

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

Semester VI
(2024-2029)

DOC202406100034



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 BBALL.B. program for Even (January-June) Semester, 2027 along with Examination pattern is as follows:

Semester –VI

S. No.	Course Code	Course Name	L	T	P	Credits
1.	BBLC35351	Company Laws	4	1	0	5
2.	BBLC35352	Civil Procedure Code & Limitation Act, 1963	4	1	0	5
3.	BBAE23003	Sales and Distribution Management	4	1	0	5
4.	BBAC22350	E-business	4	1	0	5
5.	BBLC35350	Labour Laws II	4	1	0	5
6.	SEC077014	Moot Court -Interviewing Techniques	2	0	2	2
7.	SEC077006	Ability & Skill Enhancement -VI	2	0	0	2
8.	WHNN99000	Workshops/ Seminars/Human Values/Social Service/NCC/NSS	-	-	-	1
Total			24	5	2	31

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
TOTAL	50	

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 must 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 (PEO's)

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 (PO's)

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 set-up 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. Lawyers and society: Interpret and analyse 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 affecting drafting skills.

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

P07. Professional and argumentized 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 industries.

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 (PSO's)

Upon completion of the BBA LLB Programme, the graduates 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 become acquainted with technological developments and to make suitable changes in the field of law and legal profession.

6.Course outcomes	
Course Code and course name	After completion of these courses' students should be able to
BBLC35351- Company Laws	<p>C01: Tell the legal framework to be adopted in the day-to-day functions of the company.</p> <p>C02: 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>C03: Plan the form & run the company & winding up of the Companies.</p> <p>C04: Examine the various provisions of companies act 2013.</p> <p>C05: Explain the importance of Companies Act 2013.</p>
BBLC35352 - Civil Procedure Code & Limitation Act, 1963	<p>C01: Know the detail procedure for redressal of civil rights.</p> <p>C02: Understand the preliminary issues involved in civil procedure.</p> <p>C03: Identify the order, purpose and content of major pleadings in Magistrate's and High courts.</p> <p>C04: Analyse and evaluate information from statutes, case-laws and other source materials.</p> <p>C05: Explain where the suit is to be filed and the essential forms and procedure for institution of suit.</p>
BBAE23003- Sales and Distribution Management	<p>C01: Define the basic concepts related to sales & distribution system</p> <p>C02: Understand sales budgeting & its method this will help them to manage the selling expenses by using sales forecasting methods.</p> <p>C03: Apply & determine size of sales force & Design Personal selling strategies.</p> <p>C04: Analyse & design sales meeting agenda and sales contests & key decision-making variables in sales Management and distribution channel management.</p> <p>C05: Apply the techniques of territory design for the sales force for effective creation of distribution network.</p>
BBAC22350- E-Business	<p>C01: Define basic business models on the web with examples of their implementation.</p> <p>C02: Classify basic marketing techniques and strategies on the internet, including analysis of their effectiveness.</p> <p>C03: Make use of basic personalization mechanisms for websites and their roles in gathering marketing information.</p> <p>C04: Identify basic techniques of positioning on the internet in creating the marketing image of the organisation as well as the product</p>

		<p>brand & to know how technology helps bridging gaps in business.</p> <p>C05: Evaluate the e-business concepts which can be applied to different field.</p>
BBLC35350 Labour Laws II	-	<p>C01: Demonstrate an advanced understanding of the industrial laws which regulate workers conditions.</p> <p>C02: Outline the important causes & impact of industrial disputes</p> <p>C03: Identify the changes required under the law with reference to its current need in the society.</p> <p>C04: Discover all the related aspects of labour law that are practices in India.</p> <p>C05: Interpret the laws related to working conditions in different settings.</p>
SEC077014- Moot Court Interviewing Techniques	-	<p>C01: Demonstrate the ability to work in teams and develop the cooperative nature essential for the legal practice.</p> <p>C02: Interview clients and advise them on procedural aspects of litigation, costs and possible legal and social consequences, etc.</p> <p>C03: 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>C04: Take part in trial advocacy, i.e., case analysis, client interviewing and advice, 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>C05: Improve skill in advocacy, legal research and writing skills.</p>
SEC077006 Ability & Skill Enhancement -VI	-	<p>C01: Learn about verbal reasoning & English aptitude</p> <p>C02: Develop a winning attitude</p> <p>C03: Learn the ways to understand news and be a journalist.</p> <p>C04: Learn the ability to prepare reports on major national and international news.</p> <p>C05: Conduct chat shows, panel discussions, parliamentary debates etc.</p>

7. CO PO Mapping

BBLC35351	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
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

BBLC35352	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
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	

BBAE23003	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
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

BBAC22350	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
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

BBLC35350	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
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

SEC077014	P01	P02	P03	P04	P05	P06	P07	P08	P09	P010
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

SEC077006	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

8. Curriculum

Course Name: Company Laws

Course Code: BBLC35351

Course Objective

To provide a comprehensive understanding of corporate legal frameworks, including company formation, governance, compliance, and regulatory requirements. This course equips students with the knowledge to navigate corporate laws and ensure legal adherence in business operations. To provide a comprehensive understanding of corporate legal frameworks, including company formation, governance, compliance, and regulatory requirements. This course equips students with the knowledge to navigate corporate laws and ensure legal adherence in business operations

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
- 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 Venkata swamy 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) Types 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 & 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: BBLC35352

Course Objective

The course on Civil Procedure Code (CPC) & Limitation Act, 1963 aims to provide a detailed understanding of the procedural framework governing civil litigation in India. It covers the fundamental principles of civil suits, jurisdiction, pleadings, trial procedures, execution of decrees, and appeals.

Additionally, the course delves into the Limitation Act, 1963, which prescribes time limits for filing suits and legal proceedings, ensuring efficiency and certainty in the judicial process. By studying these laws, students will develop the ability to analyze procedural requirements, apply legal provisions effectively, and understand the consequences of non-compliance with statutory timelines.

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. Complaint
 - 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. *GundajiSatwaji 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: BBAE23003

Course 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 channels, 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: BBAC22350

Course 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 the 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: BBLC35350****Course objective**

The course on Labour Law-II focuses on the legal framework governing industrial relations, social security, and the rights of workers in India. It provides an in-depth study of key legislations, including laws on trade unions, industrial disputes, employee compensation, provident funds, and maternity benefits.

Students will learn about dispute resolution mechanisms, collective bargaining, and the role of labor courts and tribunals in ensuring fair labor practices. The course aims to equip students with the knowledge to analyse labor laws, protect workers' rights, and ensure compliance with employment regulations in various industries.

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

Suggested Readings:

9. *Balaram Abaji Patil and ors. vs M.C. Ragoji walla 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

Suggested Readings:

12. *Lal Bavta Hotel Aur Bakery Mazdoor vs Ritz Private Limited, A Company* 2007 (5) Bom CR 456, (2007) III LLJ 201 Bom, 2007 (3) Mh LJ 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, 6thEdn., 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: SEC077006**

Course objective

The course on Ability & Skill Enhancement aims to develop essential cognitive, interpersonal, and professional skills necessary for personal and career growth. It focuses on critical thinking, problem-solving, communication, leadership, and adaptability to enhance overall competency.

Through practical learning, interactive sessions, and real-world applications, students will improve their creativity, emotional intelligence, and decision-making abilities. The course prepares

individuals to navigate complex challenges, work efficiently in diverse environments, and achieve excellence in their personal and professional pursuits.

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: SEC077014

Course objective

The course on Moot Court & Interviewing Techniques aims to equip students with practical advocacy skills, legal reasoning, and effective client interaction strategies. It focuses on the fundamentals of mooting, case presentation, legal research, and courtroom etiquette.

Additionally, the course enhances students' interviewing techniques, enabling them to conduct client consultations, gather relevant information, and provide legal advice with confidence and professionalism. By integrating theoretical knowledge with practical application, students will develop strong analytical, communication, and persuasive skills essential for a successful legal career.

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.

9. Lesson Plan

BBLC35351–Company Laws

Unit	Particulars	Class No.	Pedagogy of Class
Unit-I	Introduction of the subject	C-1	Lecture
Unit-I	Meaning of Corporation	C-2	Lecture
Unit-I	Registration and Incorporation of Company	C-3	Lecture
Unit-I	Registration and Incorporation of Company -I	C-4	Lecture
	Class Room Assignment I	C-5	Class Room Assignment
Unit-I	Registration and Incorporation of Company –II	C-6	Lecture
Unit-I	Nature and kinds of the company	C-7,8	Lecture
Unit-I	Promoters - Position, duties, liabilities	C-9	Lecture
Unit-I	Activity I	C-10	Activity
Unit-I	Promoters - Position, duties, liabilities	C-11	Lecture
Unit-I	Presentation I	C-12	Presentation
Unit-I	Mode and Consequences of incorporation	C-13	Lecture
Unit-I	Uses and abuse of the corporate formation	C-14	Lecture
Unit-I	Lifting of corporate veil	C-15	Lecture
Unit-I	Registration and Incorporation of Company	C-16	Lecture
Unit-I	Memorandum of Association	C-17	Lecture
Unit-I	Alteration and doctrine of ultra vires	C-18	Lecture
Unit-I	Article of Association	C-19	Lecture
	Take Home Assignment II		Take Home Assignment
Unit-I	Binding nature & alteration of MOA & AOA	C-20	Lecture
Unit-I	Binding nature, alteration, relation with memorandum of association	C-21, 22	Lecture
Unit-I	Doctrine of Constructive Notice and Indoor Management	C-23,24	Lecture
Unit-I	Clarification class I	C-25	Clarification Class

Unit-II	Classroom Assignment II	C-26	Class Room Assignment
Unit-II	Prospectus: Issues, contents, kinds,	C-27	Lecture
Unit-II	Liabilities for misstatement	C-28	Lecture
Unit-II	Statement in lieu of prospectus	C-29	Lecture
Unit-II	The nature and classification of company securities	C-30	Lecture
Unit-II	Share certificate, its objects and effects	C-31, 32	Lecture
Unit-II	Shares and general principal of allotment	C-33	Lecture
	Take Home Assignment III		Take Home Assignment
Unit-II	Transfer of shares, restriction of transfer	C-34	Lecture
Unit-II	Issue of share at premium	C-35	Lecture
Unit-II	Types of share capital	C-36	Lecture
Unit-II	Reduction of types of share capital	C-37, 38	Lecture
Unit-II	Conversion of loans and debentures into capital	C-39, 40	Lecture
Unit-II	Duties of court to protect interests of creditors and shareholders	C-41, 42	Lecture
Unit-II	Clarification class II	C-43	Clarification class
Unit-III	Presentation II	C-44	Presentation
Unit-III	Directors: Kinds, Powers and Duties	C-45, 46	Lecture
Unit-III	Managing Director and other managerial personnel	C-47, 48	Lecture
Unit-III	General meetings	C-49, 50	Lecture
Unit-III	Presentation III	C-51	Presentation
Unit-III	Types/Kinds of meetings	C-52	Lecture
Unit-III	Essential conditions of a valid meeting	C-53	Lecture
Unit-III	Procedure for calling company meetings	C-54, 55	Lecture
Unit-III	Prevention of Oppression and mismanagement	C-56, 57	Lecture
Unit-III	Classroom Assignment III	C-58	Classroom Assignment
Unit-III	Protection of Minority Shareholders	C-59, 60	Lecture
Unit-III	Powers of Tribunal and Central Government	C-61, 62	Lecture

Unit-III	Class Action Suit	C-63	Lecture
Unit-III	Clarification Class III	C-64	Clarification Class
Unit-IV	Presentation IV	C-65	Presentation
Unit-IV	Modes of Winding Up, Winding up by the Tribunal, Voluntary Winding	C-66	Lecture
Unit-IV	Grounds and Procedures	C-67	Lecture
Unit-IV	Adjudicatory Bodies	C-68	Lecture
Unit-IV	National Company Law Tribunal, Appellate Tribunal	C-69	Lecture
Unit-IV	Procedure and Judicial Review	C-70	Lecture
Unit-IV	Classroom Assignment IV	C-71	Classroom Assignment
Unit-IV	Clarification Class IV	C-72	Clarification Class
Unit-IV	Revision	C-73 – C-75	Lecture

BBL35352–Civil Procedure Code & Limitation Act, 1963

Unit	Particulars	Class No.	Pedagogy of Class
Unit-I	Introduction and Syllabus Discussion	C-1	Lecture
Unit-I	Definition of Judgement and Decree and order	C-2	Lecture
Unit-I	Definition of foreign court and Foreign Judgement	C-3	Lecture
Unit-I	Definition of written statement, plaint,	C-4	Lecture
Unit-I	Class Assignment I	C-5	Class Assignment
Unit-I	Definition of written statement, plaint,	C-6	Lecture
Unit-I	Child Court & Children Welfare Committee Visit	C-7	Lecture
Unit-I	Definition of mesne profit and affidavit	C-8	Lecture
Unit-I	Definition of Suit and Affidavit	C-9, 10	Lecture
Unit-I	Res Subjudice	C-11	Lecture
Unit-I	Presentation I	C-12	Presentation
Unit-I	Res Subjudice	C-13	Lecture
Unit-I	Res Judicata	C-14, 15	Lecture
Unit-I	Restitution	C-16	Lecture
Unit-I	Caveat	C-17	Lecture
	Take Home Assignment 1		Take Home Assignment
Unit-I	Inherent Powers of Court	C-18, 19	Lecture
Unit-I	Case Law	C-20	Lecture
Unit-I	Execution of Judgment and Decree	C-21, 22	Lecture
Unit-I	Clarification Class I	C-23	Clarification Class
Unit-I	Case Law	C-24	Lecture
	Take Home Assignment II		Take Home Assignment
Unit-II	Jurisdiction and Place of Suing	C-25, 26,27	Lecture
Unit-II	Institution of Suit	C-28, 29	Lecture
Unit-II	Class Room Assignment II	C-30	Lecture
Unit-II	Pleadings: Meaning, Object, General rules, Amendment of Pleadings	C-31,32,33,34	Class Assignment

Unit-II	Plaint and Written Statement	C-35,36,37	Lecture
Unit-II	Presentation II	C-38	Presentation
Unit-II	Role of Freedom Fighter Mr. Shaukat Ali Usmani in Freedom Movement of India	C-39	Lecture
Unit-II	Appearance and Non-Appearance of Parties	C-40,41	Lecture
Unit-II	Plaint and Written Statement	C-42,43,44	Lecture
	Class Room Assignment III	C-45	Class Room Assignment
Unit-II	Appearance and Non-Appearance of Parties	C-46,47,48	Lecture
	Clarification Class II	C-49	Clarification Class
Unit-III	Activity I	C-50	Activity
	Take Home Assignment III		Take Home Assignment
Unit-III	Commissions	C-51	Lecture
Unit-III	Receiver	C-52	Lecture
Unit-III	Temporary Injunction	C-53,54	Lecture
Unit-III	Summary Procedure	C-55,56,57	Lecture
Unit-III	Suits by Indigent persons	C-58	Lecture
Unit-III	Inter-pleader Suit	C-59	Lecture
Unit-III	Class Room Assignment IV	C-60	Class Assignment
	Clarification Class III	C-61	Clarification Class
Unit-IV	Appeals from Original Decree and Appellate Decrees	C-62	Lecture
Unit-IV	General Provisions relating to appeals	C-63	Lecture
Unit-IV	Reference to High Court	C-64	Lecture
Unit-IV	Review Revision	C-65	Lecture
Unit-IV	Presentation III	C-66	Presentation
Unit-IV	Clarification Class IV	C-67	Clarification Class
Unit-V	Procedural Law: Section 5; & Condonation of Delay, ss. 6-9;	C-68	Lecture
Unit-V	Legal Disability, ss. 14-15; & Exclusion of Time of Proceeding in Good Faith in Wrong Court, ss. 18-19;	C-69	Lecture

Unit-V	Acknowledgement ii Substantive Law: S25; & Law of Prescription and s. 27	C-70	Lecture
Unit-V	Adverse Possession, s. 29; & Saving Clause.	C-71,72	Lecture
Unit-V	Clarification Class	C-73	Clarification Class
	Presentation IV	C-74	Presentation
Unit-V	Revision	C-75	Lecture

BBAE23003–Sales and Distribution Management

Unit	Particulars	Class No.	Pedagogy of Class
Unit -I	Introduction about Subject & Pedagogy- Sales Management- Definition and meaning, Objectives	C-1	Lecture
Unit -I	Sales Research	C-2	Lecture
Unit -I	Sales Forecasting Methods	C-3	Lecture
Unit -I	Classroom Assignment I	C-4	Class Assignment
Unit -I	sales planning & Control-Goal Setting	C-5,6	Lecture
Unit -I	Extempore	C-7	Lecture
Unit -I	performance measurement,	C-8,9,10	Lecture
	Take Home Assignment I		Take Home Assignment
Unit -I	Diagnosis & Corrective actions	C-11,12,13	Lecture
	Clarification Class I	C-14	Clarification Class
Unit -II	Sales Organization-Need for Sales Organizations	C-15,16	Lecture
Unit -II	Sales Organization structure	C-17	Lecture
Unit -II	Classroom Assignment II	C-18	Class Assignment
Unit -II	Sales Manager Functions & Responsibilities	C-19	Lecture
Unit -II	Planning for major customers	C-20	Lecture
Unit -II	Sales Budget	C-21,22	Lecture
Unit -II	Activity I	C-23	Activity
Unit -II	Specific Characteristics of a successful Sales Man	C-24	Lecture
Unit -II	Class Room Assignment III	C-25	Class Assignment
Unit -II	Specific Characteristics of a successful Sales Man	C-26,27,28	Lecture
Unit -II	Clarification Class II	C-29	Clarification Class
Unit -III	Managing the Sales Force	C-30	Class Assignment
Unit -III	Recruiting	C-31	Lecture
Unit -III	Selection	C-32	Lecture
Unit -III	Class Room Assignment IV	C-33	Lecture
Unit -III	Training of Sales force:	C-34,35	Lecture
Unit -III	Areas of sales Training:	C-36,37,38	Lecture

Unit -III	Motivating the Sales Team activities	C-39,40	Lecture
Unit -III	Presentation I	C-41	Lecture
Unit -III	Evaluating Sales Force Performance and Controlling Sales	C-42,43	Lecture
Unit -III	Ethical and Legal issues, Issues in Sales Management.	C-44,45,46	Lecture
Unit -III	Clarification Class III	C-47	Clarification Class
Unit- IV	Presentation II	C-48	Presentation
Unit- IV	Distributions channel, Importance, types	C-49	Lecture
Unit- IV	channel strategy Market Logistic: objective, planning customer-oriented channel	C-50,51,52,53	Lecture
Unit- IV	Presentation III	C-54	Presentation
Unit- IV	inventory management decision,	C-55,56	Lecture
Unit- IV	Transportation decision.	C-57,58	Lecture
	Clarification Class IV	C-59	Clarification Class
Unit-V	Designing customer-oriented channel,	C-60,61	Lecture
Unit-V	Presentation IV	C-62	Presentation
Unit-V	understanding the customer requirement,	C-63	Lecture
Unit-V	Quiz I	C-64	Quiz
Unit-V	Comparing the channel design.	C-65,66	Lecture
Unit-V	Managing the behavior of channel members, channel relationship,	C-67,68	Lecture
	Take Home Assignment II		Take Home Assignment
Unit-V	Channel control	C-69,70	Lecture
Unit-V	Power positioning and conflict influence strategy.	C-71,72,73	Lecture
	Clarification Class V	C-74	Clarification Class
	Take Home Assignment III		Take Home Assignment
	Revision	C-75	Lecture

BBAC22350-E-Business

Unit	Particulars	Class No.	Pedagogy of Class
Unit-I	Electronic Business	C-1	Lecture
Unit-I	Electronic Commerce	C-2	Lecture
Unit-I	Electronic Commerce Models	C-3	Lecture
Unit-I	Types of Electronic Commerce	C-4	Lecture
Unit-I	Value Chains in Electronic Commerce	C-5	Lecture
Unit-I	E-Commerce in India	C-6	Lecture
Unit-I	Internet, World Wide Web	C-7	Lecture
Unit-I	Internet Architectures	C-8	Lecture
Unit-I	Internet Applications	C-9	Lecture
Unit-I	Web Based Tools for Electronic Commerce	C-10	Lecture
Unit-I	Intranet, Composition of Intranet	C-11	Lecture
Unit-I	Business Applications on Intranet	C-12	Lecture
Unit-I	Extranets	C-13	Lecture
Unit-I	Electronic Data Interchange	C-14	Lecture
Unit-I	Components of Electronic Data Interchange	C-15	Lecture
Unit-1	Electronic Data Interchange Communication Process	C-16	Lecture
Unit-I	Clarification Class	C-17	Clarification Class
Unit-I	Class Room Assignment	C-18	Class Assignment
Unit-I	Take Home Assignments		Home Assignments
Unit-II	Security Overview	C-19	Lecture
Unit-II	Electronic Commerce Threats	C-20	Lecture
Unit-II	Encryption, Cryptography	C-21,22	Lecture
Unit-II	Public Key and Private Key Cryptography	C-23,24	Lecture
Unit-II	Digital Signatures, Digital Certificates	C-25,26	Lecture
Unit-II	Security Protocols over Public Networks: HTTP, SSL, Firewall as Security Control	C-27,28,29	Lecture
Unit-II	Public Key Infrastructure (PKI) for Security	C-30	Lecture
Unit-II	Prominent Cryptographic Applications	C-31	Lecture

Unit-II	Clarification Class	C-32	Clarification Class
Unit-II	Class Room Assignment	C-33	Class Assignment
Unit-II	Presentation	C-34	Presentation
Unit-II	Concept of Money	C-35	Lecture
Unit-II	Electronic Payment System	C-36	Lecture
Unit-III	Types of Electronic Payment Systems	C-37	Lecture
Unit-III	Smart Cards and Electronic Payment Systems	C-38	Lecture
Unit-III	Infrastructure Issues in EPS	C-39	Lecture
Unit-III	Electronic Fund Transfer	C-40	Lecture
Unit-III	Clarification Class	C-41	Clarification Class
Unit-III	Class Room Assignment	C-42	Class Assignment
Unit-III	Presentation	C-43	Presentation
Unit-III	Take Home Assignments		Home Assignments
Unit-IV	Business Models & Revenue Models over Internet	C-44,45	Lecture
Unit-IV	Emerging Trends in e-Business	C-46,47,48	Lecture
Unit-IV	e-Governance	C-49,50	Lecture
	Revision Classes	C-51-75	Lecture

BBLC35350-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-4,5	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
	Take Home Assignment I		Take Home Assignment
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-10,11	Lecture
Unit-I	Labor Law Amendment	C-12,13	Lecture
Unit-I	Types of new code of wages	C-14,15	Lecture
	Take Home Assignment II		Take Home Assignment
Unit-I	Basis of minimum wages	C-16	Lecture
Unit-I	Basis of fair wages	C-17	Lecture
Unit-I	Basis of living wages	C-18	Lecture
Unit-I	Clarification class I	C-19	Clarification class
Unit-II	Payment of wages Act, Introduction	C-20	Lecture
Unit-II	Payment of wages Act, Introduction- object and scope and applicability	C-21	Lecture
Unit-II	Classroom Assignment II	C-22	Classroom Assignment

Unit-II	Payment of Wages Act, Responsibility for payment of wages	C-23,24	Lecture
Unit-II	Payment of Wages Act- Deductions which may be from wages	C-25	Lecture
Unit-II	Payment of Wages Act- fixation of wage period	C-26	Lecture
Unit-II	Time of payment of Wages	C-27	Lecture
Unit-II	Payment of wages Act - deductions	C-28	Lecture
Unit-II	Presentation I	C-29	Presentation
Unit-II	Activity I	C-30	Activity
Unit-II	General class on summary writing of case laws	C-31	Lecture
Unit-II	CBI v. PS Rjaagopalan Case	C-32	Lecture
Unit-II	Express Newspaper Ltd. Michael mark & anr.	C-33,34,35	Lecture
Unit-II	Lal Bavta Hotel Mazdur v. Ritz Pvt. Ltd.	C-36	Lecture
Unit-II	Classroom assignment III	C-37	Class Room Assignment
Unit-II	New Taj Mahal Ltd. Inspector of factories	C-38	Lecture
Unit-II	Edward Mills ltd. Beawar v. The State of Ajmer and Anr.	C-39	Lecture
Unit-II	Clarification Class II	C-40	Clarification Class
Unit-III	Health Provisions - Chapter III of Factories Act	C-41	Lecture
Unit-III	Welfare of workers under the Factories Act	C-42,43	Lecture
Unit-III	Presentation II	C-44	Presentation
Unit-III	Provisions for the young people under the Factories Act	C-45	Lecture
Unit-III	Annual Leave with Wage- Sec 1-10	C-46	Lecture
Unit-III	Annual leave with wages- sec 11-25	C-47,48	Lecture
Unit-III	Clarification class III	C-49	Clarification Class
Unit-III	Class Assignment IV	C-50	Class Assignment
Unit-IV	Employees compensation Act- Objectives and scope	C-51	Lecture
Unit-IV	Employees Compensation Act applicability	C-52	Lecture
Unit-IV	Definition of dependency, worker and employer and employee	C-53	Lecture

Unit-IV	Definition of Employee	C-54	Lecture
Unit-IV	Definition of Disablement	C-55,56	Lecture
Unit-IV	Presentation II	C-57	Presentation
Unit-IV	Doctrine of Notional Extension - Introduction	C-58	Lecture
Unit-IV	Doctrine of notional extension- Sec 3	C-59	Lecture
Unit-IV	When employer is not liable	C-60	Lecture
Unit-IV	When employer is liable - Employees compensation Act	C-61	Lecture
Unit-IV	When employer is not liable under the employee's compensation Act	C-62	Lecture
Unit-IV	Presentation III	C-63	Presentation
Unit-IV	Employer's liability when contract or is engaged	C-64	Lecture
Unit-IV	scope of arising out of and in the course of employment	C-65	Lecture
Unit-IV	Amount of compensation	C-66	Lecture
Unit-IV	procedure in proceedings before the commissioner	C-67	Lecture
Unit-IV	Appeals - general introduction	C-68	Lecture
Unit-IV	Appeals in brief	C-69	Lecture
Unit-IV	Retirement Benefits-General Introduction	C-70	Lecture
Unit-IV	Presentation IV	C-71	Presentation
Unit-IV	Clarification class IV	C-72	Clarification Class
	Revision	C-73-C-75	

SEC077014– Moot Court -Interviewing Techniques

Unit	Particulars	Class No.	Pedagogy of Class
Unit-I	How to write a Complaint	C-1,2	Lecture
Unit-I	Classroom Assignment I	C-3	Classroom Assignment
Unit-I	How to write a written statement	C-4,5	Lecture
Unit-I	Activity I	C-6	Activity
Unit-I	Clarification Class I	C-7	Clarification Class
Unit-I	Classroom Assignment II	C-8	Classroom Assignment
Unit-II	How to write a rejoinder	C-9	Lecture
Unit-II	Presentation I	C-10	Presentation
Unit-II	How to write a rejoinder	C-11,12	Lecture
Unit-II	Take Home Assignment I		Take Home Assignment
Unit-II	Presentation II	C-13	Presentation
Unit-II	How to write a rejoinder	C-14	Lecture
Unit-II	Classroom Assignment III	C-15	Classroom Assignment
Unit-II	How to write a bail application	C-16,17	Lecture
Unit-II	Take Home Assignment II		Take Home Assignment
Unit-II	Presentation III	C-18	Presentation
Unit-II	How to write a bail application	C-19	Lecture
Unit-II	Clarification Class II	C-20	Clarification Class
Unit-II	Classroom Assignment II	C-21	Classroom Assignment
Unit-III	How to write a rental agreement	C-22,23	Lecture
Unit-III	Presentation IV	C-24	Presentation
Unit-III	Class Assignment IV	C-25	Class Assignment
Unit-III	How to write an article	C-26,27	Lecture
Unit-III	Take Home Assignment III		Take Home Assignment
Unit-III	How to write an article	C-28,29	Lecture
Unit-III	Clarification Class III	C-30	Clarification Class

SEC077006- Ability & Skill Enhancement –VI

Unit	Particulars	Class No.	Pedagogy of Class
Unit-I	Logical Sequence of Words, Verbal Analogy	C-1	Lecture
Unit-I	Activity I	C-2	Activity
Unit-I	Classification, Blood Relation Test, Syllogism, Reading Comprehension.	C-3	Lecture
Unit-I	Syllogism	C-4	Lecture
Unit-I	Classroom Assignment I	C-5	Classroom Assignment
Unit-I	Clarification Class I	C-6	Clarification Class
Unit-II	Take Home Assignment I		Take Home Assignment
Unit-II	Attitude is the most important thing for success	C-7,8	Lecture
Unit-II	Clarification Class II	C-9	Classroom Assignment
Unit-II	How to develop a winning attitude: what is it, when we need it	C-10,11	Lecture
Unit-II	Presentation I	C-12	Presentation
Unit-II	Take Home Assignment II		Take Home Assignment
Unit-II	How to develop a winning attitude: what is it, when we need it	C-13	Lecture
Unit-II	Classroom Assignment II	C-14	Classroom Assignment
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	Presentation I	C-18	Presentation
Unit-II	Clarification Class III	C-19	Clarification Class
Unit-III	Classroom Assignment III	C-20	Class Assignment
Unit-III	Reading Current News, Comparing &Analysing the	C-21	Lecture

	news		
Unit-III	Take Home Assignment III		Take Home Assignment
Unit-III	Write an editorial, News Vocabulary, Presentation on any major news (political/social/sports/economics).	C-22	Lecture
Unit-III	Clarification Class III	C-23	Clarification Class
Unit-III	Presentation III	C-24	Presentation
Unit-IV	Chat Show, Panel Discussion, Parliamentary debate, News Inspired Theatrical Performance.	C-25	Lecture
Unit-IV	Classroom Assignment IV	C-26	Lecture
Unit-IV	Clarification Class IV	C-27	Clarification Class
Unit-IV	Presentation IV	C-28	Presentation
Unit-V	Preparing a report on major National/International News – Insights/ review of major newspapers and news channels.	C-29	Lecture
Unit-V	Clarification Class V	C-30	Clarification Class

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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