Test:

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| Unit Test | 20 Marks |
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Project Based Learning Topics:

| Sr. No. | Topics |
|----------------|--|
| 1. | Debates on macro perspective to economic policies of government |
| 2. | Comparative case study analysis in industrial and agricultural economics |
| 3. | Presentations on issues related to national income |

Subject: Law of Contract

| Designation of Course | | B.B.A. LL.B. Sem II | | |
|--|---|------------------------|-------|------------------|
| Teaching Scheme: | | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/ Week | | University Examination | 60 | 05 |
| | | Internal Examination | 40 | |
| | | Total | 100 | 05 |
| Course Objectives | <ul style="list-style-type: none"> • To provide a detailed insight about the various provisions of law with respect to definition, formation and validity of a contract • To discuss the remedies available under the law in case of breach of contract • To enhance the advocacy skills of a law student in dealing with matters related to contract • To understand the practical importance of contracts in everyday transactions and business deals • To understand the emerging trends and challenges in the subject, so that students are professionally equipped for their future • To make the students efficient in the issues related to e-commerce transactions and e-contracts which are carried out on a large scale in today's time | | | |
| Course Outcomes | <ul style="list-style-type: none"> • Students will be able to demonstrate a high level of understanding in the matters of contract, commercial agreements and other kinds of agreements and legal instruments • They will be able to understand as to how contracts and other related agreements are formed and terminated legally • They will also be able to identify the important clauses and other loopholes in the various contractual agreements with precision • Students will be able to draft the contents of different types of contracts in an effective way • They will learn the technical know-how of the various steps involved right from the formation to the termination of contract • They will also learn with utmost precision the pros and cons of effective contract management | | | |
| Unit I: Formation of Contract | | | | (7 Hrs) |
| <ul style="list-style-type: none"> a) Definition of Contract & Agreement b) Definition of Offer & Acceptance c) Valid Offer & Valid Acceptance d) Communication & Revocation of Offer e) Communication & Revocation of Acceptance f) Tenders & Invitation to Offer g) Essentials of a Valid Contract h) Void Agreement & Illegal Agreement i) Void Contract & Voidable Contract | | | | |
| Unit II: Capacity to Contract | | | | (7 Hrs) |

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| <ul style="list-style-type: none"> a) Competency of Parties b) Position of Minor c) Person of Unsound Mind d) Disqualified Persons | |
| Unit III: Free Consent | (7 Hrs) |
| <ul style="list-style-type: none"> a) Need and Definitions b) Consensus ad-idem c) Factors Invalidating Free Consent <ul style="list-style-type: none"> i. Coercion ii. Undue influence iii. Fraud iv. Misrepresentation v. Mistake | |
| Unit IV: Consideration & Object | (7 Hrs) |
| <ul style="list-style-type: none"> a) Definition, Essentials of Valid Consideration b) Privity of Contract & its Exceptions c) Exceptions to the Rule “No Consideration No Contract” d) Lawful Consideration & Object | |
| Unit V: Void Agreements & Contingent Contract | (7 Hrs) |
| <ul style="list-style-type: none"> a) Expressly Declared b) Agreements in Restraint of Marriage c) Agreements in Restraint of Trade d) Agreements in Restraint of Judicial Proceedings e) Agreement by Way of Wager f) Contingent Contracts | |
| Unit VI: Performance of Contract | (7 Hrs) |
| <ul style="list-style-type: none"> a) Valid Performance b) Who Can Demand Performance? c) By Whom Must Contracts Be Performed? d) Time & Place of Performance e) Mode of Performance f) Contracts Not Requiring Performance | |
| Unit VII: Discharge of Contract | (7 Hrs) |
| <ul style="list-style-type: none"> a) Discharge by Performance b) Discharge by Mutual Consent or Agreement <ul style="list-style-type: none"> i. Novation ii. Alteration iii. Rescission iv. Remission c) Discharge by Impossibility of Performance <ul style="list-style-type: none"> i. Doctrine of Frustration ii. Grounds iii. Subsequent & Supervening Impossibilities d) Discharge by Lapse of Time | |

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| e) Discharge by Operation of Law f) Discharge by Breach of Contract | |
| Unit VIII: Quasi Contracts | (7 Hrs) |
| a) Kinds & Consequences | |
| Unit IX: Remedies for Breach of Contract | (7 Hrs) |
| a) Rescission of Contract b) Suit for Damages i. Ascertainment ii. Kinds iii. Remoteness of Damages iv. Interest on Damages c) Suit for Quantum Merit | |
| Unit X: Specific Relief | (7 Hrs) |
| a) Nature of Specific Relief b) Rectification, Rescission, Cancellation and Declaration c) Remedies- Specific Performance & Injunction | |
| Unit XI: Recent Trends & Challenges | (5 Hrs) |

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| Assignments |
| 1. Articles on specific performance of contracts and injunction |

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| Reference Books |
| 1. Avtar Singh, Law of Contract and Specific Relief, Eastern Book Company |
| 2. Pollock & Mulla, Indian Contract and Specific Relief Act, Lexis Nexis |
| 3. Anson, Law of Contract, Oxford University Press |
| 4. Kailash Rai, Contract- I And Specific Relief Act, Central Law Publication |
| 5. M.C. Kuchhal & Vivek Kuchhal, Mercantile law, Vikas Publication |

Unit Test:

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| Unit Test | 20 Marks |
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Project Based Learning Topics:

| Sr. No. | Topics |
|---------|---|
| 1. | Draft the following contracts and also specify the legal aspects to be considered while drafting the same i. Leave and License Agreement ii. Employee Service Agreement |
| 2. | Projects based on i. E-Contracts ii. Standard Form of Contract |

Subject: Business Organisation

| Designation of Course | B.B.A.LL.B. Sem II | | |
|---|------------------------|-------|------------------|
| Teaching Scheme: | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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| Course Objectives | <ul style="list-style-type: none"> • To understand the concept of business, its evolution and changes that have taken place during its different stages • To understand different forms of business, their importance along with the advantages and disadvantages of each form • To understand the concept of start-ups and its different aspects • To understand the latest forms of businesses and to know their competencies in today's world |
| Course Outcomes | <ul style="list-style-type: none"> • Students will gain a perspective of the evolution of business from the stone-age era to today's e-commerce age. It will help them understand the various developments that have taken place as economies grew • Students will understand the different legal frameworks for formation, execution and dissolution of different forms of business organisations • They will learn about Company as a form of business within the framework of Companies Act. This helps them to understand in detail formation of a company, Articles of Association and Memorandum of Association • The subject helps the students to understand start-ups along with the support extended to them by the trade associations and Chamber of Commerce • Students will also get an introduction to Organisation of Trade. This includes the journey from traditional ways of distribution of goods and services, to the digital era |

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| Unit I: Nature of Business | (10 Hrs) |
| <ul style="list-style-type: none"> a) Concept of Business – Meaning, Definition b) Nature and Scope c) Characteristics of Business d) Business as an Economic Activity e) Objectives of Business Structure of Business (Classification of Business Activities) f) Business System g) Requisites for Success in Modern Business h) Qualities of a Successful Business Person- The Biggest Business Goal - Product Solving Problems | |
| Unit II: Evolution of Business | (10 Hrs) |

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| <ul style="list-style-type: none"> a) Beginning and Development of Commerce b) Evolution of Industrial Revolution c) Beginning and Growth of Indian Business d) Industrialisation in India; Modern Business Organisations and their Management Practices e) Development of Business from Local Business to Global Business |
| <p>Unit III: Forms of Business Ownership (11 Hrs)</p> <ul style="list-style-type: none"> a) Introduction to Various Forms – Factors Affecting Choices of an Ideal Form of Ownership; Measuring Features, Merits and Demerits of Sole Proprietorship b) Joint Hindu Family Business c) Partnership d) Joint Stock Company e) Co-Operative Organisation f) Public Enterprises (Private and Public Sector, Various Types of Public Sector Enterprises) g) Emergence of Indian Multinational Companies and their Current Business Practices |
| <p>Unit IV: Formation of a Company (11 Hrs)</p> <ul style="list-style-type: none"> a) Stages in Formation and Incorporation of a Company. Formation of a Company b) Business Finance c) Promotion of a Company (E-Promotion) - Functions of a Promoter d) Documentation for the Formation of the Company (Prospectus and Memorandum of Association) e) Promoter Support, Incorporation, Capital Subscription, Commencement of Business f) Articles of Association |
| <p>Unit V: Establishment of Business Enterprise (11 Hrs)</p> <ul style="list-style-type: none"> a) Various Factors to be Considered while Starting a New Business Enterprise, i.e. Identification of Business Opportunity – Market Assessment, Suppliers, Technology, Location, Human Resource, Finance, etc. b) Small and Medium Enterprises – Meaning, Characteristics and Objectives; Role of Support Organisation such as Trade Associations and Chambers of Commerce |
| <p>Unit VI: Organisation of Trade (11 Hrs)</p> <ul style="list-style-type: none"> a) Channels of Distribution – Meaning, Functions and Types; Internal Trade – Wholesale and Retail b) External Trade – Import and Export c) Role and Importance of Support Services to Business such as Transport, Insurance, etc. Franchising d) Business Combinations – Mergers and Acquisitions |
| <p>Unit VII: Project and Case Study (11 Hrs)</p> <ul style="list-style-type: none"> a) Tracing the Changes in the Evolution of Business b) Individual Learning and Behavioral Approach Towards Any One Type of Form of Business Organisation |

Assignments

1. Assignment on types of business organisation
2. Assignment on multinational companies
3. Assignment on public utilities

Reference Books

1. Modern Business Organisation and Management – S. A. Sherlekar (Himalaya Publishing House)
2. Fundamental of Business Organisation & Management – Y. K. Bhushan (Sultan Chand and Sons Publishers)
3. Business Organisation and Management – D. P. Jain (Vrinda Publications Pvt. Ltd.)

Unit Test:

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| Unit Test | 20 Marks |
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Project Based Learning Topics:

| Sr. No. | Topics |
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| 1. | Project on study of business enterprise (e.g., sole proprietor, partnership, one person company, etc.) |
| 2. | Project to study online procedure of registering firm |
| 3. | Project of study of organisation of trade and its procedure in detail |
| 4. | Project on study of tracing the recent changes in organisation of business and recent development (e.g.- case study, e-platform, etc.) |

Third Semester

Subject: General English III (Legal Writing)

| Designation of Course | B.B.A.LL.B. Sem III | | |
|---|------------------------|-------|------------------|
| Teaching Scheme: | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/ Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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| Course Objectives | <ul style="list-style-type: none">• To enhance the legal writing skills of the students• To develop their legal terminology• To develop rational thinking ability among students• To provide a basis for all competitive exams (including judicial entrance exams) as well as for publication in law journals |
| Course Outcomes | <ul style="list-style-type: none">• Students will be able to expand their legal vocabulary• They will understand the basic legal concepts in the form of universal legal maxims• They will learn the importance of structuring legal arguments• The unit on legal drafting will provide practical exposure of legal documents to the students• Knowledge of legal news, review of law books and report writing encourages the student to publish articles in legal journals highlighting the latest legal issues• The unit on translation helps students to understand and practice law in their vernacular language• Legislative drafting opens up many opportunities, outside the college, for the students• The syllabus for this subject is designed to connect the students with practical world. Almost every competitive exam, be it law or any other field, has sections on essay writing, in order to test the rational ability of the student |

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| Unit I: Legal Terms and Maxims | (8 Hrs) |
| <ul style="list-style-type: none">a) Tracing the Jurisprudence and Development of Legal History through Legal Maximsb) Explaining the Legal Principles with Landmark Case Lawsc) The Importance of Legal Terms and Maxims in Draftingd) Meaning and Usage of Legal Terms Frequently Used in Pleadings and Other Legal Documents | |
| Unit II: Legal Essay Writing | (7 Hrs) |
| <ul style="list-style-type: none">a) Structuring of Legal Essayb) IRAC Style and its Variationsc) Current Legal Debatesd) How to Write Legal Essay in Competitive Exams | |
| Unit III: Legal Drafting | (9 Hrs) |
| <ul style="list-style-type: none">a) General Rules of Legal Draftingb) Legal Notices and its Replyc) Affidavits | |

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| Unit IV: Civil and Criminal Pleadings | (9 Hrs) |
| <ul style="list-style-type: none"> a) Drafting of Plaintiff b) Drafting of Written Statement c) Drafting of Petition d) Drafting of Criminal Complaints | |
| Unit V: Legal Report Writing | (7 Hrs) |
| <ul style="list-style-type: none"> a) Reporting Legal Seminars and Workshops for Law Journals and Legal Blogs b) Law Commission Report c) Legal Committee Reports | |
| Unit VI: Legal News Writing | (7 Hrs) |
| <ul style="list-style-type: none"> a) Writing Legal News Articles for Newspaper with Focus on Court Reporting and Including Analytical Articles for Law b) Brief Introduction to Court Journalism | |
| Unit VII: Comment on Judicial Decisions | (7 Hrs) |
| <ul style="list-style-type: none"> a) Writing Opinion/Review on Latest Judgements of the Supreme Court and High Courts for Law Journals and Legal Blogs | |
| Unit VIII: Review of Law Books and Research Papers | (7 Hrs) |
| <ul style="list-style-type: none"> a) Writing reviews on Legal Commentaries, Reference Books, Legal Research Articles for Legal Blogs and Journals | |
| Unit IX: Translation of Legal Texts | (7 Hrs) |
| <ul style="list-style-type: none"> a) Importance of Vernacular Language used in Lower Courts b) Translating Legal Text and Legal Documents from English to Hindi and Vice-versa | |
| Unit X: Introduction to Legislative drafting | (7 Hrs) |
| <ul style="list-style-type: none"> a) Drafting of Legal Bills b) Procedure for Passing of Bills into Acts c) Writing Press release Relating to Legal Matters | |

Assignments

1. Class presentation on legal maxims and terms
2. Written assignment on review of law book
3. MCQ/Viva on drafting
4. Attendance, class participation and completion of notebook

Reference Books

1. Dr. S. R. Myneni; Legal Language & Legal Writing; Asia Law House.
2. Rajaram S. Retawade; Legal Drafting (Drafting, Pleadings & Conveyancing); Hind Law House.
3. Dr. Amit Sen; Legal Language, Legal Writing and Legal Drafting; Kamal House, Calcutta.
4. Bhatnagar & Bhargava; Law and Language; Macmillian.
5. B. R. Atre; Legislative Drafting: Principles and Techniques; Universal Law Publications.

Other suggested extra readings:

1. Latest legal news articles from The Hindu newspaper
2. Bharati Law Review
3. Indian Law Journal
4. National Law School of India Review
5. Indu Bhan; Legal Eagles: Stories of the Top Seven Indian Lawyers

Unit Test-

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| Unit Test | 20 Marks |
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Project Based Learning Topics–

| Sr. No. | Topics |
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| 1. | Collect at least 5 legal essays published in famous law journals recently |
| 2. | Collect cuttings of at least 5 legal news articles from newspapers of previous week. |
| 3. | Debate on latest landmark cases and other topics |
| 4. | Find out details of the nearest legal translator |
| 5. | Group discussion on latest pending Legislative Bills |

Subject: Business Ethics and Corporate Governance

| Designation of Course | B. B. A LL. B Sem III | | |
|---------------------------------------|------------------------------|--------------|-------------------------|
| Teaching Scheme: | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/ Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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| Course Objectives | <ul style="list-style-type: none"> To lend clarity to students regarding the importance of ethics in business and practices of good corporate governance To make them understand how ethics play a role in business communication and interpersonal relationships |
| Course Outcomes | <ul style="list-style-type: none"> Students will learn to apply critical and argumentative thinking in business judgment They will learn to evaluate the application of fundamental ethical principles in business decision-making and implementation They will learn to identify ethical dilemmas in business and apply different theoretical approaches to overcome them |

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| Unit I: Introduction to Ethics | (16 Hrs) |
| <ul style="list-style-type: none"> a) Definition and Meaning of Morality b) Morals and Values c) Meaning, Definition and Importance of Ethics d) Nature of Ethics e) Types of Ethics f) Utilitarianism g) Ethics and Relativism h) Gandhian Ethics | |
| Unit II: Ethics in Business | (14 Hrs) |
| <ul style="list-style-type: none"> a) Meaning, Nature and Importance of Business Ethics b) Types of Business Ethics c) Relation between Corporate Responsibility & Business Ethics. d) Corporate Ethics e) Ethical Code | |
| Unit III: Ethics & Business Functions | (12 Hrs) |
| <ul style="list-style-type: none"> a) Ethics in Marketing and Advertising b) Ethics in Finance c) Ethics in HRM d) Ethics and Production e) Global Ethical Issues | |
| Unit IV: Moral Issues in Business | (14 Hrs) |
| <ul style="list-style-type: none"> a) Consumer Protection b) Environmental Protection and CSR c) POSH d) Whistle Blowing e) Intellectual Property | |

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| Unit V: Corporate Governance | (12 Hrs) |
| a) Meaning and Importance of Corporate Governance b) Evolution of Corporate governance c) Aims and Objectives of Corporate Governance d) Regulations under Corporate Governance e) Case Studies – Enron and Satyam | |
| Unit VI: Bureaucracy and Corruption | (7 Hrs) |
| a) Discussion of Current Scams and Scandals (Class Presentations) | |

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| Assignments |
| 1. Ethics in different segments of industry and economy 2. Scams and scandals - Detailed research paper on the same topic 3. Co-relation between different laws and the business ethics. Anyone to be chosen for the assignment |

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| Reference Books |
| 1. Ethics and the Conduct of Business – John Boatright, D Smith & Bibhu Prasan Patra - Pearson – 8 th Edition |
| 2. Business Ethics and Corporate Governance - Mr. C.S.V. Murthy |
| 3. Management Ethic: William Evans |
| 4. Business Ethics: O.C. Ferrell, John Paul, Fredric, Linda Ferrell. |
| 5. Business Ethics: Gautam Pherwani |
| 6. Business Ethics: Prof. Agalgatti |

Unit Test:

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| Unit Test | 20 Marks |
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Project Based Learning Topics:

| Sr. No. | Topics |
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| 1. | Visit to an industrial unit to understand how ethical code of conduct is adapted by organisations |

Subject: Sociology and Law III

| Designation of Course | B.B.A.LL.B. Sem III | | |
|---------------------------------------|------------------------|-------|------------------|
| Teaching Scheme: | Examination Scheme | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/ Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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| Course Objectives | <ul style="list-style-type: none"> • To make students understand the relation between society and law • To make them understand how society and the legal system can guide each other, and solve problems in a democracy • To equip them with theories in both the disciplines and help cultivate in them an outlook to analyse social and legal issues |
| Course Outcomes | <ul style="list-style-type: none"> • Students will have a perspective of how institutions in a democracy are interwoven • They will become aware of specific social issues like poverty, unemployment, illiteracy and gender inequality • They will understand how law can provide solutions to these problems through social legislations like those relating to marriage, development policies on gender relation, women empowerment, reservation for women and child welfare |

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| Unit I: Social Disorganisation and Law | (8 Hrs) |
| <ul style="list-style-type: none"> a) Meaning of Social Disorganization b) Nature of Social Disorganization c) Kinds of Social Disorganization with Illustrations d) Whether Indian Society is Organized or Disorganized | |
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| Unit II: Social Problems in India | (8 Hrs) |
| <ul style="list-style-type: none"> a) Student Unrest – Meaning, Causes, Consequences, Remedies b) Old Age – Meaning, Causes, Consequences, Remedies c) Crimes against Women and the Role of Law in Bringing Social Transformation d) Crimes against Children and the Role of Law in Bringing Social Transformation | |
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| Unit III: Family Disharmony and Law | (7 Hrs) |
| <ul style="list-style-type: none"> a) Domestic Violence b) Dowry c) Divorce d) Sati System e) Honor Killing | |
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| Unit IV: Issues Pertaining to Deviance | (8 Hrs) |
| <ul style="list-style-type: none"> a) Juvenile Delinquency and Crime b) White Collar Crime and Corruption c) Changing Profile of Crime and Criminals d) Drug Addiction e) Suicide f) Black Money | |
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| Unit V: Issues Pertaining to Nation Building | (7 Hrs) |

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| a) Secularism b) Poverty c) Illiteracy d) Unemployment e) Casteism f) Terrorism | |
| Unit VI: Gender and Law | (6 Hrs) |
| a) Social Structure and Gender Inequality b) Effect of Development Policies on Gender Relations c) Women Empowerment d) Reservation | |
| Unit VII: Contemporary Issues: Developmental | (7 Hrs) |
| a) Population b) Regional Disparity c) Slums d) Ecological Degradation and Environmental Pollutions e) Health Problems | |
| Unit VIII: Sociological Jurisprudence | (7 Hrs) |
| a) Criminology b) Penology c) Human Rights d) Roscoe Pound: Theory of Social Engineering | |
| Unit IX: Sociology of Legal Profession | (8 Hrs) |
| a) Legal Education b) Importance of Legal Education c) Concept of Legal Aid and Legal Literacy | |
| Unit X: Problem of Underprivileged Sections of Society | (9 Hrs) |
| a) Problem of migrant workers and role of law at national and international level b) Problem of refugees and role of law at national and international level c) Scheduled Caste and Scheduled Tribes – Role of Mahatma Gandhi and Dr. Babasaheb Ambedkar in the removal of untouchability and the various measures for welfare of Scheduled Castes and Tribes d) Problems of AIDS victims and the various measures for their welfare | |

Assignments

1. Whether Indian society is organised or disorganised elaborate with any current issue
2. Make Power Point presentations on any social problems in India
3. Visit to an old age home /observation home/social service etc.
4. Group discussions on any current issues relating to crimes against women and the role of law in bringing social transformation
5. MCQ's on Unit 10 - Problem of Underprivileged Sections of Society

Reference Books

1. G. R. Madan - Indian Social Problems
2. C. B. Mamoria - Indian Social Disorganization & Social Problems
3. C. B. Mamoria - Population Problem in India

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| 4. Ram Ahuja - Social Problem in India |
| 5. Datta and Sundram - Indian Economy |
| 6. D. R. Saxena - Law, Justice & Social Change |
| 7. W. Friedman - Law in A Changing Society |
| 8. Bodenheimer - Jurisprudence |
| 9. Mallih & Rawat - Law & Social Transformation |
| 10. S. K. Kapoor - Human Rights & International Law |
| 11. A. Siddique - Criminology: Problems and Perspectives |
| 12. S. Kaldate - Society, Delinquents and Juvenile Courts |
| 13. Upendra Bakshi - Law and Poverty: Critical Essay. |
| 14. Kumud Desai - Marriage and Divorce in India |
| 15. Paras Diwan - Family Law in India |

Unit Test-

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| Unit Test | 20 Marks |
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Project Based Learning Topics–

| Sr. No. | Topics |
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| 1. | Visit to and report on NGOs constituted for women |
| 2. | Report on legal literacy camps |
| 3. | Visit to and report on Juvenile Courts and Remand Homes |

Subject: ICT and Legal Research (Soft Skills)

| Designation of Course | B.B.A.LL.B. Sem III | | |
|---|----------------------------|--------------|-------------------------|
| Teaching Scheme: | Examination Scheme | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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|--------------------------|---|
| Course Objectives | <ul style="list-style-type: none"> • To make students techno-savvy and teach them use of technology in law • To inculcate a thorough understanding of the vital role to be played by the ICT and information technology in the lives of lawyers and judges • To impart a fundamental understanding of the computer technology • To make students experts in the various uses of computer soft-wares like MS Word, Excel, Power-point and other related useful tools |
| Course Outcomes | <ul style="list-style-type: none"> • Students should be able to demonstrate the ability to apply both in theory and in practice the knowledge of ICT in legal practice • Students should possess the ability to articulate and evaluate how information technology is revolutionising the legal field • Students will acquire skill-sets to use the enormous knowledge on online legal databases for their research activities in their practice of law • Students should be able to understand the importance of originality of legal research and the concerns about the plagiarism |

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| Unit I: Introduction to Information Technology | (15 Hrs) |
| a) Information Technology and Legal Education, Challenges and Significance b) International Lawyering: A Look at Global Opportunities c) Significance of Soft Skills for Lawyers d) Relationship Building with Clients, Lawyers, Judges, and Other Citizens e) Approaches to Develop Better Communication Skills, Service Orientation, Communication, Verbal & Non-Verbal Communication, Barriers in Communication | |
| Unit II: Fundamentals of Computer | (15 Hrs) |
| a) Introduction to MS Office, Word, Power-Point, Excel, Access b) Basic Concepts of IT, Data Processing: Data and Information c) Introduction to Computers: Classification, History, Types of Computers d) Introduction to Various Units – 1. Hardware: CPU, Memory, Input and Output Devices, Auxiliary Storage Devices; 2. Software: System and Application Software e) The Binary Number System f) Computers and Communication: Introduction to Computer Networks, Internet and World Wide Web, FTP, Electronic Mail g) Front-page, HTML, Primary Key and Secondary Key, Information Security and Integrity | |
| Unit III: Information Technology and Legal Education | (15 Hrs) |

- a) Use and Significance of Information Technology in Legal Education
- b) Understanding Legal Data Bases, Use of Online Legal Databases and its Significance in Legal Research
- c) Useful Legal Web-Portals for Lawyers, Useful Websites in Legal Education
- d) Data Basics and E-Library
- e) Other Tools for Legal Research and Use of Search Engine
- f) Data Security, Document Management
- g) Open Access Journals and its Importance in Legal Research
- h) Role of ICT in Courts. Application of ICT in Court Administration, E-Court, E- Litigation
- i) E-Governance in Court Procedure, E-Courts: Needs of the Present Era
- j) ICT Application in Teaching-Learning Purpose in Legal Education
- k) Merits of ICT Application in Legal Education
- l) National Policy for Implementation of ICT in Judiciary
- m) ICT Application in Justice Delivery System

Unit IV: Information Technology and Legal Research

(15 Hrs)

- a) Information Technology and Research
- b) Legal Research- Nature and Scope, Objectives, Characteristics
- c) Basic Concepts in Research- Data Collection, Classification of Data, Analysis of Data, Research Methodology, Hypothesis, Research Design, Citation, Endnote, Footnote
- d) Use of Information Technology in Legal Research, Significance
- e) Use of Search Engines in Collection of Data
- f) Using the Internet Explorer for Legal Information
- g) Different Modes of Communication through Internet
- h) Bulletin Boards
- i) Retrieving Files
- j) Important Internet Sites on Law
- k) Advantages of Computer Organised or Assisted Legal Research (COLR/CALR)
- l) Disadvantages or Problems or Limitation of COLR

Unit V: Plagiarism

(15 Hrs)

- a) Introduction, Definition, Meaning and Concept of Plagiarism
- b) Types of Plagiarism
- c) Students' Attitude towards Plagiarism, Plagiarism by Students
- d) Plagiarism and Research Ethics
- e) Plagiarism in Research: Problems and Solutions
- f) How to Detect Plagiarism
- g) Consequences of Plagiarism

Assignments

1. Writing of blogs
2. Exploration of legal databases
3. Presentations
4. Learning of website creation & all development to enhance use of ICT

| Reference Books |
|---|
| 1. Prof. Dr. Rattan Singh, Legal Research Methodology, Lexis Nexis, 2013. |
| 2. C.R. Kothari, Research Methodology, New Age International Publishers, 2004 |
| 3. Dr. S.R. Myneni, Legal Research Methodology, Allahabad Law Agency, 2012. |
| 4. Dr. H.N. Tewari, Legal Research Methodology, Allahabad Law Agency, 2008 |
| 5. Raja Raman V., "Fundamental of Computers" (4th Edition.), Prentice Hall of India, New Delhi. |
| 6. Norton, Peter, "Introduction to Computers, Mc-Graw-Hill. |
| 7. B. Ram, "Computer Fundamentals", New Age International Pvt. Ltd |
| 8. S. Jaiswal, "Fundamental of Computer & It", Wiley Dreamtech India. |

Unit Test:

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| Unit Test | 20 marks |
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Project Based Learning Topics:

| Sr. No. | Topics |
|----------------|--|
| 1. | E-filing |
| 2. | E-Business through apps |
| 3. | Development of work-from-home culture with the help of ICT |

Subject: Constitutional Law I

| Designation of Course | B.B.A.LL.B. Sem III | | |
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| Teaching Scheme: | Examination Scheme | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/ Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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| Course Objectives | <ul style="list-style-type: none"> • To impart the fundamental understanding of the founding document of the country • To sensitise students about the rigorous efforts made by the drafters and founding fathers to accord valuable rights to individuals • To inculcate a thorough understanding of the vital role played by Constitutional Law in protecting the rights of citizens • To instill fundamental understanding of the constitution and its various impacts in students • To impart a fundamental understanding of the interrelationship between Legislature, Executive and Judiciary • To make students experts in the various concepts of rights and duties enshrined under the Constitutional law of India • To form an informed citizenry aware of their roles and responsibilities in nation building |
| Course Outcomes | <ul style="list-style-type: none"> • Students should be able to demonstrate the ability to apply both in theory and in practice the knowledge of Constitutional Law in legal practice • They will possess the ability to articulate and evaluate how the Constitution remains the supreme law of the land and interpret its provisions to safeguard the rights of the vulnerable sections of the society • They will gain an in-depth understanding of Constitutional Law, Fundamental Rights and Fundamental Duties, etc. • They should be able to understand the important role of Indian Judiciary in protecting the rights mentioned in the Constitution • They should have the ability to use and evaluate both classical and contemporary perspectives hidden in the Fundamental Rights and the procedure for compliance of Fundamental Rights and Writ jurisdiction of Supreme Court and High Court under Article 32 and 226 • Students should have the ability to interpret the duty of State and inter-relationship between Fundamental Rights and Directive Principles • Students should have the ability to demonstrate knowledge of multiple key substantive areas within the field of law and evaluate competing perspectives |
| Unit I: Introduction (4 Hrs) | |
| <ul style="list-style-type: none"> a) Meaning and Significance of Constitution, Constitutional Law, Constitutionalism b) Salient features of the Indian Constitution, Preamble- its significance | |
| Unit II: Citizenship (2 Hrs) | |
| <ul style="list-style-type: none"> a) Provisions Regarding Citizenship | |
| Unit III: Concept of Fundamental Rights (5 Hrs) | |

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| <ul style="list-style-type: none"> a) Origin and Development of Fundamental Rights in India b) State under Article 12 c) Article 13 and Judicial Review, Justifiability of Pre and Post Constitutional Laws and its Doctrines (Severability, Eclipse and Waiver) | |
| Unit IV: Equality and Social Justice (Art. 14 to 18) | (9 Hrs) |
| <ul style="list-style-type: none"> a) Nature of the Doctrine of Equality under Art, 14, 15 and 16 - Old and New Doctrine b) Test of Reasonable Classification, Protection against Discrimination, Protective discrimination c) Equality and Reservation Policy - Judicial Decisions d) Abolition of Untouchability e) Abolition of Titles | |
| Unit V: Freedoms | (8 Hrs) |
| <ul style="list-style-type: none"> a) Freedom of Speech and Expression b) New Dimensions to Freedom of Speech and Expression Freedom of Press - Prior Restraints on Publication, Film Censorship and Obscenity c) Other Freedoms d) Freedom of Assembly, Association Movement, Residence, Profession and Business under Art. 19(1)(b) (c) (d) (e) and (g) e) Reasonable Restriction under Art. 19 (2)(3)(4)(5) & (6) -Grounds and Instances | |
| Unit VI: Safeguards to the persons accused of Crime (Arts. 20 & 22) | (6 Hrs) |
| <ul style="list-style-type: none"> a) Protection from the operation of Ex Post Facto Laws - Art. 20 (I) b) Protection from Double Jeopardy Art. 20(2) c) Prohibition against Self-Incrimination Art 20(3) d) Rights of Arrested Person- Art. 22 (1) to (3) e) Preventive Detention under Art 22 (4) to (7) - Constitutional Safeguards f) Constitutional Validity of Preventive Detention Laws | |
| Unit VII: Right to Life and Persons Liberty (Art. 21 & 21A) | (9 Hrs) |
| <ul style="list-style-type: none"> a) Nature and Scope of Art. 21 - Meaning of Life and Personal Liberty b) Pre and Post Maneka Gandhi Phase c) American Due Process clause and Procedure established by Law d) Expanding Horizons of Art. 21 - Capital Punishment, Bonded Labour, Compensation, Medical Help, Right to Education, Right to Live with Dignity, Right to Livelihood, Right to Privacy, Right to Die, Right to Environment, Animal Rights, Prisoner's Rights, Professional Obligation of Doctors, Free Legal Aid, Speedy Trial, etc. | |
| Unit VIII: Right against Exploitation (Art. 23 & 24) | (3 Hrs) |
| <ul style="list-style-type: none"> a) Prohibition of trafficking in Human Beings and Forced Labour (Art. 23) b) Prohibition of Employment of Children in Factories, etc. (Art. 24) | |
| Unit IX: Right to Freedom of Religion (Art. 25-28) | (8 Hrs) |
| <ul style="list-style-type: none"> a) Concept of Secularism b) Nature and Scope of Freedom of Religion c) Freedom to Profess and Practice religion d) Freedom of Conscience e) Freedom to Manage Religions Denomination and Affairs f) Freedom from Payment of Taxes, Prohibition of Religious Instructions in Educational Institutions | |

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| Unit X: Cultural and Educational Rights of Minority Community (Art. 29-30) | (5 Hrs) |
| a) Meaning of Minorities b) Protection of the Interests of Minorities (Art. 29) c) Rights of Minorities to Establish and Administer Educational Institutions (Art. 30) | |
| Unit XI: Right to Constitutional Remedies | (4 Hrs) |
| a) Nature and Scope of Art. 32 & 226 b) Nature of Review through writ Jurisdiction, Prerogative Writs, Locus Standi - Public Interest Litigation / Social Interest Litigation, Res Judicata, Delay and Laches, Exhaustion of Alternative Remedies c) Powers & Jurisdiction of Supreme Court and High court d) Suspension of Fundamental Rights, Effect of Emergency on fundamental rights | |
| Unit XII: Right to Property | (2 Hrs) |
| a) History of Right to Property Prior to 44 th Constitutional Amendment b) Meaning of Property and Doctrine of Eminent Domain c) 44 th Amendment and Art. 300 - A | |
| Unit XIII: Directive Principles of State policy | (5 Hrs) |
| a) Relationship with Fundamental Rights | |
| Unit XIV: Fundamental Duties | (5 Hrs) |
| a) Historical Background and Sources of the Duties b) Significance c) Nature and Scope d) Enforcement of Duties | |

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| Assignments |
| 1. Research Article 2. Group discussions 3. Case Analysis 4. Alternative judgement writing 5. Review of current events in reference to specific constitutional provisions |

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| Reference Books |
| 1. Granville Austin: Indian Constitution: Cornerstone of Nation. |
| 2. Dr. Upendra Baxi: ""The Little Done, the Vast Undone"", JIL, (1969),323. |
| 3. H.M. Seervai: Constitutional Law of India. |
| 4. Dhawan and Jacob: Indian Constitution: Trends and Issues (1978). |
| 5. M.P. Jain: Constitutional Law of India. |
| 6. M. Galanter: Competing Equalities: Law and the Backward Classes in India. (1984). |
| 7. B. Shiva Rao: Framing the India's Constitution (Text). |
| 8. A.L. Gandhi: Right to Property and its Changing Dimensions (1985). |

9. C.L. Anand: Equality, Justice and Reverse Discrimination in India (1987).

10. V.N. Shukla: Constitutional Law of India, (Edited by M.P. Singh).

Unit Test:

Unit Test

20 Marks

Project Based Learning Topics:

| Sr. No. | Topics |
|----------------|---|
| 1. | High court visit |
| 2. | Supreme court visit |
| 3. | Parliament visit |
| 4. | Moot courts |
| 5. | Reenacting of Constitutional Assembly debates |
| 6. | Mock introduction and passing of amendments/bills |

Fourth Semester

Subject: General English IV (Legal Language)

| Designation of Course | B.A.LL.B. Sem IV | | |
|---------------------------------------|------------------------|-------|------------------|
| Teaching Scheme: | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/ Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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| Course Objectives | <ul style="list-style-type: none">• To cover diverse aspects of the legal system, from reading the law to interpreting it to advocating it• To develop reasoning and argumentative abilities of students• To enable them to form an independent reasoned opinion on relevant topics and communicate it to the client• To understand different ways in which laws can be interpreted and finding out the correct interpretation• To write value judgements on the basis of correct interpretation of law• To learn to form and express firm opinions on a given topic |
| Course Outcomes | <ul style="list-style-type: none">• The students will develop the ability to use of legal language in their daily activities• They will learn to organise their thoughts, an essential skill for a lawyer• Further they will be able to put forth their arguments in a structured manner and to present them effectively in the court of law• Students will learn to write good quality judgements• The units on legal drafting will enable students to draft deeds• They will learn to anticipate the other party's arguments, using reasoning abilities, and come up with proper and suitable solutions |

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| Unit I: The Meaning and Concept of Law | (9 Hrs) |
| a) Law as a Synthesis of Order and Justice b) Question of Law, Question of Fact and Mixed Questions c) Law and Language | |
| Unit II: Interpretation of Statutes | (12 Hrs) |
| a) How to Interpret Legislative Materials and Acts with the Help of Primary and Subsidiary Rules of Interpretation b) Internal and External Aids to Interpretation c) Practical Illustrations and Case Laws | |
| Unit III: Reasoning | (9 Hrs) |
| a) Inductive and Deductive Methods of Reasoning b) Syllogism c) Types of Reasoning d) Fallacy in Legal Reasoning | |

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| Unit IV: Judicial Process | (10 Hrs) |
| a) The Techniques of Judicial Process – Meaning b) Judicial Discretion and How do Judges Exercise It c) Doctrine of Precedent d) Practical Illustration of Judicial Process Using Moot Courts | |
| Unit V: Judgement Writing | (8 Hrs) |
| a) Meaning/Definition of Judgement b) Parts of Judgement c) General Rules of Writing Judgement d) Form and Nature of Judgement e) Role of Value Judgement f) Ratio Decidendi and Obiter Dicta g) Practical Illustration using Latest Case Laws | |
| Unit VI: Legal Drafting | (9 Hrs) |
| a) Lease Deed b) Leave and License Contract c) Sale Deed d) Gift Deed e) Partnership Agreement f) Will and Codicil g) Power of Attorney | |
| Unit VII: Legal Opinion | (9 Hrs) |
| a) Expressing Opinion on Given Statement Upholding or Denying It b) Writing Legal Opinion to Answer the Queries of Clients c) Spreading Legal Awareness through Short Stories, Videos, Memes, etc. | |
| Unit VIII: Legislative Drafting | (9 Hrs) |
| a) Drafting of Legislative Bills | |

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| Assignments |
| 1. Class presentation on different philosophies of law/legal system 2. Written assignment on judgement writing 3. MCQ/Viva on drafting 4. Attendance + class participation and completion of notebook |

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| Reference Books |
| 1. Dr. S. C. Tripathi; Legal Language, Legal Writing & General English; Central Law Publications. |
| 2. Rajaram S. Retawade; Legal Drafting (Drafting, Pleadings & Conveyancing); Hind Law House. |
| 3. Prof. T. Bhattacharyya; The Interpretation of Statutes; Central Law Agency. |
| 4. N. S. Bindra; Interpretation of Statute; Lexis Nexis. |
| 5. Edgar Bodenheimer; Jurisprudence: The Philosophy and Method of the Law. |
| 6. Mishra Dr. Shrikant; Legal Language and Legal Writing; Pioneer Publications. |
| 7. Tandon M. P.; Legal Language and Legal Writing. |

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| 8. B. Cardozo; Judicial Processes. |
| 9. Cohen and Nigel; Logic and Scientific Methods. |
| 10. B. R. Atre; Legislative Drafting: Principles and Techniques; Universal Law Publications. |

Unit Test-

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| Unit Test | 20 Marks |
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Project Based Learning Topics–

| Sr. No. | Topics |
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| 1. | Attending court to observe judicial process |
| 2. | Obtaining sample drafts of deeds/contracts from practicing advocates |
| 3. | Preparing legislative Bills (law making) on legal debatable topics |
| 4. | Writing opinions on the queries of clients |
| 5. | Parliamentary debate |

Subject: Business Communication

| Designation of Course | B.B.A.LL.B. Sem IV | | |
|---|------------------------|-------|------------------|
| Teaching Scheme: | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): - 6Hours/ Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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| Course Objectives | <ul style="list-style-type: none"> • To provide an overview of the prerequisites to business communication • To provide an outline to effective organisational communication • To underline the nuances of business communication • To impart the correct practices of the strategies of effective business communication |
| Course Outcomes | <ul style="list-style-type: none"> • Students will be able to distinguish among various levels of organisational communication and communication barriers while developing an understanding of communication as a process in an organisation • They will be able to draft effective business correspondence with brevity and clarity • The course will stimulate their critical thinking by designing and developing clean and lucid writing skills • They will be able to demonstrate their verbal and non-verbal communication ability through presentations • They will acquire skills that are needed to succeed in their careers, such as using ethical tools, working collaboratively, observing business etiquette, and resolving workplace conflicts • They will be able to plan successfully for and participate in meetings and conduct proper techniques in telephone usage • They will learn to use e-mail effectively and efficiently • They will develop interpersonal skills that contribute to effective and satisfying personal, social and professional relationships • They will utilise electronic presentation software more effectively |
| Unit I: Meaning of Communication | |
| (12 Hrs) | |
| <ul style="list-style-type: none"> a) Essential Characteristics of Communication b) Functions of Communication c) Need of Communication d) Communication Cycle | |
| Unit II: Attributes which Determine the Means of Communication | |
| (12 Hrs) | |

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| <ul style="list-style-type: none"> a) Various Means of Communication b) Oral Communication – Advantages & Disadvantages c) Written Communication – Advantages & Disadvantages d) Non-verbal Communication e) Symbolic Communication | |
| Unit III: Barriers to Effective Communication | (12 Hrs) |
| <ul style="list-style-type: none"> a) Factors to Ensure Effective Communication b) Importance of Feedback in Effective Communication c) Distortion in Communication d) Communication Gap e) Cultural Barriers | |
| Unit IV: Active Listening | (13 Hrs) |
| <ul style="list-style-type: none"> a) Difference between Hearing and Listening b) Importance in Business Communication c) Improving Listening d) Activity: - Listening to a Podcast and Comprehending | |
| Unit V: Importance of Business Communication | (13 Hrs) |
| <ul style="list-style-type: none"> a) Types of Communication in Business b) Objects of Internal Communication c) Objects of External Communication d) Meetings, Minutes of Meetings, Conferences, Seminars e) Channels of Internal Communication f) Formal Channels Used for Internal Communication g) Upward and Downward Communication in an Organisation h) Horizontal and Diagonal Internal Communication in Business i) Filtering of information in Communication j) Grapevine – Merits and Demerits k) Communication Mediums l) Activity: - Public Speaking m) Activity: - Group Discussion | |
| Unit VI: Personality Issues in Communication | (13 Hrs) |
| <ul style="list-style-type: none"> a) Soft Skills v. Hard Skills b) Emotional Intelligence & Emotional Quotient c) Intelligence Quotient d) Negotiation and Persuasion Skills e) Steps in Negotiation Process f) Persuasion g) Communication Ethics h) Activity on Motivational Videos i) Activity Relating to Case Studies | |

Assignments

1. Analysis of hard and soft skills in videos of court scenes shown in class
2. Individual presentations on different topics from the syllabus
3. Research papers based on legal aspects of current affairs and scams

Reference Books

1. Raymond v. Flateley, Maria E. Lesikar: Basic Business Communication Skills
2. Urmila Raj and S.M. Raj: Business Communication
3. K. K. Sinha: Business Communication

Unit Test

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| Unit Test | 20 Marks |
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Project Based Learning Topics

| Sr. No. | Topics |
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| 1. | Conducting interviews of advocates and business heads on ongoing issues in the society |
| 2. | Interviewing a client for the purpose of obtaining case history |
| 3. | Pitching business ideas for investors with the help of business communication skills learnt in the course |
| 4. | Using canva.com making a poster on social issues |

Subject: Economics III (Economics and Law)

| Designation of Course | B.B.A.LL.B. Sem IV | | |
|---------------------------------------|----------------------------|--------------|-------------------------|
| Teaching Scheme: | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/ Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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| Course Objectives | <ul style="list-style-type: none"> To study the inter-relationship between law and economics and understand the significance of economic concepts and principles in legal affairs To understand the economic impact of various laws, legal policies and amendments and e- Governance To familiarise students with international finance, role of international trade, foreign exchange, terms and conditions of New Economic Policy-1991 |
| Course Outcomes | <ul style="list-style-type: none"> It will enable students to analyse and interpret the dynamic economic changes in the domestic and the global economies It will expose students the linkage between technology, economics and law Discussion and case-studies on practical current issues will enhance the understanding of inter-relationship between economics and law |

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| Unit I: Economic and Law | (16 Hrs) |
| a) Inter-relationship between Law and Economics b) Application of Various Laws with an Economic Perspective c) Contradictions between Legal Aspects and Economic Principles d) Land Reforms, Agrarian Reforms, Economic Legislations (FEMA, SEBI) | |
| Unit II: New Economic Policy | (16 Hrs) |
| a) Need for New Economic Policy of 1991 b) Liberalisation c) Privatisation d) Globalisation | |
| Unit III: Foreign Exchange | (16 Hrs) |
| a) Functions, Policies and Markets b) Balance of Trade and Balance of Payments c) International Financial Institutions (IMF / World Bank / WTO) | |
| Unit IV: E-Governance | (8 Hrs) |
| a) Impact of Technology in Economic Legislation b) Significance of Economic Planning (NITI Aayog) | |
| Unit V: Impact of Economic Theories on Law and Development | (10 Hrs) |

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| <ul style="list-style-type: none"> a) Welfare Economics – Introduction, Application (MGNREGA, National Social Assistance Program, RTE 2009) b) Notions of Pareto Optimality and Economic Efficiency (Criterion of Social Welfare) c) Corporate Social Responsibility |
| <p>Unit VI: Case Studies (Impact of Various Factors on Indian Economy) (9 Hrs)</p> <ul style="list-style-type: none"> a) Demonetisation b) Natural Calamities c) Quotas and Tariffs d) Indirect Taxes and Subsidies (e.g.- Petrol, LPG) e) Inflation, Deflation, Stagflation f) Exchange Rate and Balance of Payments Disequilibrium g) Devaluation and Depreciation of Currency h) Trade / Business Cycles i) Deficit Financing j) Food Security: Public Distribution Systems k) Special Economic Zones l) Government Schemes, Initiatives, Empowerment and Services (Make in India, Digital India, PMJDY, PMKVY, PAHAL, DBTL, TDPS etc) m) Green GDP <p>Gender Budgeting</p> |

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| <p>Assignments</p> <ol style="list-style-type: none"> 1. Pune as a Smart City <ul style="list-style-type: none"> - What are the goals of Smart City? - Why did Pune transform from a regular city to a smart city? - What are the pros and cons of Pune as a Smart City? 2. Budget of the Respective Year <ul style="list-style-type: none"> - Current Union budget and on which aspects does it focus? - Why preparation of the budget is important for Indian economy? - What changes or improvements should be done in the budget? |
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| <p>Reference Books</p> <ol style="list-style-type: none"> 1. Jhingan, M. L., The Economics of Development and Planning, Vrinda Publication Private Limited, New Delhi, 2010 2. Prakash, B. A., The Indian Economy Since 1991 Economic Reforms and Performance, Pearson Publication, Delhi, 2008 3. Dwivedi D.N.: Microeconomic Theory and Application, Vikas Publishing House Pvt Ltd, 2016 4. Misra, S. K. and Puri, V. K., Indian Economy –Its Development Experience, Himalaya Publishing House, Mumbai (2012) 5. Robert Cooter: Law and Economics(6thEdition) (2012) Pearson Publishers 6. Chaudhary Prakash: Elements of Company Law, Nirali Prakashan, 2014 7. Harrison, Jeffrey, Law and Economics in a Nutshell (1995) |
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Unit Test-

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| Unit Test | 20 Marks |
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Project Based Learning Topics–

| Sr. No. | Topics |
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| 1. | How has the LPG model benefitted Indian Economy? |
| 2. | What is the prevailing trade cycle phase in India? What steps do you suggest in this regard? |
| 3. | How is the contribution of business firms to the society in the form of CSR (Corporate Social Responsibility) |
| 4. | Explain the linkages between natural calamities and economic development of India |
| 5. | What is the impact of exchange rate fluctuations on International Trade? |

Subject: Family Law-I (Marriage, Divorce and Matrimonial Disputes)

| Designation of Course | B.B.A.LL.B. Sem IV | | |
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| Teaching Scheme: | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): 6 Hours/ Weeks | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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| Course Objectives | <ul style="list-style-type: none"> To sensitise students about the role that the institution of family plays in individual lives as well as society To inculcate a thorough understanding of the traditions rooted deep down in the all the respective personal laws To introduce to students various concepts about family such as marriage, separation, divorce, etc. To make students understand the crucial concepts, laws, legislations, concepts of Dower and Dowry under Hindu and Muslim Laws and their significance, advantages and disadvantages To train students' minds in the various matrimonial disputes in case they prefer to make their career in family law or in family courts as lawyers, judges or marriage counselors |
| Course Outcomes | <ul style="list-style-type: none"> Students should be able to demonstrate the ability to apply the knowledge of family law in theory and practice Students should be able to make a fair comparison between the various practices and customs followed by Hindus, Muslims, Parsis, Christians and others Students should be able to demonstrate a high level of understanding in the domain of family law both in the form of legislations and the judgments passed by the court of law from time to time Students should be able to demonstrate a high level of understanding in the concepts involved in matrimonial disputes such as Nullity of Marriage, Judicial Separation, Restitution of Conjugal Rights etc. Students should be able to build relevant skill-set with the enormous knowledge of Bars to Matrimonial Reliefs, Doctrine of Strict Proof, Taking Advantage of One's Own Wrong, etc. |

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| Unit I: Introduction to Personal Laws | (11 Hrs) |
| a) Nature, Sources and Schools of Hindu Law b) Nature, Sources and Schools of Muslim Law | |
| Unit II: Marriage Laws | (15 Hrs) |
| a) Marriage under Hindu Law: Nature, Definition and Forms of Marriage, Conditions for Marriage & Registration of Marriage, Marriage Ceremonies and proof of Marriage, Degree of Prohibited relationship and Sapinda relationship, Grounds of Void & Voidable Marriage b) Marriage under Muslim Law: Definition, Nature and Scope of Muslim Marriage (Nikah), Difference between Hindu & Muslim Marriage, Essential Conditions of | |

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| <p>Muslim Marriage, Classification of Muslim Marriage, Distinction between Shia & Sunni Law of Marriage</p> <p>c) Marriage under Christian Law & Parsi law</p> <p>d) Marriage under Special Marriage Act</p> | |
| Unit III: Matrimonial Disputes | (10 Hrs) |
| <p>a) Restitution of Conjugal Rights: Provision and Constitutional Validity</p> <p>b) Judicial Separation: Grounds, effects under Hindu Law, Muslim Law, Christian Law, Parsi Law and Special Marriage Act</p> <p>c) Nullity of Marriage: Distinction between Void and Voidable marriages, its Grounds and Effects under Hindu Law, Muslim Law, Christian Law, Parsi Law and Special Marriage Act</p> | |
| Unit IV: Dissolution of Marriage | (14 Hrs) |
| <p>a) Dissolution of Marriage under Hindu Law:</p> <ol style="list-style-type: none"> i. Nullity of Marriage ii. Grounds of Divorce & Wife's Special Grounds for Divorce iii. Irretrievable Breakdown of Marriage <p>b) Dissolution of Marriage under Muslim Law:</p> <ol style="list-style-type: none"> i. Essentials of Talaq, Modes of Talaq ii. The Dissolution of Muslim Marriage Act, 1939 iii. Distinction between Shia & Sunni Law of Divorce <p>c) Dissolution of Marriage Act under Divorce Act, Parsi Law & Special Marriage Act</p> <p>d) Divorce by Mutual Consent: Requirements and procedure under Hindu, Muslim Christian, Parsi Law and Special Marriage Act</p> | |
| Unit V: Dower and Dowry | (8 Hrs) |
| <p>a) Dower: Origin, Nature, Importance, Definition, Quantum, Classification of Dower, its Mode of Enforcement & Liabilities of the Parties, Difference between Dower & Dowry</p> | |
| Unit VI: Miscellaneous | (10 Hrs) |
| <p>a) Bars to Matrimonial Relief-Doctrine of Strict Proof, Taking Advantage of One's Wrong, Accessory, Connivance, Condonation, Collusion, Delay and Any Other Ground</p> <p>b) Family Courts: Concept, Status, Jurisdiction and Procedure</p> | |
| Unit VII: Issues and Challenges in Family Law | (7 Hrs) |
| <p>a) Concept of Marital rape: Indian Position</p> <p>b) Live-in Relationship in India</p> <p>c) Domestic Violence and Indian Judiciary</p> <p>d) Right to Marry and Right to Found a Family as a Basic Human Right</p> | |

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| Assignments |
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1. Family Court Visit: working of family court and observation report
2. Moot Courts: Memorial and Arguments
3. Study of Law Commission of India Reports
4. Practical problem solving with examples
5. Research papers on recent developments and issues relating to family law

Reference Books

1. Paras Diwan, Family Law of Marriage and Divorce in India, Allahabad Law Agency
2. Mulla, Principles of Hindu Law, Butterworth Co.
3. Diwan Paras, Modern Hindu Law, Allahabad Law Agency, Faridabad.
4. Subbba Rao, G.C.V., Family Law in India, S. Gogia and Co.
5. Kumud Desai, Marriage and Divorce in India, N M Tripathi, Mumbai
6. Mulla, Mohamedan Law, N M Tripathi, Mumbai
7. Tahir Mahmood, Muslim Law, Universal Law Publishing Co. New Delhi
8. Aqil Ahmad, Mohammedan Law, Central Law agency, Allahabad
9. Singh Jaspal, Hindu Law of Marriage & Divorce, Pioneer Publication.
10. Kusum, Cases and Materials on Family Law, Universal Law Publishing Co. New Delhi

Unit Test -

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| Unit Test | 20 Marks |
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Project Based Learning Topics –

| Sr. No. | Topics |
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| 1. | Family Counseling: interactions with Judicial Officers/advocates/ counsellors |
| 2. | Legal Aid Clinics: working with legal aid clinics (total 10 hours during the semester) |
| 3. | Mediation and client counseling in matrimonial matters: methods & procedure |
| 4. | Documentary/vlog/blog writing for creating awareness in society on family related issues |

Subject: Constitutional Law II

| Designation of Course | B.B.A.LL.B. Sem IV | | |
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| Teaching Scheme: | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): - 6Hours/ Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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| Course Objectives | <ul style="list-style-type: none"> • To continue further understanding of the Constitution as the founding document of the country • To understand the fabric of federalism adopted by the drafters of the constitution and its very nature customised specially for the country • To explain the novel role of various organs of the government such as executive, legislature and the Indian judiciary in order to be a successful democracy • To extend the understanding of the Fundamental Rights and Duties, along with the limitations on them |
| Course Outcomes | <ul style="list-style-type: none"> • Students should be able to further apply the knowledge of constitutional law in legal disputes • Students will gain an in-depth knowledge of constitutional law, federalism, working of Parliament, working of executives, etc. • They will be able to understand the role of Indian judiciary in enforcing fundamental rights • They will have the ability to use and evaluate both classical and contemporary perspectives hidden in the democratic organs and its effective functioning • They will understand the duty of State and role of legislature, executive and judiciary, etc. |

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| Unit I: Federalism | (6 Hrs) |
| <ul style="list-style-type: none"> a) Meaning of Federalism b) Comparative Study of other Federalism c) Cooperative Federalism d) Asymmetric Federal Relations- Delhi and Jammu & Kashmir | |
| Unit II: Federal Relations | (10 Hrs) |
| <ul style="list-style-type: none"> a) Legislative relations between Centre and the States. b) Administrative Relations c) Financial Relations | |
| Unit III: President of India | (5 Hrs) |
| <ul style="list-style-type: none"> a) Position, Election, Qualifications, Impeachment etc. b) Council of Ministers, Prime Minister - Cabinet System - Collective responsibility - <ul style="list-style-type: none"> i. Individual Responsibility, President & P.M. Relationship c) Scope and Extent of Judicial Review of Executive Action | |

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| Unit IV: Governor | (4 Hrs) |
| a) Constitutional Relationship with State Government b) Powers and Functions of Governor c) Discretionary Powers and Immunities | |
| Unit V: Party Systems | (5 Hrs) |
| a) Anti-Defection Law | |
| Unit VI: Parliamentary Privileges | (4 Hrs) |
| a) Freedom of Members of Parliament and Legislatures | |
| Unit VII: Emergency | (10 Hrs) |
| a) Need of the Provision - Types of Emergencies b) Proclamation, Conditions, Emergency and Fundamental Rights c) Effect of Emergency on Centre - State Relations | |
| Unit VIII: Services under the Constitution | (6 Hrs) |
| a) Doctrine of Pleasure, Protection against Arbitrary Dismissal b) Removal or Reduction in Rank - Exceptions to Art. 311 | |
| Unit IX: Legislative Processes | (8 Hrs) |
| a) Provisions as to Introduction and Passing of Bills b) Money Bill - Procedure in Financial Matters | |
| Unit X: Method of Constitutional Amendments | (7 Hrs) |
| a) Limitations upon Constitutional Amendments - Basic Structure Doctrine as a Limitation b) Pre- Keshvananda and Post-Keshavanda Bharti cases | |
| Unit XI: Tortuous Liability of Government | (5 Hrs) |
| a) Sovereign Immunity, Statutory Function, Damages and Writs | |
| Unit XII: Elections | (5 Hrs) |
| a) Election Commission, Legislative Power regarding Election, Election Dispute | |

Assignments

4. Research Article
5. Group discussions
6. Case Analysis
7. Alternative judgement writing
8. Review of current events in reference to specific constitutional provisions

Reference Books

1. T. K. Tope - Constitutional Law of India. (Eastern Book Com. Lucknow)
2. G. Austin - Indian Constitution: Corner-stone of a Nation. (Oxford)
3. M. P. Jain - Constitutional Law of India. (N.M. Tripathi, Mumbai)
4. V. N. Shukla - Constitutional of India, Edited by M. P. Singh (Eastern Book Com., Lucknow)

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| 5. D. D. Basu - Introduction to the Constitution of India. (Prentice Hall) |
| 6. H. M. Seervai - Constitutional Law of India (Vol. I, II & III) (N.M. Tripathi, Mumbai) |
| 7. J.N. Pandey - Constitutional Law of India (Central Law Agency, Allahabad) |

Unit Test -

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| Unit Test | 20 Marks |
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Project Based Learning Topics –

| Sr. No. | Topics |
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| 1. | High court visit |
| 2. | Supreme court visit |
| 3. | Parliament visit |
| 4. | Moot courts |

Subject: Marketing Management

| Designation of Course | B.B.A.LL.B. Sem IV | | |
|---------------------------------------|------------------------|-------|------------------|
| Teaching Scheme: | Examination Scheme: | Marks | Credits Allotted |
| Core Course (Theory): - 6 Hours/ Week | University Examination | 60 | 05 |
| | Internal Examination | 40 | |
| | Total | 100 | 05 |

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| Course Objectives | <ul style="list-style-type: none"> • To understand the fundamentals of marketing, processes, functions and various approaches to follow while applying marketing strategies • To understand marketing management, functions of management as well as responsibilities and functions of a marketing manager/executive • To understand how to create a link between the marketing department and other departments like R&D, production, finance and HR in an organisation • To learn to analyse needs and trends in micro & macro environment and understand the effects of liberalisation, privatisation and globalisation on Indian economy • To understand the need of market segmentation, select the appropriate base depending upon available factors and perform & validate market segmentation • To learn to decode the product life cycle and suggest the course of action to prolong the growth phase |
| Course Outcomes | <ul style="list-style-type: none"> • Students will gain an understanding of the broad function of marketing in management • They will get an overview of marketing processes, marketing functions, understand the interface between marketing and various departments, forms of marketing organisations, market segmentation, targeting and positioning along with marketing mix • The course will also prepare students for formulating and executing strategies, and planning tactics to succeed in marketing management ventures • Class exercises, mini-projects as well as homework and case studies will demonstrate real-world applications of marketing management concepts |

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| Unit I: Introduction to Marketing | (8 Hrs) |
| <ul style="list-style-type: none"> a) Markets & Classifications of Markets b) Marketing – Definitions of Marketing, Marketing Process, Marketing Functions c) Approaches to Marketing d) Selling v. Marketing e) Recent Trends in Marketing | |
| Unit II: Introduction to Marketing Management | (8 Hrs) |

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| <ul style="list-style-type: none"> a) Introduction, Objectives & Importance of Marketing Management b) Core Concepts of Marketing, Features of Marketing Management c) Functions of Marketing Management, Responsibilities & Functions of Marketing Executive d) Interface of Marketing with Production, Purchase, Finance, Human Resource, Research & Development and Other Departments e) Marketing Organisation, Forms of Marketing Organisation | |
| Unit III: Marketing Process | (7 Hrs) |
| <ul style="list-style-type: none"> a) Introduction, Marketing Mix – The Traditional 4 Ps, The Modern Components of the Mix – The Additional 3 Ps b) Developing an Effective Marketing Mix, Marketing Planning, Marketing Implementation and Control | |
| Unit IV: Marketing Environment | (7 Hrs) |
| <ul style="list-style-type: none"> a) Analysing the Organisation’s Micro Environment, Company’s Macro Environment b) Differences between Micro and Macro Environment, Techniques of Environment Scanning c) Analysing Needs & Trends in Macro Environment d) Analysing Needs & Trends in Micro Environment e) Effect of Liberalisation, Globalisation & Privatisation on Indian Economy | |
| Unit V: Segmentation, Targeting & Positioning | (7 Hrs) |
| <ul style="list-style-type: none"> a) Market Segmentation, Meaning & Bases for Market Segmentation b) Benefits of Market Segmentation c) Market Targeting & Positioning - Meaning & Importance d) Marketing Research, Elements of Marketing Research e) Importance of Marketing Research, Objectives, Marketing Research Process, Preparation of Questionnaire, Market Survey | |
| Unit VI: Product Management | (8 Hrs) |
| <ul style="list-style-type: none"> a) Introduction, Levels of Products, Classification of Products b) New Product Development c) Product Life Cycle d) Brand and Branding Strategy | |
| Unit VII: Pricing | (7 Hrs) |
| <ul style="list-style-type: none"> a) Introduction, Factors Affecting Price Decisions b) Cost Based Pricing, Value Based and Competition Based Pricing c) Pricing Steps in the Pricing Procedure d) Pricing Methods, Discounts & Allowances e) Adjusting the Price of the Product, Initiating and Responding to the Price Changes | |
| Unit VIII: Distribution Management | (8 Hrs) |
| <ul style="list-style-type: none"> a) Introduction, Need for Marketing Channels b) Decisions Involved in Setting up the Channel, Channel Management Strategies c) Introduction to Logistics Management, Introduction to Retailing, Wholesaling | |

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| Unit IX: Promotion Management | (7 Hrs) |
| a) Communication Development Process b) Process of Communication in Marketing Advertising, Objectives of Advertising, Copy & Types c) Sales Promotion, Promotion Tools d) Channels of Distribution – Role of Channels & Distribution, Middlemen in Distribution | |
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| Assignments |
| 1. Select an organisation and analyse the marketing mix (7 Ps) decision taken by the company 2. Study how digital marketing has gained importance and has developed as a new trend in marketing 3. Is target marketing a blessing or a threat to personal privacy? Elaborate 4. Select any Indian organisation and plan a strategy for launching a new product. Suggest the most suitable target market and pricing strategy |

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| Reference Books |
| 1. Marketing Management – Philip Kotler |
| 2. Fundamental of Marketing – Steenson |
| 3. Marketing Management – S Ramaswamy & S Nama Kumari |
| 4. Marketing Management – S.A. Sherlekar |
| 5. Physical Distribution & Logistic Management – Dr. Subhash W. Bhavne |
| 6. Marketing Management – Philip Kotler |

Unit Test-

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| Unit Test | 20 Marks |
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Project Based Learning Topics–

| Sr. No. | Topics |
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| 1. | Select 2 companies in the same industry and compare the difference in their strategies. Study what makes one company more successful than the other |
| 2. | Select an existing product of any brand and suggest a prototype model that will help build a marketing strategy for achieving success in the market. |
| 3. | Select any advertisement and study the 7 Ps and market strategy used in it. |