

Course code	BLW301					
Course title	Business Research Methods					
Scheme and Credits	L	T	P	S	Credits	Semester-
	4	0	0		4	3rd
Pre-requisite (if any)	Descriptive statistics & probability					

Course Objectives:

1. To familiarize students with basic of research and the research process.
2. To help students in conducting research work and making research reports.
3. To identify various sources of information for literature review and data collection.
4. To write a research report and thesis & research proposal

Course Outcome: Student will

CO 1: Ability to understand root notion and significance of Research methods & literature

CO 2: Understand different approaches of research & ethics

CO 3: Ability to learn Different Sampling Techniques

CO 4: Ability to learn & apply analysis techniques in research.

Modules	Serial of Modules	Text Book as per Syllabus	Total hours of teaching	Blooms Level
M-I:	• Types of Research: (a) Pure and Applied, (b) Exploratory, Descriptive, (c) Experimental • Scientific Study of Social Phenomena: (a) The Scientific Method, Logic in Social Science, (b) Objectivity and Subjectivity in Social Science, (c) Positivism and Empiricism. Methods of research: (a) Quantitative and Qualitative (Characteristics and Differences Sources of Data : Primary & Secondary. • Literature Review: Concept, necessity, research gap, reference, and plagiarism.	Research Methodology: Methods And Techniques – C.R.Kothari, New Age International Publishers	10	BL1, BL2, BL3
M-II:	• Techniques of Data Collection: (a) Survey, (b) Observation, (c) Questionnaire (d) Interview.	Research Methodology: Methods And	10	BL3, BL4,

	• Measures of Central Tendency & Dispersion: Mean; Median; Mode; Range; Mean Deviation; Standard Deviation.	Techniques – C.R.Kothari, New Age International Publisher		BL5, BL6
M-III:	• Sampling Theory: Concept; Need and Importance of Sampling; Types of Sampling Methods. • Estimation – Theory & Concepts; Point & Interval Estimation. • Hypothesis Testing: Definition, Concepts, Types of hypothesis, Test Statistics, Critical Value, Decision Rule, Procedure, Hypothesis testing for mean.	Research Methodology: Methods And Techniques – C.R.Kothari, New Age International Publishers	10	
M-IV:	• Introduction to Data Analysis Techniques: Introductory concepts to Univariate, Bi-variate and Multi-variate techniques • Correlation & Regression Analysis • Data Ethics: Concept, business benefits, Principles, ethical use of algorithms	Managerial Statistics – S.Roychoudhury & D.Bhattacharya, U.N.Dhur PVT LTD	10	

Recommended Study Material:

1. Kothari, C.R.: Research Methodology – Methods and Techniques, New Age International Ltd.
2. Managerial Statistics – S.Roychoudhury & D.Bhattacharya, U.N.Dhur PVT LTD
3. Inferential Statistics - S.Roychoudhury & D.Bhattacharya, U.N.Dhur PVT LTD

CO & PO Mapping:

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
COBBACCBB301.1		3	3			3	3	
COBBACCBB301.2		3	3			3	3	
COBBACCBB301.3		3	3			3	3	
COBBACCBB301.4		3	3			3	3	

PO2: Identification of the Nature of a Problem Area	
Competency	Indicators
2.1. Demonstrate an ability to identify an area that requires problem solving.	2.1.1. Ability to contribute towards problem solving methods.

2.2 Demonstrate an ability to assess the business environment and understand their impact on the business.	2.1.2. Understanding a problem or issues belong to which of the specialized areas- Finance, HR or marketing 2.2.1. To be able to identify the different factors that influence the business.
PO3: Decision Making Skills	
Competency	Indicators
3.1 To be able to demonstrate the different aspects that can get influenced by the decision taken within the business.	3.1.1 Capability of implementation of a decision after proper assessment, 3.1.2 Follow up the changes that are occurring due to the implementation
PO6: Integration of Functions	
Competency	Indicators
6.1 Demonstration of the ability to identify gaps in a business strategy, and to be able to close these gaps. 6.2 Demonstrate the identification of changing trends in a business and operation of the functional areas accordingly.	6.1.1. Continuation of Professional development and observation skills, 6.1.2. Using rational approach towards an issue. 6.2.1. Ability to study the changes in preferences of customers and
PO7: Deployable Skill set	
Competency	Indicators
7.1. Demonstrating the ability to identify the nature of a problem appearing during the course of business. 7.2. Demonstrating the ability to apply the learned skill set as when required.	7.1.1. Acknowledgement of the existence of a problem. 7.1.2. Deciding the overall nature of the problem and its minor details. 7.2.1. Ability to implement the required knowhow as when necessity arises.

Subject code	BLW302					
Subject title	Business Ethics					
Scheme and Credits	L	T	P	S	Credits	Semester-
	4	..	..		4	3
Pre-requisite (if any)	Basic Concept of Management					

Course Objectives:

1. Students can distinguish between values and skills and understand the need, basic guidelines, content and process of value education.
2. Students can initiate a process of dialog with themselves to know what they “really want to be” in their life and profession.
3. Students can understand the meaning of happiness and prosperity for a human being.
4. To facilitate students in applying the understanding of harmony in existence in their profession and lead an ethical life.

Course Outcome:

CO 1: Students understand the significance of inputs in a classroom, distinguish between values and skills, understand the need, basic guidelines, content and prosperity and process of value education, explore the meaning of happiness and prosperity.

CO 2: Students can distinguish between the Self and Body, they can understand the meaning of Harmony in the Self and co-existence of Self and Body.

CO 3: Students can understand the value of harmonious relationship based on trust, respect and other naturally acceptable feelings in human-human relationships and explore their in ensuring a harmonious society.

CO 4: Distinguish between ethical and unethical practices, and start working out the strategy to actualize a harmonious environment wherever they work.

Course content:

Modules	Topic	Text Book as per Syllabus	CO
Module 1	Understanding the need basic guidelines, content and process for Value Education; Self-Exploration-its content and process; Happiness and Prosperity—A basic Human Aspirations.		CO1
Module 2	Co-existence of the sentient ‘I’ and the material ‘Body’, Understanding the needs of Self (I) and ‘Body’, Understanding the harmony of ‘I’ with the Body.		CO2
Module 3	Understanding harmony in the family, Understanding values in human-human relationship, meaning of <i>Nyaya</i> , Trust(<i>Vishwas</i>) and Respect(<i>Samman</i>) as the foundational values, Understanding the harmony in the society.		CO3
Module 4	National acceptance of human values, Ethical Human Conduct, Humanistic Constitution and Humanistic Universal Order, Competence in Professional Ethics: a) Ability to utilize the professional competence for augmenting universal human order, b)Ability to identify the scope and characteristics of people-friendly and eco-friendly production systems technologies and management models, Socially and Ecologically responsible engineers, managers, technologists etc, Mutualiy enriching institutions and organizations.		CO4

Recommended Books:**Text Book:**

- 1.
- 2.

References:

- 1.
- 2.

CO-PO Mapping:

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CO1		3				2	2	3
CO2		3				3	2	3
CO3		3				2	3	3
CO4		3				2	2	3

3= Strong 2=Average 1=Weak (Kindly mention the Number only)

PO & PI Mapping:

PO 2 : Students will be able to apply their conceptual understanding of marketing, finance and human resources in the real world	
Competency	Indicators
2.1. Demonstrate an ability to identify an area that requires problem solving	2.1.1 Ability to contribute towards problem solving methods 2.1.2 Understanding a problem or issue belong to which of the specialized areas Finance, HR or marketing
2.2 Demonstrate an ability to assess the business environment and understand their impact on the business	2.2.1 To be able to identify the different factors that influence the business
PO 6 : Students will be able to integrate functional areas of management for planning, implementation and control of business decisions.	
Competency	Indicators
6.1 Demonstration of the ability to identify gaps in a business strategy, and to be able to close these gaps.	6.1.1. Continuation of Professional development and observation skills. 6.1.2. using rational approach towards an issue.
6.2 Demonstrate the identification of changing trends in a business and operation of	6.2.1. Ability to study the changes in

the functional areas accordingly.	preferences of customers. 6.2.2. Study in the changes in political & technological environment.
PO 7 :Students will develop deployable skills parallel to the chosen functional/specialized area.	
Competency	Indicators
7.1 Demonstrating the ability to identify the nature of a problem appearing during the course of business.	7.1.1 Acknowledgement of the existence of a problem 7.1.2 deciding the overall nature of the problem and its minor details.
7.2 Demonstrating the ability to apply the learned skill set as when required.	7.2.1. Ability to implement the required knowhow as when necessity arises.
PO8 : Students will develop the capability to demonstrate increased level of sensitivity towards areas that require ethical and moral addressing during the course of business.	
Competency	Indicators
8.1. To Demonstrate the ability to identify that there is a moral dilemma.	8.1.1. The ability to identify the confusion or the dilemma that is in existence.
8.2. Demonstration of the ability to solve the moral dilemma.	8.2.1. Ability to select the best path that will serve to a bigger interest of the stakeholders and the society.

DEPT:	LAW				
SEMESTER:	3rd SEMESTER				
SUBEJCT CODE:	BLW304				
SUBEJCT NAME:	LAW OF CONTRACT - II				
Module No.	Text Book Name, Author, Publisher with edition	Section No. (if any)	Chapter No	Exercise Nos.	Page No. (from – to)
1	CONTRACT AND SPECIFIC RELIEF; Avtar Singh; 12th Edition; EBC	N/A	VIII	N/A	592-666
2	CONTRACT AND SPECIFIC RELIEF; Avtar Singh; 12th Edition; EBC	N/A	IX	N/A	671-711
3	CONTRACT AND SPECIFIC RELIEF; Avtar Singh; 12th Edition; EBC	N/A	IX	N/A	671-711
4	Indian Partnership Act, 1932, Universal Law Publications	N/A	Bare ACT	N/A	-
5	CONTRACT AND SPECIFIC RELIEF; Avtar Singh; 12th Edition; EBC	N/A		N/A	841- 956



University of Engineering and Management
Institute of Engineering & Management, New Town Campus
University of Engineering & Management, Kolkata



Syllabus for 2nd Year BB.A.LL. B (3rd Semester)

Subject Name: Law of Contract II

Credit: 4

Lecture Hours: 60

Subject Code: BLW304

Module number	Topic	Sub-topics	Mapping with Industry and International Academia	Lecture Hours	Corresponding Cases
1	Indemnity and Guarantee	a) Nature and definition; b) Special Contracts Indemnity & Guarantee c) Rights of indemnity holder; d) Commencement of liability; e) Contract of Guarantee Nature and definition; f) Essential features of guarantee; g) Extent of surety's liability, discharge of surety; h) Rights of the surety			• <i>Dugdale v. Lovering</i>, 1875 • <i>Swan v. Bank of Scotland</i>, 1836 • <i>National Provincial bank of England v. Brackenbury</i>, 1906 • <i>Yarlagadda Bapanna v. Devata China Yerkayya</i> AIR 1966 AP 151 • <i>Hindutatan Steelworks Corpn Ltd v. Tarapore & Co</i> (1996) 5SCC 34 • <i>Bonar v. Macdonald</i> (1850) 3 HLC 226 • <i>Chunibhai Patel v Nath Bhai</i> AIR 1944 Pat 1. • <i>Coutts & Co v Brown Lecky</i> 1946 2 All ER 207.

					• <i>Industrial Finance Corporation of India v PVK Papers Ltd</i>, AIR 1992 All 239. • <i>State Bank of India V Indexport Regisered</i> (1992) 3 scc 159. • <i>Centax (India) Ltd v Vinmar Impex Inc</i> (1986) 4 SCC 136. • <i>Gajanan Moreshwar v. Moreshwar Madan</i>, AIR 1942 Bom 302 •
2	Bailment	a) Rights and Duties of Bailor/Bailee b) Types of bailment c) Lien and Pledge d) Modes of crating bailment and pledge e) Rights and duties of <i>pawnor</i> and <i>pawnee</i>			• <i>Union of India v Sugauli Sugar Works</i> (1976) 3 SCC 32. • <i>Bank of chittor v Narsimbulu</i> AIR 1966 Ap 163. • <i>Kalia Perumal Pillai v Visalakshmi</i> AIR 1938 Mad 32. • <i>N.R. Srinivas Iyer v New India Insurance Co ltd</i> (1983) 3 SCC 458. • <i>RamGulam v Govt of UP</i> AIR 1950 All 206. • <i>Secy of State v. Sheo Singh Rai</i>, (1880) 2All 206 • <i>Lasalgaon Merchants Cooperative Bank Ltd v Prabhudas Hathibhai</i> AIR 1966 Bom 134. • <i>R.S. Deboo v. M.V. Hindlekar</i> AIR 1995 Bom 68 • <i>State of Gujrat v Memon Mohd</i> AIR 1967 SC 1885.

					• <i>Gurbax Rai v Punjab National Bank</i> (1994) 3SCC 96. • <i>Moorvi mercantile Bank Ltd. V. Union of India</i> 1965 •
3	Agency	a) Definitions of Agent and Principal b) Creation of Agency and its Termination c) Rights and Duties of Agents and Principal d) Sub Agency			• <i>Great Northern Railway v. Swaflied</i>, 1874 • <i>Bolton Partners v. Lambert</i> • <i>Keighly, Masted & Co. v. Durant</i>, 1901 • <i>Kelner v. Baxter</i>, 1866 • <i>Shephard v Cartwright</i>, [1953] Ch 728. • <i>Beaven v Webb</i>, [1901] 2 Ch 59. • <i>Laxmi Narain Ram Gopal & Sons v Hyderabad Government</i>, AIR 1954, SC 364. • <i>United Commercial Bank V Hem Chandra Sarkar</i>, AIR 1990 SC 1329. • <i>Debenham v Mellon</i> 1880 AC 24. • <i>Sims & Co v Midland Rly Co</i>, [1913] 1 KB 103. • <i>Jayabharati Corp v SUPNSNR Nadar</i>, AIR 1992 SC 596. • <i>Attwood v Munnings</i> [1827] 7 B & C 278. • <i>Reid v Rigby</i> [1894] 2 QB 40. • <i>Jacob v Morris</i> [1902] 1 Ch 816

4	Partnership and LLP	a) Nature and definition; b) Types of Partners c) Test of partnership, registration of partnership; d) Minor as a partner; e) Dissolution of partnership f) LLP Act 2008 – scope and background g) LLP and firm major differences h) LLP as a body corporate – essential features i) Process of registration of LLP			• <i>Rasik Lal & Co v CIT</i>, AIR 1998 SC 401. • <i>Abdul v Century Wood Industries</i>, AIR 1954 Mys 33. • <i>Prativa Rani v Suraj Kumar</i> AIR 1985 SC 628. • <i>Ram Priya Saran v. Ghan Sham Das</i> AIR1981All184 • <i>K.D.Kamath v. Commissioner of Income Tax (1971)2SCC873</i> • <i>Smith v Anderson</i> [1880] 15 Ch D247. • <i>R. R Sarna v Reuben</i> AIR 1946 Oudh 68. • <i>Cox v Hickman</i> [1860] 8 HLC 268. • <i>Badley v Consolidated Bank</i>, [1888] 38 Ch D 238. • <i>Rawlison v Clarke</i> [1846] 153 ER 860. • <i>Man v D Arcy</i> [1968] 2 All ER 172. • <i>Helmores v Smith</i> [1886] 35 Ch D 436. •
5	The Sale of Goods Act, 1930	a) Definitions and concepts b) Distinction between Sale and Agreement to Sale c) Conditions and Warranties d) Passing of Property e) Rights of Unpaid Seller f) Remedies for Breach of Contract			• <i>Graff v Evans</i> [1882] 8QBD 373. • <i>Alridge v Johnson</i> [1857] 26 LJ QB 296. • <i>Helby v Mathews</i> [1893] AC 417. • <i>State of Gujarat v. Ramanlal S. & Company</i>, AIR, 1965 Guj. 60 • <i>Rowland v. Duvall</i> [(1923) 2 K.B.] • <i>Goddard v. Hobbs</i> [(1878) 4 App. Cas. 13] • <i>Rugg v. Minett</i>, 1809 • <i>Zaguny v. Furnell</i>, 1809 • <i>Bharneha v. Wadilal</i> [28 Bom. L.R. 777 PC] • <i>Lee v Butler</i> [1893] 2 QB 318. • <i>Raj Steel v State of A.P.</i>, AIR 1989 SC 1696.

					• <i>Barrow Lane & Ballard v Phillips</i> [1929] 1KB 574. • <i>Harrison v Knowles & Foster</i> [1917] 2 KB 606: All ER Rep 306. • <i>Baldry v Marshall</i> [1925] 1KB 206. • <i>Niblett v Confectioners' Materials Co</i>, [1912] 3 KB 387: All ER Rep 459 CA. • <i>Re Andrew Yule & Co</i>, AIR 1932 Cal 879. • <i>Gardener v Gray</i>, [1850] 4 Camp 144: 171 ER 46. • <i>Sacks v Tilley</i> [1915] 32 TLR 148. • <i>Knights v. Wiffen</i> [(1870) L.R. 5Q.B. 600]
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Books Recommended:

Text Books

- Avtar Singh, Law of Contract and Specific Relief, Eastern Book Company, 2013 (11th Edn)
- Pollock & Mulla, Indian Contract and Specific Relief Act, Lexis Nexis, 2013(14th Edn)
- Avtar Singh, Law of Partnership, Eastern Book Company, 2012 (4th Edn)
- Avtar Singh, Sale of Goods, Eastern Book Company, 2011 (7th Edn)

Reference Text Book

- Michael G. Bridge (ed.), Benjamin's Sale of Goods, Sweet & Maxwell, 2013 (8th Edn)
- P.S. Atiyah, Sale of Goods, Pearson Education, 2010 (12th Edn)
- B.M. Prasad and Manish Mohan, Khergamvala on the Negotiable Instrument Act, 2013, Lexis Nexis, 2013 (21st Edn)
- P. Mulla, The Sale of Goods and Indian Partnership Act, Lexis Nexis, 2012 (10th Edn)
- S. P. Sengupta, Commentaries on Negotiable Instruments' Act, Central Law Agency, 2008 (3rd Edn)

COURSE OUTCOME (CO) – PROGRAMME OUTCOME (PO) MAPPING:

COURSE OUTCOMES:

1. Analyse the difference between contract parts I and II.
2. Apply contract law to complex problems using appropriate legal problem-solving techniques.
3. Utilise and apply legal referencing rules to written work.
4. Exercise judgement in the application of law of contract to simulated client situations in an academic environment.
5. Analyse the impact of contract law from a policy perspective.

CO-PO MAPPING

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1		3	3				2		2		3	
CO2	3	2	2		3			2			3	3
CO3	3	2		2		2					2	1
CO4	3	2	2									

University of Engineering and Management
Institute of Engineering & Management, New Town Campus
University of Engineering & Management, Kolkata

Syllabus for

Subject Name: Constitutional Law I

Credit: 4

Lecture Hours: 60

Subject Code: BLW306

Module number	Topic	Sub-topics	Mapping with Industry and International Academia	Lecture Hours	Corresponding Cases
1	Introduction	- Historical Background; Nature of constitution, features of constitution. - Preamble (with special emphasis on JUSTICE through Liberty, Equality, and Fraternity) - Formation of State (Art. 2, 3, 4), - Constitutional Citizenship (Art. 5, 6, 7, 8, 9, 10, 11 & Citizenship Act, 1955)		5	<i>The Berubari Union AIR 1960 SC 845</i> <i>Shankari Prasad v. UOI AIR 1951 SC 458</i> <i>Golaknath v. State of Punjab AIR 1967 SC 1643</i> <i>Kesavanavda Bharati v. State of Kerala AIR 1973 SC 1461</i> <i>Indira Nehru Gandhi v. Raj Narain AIR 1975 SC 2299</i> <i>Minerva Mills v. UOI AIR 1980 SC 1789</i>

2	Fundamental Rights	• Definition of State (Art. 12), • Pre-constitutional & Post Constitutional operation of law (Art. 13) • Right to Equality (Art. 14 to Art. 18) • Right to Freedom (Art. 19-22) • Right against Exploitation (Art. 23-24), Right to Freedom of Religion (Art. 25-28) • Cultural & Minorities Rights (Art. 29-30) • Right to Constitutional Remedies (Art. 32) • Judicial Review & Judicial Activism.	30	UOI v. R.C. Jain, AIR 1981 SC 951 Som Prakash v. UOI AIR 1981 SC 212 Satyawati Sharma v. UOI AIR 2008 SC 3148 A.K. Gopalan v. State of Madras AIR 1950 SC 27 Keshavan Madhava Menon v. State of Bombay AIR 1951 SC 128 NLSA v. UOI AIR 2014 Sc 1863 Subramaniam swamy v. Director, CBI AIR 2014 SC 2040 E.P.Royappa v. State of Tamil Nadu AIR 1974 SC 555 Maneka Gandhi v. UOI AIR 1978 SC 597 Air India v. Nargesh Meerza AIR 1981 SC 1829 D.P, Joshi v. State of Madhya Bharat AIR 1955 SC 334 Indra Sawhney v. UOI AIR 1993 SC 477
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					PUDR v. UOI AIR 1982 SC 1473 Balaji Raghavan v. UOI AIR 1996 SC 770 Romesh Thapar v. State of Madras AIR 1950 SC 124 UOI v. Association for Democratic Reforms AIR 2002 SC 2112 PUCL v. UOI AIR 2003 SC 2363 Sakal Papers v. UOI Air 1962 SC 305 Bennett Coleman and Co. v. UOI AIR 1973 SC 106 Hamdard Dawakahana Lal kuan v. UOI AIR 1960 SC 554 Dharam Dutt v. UOI AIR 2004 SC 1295 PUDR v. UOI AIR 1982 SC 1473 Badhua Mukti Morcha v. UOI AIR 1984 SC 802 Lily Thomas v. UOI AIR 2000 SC 1650 State of madras v. Champakam Dorarirajan Air 1951 SC 226
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					I.R. Coelho v. State of Tamil Nadu AIR 2007 SC 861
3	Directive Principles of State Policy	• Directive Principles of State Policy; Relation between D.P.S.P & F.Rs; Difference between DPSP & F.Rts, • Enforceability of DPSP through Judiciary, • Conversion of DPSP to F.Rs (Environment, Education & Forest),		18	• <i>Olga Tellis v. Bombay Municipal Corporation</i> AIR 1986 SC 180 • <i>Unni Krishnan v. State of A.P.</i> AIR 1993 SC 2178 • <i>M.C. Mehta v. UOI</i> AIR 1988 SC 1115

4	Fundamental Duties	• Fundament Duties and its enforceability.		7	
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Books Recommended:**Text Books:**

1. V.N. Shukla, Constitution of India, Eastern Book Agency, 2014
2. M.P. Jain, Indian Constitutional Law, Lexis Nexis, 2013

References:

1. D.D. Basu, Introduction to the Indian Constitution of India, Prentice Hall of India Private Ltd., New Delhi, 1994
2. H. M. Seervai, Constitutional Law of India, Universal Law Publishing Co., Reprint, 2013
3. Glanville Austin, Indian Constitution-Cornerstone of the Nations, Oxford University Press, 1999
4. P.M. Bakshi, The Constitution of India, Universal Law Publishing Co., 2014

COURSE OUTCOME (CO) – PROGRAMME OUTCOME (PO) MAPPING:**COURSE OUTCOMES:**

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1. Understand the Foundation and Structure of the Indian Constitution: Students will be able to explain the significance of the Indian Constitution, including the roles and functions of the executive, legislative, and judicial branches.
2. Comprehend Fundamental Rights and Duties: Students will grasp the philosophical underpinnings of fundamental rights and duties as laid out in the Constitution, fostering a deeper appreciation of citizens' rights and responsibilities.
3. Analyze Constitutional History and Democratic Development: Students will acquire knowledge of the historical background of the Constitution's creation and its vital role in establishing a democratic India, including the organization of the Indian government and local administration.
4. Apply Knowledge of Directive Principles in Governance: Students will be able to apply insights on Directive Principles of State Policy to understand their impact on strengthening constitutional bodies such as the Comptroller and Auditor General, Election Commission, and Union Public Service Commission.
5. Evaluate the Structure of Federal Governance: Students will analyze the distinctive features of the Indian Constitution, exploring the roles of the Governor, Chief Minister, and the State Election Commission, as well as the distribution of powers among central, state, and local governments.

6. Assess the Role of Decentralization in Indian Democracy: Students will assess the importance of decentralization and the division of authority among central, state, and local self-governments, appreciating the mechanisms that support democratic governance at all levels.

MAPPING:

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12
CO1	3	3	2	3	2	2	1	2	2	3	1	1
CO2	1	3	3	2	2	2	1	2	1	3	1	1
CO3	2	2	1	2	1	3	1	1	3	2	2	3
CO4	2	2	1	2	3	2	1	2	3	3	1	1
CO5	2	2	1	2	2	3	1	1	1	3	2	2
CO6	2	3	3	1	1	1	3	2		3	1	1

Course code	BLW307					
Course title	PERSONALITY DEVELOPMENT					
Scheme and Credits	L	T	P	S	Credits	Semester-
	3	1	0		4	III
Pre-requisite (if any)	Basic knowledge of Organizational Behavior.					

Course Objectives:

1. Students will learn to apply personality development theory to solve workplace communication issues.
2. Students will learn to demonstrate the interpersonal skills required in the workplace.
3. Students will learn to manage resources effectively and efficiently in a professional context.
4. Students will learn to impart the correct practices of the strategies of effective business interactions.

Course Outcomes:

1	Students will develop abilities as critical thinkers and dynamic managers.
2	Students will Improves communication and leadership skills.
3	Students will use critical thinking as it pertains to using these tools for effective attitude in a professional setting.
4	Students will gain information-seeking skills and strategies necessary for sustaining in professional/ corporate workplace.

Course content:

Modules	Serial of Module	Text Book as per Syllabus	C O
Understanding People at Work: Individual Differences and Perception	The interactionist perspective, individual differences (Values and Personality), Perception. The role of Ethics and National Culture, using science to match candidates to jobs. Case Study	Organizational Behavior: Text and Cases Avinash K. Chitale, Rajendra Prasad Mohanty, Nishith Rajaram Dubey PHI Learning Pvt Ltd	CO1
Individual Attitudes and Behaviours, Theories and Motivation	Work attitudes, work behaviours, rebounding from defeat, Need based theories of motivation, Process based theories, Motivation in action, Case Study	Organizational Behavior: Text and Cases Avinash K. Chitale, Rajendra Prasad Mohanty, Nishith Rajaram Dubey PHI Learning Pvt Ltd	CO4

Personality and Goal setting	Introduction, Nature, shaping of Personality, Personality Traits, Determinants of Personality, Measuring Personality, SWOT analysis & Goal setting, Case Study	Organizational Behavior: Text and Cases Avinash K. Chitale, Rajendra Prasad Mohanty, Nishith Rajaram Dubey PHI Learning Pvt Ltd	CO3
Learning and Learning Theories	Introduction, Nature, Principles, Adults learning theories, Shaping Behaviour, Reinforcement of strategies, schedules and theory, Case Study	Organizational Behavior: Text and Cases Avinash K. Chitale, Rajendra Prasad Mohanty, Nishith Rajaram Dubey PHI Learning Pvt Ltd	CO2
Managing Stress and Emotion	What is stress, avoiding and managing stress, what are emotions? Emotion at work, Getting Emotional: Case Study	Organizational Behavior: Text and Cases Avinash K. Chitale, Rajendra Prasad Mohanty, Nishith Rajaram Dubey PHI Learning Pvt Ltd	
Conflicts and Negotiations, Making Decisions	Understanding Conflict, Causes and outcomes of conflict, Conflict Management, Negotiations, Case Study.	Organizational Behavior: Text and Cases Avinash K. Chitale, Rajendra Prasad Mohanty, Nishith Rajaram Dubey PHI Learning Pvt Ltd	

Recommended Books:

Textbooks	
Sl. No.	
1	Organizational Behavior: Text and Cases Avinash K. Chitale, Rajendra Prasad Mohanty, Nishith Rajaram Dubey PHI Learning Pvt Ltd

References	
Sl. No.	
1	The Art and Science of Business Communication
2	Transformational Leadership by Edward J Shelton

CO-PO Mapping:

CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
BBA 305.1	3	3	3					2
BBA 305.2	2	3	3					3
BBA 305.3	3	3	2					2
BBA 305.4	3	3	2					3

3= Strong 2=Average 1=Weak (Kindly mention the Number only)

PO & PI Mapping:

PO 1 : Students will develop the capability to assess alternate managerial choices and come up with optimal solutions.	
Competency	Indicators
1.1 Demonstrate an ability to plan/manage managerial activities	1.1.1 Identify the tasks required to complete the managerial aspects of a management activity, and the resources required to complete the tasks. 1.1.2 Ability to weigh the pros and cons of each of the alternatives or options available to a functional area of a business.
PO 2: Students will be able to apply their conceptual understanding of marketing, finance and human resources in the real world.	
Competency	Indicators
2.1. Demonstrate an ability to identify an area that requires problem solving.	2.1.1 Ability to contribute towards problem solving methods
2.2 Demonstrate an ability to assess the business environment and understand their impact on the business.	2.1.2 Understanding a problem or issue belong to which of the specialized areas Finance, HR or marketing.
	2.2.1 To be able to identify the different factors that influence the business.
PO 3:: Students will develop decision making skills with the help of analytical and critical thinking ability.	
Competency	Indicators
3.1 To be able to demonstrate the different aspects that can get influenced by the decision taken within the business.	3.1.1 Capability of implementation of a decision after proper assessment
3.2 To be able to demonstrate the optimal solution or close to an optimal solution to a given managerial problem.	3.1.2 Follow up the changes that are occurring due to the implementation (situation analysis methods can be of use)
	3.2.1 Reaching to a solution and evaluating it after observing the changes (Case study method can be implemented)
PO 8 : Students will develop the capability to demonstrate increased level of sensitivity towards areas that require ethical and moral addressing during the course of business.	
Competency	Indicators
8.1 To Demonstrate the ability to identify that there is a moral dilemma.	8.1.1. The ability to identify the confusion or the dilemma that is in existence
8.2 Demonstration of the ability to solve the moral dilemma.	8.2.1. Ability to select the best path that will serve to a bigger interest of the stakeholders and the society



University of Engineering and Management
Institute of Engineering & Management, New Town Campus
University of Engineering & Management, Kolkata

Syllabus for

Subject Name: Company Law 1

Credit: 4

Lecture Hours: 60

Subject Code: BLW308

COURSE OBJECTIVES:

1. To introduce students to the fundamental principles of company law and to develop a comprehensive understanding of the evolution, nature, characteristics, and classification of companies under the Companies Act, 2013.
2. To familiarize students with the legal framework governing the incorporation and formation of companies, including the roles, duties, rights, and liabilities of promoters, the process of registration, and the legal consequences of incorporation.
3. To develop a thorough understanding of the constitutional documents of a company, namely the Memorandum of Association and Articles of Association, and the legal doctrines governing corporate functioning, including the doctrines of ultra vires, constructive notice, and indoor management.
4. To examine the legal principles relating to corporate finance, including share capital, debentures, issue and allotment of securities, transfer and transmission of shares, dividends, charges, and investor protection mechanisms.
5. To enable students to understand the legal framework governing the management and administration of companies, including the appointment, powers, duties, responsibilities, and liabilities of directors, key managerial personnel, auditors, and company members.
6. To develop analytical and interpretative skills in applying statutory provisions and judicial precedents relating to company law for resolving practical legal and corporate governance issues.
7. To acquaint students with the principles of corporate governance, regulatory compliance, and ethical business practices, thereby preparing them for professional roles in corporate legal practice, compliance, and advisory services.
8. To equip students with practical knowledge of corporate documentation, legal drafting, and compliance procedures, enabling them to analyse company law issues, interpret corporate documents, and provide legally sound solutions to commercial disputes.

COURSE OUTCOMES:

1. Develop an understanding about the concept of company and its nuances which will envision the students to think like a corporate lawyer.
2. Develop critical thinking of the students to understand the nitty-gritties as to the know-how with respect to the formation of various kinds of companies and which form is more suitable to a particular venture over the other.

3. Develop the practical skill set that governs the company norms and regulations for the smooth functioning of an organization.
4. Provide a deep understanding of the financial management of a company that will further pave the way for the students to deal with client handling in a more efficient and effective hands-on manner when they become professionals.
5. Develop the skill of critical analysis of problems and challenges faced by companies in India.
6. Develop the skill of creating legal documents required for company law matters.

Module number	Topic	Sub-topics	Mapping with Industry and International Academia	Lecture Hours	Corresponding Cases
1.	CONCEPT OF COMPANY	Concept of Company History of company Legislations in India Need of Companies Act, 2013 repealing the Act of 1956 Theory of Corporate personality and Lifting of Corporate Veil	https://www.coursera.org/programs/iem-faculty-learning-program-rtyr7/learn/eu-law-doing-business?fromClip=sfc_page_course_link~iXAow	10	Lee v. Lee Jones v. Lipman Solomon v. Solomon
2.	TYPES OF COMPANY	Public Company Private Company One Person Company Startups Producer Companies Section 8 Companies Holding and Subsidiary Companies Associate Companies Conversion of Public Company to Private Company Conversion of Private Company to Public		15	

		Company			
3	FORMATION OF A COMPANY	Procedure relating to the formation of a Company Promoter and Prospectus Memorandum of Association and Articles of Association Doctrine of Indoor Management, Constructive Notice, Ultra Vires		18	

4	FINANCE OF A COMPANY	Finance of Company (Shares, Debentures, Dividends, Charges), Share Capital Buy-back of Shares Preference Shares Rights Issues Bonus Issues	https://www.coursera.org/specializations/thinklikeacfo	10	
5.	MANAGEMENT OF COMPANY AFFAIRS	Member, Shareholder, Auditor, Board of Directors, DIN, Meetings, Board Committees- Audit Committee, Nomination and Remuneration Committee, Stakeholders Relationship Committee		7	

Books Recommended:

1. Avtar Singh, Company Law, Eastern Book Company (17th Edition)
2. G.K. Kapoor & Sanjay Dhamija, Company Law and Practice, Taxmann Publications (29th Edition)
A. Ramaiya, Guide to the Companies Act, 2013, LexisNexis (19th Edition)
3. N.D. Kapoor, Elements of Company Law, Sultan Chand & Sons (1st Edition)
4. S.C. Tripathi, Modern Company Law, Central Law Publications
5. K.R. Chandratre, Company Law Procedures, Bharat Law House
6. L.C.B. Gower, Principles of Modern Company Law, Sweet & Maxwell
7. Palmer's Company Law, Sweet & Maxwell

8. Corporate Governance and Contemporary Corporate Law
9. Umakanth Varottil & Vikramaditya Khanna, Comparative Corporate Governance
10. Christine Mallin, Corporate Governance, Oxford University Press
11. Mallin & Solomon, Corporate Governance and Accountability

MAPPING:

	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO1 1	PO1 2
CO 1	3	2	2			2	3					
CO 2	3		2			2	3				1	1
CO 3	3	2	3	1	2	2		1	1	1		
CO 4	3	2	2	2	3	1	3		1	1	1	3
CO 5	3		2			2	3					
CO 6		3		1	2		3			2		1

Subject Name: Essential Studies for Professionals III

Credit: 02

Lecture Hours:48

Subject Code:

Module number	Topic	Sub-topics	Mapping with International/National/ State Level Exams	Lecture Hours	Corresponding Assignment
1	Constitution of India	Textbook: IGNOU-Block 2 BPSC-102 Egyankosh URL for subject matter: - Central Legislative System of India (Unit-7) https://egyankosh.ac.in/handle/123456789/57908 - State Legislative System of India (Unit-7) https://egyankosh.ac.in/handle/123456789/57908 - Constitutional Amendments. (Chapter 10 & Appendix – IV – Indian Polity – M.Laxmikanth) (In brief and Capsule Form)	National Exams: 1. UPSC Civil Services Exam (https://upsc.gov.in/sites/default/files/Notif-CSP-23-engl-010223.pdf), pg 25-26 2. UPSC Combined Defence Services (https://upsc.gov.in/sites/default/files/Notif-CDS-I-Exam-2023-Engl-211222.pdf), pg 20-21 3. Combined Graduate Level conducted by SSC (https://ssc.nic.in/SSCFileServer/PortalManagement/UploadedFiles/notice_CGLE_03042023.pdf) pg. 20-22 4. Intelligence Bureau ACIO (https://www.pw.live/exams/wp-content/uploads/2023/11/IB-ACIO-Recruitment-2023-Notification-Emp-News.pdf) State Level Exams: 1. Civil Services Executive Exam (WBCS) (https://wbpsc.gov.in/Download?param1=20230225142430_Syl	10	<u>Assignment:</u> Evolution of the Indian Parliament: A Historical Overview Discuss the powers, responsibilities, and challenges faced by the Speaker of the Lok Sabha in maintaining order and impartiality. <u>Discussion:</u> Anti-defection Law: Impact on Indian Politics <u>Debate:</u> The Efficacy of Parliamentary Sessions: Quality vs. Quantity ** All the assignments are in line of GS Paper I of UPSC CSE Mains Examination

			labus.pdf&param2=advertisement), pg 1 2. Miscellaneous Services Recruitment Examination (file:///C:/Users/UEMK/Downloads/2707970_2019.pdf) pg 1		
2	History	MODULE 2.1 Our Freedom Struggle Textbook: IGNOU: BHIC-134 History of India: 1707-1950 1. Partition of Bengal, Swadeshi and Boycott Movement. (Unit 10.11) https://egyankosh.ac.in/handle/123456789/73867 2. Nationalist Movements under Mahatma Gandhi (Unit 11) https://egyankosh.ac.in/handle/123456789/73867 3. Advent of Freedom (Unit 13) https://egyankosh.ac.in/handle/123456789/73867 (In brief and Capsule Form)	National Exams: 1. UPSC Civil Services Exam (https://upsc.gov.in/sites/default/files/Notif-CSP-23-engl-010223.pdf), pg 25-26 2. UPSC Combined Defence Services (https://upsc.gov.in/sites/default/files/Notif-CDS-I-Exam-2023-Engl-211222.pdf), pg 20-21) 3. Combined Graduate Level conducted by SSC (https://ssc.nic.in/SSCFileServer/PortalManagement/UploadedFiles/notice_CGLE_0304_2023.pdf) pg. 20-22 4. Intelligence Bureau ACIO (https://www.pw.live/exams/wp-content/uploads/2023/11/IB-ACIO-Recruitment-2023-Notification-Emp-News.pdf) State Level Exams: 1. Civil Services Executive Exam (WBCS) (https://wbpsc.gov.in/Download?param1=20230225142430_Syllabus.pdf&param2=advertisement), pg 1 2. Miscellaneous Services	12	<u>Assignment:</u> Discuss the significance of the Quit India Movement in the final push for independence. <u>Discussion:</u> The Art of Temple Building: Architectural Innovations under the Cholas <u>Debate:</u> “In achieving Indian independence, Mahatma Gandhi's non-violent resistance was a more effective strategy than Subhash Chandra Bose's call for armed struggle.” ** All the assignments are in line of GS Paper I of UPSC CSE Mains Examination.
		MODULE 2.2 Hindu Kingdoms of Early Medieval India Textbook: IGNOU: BHIC-132			

		(History of India from c. 300 to 1206) - Chalukya Dynasty (Unit 6.3) https://egyankosh.ac.in/handle/123456789/61907 - The Imperial Cholas (Unit 6.4) https://egyankosh.ac.in/handle/123456789/61907 (In brief and Capsule Form)	Recruitment Examination (file:///C:/Users/UEMK/Downloads/2707970_2019.pdf), pg 1		
3	Geography	Textbook: IGNOU-BGGET- 141 Block 1 Egyankosh URL for subject matter: - Rivers of India (Unit 3) http://egyankosh.ac.in/handle/123456789/80896 Block 2 - Multipurpose River Valley Projects (Unit 7) http://egyankosh.ac.in/handle/123456789/80606 - Thermal Power Projects (Unit 10) http://egyankosh.ac.in/handle/123456789/80609	National Exams: UPSC Civil Services Exam 0), pg 25-26 UPSC Combined Defence Services (https://upsc.gov.in/sites/default/files/Notif-CDS-I-Exam-2023-Engl-211222.pdf), pg 20-21 Combined Graduate Level conducted by SSC (https://ssc.nic.in/SSCFileServer/PortalManagement/UploadedFiles/notice_CGLE_0304_2023.pdf) pg. 20-22 Intelligence Bureau ACIO (https://www.pw.live/exams/wp-content/uploads/2023/11/IB-ACIO-Recruitment-2023-Notification-Emp-News.pdf) State Level Exams: Civil Services Executive	12	Rivers of India Assignment: Major rivers of India. creating a detailed itinerary, documenting key geographical features, historical landmarks, and ecological zones along the river. Multipurpose River Valley Projects: Essay writing on “Pros and Cons of a constructing multipurpose river valley project in-terms of ecological, social impacts.” Thermal Power Projects: Debate on Future of Thermal Power: ** All the assignments are in line of GS Paper I of UPSC CSE Mains Examination.

			Exam (WBCS) https://wbpsc.gov.in/Download?param1=20230225142430_Syllabus.pdf&param2=advertisement, pg 1 2. Miscellaneous Services Recruitment Examination (file:///C:/Users/UEMK/Downloads/2707970_2019.pdf) pg 1		
4	Economics	1. Tax System of India (Textbook: Principles of Microeconomics: N Geogory Mankiew, Chapter-12) 2. Balance of Payment, (BECC-106, Block-3, Unit-8) http://egyankosh.ac.in/handle/123456789/75074 3. Industrial Reforms, (BECC-113, Block-1, Unit-9) http://egyankosh.ac.in/handle/123456789/89588 4. NITI Aayog and its relationship with 5-year plan, (Textbook: Indian Economy: Misra & Puri, Chapter-56,58,61,63) 5. Sustainable Development Goals. (BECC-114, Block-5, Unit-11) http://egyankosh.ac.in/handle/123456789/89588	National Exams: 1.UPSC Civil Services Exam https://upsc.gov.in/sites/default/files/Notif-CSP-23-engl-010223.pdf), pg 25-26 2. UPSC Combined Defence Services https://upsc.gov.in/sites/default/files/Notif-CDS-I-Exam-2023-Engl-211222.pdf), pg 20-21 3. Combined Graduate Level conducted by SSC https://ssc.nic.in/SSCFileServer/PortalManagement/UploadedFiles/notice_CGLE_03042023.pdf) pg. 20-22 4. Intelligence Bureau ACIO https://www.pw.live/exams/wp-content/uploads/2023/11/IB-ACIO-Recruitment-2023-Notification-Emp-News.pdf) State Level Exams: 1.Civil Services Executive Exam (WBCS) https://wbpsc.gov.in/Download?param1=20230225142430	09	1. <u>Tax System of India</u> Assignment on “how different tax policies impact various socio-economic groups and propose measures to enhance fairness and inclusivity”. 2. <u>Balance of Payment</u>, Debate on “Impact of trade policies on the balance of payments” 3. <u>Industrial Reforms</u> Brainstorming session on “Digital Industry Transformation” 4. <u>NITI Aayog and its relationship with 5 year plan</u> Policy Debate: NITI Aayog vs. Five-Year Plans 5. <u>Sustainable Development Goals</u> Building of Sustainable Business plan aligned with one or more SDGs. They should consider environmental, social, and economic aspects, outlining how their business would contribute positively to the goals.

		le/123456789/90544 (In brief and Capsule Form)	_Syllabus.pdf&param2=advertisement), pg 1 2. Miscellaneous Services Recruitment Examination (file:///C:/Users/UEMK/Downloads/2707970_2019.pdf) pg 1		
5	Current Affairs and Static GK:	National News, International News, MOU's and agreements, Summits and Conclaves, Obituaries, Awards and Events, Sports, Important Days, Banking and Economic Awareness	National Exams: 1. UPSC Civil Services Exam (https://upsc.gov.in/sites/default/files/Notif-CSP-23-engl-010223.pdf), pg 25-26 2. UPSC Combined Defence Services (https://upsc.gov.in/sites/default/files/Notif-CDS-I-Exam-2023-Engl-211222.pdf), pg 20-21 3. RBI Grade B (https://rbidocs.rbi.org.in/rdocs/Content/PDFs/DADVTGRB09052023FA65E4FB1C2CF473396B4FD7E5F69CDDE.PDF), pg 22-23 4. IBPS Probationary officer(https://www.ibps.in/wp-content/uploads/Detailed-Advt.-CRP-PO-XII.pdf) , Pg 7. 5. Combined Graduate Level conducted by SSC (https://ssc.nic.in/SSCFileServer/PortalManagement/UploadedFiles/notice_CGLE_0304_2023.pdf) pg. 20-22 6. Intelligence Bureau ACIO (https://www.pw.live/exams/wp-content/uploads/2023/11/IB-	5	1. Discussion on National and International affairs 2. Discussion on MOU's and agreements, Summits and Conclaves 3. Discussion on recent Awards and Events, Sports. 4. Discussion on Economic Awareness

			<u>ACIO-Recruitment-2023-Notification-Emp-News.pdf</u>) State Level Exams: 1.Civil Services Executive Exam (WBCS) <u>(https://wbpsc.gov.in/Download?param1=20230225142430_Syllabus.pdf&param2=advertisement, pg 1</u> 2. Miscellaneous Services Recruitment Examination <u>(file:///C:/Users/UEMK/Downloads/2707970_2019.pdf</u>), pg 1		
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Learning Resources:

Text Books:

1. Indian Constitution- M. Laxmikant
2. Indian Economy-Ramesh Singh
3. History of Medieval India: 800-1700- Satish Chandra
4. History of Modern India- Bepan Chandra
5. Geography of India- Majid Hussain

Reference Books:

1. Current Affairs Magazine of IEM-UEM
2. Lucent GK
3. India's Ancient Past- R.S. Sharma