

**Detailed Course Scheme**  
**BBA LL.B.**  
**(Five years integrated Law Programme)**

**Semester VI**  
**(2023-2028)**

DOC2023060800052



**RNB GLOBAL UNIVERSITY**  
RNB Global City, Ganganagar Road,  
Bikaner, Rajasthan 334601.

## **OVERVIEW**

RNB Global University follows Semester System along with Choice Based Credit System as per latest guidelines of University Grants Commission (UGC). Accordingly, each academic year is divided into two semesters, **Odd (July-December)** and **Even (January-June)**. Also, the university follows a system of continuous evaluation along with regular updating in course curricula and teaching pedagogy.

The curriculum for BBA LL.B. program for Even (January-June) Semester, 2026 along with Examination pattern is as follows:

### **Semester –VI**

S. No.	Course Code	Course Name	L	T	P	Credits
1.	16008600	Company Laws	4	1	0	5
2.	16007400	Civil Procedure Code & Limitation Act, 1963	4	1	0	5
3.	11014100	Sales and Distribution Management	4	1	0	5
4.	11019200	E-business	4	1	0	5
5.	16007600	Labour Laws II	4	1	0	5
6.	16007700	Moot Court -Interviewing Techniques	2	0	2	3
7.	16001700	Ability & Skill Enhancement -VI	2	0	0	2
8.	99003300	Workshops/ Seminars/Human Values/Social Service/NCC/NSS	-	-	-	1
<b>Total</b>			<b>24</b>	<b>5</b>	<b>2</b>	<b>31</b>

## **EVALUATION SCHEME**

The evaluation of the BBA LL.B. program would be based on Internal and External Assessments. Internal Assessment would consist of 50% of the marks (50 marks) and external assessment (in form of End Term Exam) would consist of remaining 50% marks (50 marks). Detailed scheme of Internal and External Assessments as follows:

### **Internal Assessment**

Type	Details	Marks
Mid Term	Two Mid-term Sessional of 15 marks each (15+15)	30
Marks obtained in various Tests, Assignments, Presentations, Quiz, Tutorials, etc.	Average of marks obtained	15
Attendance	75%+: 5 marks	5
<b>TOTAL</b>	<b>50</b>	

**External Assessment**

Type	Marks
Theory	50

**EVALUATION SCHEME- WORKSHOPS & SEMINARS & NCC/NSS**

1. NCC/NSS will be completed from Semester I – Semester IV. It will be evaluated internally by the institute. The credit for this will be given at the end of Semester.
2. The students have to join club/clubs with the active participation in different activities of club. The students would be continuously assessed from Semester-I to Semester-IV and credits and marks would be given after the end of Semester.

## 1. Vision

Vision of Department of Law is to be established as advanced studies and research and skill-based centre for students and scholars

## 2. Mission

Mission of Department of Law is to cultivate a scholarly mindset and analytical abilities in students, as well as train them in legal sphere, to reach the profession's daunting needs by providing dynamic knowledge in the field of law.

## 3. Program Educational Objectives

**PEO1-Professional Development:** To develop deep knowledge of the field through a flexible, research and industry-oriented curriculum designed to meet the current demand of academia and industry.

**PEO2-Core Proficiency:** To identify, formulate, comprehend, analyse, design and solve societal and legal problems with hands on experience in various rules and regulations using modern tools to satisfy the needs of society and the business and legal industry.

**PEO3- Technical Accomplishments:** To acquire techno-economic aptitude and apply the acquired practical skills and broad legal training for better reach. Pursue advanced education, research development, and other innovative and pioneering efforts in the field of law.

#### 4. Program Outcomes (POs)

**Law Graduates will be able to:**

**P01. Legal knowledge:** Ability to gain knowledge of law and the application of such knowledge in practice.

**P02. Problem analysis:** Explore and explain the substantial & procedural laws in which they are drafted and how students think and understand the legislative setup and apply in problem solving.

**P03. Conduct investigations of complex problems:** Use research-based knowledge and research methodologies to obtain reliable outcomes and develop legal research skills & legal reasoning and apply it during programme & in legal practice.

**P04. The lawyer and society:** Interpret and analyse the legal and social problems and work towards finding solutions to the problems by application of laws and regulations.

**P05. Effective written and drafting skills:** Inculcate values of Rights and Duties and conceptual clarity and transfer these values to real life through drafting of legal and judicial process for promoting community welfare by way of effecting drafting skills.

**P06. Professional Ethics:** Apply principles of professional ethics of legal profession.

**P07. Professional and argumentative skills: Understand the impact of professional, legal solutions in societal and environmental contexts and demonstrate the knowledge of and need for sustainable development by way of professional skills.**

**P08. Communication:** Communicate effectively with the legal community. Ability to learn the art of communicating and demonstrating their oral advocacy skills. Projecting the facts in a way suitable to the client and power to convince on legal reasoning forms the essence of communication in courts of law.

**P09. Self-employability:** Provide a platform of self-employability by developing professional skills in legal and other industry.

**P010. Life-long learning:** Recognize the need for and ability to engage in independent and life-long learning in the broader concepts and then practical application in context of societal and legal changes.

## 5. Program Specific Outcomes (PSOs)

Upon completion of the BBA LLB Programme, the graduate will be able to

**PSO1:** To demonstrate knowledge and understanding of substantive & procedural laws including legislations and connected rules and regulations.

**PSO2:** To equip skills required to deal with a fast-changing business environment and legal arena.

**PSO3:** To acquaint with technological developments and to make suitable changes in the field of law and legal profession.

<b>11.1 Semester VI</b>	
<b>Course</b>	<b>Course outcomes: - After completion of these courses students should be able to</b>
16008600 - Company Laws	<p><b>C01:</b> Tell the legal framework to be adopted in the day-to-day functions of the company.</p> <p><b>C02:</b> Explain the various facets of Company Law such as Meeting of the Board and its Powers, Special Frauds Investigation Office, Compromise, Arrangement and Amalgamations of Companies, Prevention of Oppression of minority shareholders and Mismanagement of the company.</p> <p><b>C03:</b> Plan the form &amp; run the company &amp; winding up of the Companies.</p> <p><b>C04:</b> Examine the various provisions of companies act 2013.</p> <p><b>C05:</b> Explain the importance of Companies Act 2013.</p>
16007400 - Civil Procedure Code & Limitation Act, 1963	<p><b>C01:</b> Know the detail procedure for redressal of civil rights.</p> <p><b>C02:</b> Understand the preliminary issues involved in civil procedure.</p> <p><b>C03:</b> Identify the order, purpose and content of major pleadings in Magistrate's and High courts.</p> <p><b>C04:</b> Analyse and evaluate information from statutes, case-laws and other source materials.</p> <p><b>C05:</b> Explain where the suit is to be filed and the essential forms and procedure for institution of suit.</p>
11014100 - Sales and Distribution Management	<p><b>C01:</b> Define the basic concepts related to sales &amp; distribution system</p> <p><b>C02:</b> Understand sales budgeting &amp; its method this will help them to manage the selling expenses by using sales forecasting methods.</p> <p><b>C03:</b> Apply &amp; determine size of sales force &amp; Design Personal selling strategies.</p> <p><b>C04:</b> Analyse &amp; design sales meeting agenda and sales contests &amp; key decision making variables in sales Management and distribution channel management.</p> <p><b>C05:</b> Apply the techniques of territory design for the sales force for effective creation of distribution network.</p>
11019200 - e-Business	<p><b>C01:</b> Define basic business models on the web with examples of their implementation.</p> <p><b>C02:</b> Classify basic marketing techniques and strategies on the internet, including analysis of their effectiveness.</p> <p><b>C03:</b> Make use of basic personalization mechanisms for websites and their roles in gathering marketing information.</p> <p><b>C04:</b> Identify basic techniques of positioning on the internet in creating the marketing image of the organisation as well as the product</p>

	<p>brand &amp; to know how technology helps bridging gaps in business.</p> <p><b>C05:</b> Evaluate the e-business concepts which can be applied to different field.</p>
16007600 - Labour Laws II	<p><b>C01:</b> Demonstrate an advanced understanding of the industrial laws which regulate workers conditions.</p> <p><b>C02:</b> Outline the important causes &amp; impact of industrial disputes</p> <p><b>C03:</b> Identify the changes required under the law with reference to its current need in the society.</p> <p><b>C04:</b> Discover all the related aspects of labour law that are practices in India.</p> <p><b>C05:</b> Interpret the laws related to working conditions in different settings.</p>
16007700 - Moot Court - Interviewing Techniques	<p><b>C01:</b> Demonstrate the ability to work in teams and develop the cooperative nature essential for the legal practice.</p> <p><b>C02:</b> Interview clients and advise them on procedural aspects of litigation, costs and possible legal and social consequences, etc.</p> <p><b>C03:</b> Discover the practical skills of research, case analyses and strategy, witness handling, presentation of arguments at the trial and appellate stages of a case, and to draft and prepare the relevant documents pertaining to Moot Court, Mock Trial and Internship.</p> <p><b>C04:</b> Take part in trial advocacy, i.e., case analysis, client interviewing and advise, how to conduct examination-in-chief and cross-examination of witnesses, preparation and presentation of arguments on facts and law in the trial courts.</p> <p><b>C05:</b> Improve skill in advocacy, legal research and writing skills.</p>
16001700 - Ability & Skill Enhancement -VI	<p><b>C01:</b> Learn about verbal reasoning &amp; English aptitude</p> <p><b>C02:</b> Develop a winning attitude</p> <p><b>C03:</b> Learn the ways to understand news and be a journalist.</p> <p><b>C04:</b> Learn the ability to prepare reports on major national and international news.</p> <p><b>C05:</b> Conduct chat shows, panel discussions, parliamentary debates etc.</p>



### 11.2 Mapping: Semester – VI

16008600	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	2	3	2	2	3	2	1		3
C02	3	2	2	2	3	3	3		3	3
C03	3	3	2	3	1			3	3	3
C04	3	2	1	2	1	2	2	3	1	3
C05	3	2	2	2	3	3	3	1	3	3

16007400	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	2	2	2		2		2		3
C02	2		2	2	2	2		2	2	3
C03	3		2	2		3	3		2	3
C04	3	3	3	3		2	2			3
C05	2	3	2		3	2	3	3	3	

11014100	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	1	2	3	2	1	2		2	2	2
C02	3	3		3	2	2	2	2	2	3
C03	2	3	3		3	2	3	3	2	2
C04	2	2	2	3	3	1	3	3	2	2
C05	2	2		3	3		3	3		2

11019200	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	3	2	3			2		3	3	3
C02	2		3	2	2	3	2	2	3	3
C03		2	3	3	3		2	2		3
C04		2	3	2	3	2	3	2	3	2
C05	2		3		3			3	3	2

16007600	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	2	3	2	2	2	2	2	2	2	2
C02	2	2	3	2	1	2	2	2	1	3
C03	3	2	3	3	2	2	2	2	3	1
C04	2	3	2	1	2	2	3	2	3	3
C05	2	3	2	2	3	2	2	2	2	2

16007700	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
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C01	1	1	2	2	1	2	2	3	2	2
C02	2	2	2	2	1	2	3	3	2	2
C03	3	3	3	2	2	3	3	2	2	2
C04	2	3	2	3	3	2	2	2	2	3
C05	3	2	3	2	3	2	2	2	2	2

16001700	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
C01	2	2	2	3	2	3		3	1	3
C02	2	2	3	2	2	2		2	3	3
C03	2	2			3	2		3	2	3
C04	2	2	3	3	2	2		2	3	3
C05	3	3	2	3	3	2	3	3	2	2

## **CURRICULUM**

**Course Name: Company Laws**

**Course Code: 16008600**

### **Course Outline**

#### **Unit I : Formation, Nature and kinds of company**

- a) Meaning of Corporation
- b) **Registration and Incorporation of Company**
- c) **Nature and kinds of company**
- d) Promoters: Position duties and liabilities
- e) Mode and consequences of incorporation
- f) Uses and abuses of the corporate formation
- g) Lifting of corporate veil
- h) Registration and Incorporation of Company

#### **Decided cases:**

1. *Erlanger v. New Sombrero Phosphate Co.* (1878) 3 AC 1218: (1874-80) All ER Rep. 271
  2. *Salomon v. Salomon & Co., Ltd.* (1897) A.C. 22 (H.L.): (1895-95) All ER Rep. 33 14
  3. *State Trading Corporation v. CTO*, AIR 1963 SC 811 20
  4. *TELCO v. State of Bihar*, AIR 1965 SC 40 26
  5. *R.C. Cooper v. Union of India* (1970) 3 SCR 530
  6. *Daimler Co., Ltd. v. Continental Tyre and Rubber Co. (Great Britain), Ltd.*, 1916 AC 307 : (1916-17) All ER Rep. 191 32
  7. *Lee v. Lee's Air Farming, Ltd.* (1960) 3 All E.R. 420 42
  8. *In re Sir Dinshaw Maneckjee Petit*, AIR 1927 Bom. 371 51
  9. *CIT v. Meenakshi Mills Ltd.*, AIR 1967 SC 819: (1967) 1 SCR 934 64
  10. *Workmen v. Associated Rubber Industries Ltd.* (1985) 4 SCC 114: (1986) 59 Comp. Cas. 134 (SC) 68
  11. *Gilford Motor Co., Ltd. v. Horne* (1933) 1 Ch. 935 71
  12. *Subhra Mukherjee v. Bharat Coking Coal Ltd.* (2000) 3 SCC 312 78 12.
  13. *Kapila Hingorani v. State of Bihar* (2003) 6 SCC 1
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- i) Memorandum of Association, Alteration and the doctrine of ultra vires
  - j) Articles of Association
  - k) Memorandum of Association,
  - l) Binding nature, alteration, relation with memorandum of Association
  - m) Doctrine of Constructive Notice and Indoor Management-exceptions

### **Decided cases**

14. *Ashbury Railway Carriage and Iron Co. Ltd. v. Riche* (1875) L.R.7 H.L.: (1874-80) All ER Rep. 2219 (HL) 91
15. *Cotman v. Brougham*, (1918-19) All ER Rep. 265 (HL) 101
16. *In re (Jon) Beuforte (London) Ltd.* (1953) Ch. 131 107
17. *Bell Houses, Ltd. v. City Wall Properties, Ltd.* (1966) 2 All E.R.674 111
18. *Re Introductions, Ltd., Introductions, Ltd. v. National Provincial Bank Ltd.* (1969) 1 All ER 887 121
19. *Dr. A. Lakshmanaswami Mudaliar v. Life Insurance Corporation of India*, AIR 1963 SC 1185
20. *Royal British Bank v. Turquand* (1856) 119 ER 886 : (1843-60) All ER Rep. 435 130
21. *Freeman & Lockyer (A Firm) v. Buckhurst Park Properties (Mangal) Ltd.* (1964) 1 All ER 630 133
22. *Kotla Venkataswamy v. Chinta Ramamurthy*, AIR 1934 Mad. 579

### **Unit II : Capital Formation and Regulation**

- a) Prospectus: Issues, contents, kinds ,
- b) Liabilities for misstatement
- c) Statement in lieu of prospectus
- d) The nature and classification of company securities
- e) Shares and general principles of allotment
- f) Statutory share certificate, its objects and effects
- g) Transfer of shares, restriction of transfer
- h) Issue of share at premium
- i) Ttypes of share capital
- j) Reduction of types of share capital
- k) Conversion of loans and debentures into capital
- l) Duties of court to protect interests of creditors and shareholders.

### **Unit III: Corporate Administrations**

- a) Directors – Kinds
- b) Powers and Duties
- c) Managing Director and other managerial personnel.
- d) General Meetings
- e) Types / Kinds of Meetings
- f) Essential Conditions of a Valid Meeting
- g) Procedure for Calling Company Meetings
- h) Prevention of Oppression and Mismanagement
- i) Protection of Minority Shareholders

- j) Powers of Tribunal and Central Government
- k) Prevention of Oppression and Mismanagement
- l) Class Action Suit

#### **Decided cases**

- 22. Percival v. Wright (1902) 2 Ch. 421 146
- 23. Burland v. Earle (1902) AC 83 : (1900-03) All ER Rep. 1452 150
- 24. City Equitable Fire Insurance Co., Re (1925) Ch. 407
- 25. Regal (Hastings) Ltd. v. Gulliver (1967) 2 A.C. 134 (HL) 157
- 26. Industrial Development Consultants Ltd. v. Cooley (1972) 1 WLR 443 175
- 27. Standard Chartered Bank v. Pakistan National Shipping Cop. (2003) 1 All ER 173 (HL)
- 28. Foss v. Harbottle Rule - Exceptions – acts ultra vires, fraud on minority, acts requiring special majority, wrongdoers in control, etc.
- 29. Foss v. Harbottle (1843) 2 Hare 461: (1843) 67 ER 189 191
- 30. H.R. Harmer Ltd., Re (1958) 3 All E.R. 689
- 31. Scottish Co-operative Wholesale Society, Ltd. v. Meyer 1959 AC 324
- 32. Shanti Prasad Jain v. Kalinga Tubes Ltd., AIR 1965 SC 1535 212
- 33. Rajahmundry Electric Supply Corporation Ltd. v. A. Nageshwara Rao, AIR 1956 SC 213 228
- 34. Bharat Insurance Co. Ltd. v. Kanhaiya Lal, AIR 1935 Lah. 792 232
- 35. Needle Industries (India) Ltd. v. Needle Industries Newey (India) Holdings Ltd., AIR 1981 SC 1298
- 36. M.S.D.C. Radharamanan v. M.S.D. Chandrasekara Rajja (2008) 6 SCC 750: AIR 2008 SC 1738

#### **Unit IV : Winding up of Companies, Adjudicatory Bodies and Corporate Social Responsibility**

- a) Modes of Winding up
- b) Winding up by the Tribunal
- c) Voluntary winding
- d) Grounds and Procedure

#### **Decided cases**

- 37. German Date Coffee Co., In Re (1882) 20 Ch. D. 169
- 38. Seth Mohan Lal v. Grain Chambers Ltd., AIR 1968 SC 772
- 39. Aluminum Corporation of India Ltd. v. M/s. Lakshmi Rattan Cotton Mills Co. Ltd., AIR 1970 All. 452
- 40. Yenidje Tobacco Co. Ltd., Re (1916) 2 Ch. D. 169

## **Decided Cases**

- e) Adjudicatory Bodies
- f) National Company Law Tribunal;
- g) National Company Law Appellate Tribunal – Constitution, Powers, Jurisdiction,
- h) Procedure
- i) Judicial Review

41. Madras Bar Association V. Union of India & Anr. Writ Petition (C) No. 1072 OF 2013  
Decision on 14th May, 2015

- j) Corporate Social Responsibility
- k) Introduction
- l) Need for CSR
- m) Companies (Corporate Social Responsibility Policy) Rules 2014 (CSR Rules) and Schedule VII of Companies Act, 2013

**Course Name: Civil Procedure Code & Limitation Act, 1963**

**Course Code: 16007400**

## **Course Outline**

### **Unit-I: Introduction**

- a) Definitions:
  - i. Decree
  - ii. Judgment
  - iii. Order
  - iv. Foreign Court
  - v. Foreign Judgment
  - vi. Mesne-Profits
  - vii. Affidavit
  - viii. Suit
  - ix. Plaint
  - x. Written Statement
- b) Important Concepts:
  - i. Res Sub-Judice
  - ii. Resjudicata
  - iii. Restitution
  - iv. Caveat
  - v. Inherent Powers of Courts

c) Execution of Judgment and Decree

**Leading Cases : -**

1. *Gundaji Satwaji Shinde v. Ram Chandra Bhikaji Joshi*, AIR 1979 SC 653 1
2. *Indian Bank v. Maharashtra State Cooperative Marketing Federation Ltd*, AIR 1998 SC 1952 13
3. *Iftikhar Ahmed v. Syed Meharban Ali*, AIR 1974 SC 749 16
4. *State of U.P. v. Nawab Hussain*, AIR 1977 SC 1680 20
5. *C.A. Balakrishnan v. Commissioner Corporation of Madras*, AIR 2003 Mad. 170
6. *Chunilal V. Mehta v. Century Spinning and Manufacturing Co. Ltd.*, AIR 1962 SC1314 31
7. *Koppi Setty v. Ratnam v. Pamarti Venka* 2009 RLR 27 (NSC) 38

**Unit-II: Initial Steps in a Suit**

- a) Jurisdiction and Place of Suing
- b) Institution of Suit
- c) Pleadings: Meaning, Object, General rules, Amendment of Pleadings
- d) Complaint and Written Statement h) Appearance and Non-Appearance of Parties

**Leading Cases : -**

8. *Gill & Co. v. Bimla Kumari*, 1986 RLR 370
9. *Haridas Das v. Smt. Usha Rani Banik*, 2006 (3) SCALE 287
10. *Mahant Ram Dass v. Mahant Ganga Dass*, AIR 1961 S.C. 882
11. *Jai Jai Ram Manohar Lal v. National Building Material Supply Co.*, AIR 1969 S.C. 1267 59
12. *M/s Ganesh Trading Co. v. Moji Ram*, AIR 1978 SC 484 63
13. *Dalip Kaur v. Major Singh*, AIR 1996 P & H 107 68

**Unit-III: Interim Orders**

- a) Commissions
- b) Receiver
- c) Temporary Injunctions
- d) Summary Procedure
- e) Suits by Indigent persons
- f) Inter-pleader Suit

**Leading Cases :-**

14. *B.K. Narayana Pillai v. Parameswaran Pillai*, (2000) 1 SCC 712
15. *Saleem Bhai v. State of Maharashtra*, AIR 2003 SC 759
16. *Sangram Singh v. Election Tribunal*, AIR 1955 SC 425 75
17. *Rajni Kumar v. Suresh Kumar Malhotra*, 2003 (3) SCALE 434 86

18. *Bhanu Kumar Jain v. Archana Kumar*, AIR 2005 SC 626
19. *Santosh Kumar v. Bhai Mool Singh*, AIR 1958 S.C. 321 97

#### **Unit-IV: Appeal, Reference, Review and Revision**

- a) Appeals from Original Decree
- b) Appeals from Appellate Decrees
- c) General Provisions relating to Appeals
- d) Reference to High Court
- e) Review
- f) Revision

#### **Leading Cases : -**

20. *M/s Mechalec Engineers and Manufacturers v. Basic Equipment Corporation*, AIR 1977 SC 577
21. *ONGC Ltd. v. State Bank of India*, AIR 2000 SC 2548
22. *Manohar Lal v. Seth Hira Lal* AIR 1962 SC 527
23. *Dalpat Kaur v. Prahlad Singh*, AIR 1993 SC 276

#### **Unit-V: Limitation Act, 1963**

- a) Procedural Law: Section 5;
- b) Condonation of Delay, ss. 6-9;
- c) Legal Disability, ss. 14-15;
- d) Exclusion of Time of Proceeding in Good Faith in Wrong Court, ss. 18-19;
- e) Acknowledgement in Substantive Law: S25;
- f) Law of Prescription and s. 27
- g) Adverse Possession, s. 29;
- h) Saving Clause.

#### **PSDA (Professional Skill Development )**

Judgment Writing Court Visit Preparation of Pleadings Group Discussions

#### **Suggested Readings:**

1. Dinshaw Fardauzi Mulla, *Mulla's Code of Civil Procedure*, Lexis Nexis (18th Edn)
2. Sudipto Sarkar & V.R. Manohar, *Sarkar's Code of Civil Procedure* (2 Vols), Lexis Nexis India (11th Edn)
3. *Universal's Code of Civil Procedure*, 1908 (Bare Act)
4. C.K. Takwani, *Code of Civil Procedure*, Eastern Book Company, 2010
5. M.R. Malik, *Ganguly's Civil Court, Practice and Procedure*, Eastern Law House, 2012.
6. M.P. Tandon, *Code of Civil Procedure*, Allahabad Law Agency, 2005



## **Course Name: Sales and Distribution Management**

**Course Code: 11014100**

### **Objective:**

- To orient students about the negotiation skills and labor-union collective bargaining tactics, cognitively.
- The course aims to impart the knowledge and skills needed to manage the sales force and distribution functions in a business organization so as to help gain a competitive advantage

### **Course Outline**

#### **Unit I: Sales Management**

Definition and meaning, Objectives, Sales Research, Sales Forecasting methods, Sales Planning and control: Goal setting, Performance measurement, diagnosis and corrective actions.

#### **Unit II: Sales Organization**

Need for Sales Organizations, their structure, Sales Managers Functions and responsibilities, Planning for major customers and sales Budget, Specific Characteristics of a successful salesman.

#### **Unit III: Managing the Sales Force**

Recruiting, Selection and Training of Sales force: Areas of sales Training: Motivating the Sales Team: Evaluating Sales Force Performance and Controlling Sales, activities, Ethical and Legal Issues in Sales Management.

#### **Unit IV: Distributions channel**

Importance, types, channel strategy Market Logistic: objective, planning customer oriented inventory management decision, transportation decision.

#### **Unit V**

Designing customer oriented channel, understanding the customer requirement, comparing the channel design. Managing the behavior of channel member, channel relationship, control, power positioning and conflict, influence strategy.

### **Suggested Readings:**

1. Sales and Distribution Management: Text and Cases; Krishna K. Havaladar, Vasant M. Cavale Tata Mc-Graw Hill Education.
2. Sales and Distribution Management; Tapan K. Panda and Sunil Sahadev; Oxford University Press.

3. Sales Management: Decision Strategy and Cases; Richard R. Still, Edward W. Cundiff and Norman A.P. Govani; Pearson Education.
4. Management of Sales Force; Rosann Spiro, William Stanton, Gregory Rich; Tata Mc-Graw Hill Education

**Course Name: E-business**

**Course Code: 11019200**

**Objectives:**

- To provide an overview of the various e-business and e-commerce concepts , e- business models , security threats to e-business , e-business applications and strategies , e payment systems and emerging trends in e-business etc;
- Upon successful completion of this course the student will be able to understand the e-business concepts and how it is different from e-commerce. Moreover, the student will be able to understand the e-business models and infrastructure. Students will learn how e-business concepts are applied to different fields, such as: education, banking, tourism and so on.

**Course Outline**

**Unit I: Introduction to e-business**

Electronic Business, Electronic Commerce, Electronic Commerce Models, Types of Electronic Commerce, Value Chains in Electronic Commerce, E-Commerce in India. Internet, World Wide Web, Internet Architectures, Internet Applications, Web Based Tools for Electronic Commerce, Intranet, Composition of Intranet, Business Applications on Intranet, Extranets. Electronic Data Interchange, Components of Electronic Data Interchange, Electronic Data Interchange Communication Process.

**Unit II: Security Threats to e-business**

Security Overview, Electronic Commerce Threats, Encryption, Cryptography, Public Key and Private Key Cryptography, Digital Signatures, Digital Certificates, Security Protocols over Public Networks: HTTP, SSL, Firewall as Security Control, Public Key Infrastructure (PKI) for Security, Prominent Cryptographic Applications.

**Unit III: Electronic Payment System**

Concept of Money, Electronic Payment System, Types of Electronic Payment Systems, Smart Cards and Electronic Payment Systems, Infrastructure Issues in EPS, Electronic Fund Transfer.

#### **Unit IV: E-Business Applications & Strategies**

Business Models & Revenue Models over Internet, Emerging Trends in e-Business, e-Governance, Digital Commerce, Mobile Commerce, Strategies for Business over Web, Internet based Business Models.

#### **Suggested Readings:**

1. Whitley, David (2000). e-Commerce Strategy, Technologies and Applications. Tata McGraw Hill.
2. Schneider Gary P. and Perry, James T (1st Edition 2000). Electronic Commerce. Thomson Learning.
3. Bajaj, Kamlesh K and Nag, Debjani (1st Edition 1999). E-Commerce: The Cutting Edge of Business. Tata McGraw Hill, Publishing Company Ltd., New Delhi.
4. Trepper Charles (1st Edition 2000). E-Commerce Strategies. Prentice Hall of India, New Delhi.
5. Rehman S.M. & Raisinghania (1st Edition 2000). Electronic Commerce Opportunity & Challenges. Idea Group Publishing, USA.
6. Knapp C. Michel (1st Edition, 2003). E-commerce Real Issues & Cases. Thomson Learning.

#### **Course Name: Labour Law-II**

**Course Code: 16007600**

#### **Course Outline**

##### **Unit-I: The Minimum Wages Act, 1948**

- a) Introduction of the subject
  - b) Concept of Minimum Wage, Fair Wage, Living Wage and Need Based Minimum Wage
  - c) Constitutional Validity of the Minimum Wages Act, 1948
  - d) Procedure for Fixation and Revision of Minimum Wages
  - e) Fixation of Minimum Rates of Wage by Time Rate or by Piece Rate
  - f) Procedure for Hearing and Deciding Claims
1. *The Edward Mills Co. Ltd., Beawar vs The State Of Ajmer And Another*, 1955 AIR 25 : 1955 SCR (1) 735
  2. *Bijay Cotton Mills Ltd vs The State Of Ajmer*, 1955 AIR 33, 1955 SCR (1) 752
  3. *Express Newspaper Ltd. & others v. Union of India & others*. A. I R. 1958 S. C. 578.
  4. *Messrs. Crown Aluminium Works vs Their Workmen*, 1958 AIR 30, 1958 SCR 651
  5. *People'S Union For Democratic vs Union Of India & Others*, 1982 AIR 1473, 1983 SCR (1) 456
  6. *Chandra Bhavan Boarding vs The State of Mysore and anr.*, 1970 AIR 2042, 1970 SCR (2) 600
  7. *Bidi, Bidi Leaves vs The State of Bombay*, 1962 AIR 486, 1962 SCR Supl. (1) 381

8. Equivalent citations: 1962 AIR 486, 1962 SCR Supl. (1) 381

### **Unit-II: The Payment of Wages Act, 1936**

- a) Object, Scope and Application of the Act
- b) Definition of Wage
- c) Responsibility for Payment of Wages
- d) Fixation of Wage Period
- e) Time of Payment of Wage
- f) Deductions which may be made from Wages
- g) Maximum Amount of Deduction

9. *Balaram Abaji Patil and ors. vs M.C. Ragojiwalla and anr.* AIR 1961 Bom 59, 1961 BomCR Cri, (1960) 62 BOMLR 807.
10. *The Central Bank of India Ltd. Vs. P.S. Rajagopalan* [1963] INSC 109 (19 April 1963)
11. *Express Newspapers (P) Ltd. Vs. Michael Mark & anr* [1962] INSC 215; Air 1963 Sc 1141

### **Unit-III: The Factories Act, 1948**

- a) Approval, Licensing and Registration of Factories
- b) Concept of “Factory”, “Manufacturing Process”, “Worker”, and “Occupier”
- c) General Duties of Occupier
- d) Measures to be taken in Factories for Health, Safety and Welfare of Workers
- e) Working Hours of Adults
- f) Employment of Young Person and Children
- g) Annual Leave with Wages
- h) Additional Provisions Regulating Employment of Women in Factory

12. *Lal Bavta Hotel Aur Bakery Mazdoor vs Ritz Private Limited, A Company* 2007 (5) Bom CR 456, (2007) IILLJ 201 Bom, 2007 (3) Mh L J 426.
13. *Lal Mohammad v. Indian Railway Construction Co Ltd*, 1998 Supp (3) SCR 343
14. *New Taj Mahal café Ltd. V. Inspector of Factories*, (1956) 1 L.L.J.273
15. *V.P. Gopala Rao v. Public Prosecutor*, A.I.R. (1970) S.C. 66
16. *Employers' Assn. of Northern India v. Secretary of Labour*, A.I.R. (1952) All. 109

### **Unit-IV: The Employee's Compensation Act, 1923 [C 45]**

- a) Definition of Dependant, Workman, Partial Disablement and Total Disablement
- b) Employer's Liability for Compensation
  - i. Scope of Arising out of and in the Course of Employment
  - ii. Doctrine of Notional Extension
  - iii. When Employer is not liable
- c) Employer's Liability when Contract or is engaged
- d) Amount of Compensation
- e) Distribution of Compensation
- f) Procedure in Proceedings before Commissioner
- g) Appeals
- h) Retirement Benefits

- i. Employee's Provident fund and miscellaneous provisions Act, 1952
  - ii. Employees' Pension Scheme, 1995 and Family Pension Scheme
  - iii. Social Security for the unorganized Sector
17. *B. E. S. T. Undertaking Bombay v. Mrs. Agens* A. I. R. 1964 S. C. 193.
  18. *D. S. Nakara v. Union of India* A. I. R. 1983 S. C. 130.
  19. *Saya Mills Ltd, v. Regional P. F. Commissioner*. 1985 I.L.L.J. 238 (S. C.)

#### **PSDA (Professional Skill Development Activities)**

- Document Preparation for Claim of Beneficiary Judgment Analysis
- Interaction with Workmen Visit to Authorities

#### **Suggested Books:**

1. Indian Law Institute, *Cases and Materials on Labour Law and Labour Relations*, 1963
  2. PL Malik, *Industrial Law*, Eastern Book Company, 2013
  3. Dr. Goswami, *Labour and Industrial Law*, Central Law Agency, 2011
  4. Surya Narayan Misra, *An Introduction to Labour and Industrial Law*, Allahabad Law Agency, 1978
  5. S.C. Srivastava, *Industrial Relations and Labour Law*, Vikas Publishing House, New Delhi, 6<sup>th</sup> Edn., 2012
  6. Chaturvedi, *Labour and Industrial Law*, Central Law Agency, 2004
  7. S.C. Srivastava, *Commentaries on the Factories Act, 1948*, Universal Law Publishing House, Delhi, 2002
- H.L. Kumar, *Workmen's Compensation Act, 192*, Universal Law Publishing, 2009

### **Course Name: Ability & Skill Enhancement - VI**

**Course Code: 16001700**

#### **Course Outline – Final Assessment – Report/Presentation**

##### **Unit I: Verbal Reasoning & English Aptitude**

Logical Sequence of Words, Verbal Analogy, Classification, Blood Relation Test, Syllogism, Reading Comprehension

##### **Unit II: Winning Attitude**

Attitude is the most important thing for success, how to develop a winning attitude, what is it, when we need it, what is mindset, how to have a winning and positive mindset, how to win in difficult situations, Positive thinking, passion, dedication, confidence, well preparation, focus, hard work, planning, never give up, etc. - some traits that help in developing winning attitude.

##### **Unit III: Understanding the News**

Reading Current News, Comparing & Analysing the news, Write an editorial, News Vocabulary, Presentation on any major news (political/social/sports/economics).

##### **Unit IV: Be a Journalist**

Chat Show, Panel Discussion, Parliamentary debate, News Inspired Theatrical Performance.

## **Unit V: Report**

Preparing a report on major National/International News – Insights/ review of major newspapers and news channels.

### **Course Name: Moot Court -Interviewing Techniques**

**Course Code: 16007700**

#### **Course contents**

##### **Part 1- Internship Preparation**

This part will require the preparation of students to be attached with practicing lawyers with a minimum of ten years standing at the Bar or with some corporate body or with the lawyer observing client dealings, drafting, conducting fact investigations, etc. (As per SIP document).

**During the court visits, the students will be required to observe the following stages in cases:**

Framing of charges / issues

1. Examination-in-Chief
2. Cross-examination
3. Final Arguments

**In the lawyer's chamber they are required to do the following:**

1. Read minimum of four case files to learn how files are prepared and maintained
2. Learn how to maintain records and accounts
3. Do legal research in at least two cases
4. Draft minimum of two documents in an ongoing case in the chamber
5. Observe client interviewing and counselling with the permission of the lawyer and clients in at least two cases

**In court visits the students are required to observe the following stages and write reports of their observation in the diary:**

1. Framing of charges
2. Examination-in-Chief
3. Cross-examination
4. Final arguments

The students are expected to maintain a diary of their court visits, work done during placement and their observations. In the diary, keep a log of the time spent each day including factual accounting of your experience of what you are doing, seeing and hearing. However, the diary should not be only descriptive of each day but should focus on what you learnt during the day.

- 1) What were you thinking and feeling about your experiences?
- 2) What is exciting or surprising?
- 3) What is bothering you?
- 4) What are your questions or insights about lawyering and judging?
- 5) What criticism or praise do you have for the legal system?
- 6) What else would you like to be taking place in your experience?

Please be careful that while writing your accounts you do not reveal any confidential information.

**The diary should contain two parts:**

- (a) the factual and analytical information about your internship; and**
- (b) two legal documents drafted by you during internship.**

The diary is an integral part of the course and you will be evaluated in terms of thoughtfulness and reflections about your learning experience. Be sure to write the journal in your own words even if you went with another class fellow or were in a group and observed the same things.

**If two students are found to have copied each other's language, both the students will be given a zero for that work.**

**This part will be evaluated separately for 30 marks.**

### **Part -2- Discussion on decided cases**

1. Discussion of latest 6 Judgments of the Supreme Court and the High Courts
2. Methods of making briefs of judicial decisions
3. Organization of 2 Seminars on current legal topics
4. Quiz Competition
5. Debate Competition.
6. Legal Essay Writing Exercises

Comprehensive Viva shall be conducted by a board of examiners constituted by a Committee comprising of all faculty members involved in teaching Law Students. Important recent cases and any legislative changes on the subjects taught during the semester shall be discussed.

**This part will be evaluated separately for 40 marks.**

### **Part -3- Mock Court Participation**

The students would be required to conduct Moot Courts in two cases, one Civil and one Criminal during the course of the semester. The students will be divided in teams of lawyers and witnesses. Each student will be required to function as a lawyer and witness

in the trials being simulated in the classes. Students' performance will be evaluated on the basis of equal marks being assigned for case analysis, written submissions, Examination-in-chief, Cross-examination, and final arguments.

Participation in each moot court will be evaluated separately for 15 marks each. This part carries a total of 30 marks.

**Note:** The review of Syllabus happens on periodic basis for the benefit of the students. In case there are changes in curriculum due to review, students would be intimated in writing.



### 11.3 Lesson Plan: Semester - VI

#### 16008600 – Company Laws

Unit	Particulars	Class No.	Pedagogy of Class
Unit I	Introduction of the subject	C 1	Lecture
Unit I	Introduction & Features	C 2	Lecture
Unit I	Comparative analysis of provisions of Companies Act, 1956 and Companies Act 2013	C 3	Lecture
Unit I	Formation of Company	C 4	Lecture
Unit I	1. Prevention of Sexual Harassment of women 2. Road Accident & Motor Vehicle Act	C 5	Guest Lecture
Unit I	Registration of Company	C 6	Lecture
Unit I	Incorporation of Company	C 7	Lecture
Unit I	Meaning of Corporation Nature and kinds of company Promoters	C 8	Lecture
Unit I	Nature of company Promoters	C 9	Lecture
Unit I	Activity	C 10	Activity
Unit I	company Promoters: Position	C 11	Lecture
Unit I	Take Home Assignment	C 12	Home Assignment
Unit I	company Promoters: Position, duties and liabilities	C 13	Lecture
Unit I	Activity	C 14	Activity
Unit I	company Promoters: duties and liabilities	C 15	Lecture
Unit I	company Promoters: Mode of incorporation	C 16	Lecture
Unit I	consequences of incorporation	C 17	Lecture
Unit I	Uses of the corporate form	C 18	Lecture
Unit I	company Promoters: abuses of the corporate form	C 19	Lecture
Unit I	lifting of corporate veil	C 20	Lecture
Unit I	Presentation	C 21	Presentation
Unit I	lifting of corporate veil	C 22	Lecture

Unit I	Class Room Assignment	C 23	Lecture
Unit I	Theory of Corporate personality	C 24	Lecture
Unit I	Theory of Corporate personality	C 25	Lecture
Unit I	Clarification class	C 26	Clarification class
Unit II	'Vasudhaiva Kutumbakam': Understanding Significance of India' Unique role in contemporary Global Governance issues by Dr. Amna Mirza	C 27	Guest Lecture
Unit II	Memorandum & Article of Association - Introduction	C 28	Lecture
Unit II	Memorandum of Association	C 29	Lecture
Unit II	Memorandum of Association	C 30	Lecture
Unit II	Alteration	C 31	Lecture
Unit II	Class Room Assignment	C 32	Class Assignment
Unit II	Articles of Association-Introduction	C 33	Lecture
Unit II	Articles of Association	C 34	Lecture
Unit II	Take Home Assignment		Home Assignment
Unit II	Binding nature	C35	Lecture
Unit II	Alteration	C36	Lecture
Unit II	Relation with memorandum of Association	C37	Lecture
Unit II	Doctrine of Constructive Notice	C38	Lecture
Unit II	Indoor Management-exceptions	C39	Lecture
Unit II	Presentation	C40	Presentation
Unit II	Concept & Issue of Capital- Introduction	C41	Lecture
Unit II	Capital Formation of Regulation	C42	Lecture
Unit II	Rehearsal of 2nd RNBGU Dramatized Moot Court Competition	C43	Activity
Unit II	Rehearsal of 2nd RNBGU Dramatized Moot Court Competition	C44	Activity
UNIT II	Rehearsal of 2nd RNBGU Dramatized Moot Court Competition	C45	Activity
UNIT II	Take Home Assignment		Home Assignment

UNIT III	Rehearsal of 2nd RNBGU Dramatized Moot Court Competition	C46	Activity
UNIT III	Rehearsal of 2nd RNBGU Dramatized Moot Court Competition	C47	Activity
UNIT III	Rehearsal of 2nd RNBGU Dramatized Moot Court Competition	C48	Activity
UNIT III	Rehearsal of 2nd RNBGU Dramatized Moot Court Competition	C49	Activity
UNIT III	Rehearsal of 2nd RNBGU Dramatized Moot Court Competition	C50	Activity
UNIT III	Rehearsal of 2nd RNBGU Dramatized Moot Court Competition	C51	Activity
UNIT III	Rehearsal of 2nd RNBGU Dramatized Moot Court Competition	C52	Activity
UNIT III	Rehearsal of 2nd RNBGU Dramatized Moot Court Competition	C53	Activity
UNIT III	Rehearsal of 2nd RNBGU Dramatized Moot Court Competition	C54	Activity
UNIT III	Classroom Assignment	C55	Class Assignment
UNIT III	Prospectus: Issues, contents, kinds,	C56	Lecture
UNIT III	liabilities for misstatement	C57	Lecture
UNIT III	statement in Liew of prospectus	C58	Lecture
UNIT III	Presentation	C59	Presentation
UNIT III	The nature and classification of company securities	C60	Lecture
UNIT III	general principles of allotment	C61	Lecture
UNIT III	Take Home Assignment		Home Assignment
UNIT III	share certificate, its objects and effects	C62	Lecture
UNIT III	Classroom Assignment	C63	Class Assignment
UNIT III	Transfer of shares	C64	Lecture
UNIT III	restriction of transfer,	C65	Lecture
UNIT IV	relationship between transferor and transferee,	C66	Lecture
UNIT IV	issue of share at premium,	C67	Lecture

UNIT IV	role of public finance institutions, Share Capital,	C68	Lecture
UNIT IV	reduction of share capital, Conversion of loans& debentures into capital	C69	Lecture
UNIT IV	Duties of court to protect interests of creditors and shareholders	C70	Lecture
UNIT IV	Management & Administration of Company- Introduction	C71	
UNIT IV	Corporate Administrative	C72	Clarification Class
UNIT IV	Presentation	C73	Presentation
	Directors: Kinds, Powers and Duties	C74	Lecture
	Role of nominee Directors,	C75	Lecture
	Managing Director and other managerial personnel	C76	Lecture
	Guest Lecture	C77	Guest Lecture
	Clarification Class	C78	Clarification Class
	Presentation	C79	Presentation

**16007400 – Civil Procedure Code & Limitation Act, 1963**

Unit	Particulars	Class No.	Pedagogy of Class
I	Introduction and Syllabus Discussion	C-1	Lecture
I	Definition of Judgement and Decree and order	C-2	Lecture
I	Definition of foreign court and Foreign Judgement	C-3	Lecture
I	Definition of written statement, plaint,	C-4	Lecture
	Guest Lecturer	C-5	Activity
	Child Court & Children Welfare Committee Visit	C-6	Activity
I	Definition of mesne profit and affidavit	C-7	Lecture
I	Definition of Suit and Affidavit	C-8	Lecture
I	Definition of Suit and Affidavit	C-9	Lecture
I	Res Subjudice	C-10	Lecture
	Home Assignment		Home Assignment
I	Res Subjudice	C-11	Lecture
I	Res Judicata	C-12	Lecture
I	Res Judicata	C-13	Lecture
I	Restitution	C-14	Lecture
I	Caveat	C-15	Lecture
I	Class Assignment	C-16	Class Assignment
I	Inherent Powers of Court	C-17	Lecture
I	Inherent Powers of Court	C-18	Lecture
I	Presentation	C-19	Presentation
I	Case Law	C-20	Lecture
I	Execution of Judgment and Decree	C-21	Lecture
I	Execution of Judgment and Decree	C-22	Lecture
I	Clarification Class	C-23	Clarification Class
I	Case Law	C-24	Lecture
II	Jurisdiction and Place of Suing	C-25	Lecture

II	Jurisdiction and Place of Suing	C-26	Lecture
II	Take Home Assignments		Home Assignments
II	Jurisdiction and Place of Suing	C-27	Lecture
II	Institution of Suit	C-28	Lecture
II	Institution of Suit	C-29	Lecture
II	Pleadings: Meaning, Object, General rules, Amendment of Pleadings	C-30	Lecture
II	Pleadings: Meaning, Object, General rules, Amendment of Pleadings	C-31	Lecture
II	Class Room Assignment	C-32	Class Assignment
II	Pleadings: Meaning, Object, General rules, Amendment of Pleadings	C-33	Lecture
II	Pleadings: Meaning, Object, General rules, Amendment of Pleadings	C-34	Lecture
II	Plaint and Written Statement	C-35	Lecture
II	Role of Freedom Fighter Mr. Shaukat Ali Usmani in Freedom Movement of India	C-36	Webinar
II	Plaint and Written Statement	C-36	Lecture
II	Appearance and Non-Appearance of Parties	C-38	Lecture
II	Appearance and Non-Appearance of Parties	C-39	Lecture
II	Case Law	C-40	Lecture
II	Case Law	C-41	Lecture
	Online National Conference on women and law	C-42	Activity
	Rehearsal of Dramatized Moot Court	C-43	Activity
	Rehearsal of Dramatized Moot Court	C-44	Activity
	Rehearsal of Dramatized Moot Court	C-45	Activity
	Dramatized Moot Court	C-46	Activity
II	Clarification Class	C-47	Clarification Class
III	Commissions	C-48	Lecture
III	Receiver	C-49	Lecture
III	Class Room Assignment	C-50	Lecture

III	Temporary Injunction	C-51	Lecture
III	Summary Procedure	C-52	Lecture
III	Case Law	C-53	Lecture
III	Case Law	C-54	Case Law
	Activity	C-55	Activity
	Activity	C-56	Activity
	Activity	C-57	Activity
III	Home Assignment		Home Assignment
III	Suits by Indigent persons	C-58	Lecture
III	Inter-pleader Suit	C-59	Lecture
III	Clarification Class	C-61	Clarification Class
IV	Appeals from Original Decree	C-62	Lecture
IV	Appeals from Appellate Decrees	C-63	Lecture
IV	Class Room Assignment	C-64	Class Assignment
IV	General Provisions relating to Appeals	C-65	Lecture
IV	Reference to High Court	C-66	Lecture
IV	Review	C-67	Lecture
IV	Revision	C-68	Lecture
IV	Presentation	C-69	Presentation
IV	Clarification Class	C-70	Clarification Class
V	Procedural Law: Section 5; & Condonation of Delay, ss. 6-9;	C-71	Lecture
V	Legal Disability, ss. 14-15; & Exclusion of Time of Proceeding in Good Faith in Wrong Court, ss. 18-19;	C-72	Lecture
V	Home Assignment	C-73	Home Assignment
V	Acknowledgement ii Substantive Law: S25; & Law of Prescription and s. 27	C-73	Lecture
V	Adverse Possession, s. 29; & Saving Clause.	C-74	Lecture
V	Clarification Class	C-75	Clarification Class

**11014100 – Sales and Distribution Management**

Unit	Particulars	Class No.	Pedagogy of Class
Unit I	Introduction about Subject & Pedagogy- Sales Management- Definition and meaning, Objectives	C1	Lecture
Unit I	Sales Research	C2	Lecture
Unit I	Sales Forecasting Methods	C3	Lecture
Unit I	sales planning & Control-Goal Setting	C4	Lecture
Unit I	Tutorial	C5	Tutorial
Unit I	Extempore	C6	Activity
Unit I	performance measurement,	C7	Lecture
Unit I	Class Assignment	C8	Class Assignment
Unit I	Diagnosis & Corrective actions	C9	Lecture
Unit I	Clarification Class	C10	Clarification Class
Unit I	Tutorial	C11	Tutorial
	Workshop	C12	Workshop
	Guest lecture	C13	Guest lecture
	Class Assignment	C14	Class Assignment
Unit II	Sales Organization-Need for Sales Organizations	C15	Lecture
Unit II	Activity	C16	Activity
Unit II	Sales Organization structure	C17	Lecture
Unit II	Sales Manager Functions & Responsibilities	C18	Lecture
Unit II	Sales Manager Functions & Responsibilities	C19	Lecture
Unit II	Planning for major customers	C20	Lecture
Unit II	Sales Budget	C21	Lecture
Unit II	Sales Budget	C22	Lecture
Unit II	Activity	C23	Activity
Unit II	Specific Characteristics of a successful Sales Man	C24	Lecture
Unit II	Class Room Assignment	C25	Class Assignment



Unit II	Clarification Class	C26	Clarification Class
Unit II	Case-let	C27	Case-let
Unit II	Presentation	C28	Presentation
Unit II	Tutorial	C29	Tutorial
Unit III	Managing the Sales Force	C30	Lecture
Unit III	Recruiting	C31	Lecture
Unit III	Selection	C32	Lecture
Unit III	Tutorial	C33	Tutorial
Unit III	Activity-Extempore - The Impact of Public Speaking of Sales person, Prospecting by sales person	C34	Activity
Unit III	Training of Sales force:	C35	Lecture
Unit III	Areas of sales Training:	C36	Lecture
Unit III	Class Room Assignment	C37	Class Assignment
Unit III	Motivating the Sales Team activities	C38	Lecture
Unit III	Activity	C39	Activity
Unit III	Evaluating Sales Force Performance and Controlling Sales	C40	Lecture
Unit III	Class Room Assignment	C41	Class Assignment
Unit III	Activity	C42	Activity
Unit III	Ethical and Legal issues, Issues in Sales Management.	C43	Lecture
Unit III	Clarification Class	C44	Clarification Class
Unit III	Class Room Assignment	C45	Class Assignment
	Presentation	C46	Presentation
	Guest lecture	C47	Guest lecture
Unit- IV	Distributions channel, Importance, types	C48	Lecture
Unit- IV	channel strategy Market Logistic: objective, planning customer oriented channel	C49	Lecture
Unit- IV	channel strategy Market Logistic: objective, planning customer oriented channel	C50	Lecture
Unit- IV	inventory management decision,	C51	Lecture

Unit- IV	Webinar	C52	Webinar
Unit- IV	Class Room Assignment	C53	Class Assignment
Unit- IV	Transportation decision.	C54	Lecture
Unit- IV	Clarification Class	C55	Clarification Class
	Presentation	C56	Presentation
	Presentation	C57	Presentation
	Class Room Assignment	C58	Class Assignment
	Case-let	C59	Case-let
Unit-V	Designing customer oriented channel,	C60	Lecture
Unit-V	understanding the customer requirement,	C61	Lecture
Unit-V	comparing the channel design.	C62	Lecture
Unit-V	Managing the behavior of channel member, channel relationship,	C63	Lecture
Unit-V	Channel control,	C64	Lecture
Unit-V	power positioning and conflict, influence strategy.	C65	Lecture
Unit-V	Clarification Class	C66	Clarification Class
Unit-V	Presentation	C67	Presentation
Unit-V	Clarification Class	C68	Clarification Class
	Clarification Class	C69	Clarification Class
	Clarification Class	C70	Clarification Class
I	Unit I Revision/Query Solving	C71	Lecture
II	Unit II Revision/Query Solving	C72	Lecture
III	Unit III Revision/Query Solving	C73	Lecture
IV	Unit IV Revision/Query Solving	C74	Lecture
V	Unit V Revision/Query Solving	C75	Lecture

**11019200 – E-Business**

Unit	Particulars	Class No.	Pedagogy of Class
Unit-1	Electronic Business	C1	Lecture
Unit-1	Electronic Commerce	C2	Lecture
Unit-1	Electronic Commerce Models	C3	Lecture
Unit-1	Types of Electronic Commerce	C4	Lecture
Unit-1	Value Chains in Electronic Commerce	C5	Lecture
Unit-1	E-Commerce in India	C6	Lecture
Unit-1	Internet, World Wide Web	C7	Lecture
Unit-1	Internet Architectures	C8	Lecture
Unit-1	Internet Applications	C9	Lecture
Unit-1	Web Based Tools for Electronic Commerce	C10	Lecture
Unit-1	Intranet, Composition of Intranet	C11	Lecture
Unit-1	Business Applications on Intranet	C12	Lecture
Unit-1	Extranets	C13	Lecture
Unit-1	Electronic Data Interchange	C14	Lecture
Unit-1	Components of Electronic Data Interchange	C15	Lecture
Unit-1	Electronic Data Interchange Communication Process	C16	Lecture
Unit-1	Clarification Class	C17	Clarification Class
Unit-1	Class Room Assignment	C18	Class Assignment
Unit-1	Take Home Assignments		Home Assignments
Unit-2	Security Overview	C19	Lecture
Unit-2	Electronic Commerce Threats	C20	Lecture
Unit-2	Encryption, Cryptography	C21	Lecture
Unit-2	Encryption, Cryptography	C22	Lecture
Unit-2	Public Key and Private Key Cryptography	C23	Lecture
Unit-2	Public Key and Private Key Cryptography	C24	Lecture
Unit-2	Digital Signatures, Digital Certificates	C25	Lecture

Unit-2	Digital Signatures, Digital Certificates	C26	Lecture
Unit-2	Security Protocols over Public Networks: HTTP, SSL, Firewall as Security Control	C27	Lecture
Unit-2	Security Protocols over Public Networks: HTTP, SSL, Firewall as Security Control	C28	Lecture
Unit-2	Security Protocols over Public Networks: HTTP, SSL, Firewall as Security Control	C29	Lecture
Unit-2	Public Key Infrastructure (PKI) for Security	C30	Lecture
Unit-2	Prominent Cryptographic Applications	C31	Lecture
Unit-2	Clarification Class	C32	Clarification Class
Unit-2	Class Room Assignment	C33	Class Assignment
Unit-2	Presentation	C34	Presentation
Unit-3	Concept of Money	C35	Lecture
Unit-3	Electronic Payment System	C36	Lecture
Unit-3	Types of Electronic Payment Systems	C37	Lecture
Unit-3	Smart Cards and Electronic Payment Systems	C38	Lecture
Unit-3	Infrastructure Issues in EPS	C39	Lecture
Unit-3	Electronic Fund Transfer	C40	Lecture
Unit-3	Clarification Class	C41	Clarification Class
Unit-3	Class Room Assignment	C42	Class Assignment
Unit-3	Presentation	C43	Presentation
Unit-3	Take Home Assignments		Home Assignments
Unit-4	Business Models & Revenue Models over Internet	C44	Lecture
Unit-4	Business Models & Revenue Models over Internet	C45	Lecture
Unit-4	Emerging Trends in e-Business	C46	Lecture
Unit-4	Emerging Trends in e-Business	C47	Lecture
Unit-4	Emerging Trends in e-Business	C48	Lecture
Unit-4	e-Governance	C49	Lecture
Unit-4	e-Governance	C50	Lecture

**16007600 – Labour Laws II**

Unit	Particulars	Class No.	Pedagogy of Class
Unit I	The Minimum Wages Act, 1948 Concept of Minimum Wage, Fair Wage, Living Wage and Need Based Minimum Wage	C-1	Lecture
Unit I	Classroom Assignment 1	C-2	Class Assignment
Unit I	Bijay Cotton Mills Ltd vs The State Of Ajmer, 1955 AIR 33, 1955 SCR (1) 752	C-3	Lecture
Unit I	Constitutional Validity of the Minimum Wages Act, 1948	C-4	Lecture
Unit I	GUEST LECTURE BY MR. MAHESH CHANDERA SHARMA	C-5	Guest lecture
Unit I	Fixation of Minimum Rates of Wage by Time Rate or by Piece Rate	C-6	Lecture
Unit I	Procedure for Fixation and Revision of Minimum Wages' Procedure for Hearing and Deciding Claims	C-7	Lecture
Unit I	Bidi, Bidi Leaves vs The State of Bombay, 1962 AIR 486, 1962 SCR Supl. (1) 381	C-8	Lecture
Unit I	Bidi, Bidi Leaves vs The State of Bombay, 1962 AIR 486, 1962 SCR Supl. (1) 381	C-9	Lecture
Unit I	NEW CODE OF WAGES	C-10	Lecture
Unit I	NEW CODE OF WAGES	C-11	Lecture
Unit I	LABOUR LAW AMMENDMENT	C-12	Lecture
Unit I	LABOUR LAW AMMENDMENT	C-13	Lecture
Unit I	Home Assignment 1	C-14	Home Assignments
Unit I	Clarification class	C-15	Clarification Class
Unit I	TYPES OF NEW CODE OF WAGES	C-16	Lecture
Unit I	Home Assignment 2	C-17	Home Assignments
Unit I	BASSIS OF MINIMUM WAGES	C-18	Lecture
Unit I	BASSIS OF FAIR WAGES	C-19	Lecture
Unit I	BASSIS OF LIVING WAGES	C-20	Lecture

Unit I	CLARIFICATION CLASS	C-21	Clarification Class
Unit II	Payment of wages Act, Introduction	C-22	Lecture
Unit II	Payment of wages Act, Introduction- object and scope and applicability	C-23	Lecture
Unit II	payment of wages Act, definition of wage	C-24	Lecture
Unit II	Payment of Wages Act, Responsibility for payment of wages	C-25	Lecture
Unit II	Activity	C-26	Webinar
Unit II	PPT given 1	C-27	Presentation
Unit II	Payment of Wages Act- fixation of wage period	C-28	Lecture
Unit II	Time of payment of Wages	C-29	Lecture
Unit II	Payment of wages Act - deductions	C-30	Lecture
Unit II	Payment of Wages Act- Deductions which may be from wages	C-31	Lecture
Unit II	PPT given 2	C-32	Presentation
Unit II	General class on summary writing of case laws	C-33	Lecture
Unit II	CBI v. PS Rjaagopalan Case	C-34	Lecture
Unit II	Express Newspaper ltd. Michael mark & anr.	C-35	Lecture
Unit II	activity	C-36	Seminar
Unit II	Clarification Class	C-37	Clarification Class
Unit II	Home Assignment 3	C-38	Home Assignments
Unit II	Class assignment 2	C-39	Class Assignment
Unit II	Lal Bavta Hotel Mazdur v. Ritz Pvt. Ltd.	C-40	Lecture
Unit II	New Taj Mahal ltd. Inspector of factories	C-41	Lecture
Unit II	Edward Mills ltd. Beawar v. The State of Ajmer and Anr.	C-42	Lecture
Unit II	PPT Given 3	C-43	Presentation
Unit II	Clarification Class	C-44	Clarification Class
Unit III	Health Provisions - Chapter III of Factories Act	C-45	Lecture
Unit III	Class Assignment 3	C-46	Class Assignment

Unit III	Welfare of workers under the Factories Act	C-47	Lecture
Unit III	provisions for the young persons under the Factories Act	C-48	Lecture
Unit III	Annual Leave with Wage- Sec 1-10	C-49	Lecture
Unit III	Annual leave with wages- sec 11-25	C-50	Lecture
Unit III	Class Assignment 4	C-51	Class Assignment
Unit III	Activity	C-52	Group discussions
Unit III	Clarification class	C-53	Clarification Class
Unit IV	Employees compensation Act- Objectives and scope	C-54	Lecture
Unit IV	Employees Compensation Act applicability	C-55	Lecture
Unit IV	Definition of dependent, worker and employer and employee	C-56	Lecture
Unit IV	Definition of Employee	C-57	Lecture
Unit IV	Definition of Disablement	C-58	Lecture
Unit IV	PPT given 4	C-59	Presentation
Unit IV	Clarification Class	C-60	Clarification Class
Unit IV	Doctrine of Notional Extension - Introduction	C-61	Lecture
Unit IV	doctrine of notional extension- sec 3	C-62	Lecture
Unit IV	when employer is not liable	C-63	Lecture
Unit IV	When employer is liable - Employees compensation Act	C-64	Lecture
Unit IV	Clarification Class	C-65	Clarification Class
Unit IV	When employer is not liable under the employees compensation Act	C-66	Lecture
Unit IV	Employer's liability when contract or is engaged	C-67	Lecture
Unit IV	scope of arising out of and in the course of employment	C-68	Lecture
Unit IV	amount of compensation	C-69	Lecture
Unit IV	procedure in proceedings before the commissioner	C-70	Lecture
Unit IV	appeals - general introduction	C-71	Lecture
Unit IV	appeals in brief	C-72	Lecture

Unit IV	Retirement Benefits-General Introduction	C-73	Lecture
Unit IV	Quiz	C-74	Quiz
Unit IV	Clarification class	C-75	Clarification Class



**16007700 – Moot Court -Interviewing Techniques**

<b>Unit</b>	<b>Particulars</b>	<b>Class No.</b>	<b>Pedagogy of Class</b>
UNIT-1	How to write a Complaint	C 1	Lecture
UNIT-1	How to write a Complaint	C 2	Lecture
UNIT-1	Class Assignment 1	C 3	Assignment
UNIT-1	How to write a written statement	C 4	Lecture
UNIT-1	Activity	C 5	Activity
UNIT-1	How to write a written statement	C 6	Lecture
UNIT-1	How to write a written statement	C 7	Lecture
UNIT-1	Class Assignment 2	C 8	Assignment
UNIT-2	How to write a rejoinder	C 9	Lecture
UNIT-2	Activity	C 10	Activity
UNIT-2	How to write a rejoinder	C 11	Lecture
UNIT-2	How to write a rejoinder	C 12	Lecture
UNIT-2	Class Assignment 3	C 13	Assignment
UNIT-2	How to write a bail application	C 14	Lecture
UNIT-2	Activity	C 15	Activity
UNIT-2	How to write a bail application	C 16	Lecture
UNIT-2	How to write a bail application	C 17	Lecture
UNIT-2	Class Assignment 4	C 18	Assignment
UNIT-3	How to write a rent agreement	C 19	Lecture
UNIT-3	Activity	C 20	Activity
UNIT-3	How to write a Article	C 21	Lecture
UNIT-3	Class Assignment 5	C 22	Class Assignment
UNIT-3	Class Assignment 6	C 23	Class Assignment
UNIT-3	Class Assignment 7	C 24	Class Assignment
UNIT-3	Discussion	C 25	Discussion
UNIT-4	practice	C 26	Practice

UNIT-4	practice	C 27	Practice
UNIT-4	practice	C 28	Practice
UNIT-4	practice	C 29	Practice
UNIT-4	practice	C 30	Practice

**16001700 – Ability & Skill Enhancement -VI**

Unit	Particulars	Class No.	Pedagogy of Class
Unit-I	Logical Sequence of Words, Verbal Analogy	C-1	Lecture
Unit-I	Quiz	C-2	Quiz
Unit-I	ASSIGNMENT	C-3	ASSIGNMENT
Unit-I	classification, Blood Relation Test, Syllogism, Reading Comprehension.	C-4	Lecture
Unit-II	ASSIGNMENT	C-5	ASSIGNMENT
Unit-I	CLARIFICATION CLASS	C-6	Clarification Class
Unit-I	Quiz	C-7	Quiz
Unit-II	Attitude is the most important thing for success	C-8	Lecture
Unit-II	ASSIGNMENT	C-9	ASSIGNMENT
Unit-II	how to develop a winning attitude: what is it, when we need it	C-10	Lecture
Unit-II	how to develop a winning attitude: what is it, when we need it	C-11	Lecture
Unit-II	how to develop a winning attitude: what is it, when we need it	C-12	Lecture
Unit-II	Quiz	C-13	Quiz
Unit-II	ASSIGNMENT	C-14	Home Assignments
Unit-II	what is mindset, how to have a winning and positive mindset	C-15	Lecture
Unit-II	how to win in difficult situations, Positive thinking, passion, dedication, confidence, well preparation, focus, hard work, planning, never give up, etc	C-16	Lecture
Unit-II	some traits that help in developing winning attitude.	C-17	Lecture
Unit-II	Quiz	C-18	Quiz
Unit-II	clarification class	C-19	Clarification Class
Unit-III	ASSIGNMENT	C-20	Class Assignment
Unit- III	Group Discussion		Group Discussion

Unit-III	Reading Current News, Comparing & Analysing the news	C-21	Lecture
Unit-III	Write an editorial, News Vocabulary, Presentation on any major news (political/social/sports/economics).	C-22	Lecture
Unit-III	CLARIFICATION CLASS	C-23	Clarification Class
Unit-III	Presentation	C-24	Presentation
Unit-IV	Chat Show, Panel Discussion, Parliamentary debate, News Inspired Theatrical Performance.	C-25	Lecture
Unit-IV	Chat Show, Panel Discussion, Parliamentary debate, News Inspired Theatrical Performance.	C-26	Lecture
Unit-IV	CLEARIFICATION CLASS	C-27	Clarification Class
Unit-IV	Quiz	C-28	Quiz
Unit-IV	ASSIGNMENT	C-29	ASSIGNMENT
Unit-V	Preparing a report on major National/International News – Insights/ review of major newspapers and news channels.	C-30	Activity

**Note:**

This is a tentative lesson plan. The same may change from faculty to faculty as per the teaching pedagogy adopted by the faculty.

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