

Choice Based Credit System (CBCS) in Light of NEP-2020 BBA+MBA - III SEMESTER (2021-2024)

BBAI301 HUMAN RESOURCE MANAGEMENT

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COURSE CODE	CATEGORY	COURSE NAME	END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*	L	Т	P	CREDITS
BBA1301	СС	Human Resource Management	60	20	20	-	-	3	-	-	3

Legends: L - Lecture: T - Tutorial/Teacher Guided Student Activity; P - Practical: C - Credit: CC- Core Course
*Teacher Assessment shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

Course Objective

The objective of the course is to guide students about various elements of Human Resource Management and make them understand the importance of employee engagement and career management.

Examination Scheme

The internal assessment of the students' performance will be done out of 40 Marks. The semester Examination will be worth 60 Marks. The question paper and semester exam will consist of two sections A and B. Section A will carry 36 Marks and consist of five questions, out of which student will be required to attempt any three questions. Section B will comprise of one or more cases / problems worth 24 marks.

Course Outcomes

- 1. To explain the planning and process of HRM
- 2. To understand the process Performance Management
- 3. To enlighten students with importance of Employee Engagement and Career Development

COURSE CONTENT

UNIT 1: Introduction to Human Resource Management

- 1. Introduction. Meaning and Significance of HRM
- 2. Personnel Management Verses HRM
- 3. HRM Process
- 4. Functions and Role of HR Manager

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Joint Registrar Shri Vaishnav Vidyapeeth Vishwaidyalaya, Indore



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	CATEGORY	COURSE NAME	END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers ssessment*	L	Т	P	CREDITS
BBAI301	CC	Human Resource Management	60	20	20	-	-	3	-	_	3

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P - Practical: C - Credit; CC- Core Course *Teacher Assessment shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

UNIT II: Job Analysis, Acquisition and Talent Management Process

- 1. Human Resource Planning
- 2. Job Analysis
- 3. Recruitment and its Sources
- 4. Process of Selection
- 5. Placement and Induction

UNIT III: Training and Development of Human Resource

- 1. Training: Definition, Purpose, Need
- 2. Methods of Training: On Job Training and Off Job Training

UNIT IV: Compensation Management and Job Evaluation

- 1. Compensation: Definition, Components, Factors Affecting Compensation
- 2. Job Evaluation

UNIT V: Performance Management

- 1. Performance Appraisal: Definition Need, and Techniques
- 2. Recent trends in Performance Management

Suggested Readings

- 1. Dessler, G. (2016). *Human Resource Management*. Pearsons Education Delhi, Latest Edition.
- 2. Aswathappa, K (2017). *Human Resource Management*. McGraw Hill Publishing Company, Singapore, Latest Edition.
- 3. Armstrong, M. (2008). *Handbook of Human Resource Management Practice*. Kogan Page, London, Latest Edition.
- 4. Storey, J. (2004). *Managing Human Resources: Preparing for the 21st Century.* Beacon Booms, New Delhi, Latest Edition.

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Choice Based Credit System (CBCS) in Light of NEP-2020 BBA+MBA - III SEMESTER (2021-2024)

BBAI304 PRINCIPLES OF MARKETING

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	CATEGORY	COURSE NAME	END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*	L	Т	Р	CREDITS
BBAI304	CC	Principles of Marketing	60	20	20	=	_	3	-	1	3

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P - Practical: C - Credit; CC- Core Course *Teacher Assessment shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

Course Objective

Marketing is the process for creating, communicating, delivering and exchanging offerings that have value for customers, clients, partners and society at large. Marketing contributes to the fundamental objectives of Businesses namely survival, profits and growth. This course will empower students with the Marketing skills.

Examination Scheme

The internal assessment of the students' performance will be done out of 40 Marks. The semester Examination will be worth 60 Marks. The question paper and semester exam will consist of two sections A and B. Section A will carry 36 Marks and consist of 5 questions, out of which student will be required to attempt any three questions. Section B will comprise of one or more cases / problems worth 24 marks.

Course Outcomes

- 1. The overall objective of the course is to provide an understanding of the Fundamental concepts of marketing in the modern marketing practices
- 2. Develop an insight on the marketing implications that enable students evolve, explore, develop and implement marketing plans.

COURSE CONTENT

UNIT I: Marketing

- 1. Meaning concept, functions, 7P's of Marketing
- 2. marketing Planning & implementation
- 3. Marketing Programmes
- 4. Marketing environment Micro'and Macro.
- 5. Introduction to Industrial Marketing

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BBA1304	CC	Principles of Marketing	60	20		a Codi	CC	Core	Co	urse	L

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P - Practical: C - Credit; CC- Core Course *Teacher Assessment shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

UNIT II: Product

- 1. Meaning
- 2. Product planning policies
- 3. Positioning
- 4. New product development

UNIT III: Pricing

- 1. Pricing objectives
- 2. Setting and modifying the price
- 3. Initiating price changes
- 4. Responding to price changes

UNIT IV: Promotion

- 1. Promotion Mix
- 2. Advertisement Message copy writing Media strategy
- 3. Sales promotion
- 4. Personal selling
- 5. Publicity

UNIT V: Physical Distribution

- 1. Distribution Mix
- 2. Managing channel intermediaries
- 3. Transport and warehousing

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BBA1304	СС	Principles of Marketing	60	20	20		-	3	_		3

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P - Practical: C - Credit; CC- Core Course *Teacher Assessment shall be based on following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

Suggested Readings:

- 1. Kotler Philip, Keller Kevin Lane, Koshy Abraham, Jha Mithileshwar (2008), Marketing Management: A South Asian Perspective, Pearson Prentice Hall, Latest edition
- 2. Saxena Rajan, (2002) Marketing Management, Tata McGraw-Hill Publishing, Latest
- 3. Ramaswamy & Nmakumary (2009), Marketing Management-Global Perspective- Indian Context-Mac Millon India Ltd, Latest edition

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LLBCL1- DRAFTING, PLEADING AND CONVEYANCE

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COURS E CODE	CATEGORY	COURSE NAME	L	T 1	P	CREDITS	END SEM	Two	Teachers Assessme	END	Teachers Assessme
LLBCL1	DC	DRAFTING, PLEADING AND CONVEYANCE	4	0	0	4	60	20	20	0	0

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P - Practical; C - Credit

Course Educational Objectives (CEO's): The student will be:

- **CEO1:** Acquaint students with fundamentals of drafting, pleadings and advocacy techniques, with a focus of simplicity and brevity.
- CEO2: Help students develop adequate theoretical account of substantive law in the context of drafting, pleadings, and conveyancing.
- **CEO3:** Offer students a systematic analysis of well drafted legal documents.
- CEO4: Provide practical orientation and develop necessary acumen in drafting legal documents.
- **CEO5:** Train students in the art of drafting for courts, various other legal fora, and transactions.

Course Outcomes (CO's): The students will be able to:

- CO1: Analyze and define the concept of Pleading and various rules of pleading and able to handle the client during interaction.
- CO2: Articulate the argumentation process and apply the legal drafting abilities during the appearances before Court and Tribunals.
- CO3: Recognize the way to move to the criminal justice system with aid of various complaints.
- CO4: Identify and discuss the various forms of conveyancing deed such as sale deed, gift,
- CO5: Apply legal drafting skills and understand practical aspect of registration of such documents.

^{*}Teacher Assessment shall be based on following components: Quiz/Assignment/ Project/Participation in class (Given that no component shall be exceed 10 Marks)



LLBCL1- DRAFTING, PLEADING AND CONVEYANCE

COURSE CONTENT:

UNIT I: Pleading

- 1. Pleadings Meaning & Content.
- 2. Fundamental Principles of Pleadings.
- 3. Rules of Supreme Court/High Courts/Subordinate Courts.
- 4. Jurisdiction.
- 5. Particulars.
- 6. Alternative and inconsistent pleas.
- 7. Amendment in Pleadings.

UNIT II: Pleading in Specific Matters

- 1. Civil Matters and Criminal Matter including Complaints, Bail, Appeal, Revision etc.
- 2. Writ Petitions.
- 3. Company Matters.
- 4. Matrimonial Matters.
- 5. Insolvency Matters.
- 6. Probate & Succession.
- 7. Admiralty Matters.
- 8. Probate & Succession.
- 9. Election matters.

UNIT III: Simulation Exercise (10 Exercises)

- 1. Suit for damages for Malicious Prosecution.
- 2. Suit for Permanent Injunction.
- 3. Suit for Specific Performance of Contract.
- 4. Suit for Eviction and Arrears of Rent.
- 5. Writ Petitions under article 32 and 226 of the Constitution of India.
- 6. Election Petitions.
- 7. Insolvency Petitions.
- 8. Petitions for Probate/Succession Certificate.
- 9. Petitions under Company Law.
- 10. Bail Petition.
- 11. Petition under section 482 of the Code of Criminal procedure.



LLBCL1- DRAFTING, PLEADING AND CONVEYANCE

UNIT IV: Conveyancing (15 Exercises)

- 1. General Principles & Salient Features of Conveyancing.
- 2. Rules of Drafting Deeds and Instruments.
- 3. Sale Deed, Mortgage Deed, Lease Deed.
- 4. Gift Deed, Partition Deed, Partnership Deed, Exchange Deed.
- 5. Power of Attorney
- 6. Adoption.
- 7. Affidavit.
- 8. Agreement.
- 9. Mortgage.
- 10. Negotiable Instruments.
- 11. Deed to create Charge.
- 12. Arbitration Agreements.
- 13. International Trade related contracts.

UNIT V: Other drafts (5 Exercises)

- 1. Drafting of Notice.
- 2. Agreement to Sale.
- 3. Power of Attorney.
- 4. Will, Lease Deed.
- 5. Articles of Association.
- 6. Memorandum of Association & other documents.

References:

Books:

- 1. Beaston, J. (2002). Ansons' Law of Contract (28th Edition). London: Oxford University Press.
- 2. Bhattacharya, P. (2022). Majumdar's Laws Relating to Notices (8th Edition). Kolkata: Eastern Law House.
- 3. Bridge, M.G. & Benjamin, J.P. (2014). Benjamin's Sale of Goods (9th Edition). London: Sweet & Maxwell.
- 4. Dhingra, S.N. & Mogha, G.C. (2013). Drafting Pleading and Conveyancing (18th Edition). Lucknow: Eastern Book Company.
- 5. Nair, M. K. (1999). Law of Contract (5th Edition). New Delhi: Orient Publishers.



LLBCL1- DRAFTING, PLEADING AND CONVEYANCE

- 6. Nuli, A. & Gogia, Saket. (2022). Bhashyam & Adiga's, The Negotiable Instruments Act (24th Edition). Allahabad: Bharath Publishers.
- 7. Singh S. D. & Gupta, J.P. (1999). Singh and Gupta: The Law of partnership in India (6th Ed.). New Delhi: Orient Law House.
- 8. Singh, A. (2018). Law of Sale of Goods and Hire Purchase (8th Edition). Lucknow: Eastern Book Company.
- 9. Singh, A. (2020). Contract & Specific Relief (12th Edition). Lucknow: Eastern Book Company.

Case Reporters:

- 1. All India Reporter
- 2. Manupatra Database
- 3. Supreme Court Cases



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LL.B. (Hons.) SEMESTER-I

							TEA THE			EVALUATION SCHEM PRACTICAL			
COURSE CODE	CATEGORY	COURSE NAME	L	Т	P	CREDITS	END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*		
LLB103	DC	LAW OF CRIMES I: INDIAN PENAL CODE	4	0	0	4	60	20	20	0	0		

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P - Practical; C - Credit;

Course Objectives:

- 1. To teach basic principles of criminal law and criminal liability.
- 2. To teach the offences against human body and various kinds of punishments.

Course Outcomes: After completion of this course the students are expected to be able to:

- 1. Understand the concepts of criminal law and criminal liability.
- 2. To demonstrate the provisions of offences against human body and various kinds of punishments.

Course Content:

UNIT I: General Introduction

- Concept of crime
- Distinction between crime and other wrongs
- McCauley's draft based essentially on British notions
- Salient features of the I.P.C.
- IPC: a reflection of different social and moral values
- Applicability of I.P.C.- territorial and personal

UNIT II: Element of Criminal Liability

- Person definition natural and legal person
- Mens rea- evil intention
- Recent trends to fix liability without mens rea in certain socio- economic offences
- Act in furtherance of guilty intent- common object
- Factors negativing guilty intention
- Definition of specific terms

^{*}Teacher Assessment shall be based following components: Quiz/Assignment/ Project/Participation in Class, given that no component shall exceed more than 10 marks.

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LL.B. (Hons.) SEMESTER-I

UNIT III: Group liability & General Exceptions

- Common Intention
- Abetment
- Instigation, aiding and conspiracy
- Mere act of abetment punishable
- Unlawful assembly
- Basis of liability
- Criminal conspiracy
- Rioting as a specific offence
- Provisions Regarding General Exceptions
- Mental incapacity
- Minority
- Insanity
- Medical and legal insanity
- Intoxication
- Private defence-justification and limits
- When private defence extends to causing of death to protect body and property
- Necessity
- Mistake of fact
- Offence relating to state
- Against Tranquillity
- Contempt of Lawful Authority

UNIT IV: Offences against Human Body & Property

- Culpable homicide
- Murder
- Culpable homicide amounting to murder
- Grave and sudden provocation
- Exceeding right to private defence
- Hurt grievous and simple
- Assault and criminal force
- Wrongful restraint and wrongful confinement- kidnapping- from lawful guardianship, outside India
- Abduction
- Offences Relating to Marriage
- Theft
- Robbery, Dacoity

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LL.B. (Hons.) SEMESTER-I

- Cheating
- Extortion
- Mischief
- Criminal misrepresentation and criminal breach of trust
- Offences relating to Documents and properties.

UNIT V: Types of Punishment

- Death
- Social relevance of capital punishment
- Imprisonment- for life, with hard labour, simple imprisonment
- Forfeiture of property
- Fine
- Discretion of court in awarding punishment
- Minimum punishment in respect of certain offences

References:

Bare Acts:

- 1. Indian Penal Code, 1860
- 2. Criminal Amendment Act, 2013
- 3. Criminal Amendment Act, 2018

Books:

- 1. Cecil, T. J.W. (2012). Russel on Crime (Vol. 2). New Delhi: Universal Law Publishing Co.
- 2. Dhiraj Lal & Ratanlal. (2021). The Indian Penal Code (35th Ed.). Nagpur: Lexis Nexis.
- 3. Gaur, K.D. (2020). Textbook on Indian Penal Code (7th Ed.). New Delhi: Universal Law Publishing Co.
- 4. Gaur, H.S. (2018). *Penal Law of India* (11th Ed.). Allahabad: Law Publishers.
- 5. Vibhuti, K.I. (2017). PSA Pillai's Criminal Law (13th Ed.). Nagpur: Wadhwa & Co.
- 6. Baker, D. (2015). Glanville William's Text Book of Criminal Law (4th Ed.). United Kingdom: Sweet & Maxwell.

Case-Reporters:

- 1. All India Reporter
- 2. Supreme Court Cases
- 3. Manupatra Database



LLB301- CONSTITUTIONAL LAW-II

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COURSE CODE	CATEGORY	COURSE NAME	L	Т	P	CREDIT	END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*
LLB301	DC	CONSTITUTIONAL LAW-II	4	0	0	4	60	20	20	0	0

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P - Practical; C - Credit

Course Educational Objectives (CEO's): The student will be-

- **CEO1**: Teach basic principles of Centre and State relations, panchayat system etc.
- **CEO2**: Teach the Emergency Provisions and provisions related to tribunals.
- **CEO3**: Provide understanding of various constitutional aspects like constitution of panchayat, municipalities, co-operative societies, elections provisions, amendment procedure etc.
- CEO4: Develop understanding of students regarding special provisions related to certain classes, & emergency provisions.
- **CEO5**: Familiarized with the leading case laws and legislative changes to the provisions of the Constitution.

Course Outcomes (CO's): The student will be able to-

- CO1: Examine and analyze the various interpretations given to Constitutional provisions by the Supreme Court of India and the High Courts.
- **CO2**: Understand the role played by the three organs of the government.
- **CO3**: Understand about the parliament and state legislatures.
- CO4: Understand about the working of Judiciary, Supreme court & High court and their writ jurisdiction.
- CO5: Demonstrate about all the important aspects of power of amendment, emergency provisions and elections.

^{*}Teacher Assessment shall be based on following components: Quiz/Assignment/ Project/Participation in class (Given that no component shall be exceed 10 Marks)



LLB301- CONSTITUTIONAL LAW-II

COURSE CONTENT:

UNIT I: Administration of Fringe Area

- 1. Administration of Union Territories
- 2. The Panchayat and Municipalities (Local self-government with special emphasis on 73rd and 74th Amendment)
- 3. The schedule and tribal areas

UNIT II: Legislative and Administrative Relations

- 1. Relation between the Union and the State
- 2. Distribution of legislative power
- 3. Administrative relations
- 4. Disputes relating to water
- 5. Freedom of trade, commerce, and intercourse within territory of India

UNIT III: Finance and Service

- 1. Financial provisions: property, contracts, rights, liabilities obligation and Suit
- 2. Public service commissions, service under the Union and the States

UNIT IV: Tribunals and Special other matters

- 1. Tribunals
- 2. Elections
- 3. Special provisions-relating to certain classes
- 4. Official language

UNIT V: Emergency provisions and Amendment

- 1. Emergency provisions: Proclamation of emergency, effect of emergency, financial emergency
- 2. Amendment in the Constitutions

References:

Bare Acts:

1. The Constitution of India, 1950 (Latest Edition)

Books:



LLB301- CONSTITUTIONAL LAW-II

- 1. Basu, D.D. (2013). Introduction to Constitution of India (21st Edition). New Delhi: Lexis
- 2. Basu, D.D. (2018). Shorter Constitution of India (15th Edition). New Delhi: Lexis Nexis.
- 3. Pandey, J.N. (2021). Constitutional Law of India (57th Ed.). Allahabad: Central Law Agency.
- 4. Seervai, H.M. (2015). Constitutional Law of India (4th Edition). New Delhi: Universal Law Publishing Co. Pvt. Ltd.
- 5. Singh, M.P. (2019). Constitutional of India by V.N. Shukla (13th Edition). Lucknow: Eastern Book Company.

Case-Reporters:

- 1. All India Reporter
- 2. Manupatra Database
- 3. Supreme Court Cases



LLB302- FAMILY LAW-I

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COURSE CODE	CATEGOR Y	COURSE NAME	L	Т	P	CREDI	END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*
LLB302	DC	FAMILY LAW-I	4	0	0	4	60	20	20	0	0

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P - Practical; C - Credit

Course Educational Objectives (CEO's): The student will be-

- **CEO1:** Teach basic principles of Hindu Law, Marriage, and Divorce etc.
- CEO2: Create awareness and educate the students about rights and duties of members of family towards each-other with special reference to spousal relationship.
- **CEO3:** Give overview to the students and enhance their understanding on the current laws on marriage, divorce, maintenance, adoption and guardianship.
- CEO4: Give practical exposure to students by field visit of Family Courts, Mediation and Conciliation Centres etc.
- CEO5: Articulate and apply the policies that underpin the application of Family Law and locate, analyse, evaluate, and synthesise materials to undertake advanced legal research.

Course Outcomes (CO's): The student will be able to:

- **CO1**: Studying family law learn about basic concepts like marriage, divorce, parental custody, domestic abuse, and children's rights.
- CO2: Examines historical and social contexts that have influenced the modern definition and regulation of families.
- **CO3**: Gain skills of thinking, analysis, written and verbal presentation of ideas of argument.
- CO4: Critique and analyse current legal frameworks regulating the family using a legal lens grounded in social, economic, and policy considerations and assess the implications of legal frameworks across cultures, communities, and diverse family structures.
- CO5: Construct persuasive client narratives to achieve specific client goals within an objective legal framework.

^{*}Teacher Assessment shall be based on following components: Quiz/Assignment/ Project/Participation in class (Given that no component shall be exceed 10 Marks)



LLB302- FAMILY LAW-I

COURSE CONTENTS:

UNIT I: Introduction to Hindu Law

- 1. Nature of Hindu Law
- 2. Hinduism, Origin and Development, Definitions
- 3. Schools and Sources

UNIT II: Marriage and Divorce under Hindu Law

- 1. Marriage
- 2. Kinds, nullity of marriage
- 3. Hindu marriage Act, 1955
- 4. Special marriage Act, 1954
- 5. Divorce
- 6. Judicial separation, Restitution of conjugal rights
- 7. Grounds for matrimonial remedies

UNIT III: Hindu Undivided Family

- 1. Joint family (Hindu undivided family)
- 2. Coparcenary's property under Mitakshara and Dayabhaga
- 3. Partition and Re-union, women estate, stridhan

UNIT IV: Gift, Wills and Adoption

- 1. Gifts, wills under Hindu Law
- 2. Hindu adoption and maintenance Act, 1956
- 3. Hindu Minority and Guardian Ship Act, 1956

UNIT V: Inheritance

- 1. General rules of Succession
- 2. Disqualification relating to Succession
- 3. Hindu Succession Act, 1956
- 4. Religious Endowment



LLB302- FAMILY LAW-I

References:

Bare Acts:

- 1. The Hindu Marriage Act, 1955
- 2. The Hindu Succession Act, 1956
- 3. The Hindu Minority and Guardianship Act, 1956
- 4. The Hindu adoptions and Maintenance Act, 1956

Books:

- 1. Basu, N.D. (2022). Basu's Law of Succession (11th Ed.). New Delhi: Universal Law Publishing Co. Ltd.
- 2. Diwan, P. (2013). Law of Intestate and Testamentary Succession (4th Edition). New Delhi: Universal Law Publishing Co. Ltd.
- 3. Kane, P.V. (1974). History of Dharmasastra Vol. 2. Poona Bhandarkar Research Institute:
- 4. Kuppuswami, A. (1986). Mayne's Hindu Law and Usage (12th Ed.). New Delhi: Bharat Law House.
- 5. Malik, S. (2016). B.M. Gandhi's Hindu Law (4th Ed.). Lucknow: Eastern Book Company.
- 6. Manchanda, S.C. (2000). Law and Practice of Divorce in India. New Delhi: Universal Law Publishing Co. Ltd.

Case-Reporters:

- 1. All India Reporter
- 2. Manupatra Database
- 3. Supreme Court Cases