



Shri Vaishnav Vidyapeeth Vishwavidyalaya, Indore

Shri Vaishnav Institute of Commerce

Choice Based Credit System (CBCS) in Light of NEP-2020

B.COM. VI SEMESTER (2021-2024)

BCOM603 CONSUMER BEHAVIOR AND SALES MANAGEMENT

| SUBJECT CODE | TYPE OF COURSE | SUBJECT NAME | TEACHING & EVALUATION SCHEME | | | | | | | | |
|--------------|----------------|--|------------------------------|---------------|----------------------|-----------------|----------------------|---|---|---|---------|
| | | | THEORY | | | PRACTICAL | | L | T | P | CREDITS |
| | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | University Exam | Teachers Assessment* | | | | |
| BCOM603 | CC | CONSUMER BEHAVIOR AND SALES 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 Objectives


1. The basic objective of this course is to develop and understanding about the many aspects of consumer behavior and its applications in marketing.
2. To understand the conceptual foundations of consumer buying behavior.
3. To create awareness of the cultural influence and perception as applied in consumer behavior


Examination Scheme

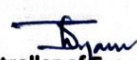
The internal assessment of the students' performance will be done out of 40 Marks. The semester Examination will be worth 60 Marks. The question paper and semester exam will consist of five questions. Each question will carry 12 Marks and consist of four questions, out of which student will be required to attempt either question number (a) and (b) or question number (c) and (d). Each question i.e. (a), (b), (c) and (d) will be of 6 marks.

Course Outcomes

- CO1** Understand the dynamics, benefits, and challenges of diversity and inclusion within teams or organizations.
- CO2** Able to explain the basic concepts and models of consumer behavior.
- CO3** Able to analyze the effects of psychological, socio-cultural and demographic factors on the consumer decision process with their results.
- CO4** Able to compare the relationship between consumer behavior and other disciplines.
- CO5** Able to explain the consumer purchasing decision process and able to distinguish the digital age and its effects on consumer behavior


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COURSE CONTENT

Unit I: Understanding Consumer Behavior and Overview: Definition, Nature, Scope, Application of Consumer Behavior, factors affecting consumer behavior.

Unit II: Consumer Decision Making: Decision making process, impulse buying process, decision making criteria, evaluation strategies. Models of Consumer Decision Making - Comprehensive models of consumer decision making

Unit III: Cultural Influence: Manifestation of culture in India, emergence of new consumer culture, cultural diversity and its impact, Changing Indian Consumer Behavior-Drivers of change, consumer trends, new consumption pattern, Future of consumer behavior.

Unit IV: Introduction to Sales Management and Selling process: Nature and Role of Sales Management, Types of Selling, Differences between Selling and Marketing, Various stages of selling process, Sales presentations, closing sale and Follow-up actions.

Unit V: Sales and Operational Management: Sales Planning, Sales Organization, Sales Potential, Sales Forecasting and Budgeting, Territory Design and Sales Quotas, Selection, Training, Motivation and Compensation of Sales Force, Evaluation of Sales Force.

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Suggested Readings:

1. Shiffman, Kanuk, (2018) *Consumer Behaviour*, Pearson
2. Suja R. Nair, (2017) *Consumer Behaviour in Indian Perspective*, Himalaya
3. Hawkins, (2007) *Consumer Behaviour: Building Marketing Strategies*, Tata McGraw Hill.
4. Jobber, (2009) *Sales Monument*, Tata McGraw Hill
5. Still, Cundiff, Govani, (2018) *Sales Management*, Pearson.
6. Ghosh P. K., (2009) *Sales Management*, Himalaya Publishing House

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3rd YEAR, SEMESTER VI

LLBCL4 -ALTERNATE DISPUTE RESOLUTION

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|------------------------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLBCL4 | CCC | ALTERNATE DISPUTE RESOLUTION | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C – Credit, DC- Departmental Core, CCC- Compulsory Clinical Course, HEC- Honours Elective Course, DEC- Departmental Elective Course

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

Course Educational Objectives: The student will be able to:

1. Acquaint the students with various modes of Alternate Dispute Resolution System.
2. Teach the principles, procedures, techniques, etc., adopted in resolving the disputes outside the formal court system.
3. Facilitate the students to have simulation exercises and practical application of ADR.

Course Outcomes: The student will be able to:

1. Understand the relation between domestic courts and arbitration and growing autonomy of arbitral process.
2. Develop an understanding of the main rules and principles operating on the area of arbitration and conciliation.
3. Demonstrate the role of a mediator and the importance of mediation as a way of alternate dispute resolution.
4. Understand the different methods the alternate dispute resolution such as Lok Adalat and legal service authority etc.
5. Critically analyse the ways in which the alternate dispute resolution works and understand the practical application.

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3rd YEAR, SEMESTER VI

LLBCL4 -ALTERNATE DISPUTE RESOLUTION

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COURSE CONTENT:

UNIT I: Introduction of Alternate Dispute Resolution

1. Concept, need and function of ADR
2. Jurisprudential and Political Aspects of ADR
3. Arbitration: meaning, scope and types
4. Arbitration Agreement, Arbitration Tribunal and Arbitral Award
5. Appeal and revision
6. Enforcement of foreign awards and International Arbitration

UNIT II: Conciliation

1. Meaning of Conciliation, Distinction between arbitration, conciliation, mediation and negotiation
2. Appointment of Conciliators, Role of conciliators and their Powers, Effect of the settlement agreement
3. Commencements of conciliation proceedings
4. Admissibility of evidence
5. Rulemaking power of the High Court and Central Government

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3rd YEAR, SEMESTER VI

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UNIT III: Mediation and Negotiation

1. Meaning and Mediation process
2. Mediation is a voluntary
3. Party-centered structured process, Structured negotiation process
4. Role of neutral third party
5. Specialized communication and negotiation techniques, Advantages of mediation process

UNIT IV: ADR Mechanisms

1. Concept of Lok Adalat
2. Legal Services Authority Act, 1987
3. ADR in different areas (practical arena): Family Law, Consumer Law, Commercial Law
4. Mini Trial
5. International and Domestic Centres for Institutional Arbitration: UNCITRAL

UNIT V: Clinical Exercise and Recent Trends

1. Negotiation Skills by simulated programs
2. Conciliation Skills
3. Arbitration Practice including International Arbitration
4. Client interviewing and counseling
5. Litigation Planning

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REFERENCES:

Bare Acts:

1. Arbitration and Conciliation Act, 1996 (with Amendments)
2. UN Commission on International Trade Law
3. Legal Service Authority Act, 1987

Books:

1. Bansal, A.K. (2012). *International Commercial Arbitration*. Delhi: Universal Publication.
2. Brown, H.J. & Marriot, A.L. (2011). *ADR Principles and Practice*. London: Sweet & Maxwell
3. Saraf, B.P. & Jhunjhunwala, M. (2001). *Law of Arbitration and Conciliation*. Mumbai: Snow White.
4. Mackie, K., Miles, D., Marsh, W. & Allen, T. (2007). *The ADR Practice Guide: Commercial Dispute Resolution*. United Kingdoms: Bloomsbury Publication.
5. Panchu, S. (2021). *Mediation Practice and Law (The path to Successful Dispute Resolution)*. Lexis Nexis
6. Rao, P.C. & Sheffield, W. (2015). *Alternate Dispute Resolution: What is it and How it Works*. Delhi: Universal Publication.

Case-Reporters:

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

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3rd YEAR, SEMESTER VI

LLB601- PUBLIC INTERNATIONAL LAW

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|--------------------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLB601 | DC | PUBLIC INTERNATIONAL LAW | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

Legends: **L** - Lecture; **T** - Tutorial/Teacher Guided Student Activity; **P** – Practical; **C** – Credit; **DC**- Departmental Core, **CCC**- Compulsory Clinical Course, **HEC**- Honours Elective Course, **DEC**- Departmental Elective Course
***Teacher Assessment** shall be based following components: Quiz/Assignment/Project/Participation in Class, given that no component shall exceed more than 10 marks.

Course Educational Objectives: The student will be able to:

1. Understand the system of Public International Law which regulates relations between actors on the global stage
2. Develop a knowledge of several key areas of ‘Public International Law’ including the law surrounding the use of force and human rights and treaty interpretation skills gained
3. Constantly being updated and revised to reflect the evolution of the law and to engage with the latest teaching practices so that students get benefitted.
4. Discuss the bone of contention in Public International Law with respect to Developed and developing interests.

Course Outcomes: The students will be able to:

1. Exposed to the world of Public International Law and the practice and scope the subject has to offer so that students could be encouraged to make a career in the international Justice Delivery system.
2. Discuss the most relevant and important provisions of Conventions, Treaties and instruments of Public International Law in the United Nation.
3. Understand the pros and cons of international law applicable to states and other possible stakeholders of international law
4. Foster a high level of understanding the concepts such as state succession, consent of states, equality of states, Principle of Non-Interference, State Sovereignty etc.

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3rd YEAR, SEMESTER VI

LLB601- PUBLIC INTERNATIONAL LAW

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| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLB601 | DC | PUBLIC INTERNATIONAL LAW | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

COURSE CONTENT:

UNIT I: Introduction

1. Definition, Principles of International Law
2. Nature and Scope of International Law
3. Sources of International Law: Custom, Usage, Conventions, Treaties and Precedents

UNIT II: Relational Between International and Municipal Law

1. Theories of Relationship:
 - a. Monistic
 - b. Dualistic
2. Indian, British and American practice.
3. Asylum and Extradition

UNIT-III: Recognition in International Law

1. Concept of Recognition
2. Kinds and Theories
3. Legal Consequences

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UNIT IV: Law of Sea

1. Territorial sea.
2. Contiguous zone
3. Exclusive economic zone
4. Continental shelf
5. Indian Maritime Interests, Policy and Law
6. International Tribunal for the Law of the Sea
7. Pacific Settlement of International Dispute

UNIT V: Organs of United Nations

1. General Assembly.
2. Security Council.
3. International Court of Justice.
4. Economic & Security Council
5. Trusteeship Council
6. Secretariat

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REFERENCES:

Books:

1. Agrawal, H.O. (2019). Human Rights and International Law. Prayagraj: Central Law Publication.
2. Calier, J. Y. (1997). Who is a Refugee: A Comparative Case Law Study. US: Kluwer Law International
3. Chimni, B.S. (2000). International Refugee Law. India: Sage Publications.
4. Hathaway, J. C. & Dent, H. A. (1995). Refugee Rights: Report on a Comparative Survey. London: York Lanes Press
5. Kapoor, S.K. (2019). Human Rights and International Law. Prayagraj: Central Law Agency
6. Starke, J. G. (1994). Starke's Introduction to International Law. New Delhi: Lexis Nexis Butterworth
7. Tondon, (2019). Human Rights and International Law. Allahabad Law Agency: Prayagraj.
8. Wallace, R. (2013). International Law. London: Sweet & Maxwell

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Choice-Based Credit System

3rd YEAR, SEMESTER VI

LLB602: ADMINISTRATIVE LAW

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Course Educational Objective: The student will be able to:

1. Understand the evolution of administrative law, to make them appreciate the concepts and principles of administrative law.
2. Understand the rule of administrative law as separation of powers and problems, process and control in delegated legislation.
3. Understand the working of administrative institutions within the norms of good governance and accountability.
4. Familiarize the students with various government privileges in legal proceedings.

Course Outcomes: The student will be able to:

1. Get knowledge regarding judicial control against the administrative actions of public authorities.
2. Understand the available civil remedies against the administrative actions of public authorities.
3. Analyse the remedies under our constitution, particularly articles 14, 19 and 21.
4. Apply the basic knowledge of liabilities of public undertakings and corporation
5. Understand and analyse the proceedings of Administrative Tribunals.

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LLB602: ADMINISTRATIVE LAW

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COURSE-CONTENT:

UNIT I: Introduction

1. Meaning, Definition, Scope and Significance of Administrative Law
2. Evolution and Development of Administrative Law in India, UK, USA and France
3. Rule of Law
4. Doctrine of Separation of Powers and its Relevance in Contemporary Times
5. Relationship between Constitutional Law and Administrative Law

UNIT II: Delegated Legislation

1. Meaning of Delegated Legislation and its Growth
2. Delegated Legislation in USA, UK and India: Pre and Post-Constitutional Period
3. Rules and Principles of Administrative Rule-making / Delegated Legislation
4. Control Mechanisms of Delegated Legislation: Parliamentary, Procedural and Judicial
5. Sub-delegation

UNIT III: Principles of Natural Justice

1. Concept, Evolution and Importance of Natural Justice in India
2. Natural Justice and Statutory Provisions
3. Application of Natural Justice
4. Principles of Natural Justice - Rule against Bias and Rule of Fair Hearing
5. Exceptions and Violations of Natural Justice

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LLB602: ADMINISTRATIVE LAW

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UNIT IV: Administrative Discretion and Remedies

1. Meaning and Definition of Administrative Discretion
2. Control of Administrative Discretion – At the stage of delegation of discretion and Control at the stage of the exercise of discretion
3. Judicial and Other remedies: Judicial Review, Prerogative Remedies
4. Constitutional Remedies: Supervisory Jurisdiction of High Courts, Statutory Remedies, Equitable Remedies, Common Law Remedies
5. Ombudsman- Lok Pal and Lokayukta and Other miscellaneous Remedies

UNIT V: Administrative Adjudication

1. Liability of State: Contractual and Tortious
2. Reasons for the growth of Administrative Adjudication and its need
3. Problems of Administrative Adjudication
4. Mechanism for Administrative Adjudication- Statutory and Domestic Tribunals
5. Administrative Tribunal: Definition and Constitutional Status- Rules and Principle

REFERENCES:

Books:

1. Allen, C.K. (1985). *Law and Orders*. London: Steven and Sons.
2. Basu, D. D. (1998). *Comparative Administrative Law*. US: Prentice Hall Publication.
3. Cane, P. (1996). *An Introduction to Administrative Law*. New Delhi: Oxford University Press
4. Fazal, M.A. (2000). *Judicial Control of Administrative Action in India, Pakistan and Bangladesh*. India: Lexis Nexis Butterworths.

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3rd YEAR, SEMESTER VI

LLB602: ADMINISTRATIVE LAW

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|--------------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLB602 | DC | ADMINISTRATIVE LAW | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

5. Franks, (1959). *Report of the Committee on Administrative Tribunals and Inquiries*. HMSO
6. Garner, J.C. (1989). *Administrative Law*. New Delhi: Lexis Nexis Butterworths.
7. Jain & Jain, (1997). *Principles of Administrative Law*. New Delhi: Universal Publication.
8. Jain, M.P. (1996). *Cases and Materials on Indian Administrative Law*. Vol I and II. New Delhi: Universal Publication.
9. Sathe, S.P. (1998). *Administrative Law*. New Delhi: Lexis Nexis Butterworths.
10. Wade, (1997). *Administrative Law* (7th Ed.), New Delhi: Universal Publication

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Choice-Based Credit System

3rd YEAR, SEMESTER VI

HONOURS/OPTIONAL COURSES

Semester- VI (One Honors Course to be chosen out of the following):

| S. No. | Course Code | Course Name |
|---------------|--------------------|--------------------------|
| 1 | LLBH601 | Comparative Constitution |
| 2 | LLBH602 | Probation & Parole |

Semester VI (One optional Course to be chosen out of the following):

| | | |
|----------|---------|----------------------------|
| 1 | LLBO604 | Law of Corporate Finance |
| 2 | LLBO605 | Information Technology Law |

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3rd YEAR, SEMESTER VI

LLBH601-COMPARATIVE CONSTITUTION

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|--------------------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLBH601 | HEC | COMPARATIVE CONSTITUTION | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C – Credit, DC- Departmental Core, CCC- Compulsory Clinical Course, **HEC**- Honours Elective Course, **DEC**- Departmental Elective Course

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

Course Education Objectives: The student will be able to:

1. Understand Constitution is the supreme Law of the Land; it derives its directives from various aspects.
2. It is obligatory on the part of a constituent assembly to refer to the various customs and precedents that are in existence within a side of the country.
3. In an inquiry into the basic structural aspects and the differences that exist between the various constitutional perspectives needs to be studied to give an understanding of the significance of the dictums of a constitution.
4. Amend the constitution certain procedures to be followed.

Course Outcomes: The students will be:

1. Understand the concept of the Constitution and Constitutionalism.
2. Demonstrate the process of the differences that exist in the basic structural patterns in the constitutional perspective in the world.
3. To understand check and balance theory in other constitution
4. Understand the comparative study of government organs

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3rd YEAR, SEMESTER VI

LLBH601-COMPARATIVE CONSTITUTION

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|--------------------------|---|---|---|---------|------------------------------|---------------|-----------------------|-------------------------|-----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment * | END SEM University Exam | Teachers Assessment * |
| LLBH601 | HEC | COMPARATIVE CONSTITUTION | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

COURSE-CONTENT:

UNIT-I: Historical background of constitution and Constitutionalism

1. Constitution: Concept, Nature and Importance of Constitution-Evolution of Constitutional Values-Requisites of Ideal Constitution- Historical Evolution of Constitutional Government
2. Constitutionalism: Concept-Evolution-Limitations on Government Power, Constitutional Supremacy-Separation of Power

UNIT-II: Comparative Study of the U.S.A. and other Constitutions

1. Scope of Comparative Constitutional Law: Need for Comparative Study of Constitutional Law in Constitution Making
2. Types of Constitutions: Written Constitutions-U.S. A, Canada, Australia and India; Unwritten Constitutions-England

UNIT-III: Judicial Review & Civil Rights

1. Judicial Review in India-Fundamental Rights; Writ Jurisdiction- A Comparative Study with UK and USA
2. Civil Liberties/Rights: Structure, Enforcement of Individual Rights, Group Rights, National Security

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Choice-Based Credit System

3rd YEAR, SEMESTER VI

LLBH601-COMPARATIVE CONSTITUTION

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|--------------------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLBH601 | HEC | COMPARATIVE CONSTITUTION | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

UNIT-IV: Federalism

1. Federalism: Concepts of Federalism and Federal Government-Conditions Essential for Federalism; Patterns of Federal Government: U.S.A, Australia, Canada and India
2. New Trends in Federalism: Cooperative Federalism-Political factors Influencing Federalism, Central Control v. State Autonomy-Dynamics of Federalism

UNIT-V: Parliamentary Privileges and Amendment Process

1. Parliamentary privileges - Comparative study with UK, Parliamentary privileges and anti-defection Law, Need for Legislation on Parliamentary privileges in India
2. Process of amendment – Comparative study with USA, Types of Amendment, Judicial scrutiny of Amendments to the constitution

REFERENCES:

Books:

1. Basu, D. D. (2014). *Comparative Constitution Law*. Gurgaon: LexisNexis India.
2. Basu, D. D. (2022). *Introduction to the Constitution of India*. New Delhi: Lexis-Nexis
3. Chemerinsky, E. (2006). *Constitutional Law, Principles and Policies*. Aspen publishing
4. David, V. and Tushnet, M. (2009). *Global Perspectives on Constitutional Law*. New Delhi. Oxford University Press.

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3rd YEAR, SEMESTER VI

LLBH601-COMPARATIVE CONSTITUTION

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|--------------------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLBH601 | HEC | COMPARATIVE CONSTITUTION | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

5. Devins, N and Fisher, L. (2010). *The Democratic Constitution*. London: Oxford University Press.
6. Elkins, Z Ginsburg, T. Melton, J. (2009). *The Endurance of National Constitutions*. Cambridge: Cambridge University Press.
7. Forsyth, C. Elliott, Jhaveri, M. S. (2010). *Effective Judicial Review: A Cornerstone of Good Governance*. New Delhi. Oxford University Press.
8. Giussani, E. (2008). *Constitutional and Administrative Law*. London. Sweet and Maxwell.
9. Kashyap, S. (2004). *Framing of Indian Constitution*. New Delhi. Universal Law Publication.
10. Khilnani, S. Raghavan, V. Thiruvengadam, A. (2013). *Comparative Constitutionalism in South Asia*. New Delhi. Oxford University Press.
11. Pylee, M.V. (2006). *Constitution of the World*. New Delhi. Universal Law Publication.
12. Singh, M.P. (1989). *Comparative Constitutional Law*. Lucknow. Eastern Book Company.
13. Strauss, D. (2010). *The Living Constitution*. New Delhi. Oxford University Press.
14. Swamy, S.K. (2009). *Democracy and Constitutionalism in India – A Study of the Basic Structure Doctrine*. New Delhi. Oxford University Press

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Choice-Based Credit System

3rd YEAR, SEMESTER VI

LLBH602- PROBATION AND PAROLE

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|----------------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLBH602 | HEC | PROBATION AND PAROLE | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C – Credit, DC- Departmental Core, CCC- Compulsory Clinical Course, HEC- Honours Elective Course, DEC- Departmental Elective Course

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

Course Educational Objectives: The student will be able to:

1. Introduce the concept of probation and parole under criminal law procedures.
2. Demonstrate basic and conceptual knowledge about crime, punishment, probation and parole.
3. Analyse the state-imposed punishments' meaning and nature.
4. Evaluate the history of punishments through the ages both in and outside India

Course Outcomes: The Students will be:

1. Gain basic knowledge and understanding of community corrections programs and diversions.
2. Able to develop skills in analysing, interpreting, and evaluating issues related to probation and parole.
3. Discusses the factors which determine the punitive policies and practices and how the nature and quantum of punishment are decided in the courts
4. Distinguish the difference between probation and parole.



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LLBH602- PROBATION AND PAROLE

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|----------------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLBH602 | HEC | PROBATION AND PAROLE | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

COURSE-CONTENT:

UNIT-I: Introduction of Correctional System

1. Overview of Corrections
2. Overview of Community Correction and Community-Based Corrections Theories
3. Pre-trial release, diversion and sentencing
4. The need for reformation and rehabilitation of offenders undergoing punishment or imprisonment

UNIT-II: Treatment or Correction of Offenders

1. Classification of offenders through modern diagnostic techniques
2. The role of psychoanalysts and social workers in the prison
3. Vocational and religious education and apprenticeship programs for the offenders, Group counseling and re-socialization programs, Prisoner's organizations for self-government, Participation of inmates in community services
4. An appraisal of reformative techniques
5. Efficacy of imprisonment as a measure to combat criminality and the search for substitutes.

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3rd YEAR, SEMESTER VI
LLBH602- PROBATION AND PAROLE

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|----------------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLBH602 | HEC | PROBATION AND PAROLE | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

UNIT-III: Nature and Concept of Probation

1. Historical Background, Application of probation – utility and misconception
2. Probation of Offenders Act, 1958: Conditions of Probation, Power of Court to release certain offenders after admonition, Power of Court to release certain offenders on probation of good conduct, Power of Court to require released offenders to pay compensation and costs.
3. Restrictions on the imprisonment of offenders under twenty-one years of age.
4. Report of the probation officer to be confidential, Variation of conditions of probation
5. Procedure in case of offender failing to observe conditions of bond, Provisions as to sureties.

UNIT-IV: Nature and Concept of Parole

1. Nature of Parole and authority for granting parole
2. Supervision of parolees
3. Parole and conditional release
4. Release of the offender and problems of the released offender
5. Attitude of the community towards the released offender
6. Prisoners and societies and other voluntary organisations

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3rd YEAR, SEMESTER VI

LLBH602- PROBATION AND PAROLE

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|----------------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLBH602 | HEC | PROBATION AND PAROLE | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

UNIT-V: Current Issues and Challenges of Parole

1. Comparison between Parole, Probation and Furlough
2. Structure of Parole Boards and their functions
3. Parole Violation
4. Judicial Trend and Government Action
5. Current problems and challenges in Correctional Administration.

REFERENCES:

Bare-Acts:

1. Code of Criminal Procedure, 1973
2. Indian Penal Code, 1860

Books:

1. Abadinsky, H. (1994). *Probation and Parole: Theory and Practice*. (5th ed). US: Prentice Hall Publication
2. Pandey, D. C. (1983). *Habitual offenders and the law*. Mumbai: N.M. Tripathi Private Ltd.
3. Paranjape, N.V. (1976). *Criminology and Administration of Criminal Justice*. (2nd ed.) Allahabad: Central Law Agency.
4. Shrivastava, O. P. (2018). *Principles of Criminal Law*. (7th ed). Lucknow: Eastern Law Publication.

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3rd YEAR, SEMESTER VI

LLBH602- PROBATION AND PAROLE

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|----------------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLBH602 | HEC | PROBATION AND PAROLE | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

5. Shrivastava, S. S. (2021). *Criminology, Penology and Victimology*, (6th ed). Central Law Agency.
6. Siddique, A. (1997). *Criminology: problems and perspectives*. (4th ed). Lucknow: Eastern Book Publication.
7. Williams, K. S. (1997). *Textbook on Criminology*. London: Blackstone

Case-Reporters:

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



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Choice-Based Credit System
3rd YEAR, SEMESTER VI

LLBO604- LAW OF CORPORATE FINANCE

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|--------------------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLBO604 | DEC | LAW OF CORPORATE FINANCE | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C – Credit, DC- Departmental Core, CCC- Compulsory Clinical Course, HEC- Honours Elective Course, DEC- Departmental Elective Course

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

Course Educational Objectives: The student will be able to:

1. Develop a critical understanding of the principles of corporate finance law.
2. Apply the methods and law of Corporate Financing
3. Evaluate the concept of legal capital that embraces the rules relating to the raising of capital equity finance and debt finance.
4. Appraise the concept of Corporate Fund Raising through depositories and various institutions.

Course Outcomes: The student will be:

1. Understand the concepts of corporate finance.
2. Demonstrate the Various Maxims of tort, negligence, nuisance and rights of consumers.
3. Employ the legal principles of corporate finance.
4. Analyse the process of administrative regulation on corporate finance.

COURSE CONTENT:

UNIT I: Introduction of Corporate Finance

1. Meaning of Corporate Finance
2. Importance and scope of corporate finance
3. Objectives of corporation finance
4. Methods of Financing

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LLBO604- LAW OF CORPORATE FINANCE

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|--------------------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLBO604 | DEC | LAW OF CORPORATE FINANCE | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

UNIT-II: Shares

1. Nature and Kind of Shares
2. Share Capital
 - a. Transfer, Transmission, Surrender and forfeiture of Shares
 - b. Purchase by Company of its own shares
 - c. Issue of shares at premium and discount
3. Public issue of shares
 - a. Prospectus
 - b. Remedies for misrepresentation

UNIT-III: Investor's Protection

1. Shareholder's Rights: Rights and variations of shareholders rights
2. Debentures; Kinds of Debenture and Remedies of Debenture Holder
3. Difference between Share and Debentures
4. Company Charges

UNIT-IV: Insider Trading and SEBI

1. Insider Trading
2. SEBI's Guidelines on Insider Trading
3. Securities and Exchange Board of India (SEBI): Constitution, Powers and Functions

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3rd YEAR, SEMESTER VI

LLBO604- LAW OF CORPORATE FINANCE

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|--------------------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLBO604 | DEC | LAW OF CORPORATE FINANCE | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

UNIT-V: Auditors

1. Reconstruction, Amalgamation and take over: provisions in Company Law
2. Comptroller and Auditor General of India
3. Auditors: **a.** Appointment, powers, duties and removal of auditors **b.** Special Audit **c.** Director Responsibility statement in Board Report **d.** National Advisory Committee on Accounting Standards

REFERENCES:

Bare Acts:

1. SEBI Act, 1992
2. The Securities Market (Including Stock Exchange, Securities Contracts, Regulation Act) 195

Books:

1. Myneni, S.R. (2022). Law on Corporate Finance. (1st Ed.). New Delhi: New Era Law Publication
2. Brealey, R. A. (2018). Principles of Corporate Finance. (12th Ed.). New Delhi: McGraw Hill Education
3. Mittal, D. P. (2019). Law Relating to Corporate Financing. Nagpur: Book Corporation

Case-Reporters:

1. All India Reporters
2. Manupatra Database
3. Supreme Court Cases



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LLBO605- INFORMATION TECHNOLOGY LAW

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|----------------------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLBO605 | DEC | INFORMATION TECHNOLOGY LAW | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C – Credit, DC- Departmental Core, CCC- Compulsory Clinical Course, HEC- Honours Elective Course, DEC- Departmental Elective Course

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

Course Educational Objectives: The student will be able to:

1. Focus the studying information technology law.
2. Evaluate the applicability of other laws in the digital environment.
3. Familiarize the students with the fundamentals of computers, operating systems, networking, and the use of computers in data processing.
4. Recognize the importance of the information and apply their knowledge and to expose them to present-day capabilities and limitations.

Course Outcomes: The students will be:

1. Able to understand the provisions of Information Technology laws provided to facilitate electronic commerce – electronic signatures, data protection, cyber security, penalties & offences under the IT Act, dispute resolution, and other contemporary issues.
2. Able to identify issues related to information security.
3. Understand the basics of personal computers and their operations.
4. Use Internet/Web services as a resource for learning and discovery.

COURSE CONTENT:

UNIT-I: Information Technology law in India

1. Genesis and Necessity of Cyber law in India.
2. Salient features of the Information Technology Act, 2000.
3. Object, scope and application of Information Technology Act, 2000
4. Fundamentals of Digital Communication
5. Communication Channel
6. Measurement of Information

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LLBO605- INFORMATION TECHNOLOGY LAW

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|----------------------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLBO605 | DEC | INFORMATION TECHNOLOGY LAW | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

UNIT II: Various concepts and Definitions under Information Technology Act, 2000

1. Digital Signature, Electronic Signature, Computer, Key Pair, Subscriber, Verification
2. E-Governance
3. Regulation of Certifying Authorities
4. Electronic Records and Duties of Subscribers etc.
5. Torts & contract on Internet

UNIT-III: Offences and challenges under Information Technology Act, 2000 and 2008

1. Constitutional perspective of Information Technology
2. Offences and Cyber Crimes: Stalking, Hacking, tempering, Junk Spamming, publication of obscene material, offences of computer, Spam & virus, Defamation and internet
3. Challenges in Information Technology

UNIT-III: Penalties and Adjudication

- a. The Cyber Regulations Appellate Tribunal
- b. Offences
- c. Network Service providers are not liable in certain cases.
- d. Miscellaneous.
 - a. Various Government Initiatives for awareness
 - b. The Information Technology (Amendment) Act, 2008

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Choice-Based Credit System
3rd YEAR, SEMESTER VI

LLBO605- INFORMATION TECHNOLOGY LAW

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|----------------------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLBO605 | DEC | INFORMATION TECHNOLOGY LAW | 4 | 0 | 0 | 4 | 60 | 20 | 20 | 0 | 0 |

UNIT-V: Right of Privacy (on the Internet) Media Law

1. Right to Privacy – Breach of (Defamation, Trespass, Nuisance)
2. Breaching confidence and harassment
3. Privacy on Internet
4. Real Victims of Virtual Crime

REFERENCES:

Bare-Acts:

1. Indian Penal Code, 1860
2. Information Technology Act, 2000
3. Evidence Act, 1872

Books:

1. Nandan, K. (2007). *Law Relating to Computers Internet & E-commerce – A Guide to Cyberlaws & The Information Technology Act, Rules, Regulations and Notifications along with Latest Case Laws*. (Ed. 3). New Delhi: Universal Law Publishing Co Ltd.
2. Seth, K. (2013). *Computers Internet and New Technology Laws*. New Delhi: Lexis Nexis
3. Mali, P. (2015). *Cyber Law and Cyber Crimes*. Mumbai: Snow White Publications
4. Gupta, A. (2016). *Commentary on Information Technology Act*. New Delhi: Lexis Nexis
5. Debrati, H. & Jaishankar, H. (2017). *Cyber Crimes Against Women*, New York: Sage Publications

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3rd YEAR, SEMESTER VI

LLBTP06- TERM PAPER-VI

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|---------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLBTP06 | DC | TERM PAPER-VI | 0 | 0 | 6 | 3 | 0 | 0 | 0 | 0 | 100 |

Legends: L - Lecture; T - Tutorial/Teacher Guided Student Activity; P – Practical; C - Credit; DC- Departmental Core, CCC- Compulsory Clinical Course, HEC- Honours Elective Course, DEC- Departmental Elective Course
*Teacher Assessment shall be based on the following components: **Handwritten Write-up- 50 Marks, and Presentation- 50 Marks (Panel Examination).**

Course Educational Objectives: The student will be able to:

1. Explore the possible practical applications of the various theories that have been formulated so far in the present semester.
2. Look up the national and international cases related to the theories which they are studying in the present semester.
3. Visit and collect samples according to the requirement of the topic chosen by them and assess the current situation.

Course Outcomes: The students will be:

1. Understand the syllabus of the current semester.
2. Be able to choose the topic of their interest in write-up and presentation
3. Be able to apply the theories and legal provisions according to the requirement of the topic.
4. Enhance the legal knowledge and presentations skills
5. Enhance the research and development skill in legal field

COURSE- DESCRIPTION

This paper will carry Maximum of 100 Marks which will be divided into Write up and Presentation examination. This course will be taught through class instructions and simulation exercises with the assistance of Faculty. Apart from teaching the relevant provisions of law, the course shall include the seminar presentation on the topics of the syllabus extracted from the ongoing semester.

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3rd YEAR, SEMESTER VI
LLBTP06-TERM PAPER-VI

| COURSE CODE | CATEGORY | COURSE NAME | L | T | P | CREDITS | TEACHING & EVALUATION SCHEME | | | | |
|-------------|----------|---------------|---|---|---|---------|------------------------------|---------------|----------------------|-------------------------|----------------------|
| | | | | | | | THEORY | | | PRACTICAL | |
| | | | | | | | END SEM University Exam | Two Term Exam | Teachers Assessment* | END SEM University Exam | Teachers Assessment* |
| LLBTP06 | DC | TERM PAPER-VI | 0 | 0 | 6 | 3 | 0 | 0 | 0 | 0 | 100 |

The Term Paper consists of four major sections:

1. Introduction
2. Background
3. Analysis
4. Conclusion

Details of the Sections:

1. Introduction

- a. Introduce and note why the topic is important
- b. Briefly summarize necessary background information
- c. Statement of problem of your topic
- d. Convey the roadmap of your paper

2. Background: Comparative study

- a. Describe the genesis of the subject
- b. Describe the changes that have occurred during the development
- c. Explain the reasons for the changes
- d. Describe the current situation

3. Analysis

- a. Discuss the major issues of your paper
- b. Present the argument and separate issues and sub issues
- c. Use organisational paradigms where appropriate

4. Conclusion

- a. Restate the term paper
- b. Summarize the major point of the paper

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