



Shri Vaishnav Vidyapeeth Vishwavidyalaya, Indore
Shri Vaishnav School of Management

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

BBAI301 HUMAN RESOURCE MANAGEMENT

COURSE CODE	CATEGORY	COURSE NAME	TEACHING & EVALUATION SCHEME								
			THEORY			PRACTICAL		L	T	P	CREDITS
			END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*				
BBA1301	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.

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 I: 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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			THEORY			PRACTICAL		L	T	P	CREDITS
			END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*				
BBA1301	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

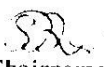
UNIT V: Performance Management

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

COURSE CODE	CATEGORY	COURSE NAME	TEACHING & EVALUATION SCHEME								
			THEORY			PRACTICAL		L	T	P	CREDITS
			END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*				
BBAI304	CC	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.

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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			END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*				
BBA1304	CC	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.

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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			END SEM University Exam	Two Term Exam	Teachers Assessment*	END SEM University Exam	Teachers Assessment*				
BBAI304	CC	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 edition
3. Ramaswamy & Nmakumary (2009), *Marketing Management-Global Perspective- Indian Context*-Mac Millon India Ltd, Latest edition

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Choice Based Credit System

2nd YEAR, SEMESTER III

LLBCL1- DRAFTING, PLEADING AND CONVEYANCE

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*
LLBCL1	DC	DRAFTING, PLEADING AND CONVEYANCE	0	0	8	4	0	0	0	0	100

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

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

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

- **CEO1:** Acquaint with fundamentals of drafting, pleading and advocacy techniques, with a focus on simplicity and brevity.
- **CEO2:** Develop an adequate theoretical account of substantive law in the context of drafting, pleadings, and conveyancing.
- **CEO3:** Offer a systematic analysis of well-drafted legal documents.
- **CEO4:** Provide practical orientation and develop necessary acumen in drafting legal documents.
- **CEO5:** Trained 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 the 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, mortgage etc.
- **CO5:** Apply legal drafting skills and understand practical aspect of registration of such documents.



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2nd YEAR, SEMESTER III

LLBCL1- DRAFTING, PLEADING AND CONVEYANCE

COURSE CONTENT:

This paper will carry Maximum of 100 Marks which will be divided into Practical and Viva-Voce examination. This course will be taught through class instructions and simulation exercises, preferably with the assistance of practicing Lawyers / retired Judges. Apart from teaching the relevant provisions of law, the course shall include not less than 15 practical exercises in drafting carrying a total of 45 Marks (3 marks each) and 15 exercises in Conveyancing carrying another 45 marks (3 marks each) remaining 10 marks will be given for Viva. Each student will maintain a Sessional Exercise Book for the purpose and write down all the exercises in Pleading and Conveyancing during regular classes. It will be assessed by the Board of Practical / Viva-voce Examiners. The Viva-voce will be of 10 Marks. The course shall comprise the following:

- 1. Drafting:** General Principles of Drafting and Relevant Substantive Rules
- 2. Pleadings: (I) Civil** (a) Complaint (b) Written Statement (c) Interlocutory Application (d) Original Petition (e) Affidavit (f) Execution Petition (g) Memorandum of Appeal (h) Memorandum of Revision (i) Petition under Articles 226 and 32 of the Constitution of India. **(II) Criminal** (a) Complaints (b) Criminal Miscellaneous Petition (c) Bail Application (d) Memorandum of Appeal and Revision.
- 3. Conveyancing:** General Principles & Salient Features of Conveyancing, Essentials of Deed, Sale Deed, Mortgage Deed, Lease Deed, Gift Deed, Promissory Note, Power of Attorney, Will, Agreements, Affidavit, Negotiable Instruments, Deed to create Charge, Arbitration Agreements, International Trade related contracts, Drafting of Notice, Articles of Association, Memorandum of Association & other documents.

References:

Books:

1. Beaton, 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.



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2nd YEAR, SEMESTER III

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

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*
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;

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

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 negating guilty intention
- Definition of specific terms



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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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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



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Choice Based Credit System

2nd YEAR, SEMESTER III

LLB301- CONSTITUTIONAL LAW-II

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*
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

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

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.



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Choice Based Credit System

2nd YEAR, SEMESTER III

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:



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Choice Based Credit System

2nd YEAR, SEMESTER III

LLB301- CONSTITUTIONAL LAW-II

1. Basu, D.D. (2013). *Introduction to Constitution of India* (21st Edition). New Delhi: Lexis Nexis.
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



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Choice Based Credit System

2nd YEAR, SEMESTER III

LLB302- FAMILY LAW-I

COURSE CODE	CATEGOR Y	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*
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

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

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.



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Choice Based Credit System

2nd YEAR, SEMESTER III

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



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2nd YEAR, SEMESTER III

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: Pune.
4. Kuppaswami, 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