

Teaching plan
Session 2023-24
PROGRAM – MBA FT SECOND YEAR

Prestige Institute of Management & Research, Gwalior

Term: IV

MBA 4th (Jan – June 2024)

Subject – STRATEGIC MANAGEMENT

Course Code – MBA 401

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Mr. Vivek Shrivastava

Telephone: 8319391197

E-Mail: Vivek.shrivastava@prestigegwl.org

Office Hours: 9:00- 5:20

Consulting Hours: 3:30 – 5:20

Course Objectives: The main objective of the course is to build up an understanding of evolving theories and trends of domestic and global sustainable development and their relation with business management. The course intends to develop a familiarity with all the tools and techniques used for formulation, implementation and evaluation of the strategies.

Course Outcomes: Upon the completion of the course, the students will be able to:

CO1 A: Understand the factors that impact strategic decision-making.

CO1 B: Conduct an environmental scanning through various methods..

CO2: Formulate appropriate business strategies based upon business situational analysis.

CO3: Understand and develop corporate competitive strategies according to global marketplace.

CO4: Apply tools and techniques for strategic implementation, evaluation and control.

Course Pedagogy: Digital smart board/LCD, Laptop, Case studies, Activities/Exercises, Role plays

Course Name: **STRATEGIC MANAGEMENT**, *this course outline has been prepared by Mr. Vivek Shrivastava, PIMR-G, Batch: Jan-June*

Course Readings: Books, Research papers and Case studies

Prescribed Book(s):

- Grant, R. M., Grant, R. M., & Grant, R. M. (2005). *Cases to accompany Contemporary strategy analysis fifth edition*. Malden, MA: Blackwell Publishing.
- Hitt, M.A., Freeman, R.E., & Harrison, J.S. (Eds.). (2005). *The Blackwell Handbook of Strategic Management*. Oxford, UK: Blackwell Publishing Ltd.
<https://doi.org/10.1111/b.9780631218616.2006.x>
- Huff, A. S. (Ed.). (2009). *Strategic Management: Logic & Action*. Hoboken, NJ: John Wiley & Sons.
- Hussey, D. E. (1998). *Strategic Management: From Theory to Implementation* (4th ed). Oxford; Boston: Butterworth-Heinemann.
- Kim, W. C., & Mauborgne, R. (2005). *Blue ocean strategy: how to create uncontested market space and make the competition irrelevant*. Boston, Mass: Harvard Business School Press.
- Lynch, R. L. (2006). *Corporate strategy* (4th ed). Harlow, England; New York: FT/Prentice Hall.
- Wheelen, T.L., & Hunger, J.D. (2012). *Strategic management and business policy: Toward global sustainability* (13th ed). Upper Saddle River, N.J: Pearson Prentice Hall.

Reference Book(s):

- Grant, R. M., Grant, R. M., & Grant, R. M. (2005). *Cases to accompany Contemporary strategy analysis fifth edition*. Malden, MA: Blackwell Publishing.
- Hitt, M.A., Freeman, R.E., & Harrison, J.S. (Eds.). (2005). *The Blackwell Handbook of Strategic Management*. Oxford, UK: Blackwell Publishing Ltd.
<https://doi.org/10.1111/b.9780631218616.2006.x>
- Huff, A. S. (Ed.). (2009). *Strategic Management: Logic & Action*. Hoboken, NJ: John Wiley & Sons.
- Hussey, D. E. (1998). *Strategic Management: From Theory to Implementation* (4th ed). Oxford; Boston: Butterworth-Heinemann.
- Kim, W. C., & Mauborgne, R. (2005). *Blue ocean strategy: how to create uncontested market space and make the competition irrelevant*. Boston, Mass: Harvard Business School Press.
- Lynch, R. L. (2006). *Corporate strategy* (4th ed). Harlow, England; New York: FT/Prentice Hall.
- Wheelen, T.L., & Hunger, J.D. (2012). *Strategic management and business policy: Toward*

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global sustainability (13th ed). Upper Saddle River, N.J: Pearson PrenticeHall.

Session Details:

Class (Min 35- 40 Lectures) Class Tutorials (Min 10)	Topic Contents; Source reference	Pedagogy
1	Introduction to Strategic Management	PPT, Board, Examples
2	Business Policy & Basic Concepts	PPT, Board, Examples
3	Vision, Mission, Objectives	PPT, Board, Examples
4	Strategic Model & Decision Making	PPT, Board, Examples
5	Mintzberg's Modes & Decision- Making Process	PPT, Board, Examples
6	Strategic Audit & Global Competitiveness	PPT, Board, Examples
7	Industry Analysis & Competitive Intelligence	PPT, Board, Examples
8	Resource-Based Approach & Competencies	PPT, Board, Examples
9	Competitive Advantage & Sustainability	PPT, Board, Examples
10	Business Models & Value-Chain Analysis	PPT, Board, Examples
11	Functional Resources & Capabilities	PPT, Board, Examples
12	Basic Organizational Structures	PPT, Board, Examples
13	Case Study: Applying Concepts (Unit I & II)	Class Assignment
14	Situation Analysis & SWOT Analysis	PPT, Board, Examples
15	Strategic Factors Analysis Summary (SFAS)	PPT, Board, Examples
16	Finding a Strategic Niche	
17	Mission & Objectives Review	PPT, Board, Examples
18	Generating Alternative Strategies with TOWS	
19	Porter's Competitive Strategies	PPT, Board, Examples

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20	Competitive Advantages & Sustainability	PPT, Board, Examples
21	Case study	Class Assignment
22	Corporate Strategy & Levels	PPT, Board, Examples
23	Growth/Expansion & Diversification Strategies	PPT, Board, Examples
24	Stability, Retrenchment, & Combination Strategies	PPT, Board, Examples
25	Cost, Differentiation, & Focus Strategies	PPT, Board, Examples
26	Functional Strategy & Portfolio Analysis	PPT, Board, Examples
27	BCG Growth-Share Matrix & GE Matrix	
28	Horizontal Strategy & Multipoint Competition	PPT, Board, Examples
29	Strategic Choice & Decision Making	PPT, Board, Examples
30	Strategy Implementation & Who Implements?	PPT, Board, Examples
31	Structure Follows Strategy	PPT, Board, Examples
32	Stages of Corporate Development	PPT, Board, Examples
33	Organizational Life Cycle	PPT, Board, Examples
34	Advanced Organizational Structures	
35	Reengineering & Strategy Implementation	PPT, Board, Examples
36	McKinsey 7S Strategy & Six Sigma	PPT, Board, Examples
37	Designing Jobs to Implement Strategy	PPT, Board, Examples
38	Balance Scorecard & Strategy Map	PPT, Board, Examples

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Prestige Institute of Management and Research, Gwalior
Session Plan for Academic Session Jan-June 2022

Course: MBA (FT) Sem IV Subject: Strategic Management (MBA 401)			Faculty: Dr. Shivani Sharma		
S. No.	Particular Unit Wise	Detailed Topics	No. of Hours	Teaching Pedagogy	Learning Objectives
1	Unit 1: Introduction	Subject Overview	1	Lecture/ PPT/Examples	Learning involves the fundamentals of strategic management and models of strategic management.
		Strategic Management, Business Policy, Corporate Strategy, Basic Concept of Strategic management	1	Lecture/ PPT	
		Mission, Vision, Objectives, Impact of globalization.	1	Lecture/ PPT	
		Basic Model of Strategic Management	1	Lecture/ PPT/Examples	
		Strategic Decision Making: Mintzberg's Modes of Strategic Decision Making, Strategic Decision Making Process	1	Lecture/ PPT/Case study	
		The Strategic Audit: Aid to Strategic Decision, Making and Global Competitiveness.	1	Lecture/ PPT/Examples.	
		Total Hours	6		
2	Unit 2 : Environmental Scanning	Industry Analysis	1	Lecture/ PPT/Examples	Learning involves knowledge about suitability of competitive strategies according to organizational capabilities and structure.
		Competitive Intelligence, A Resource-Based Approach to Organizational Analysis.	1	Lecture/ PPT	
		Core and Distinctive Competencies, Using Resources to Gain Competitive Advantage	1	Lecture/ PPT/Case study	
		Determining the Sustainability of an Advantage, Business Models.	1	Lecture/ PPT	
		Value-Chain Analysis, Scanning Functional Resources and Capabilities	1	Lecture/ PPT	
		Basic Organizational Structures	1	Lecture/PPT	
		Total Hours	6		
3		Situation Analysis: SWOT Analysis;	2	Lecture/ PPT/Case study	Students will understand about situational

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	Unit 3: Strategy Formulation: Situation Analysis and Business Strategy	Generating a Strategic Factors Analysis Summary (SFAS). Matrix; Finding a Propitious Niche	1	Lecture/ PPT/example	analysis models which are used before strategy implementation to analyze various markets.
		Review of Mission and Objectives; Generating Alternative Strategies by Using a TOWS Matrix.	1	Lecture/ PPT	
		Business Strategies; Porter's Competitive Strategies; Nature of Competitive Advantages and Sustainability	2	Lecture/ PPT/Case study	
		Total Hours	6		
4	Unit 4: Strategy Formulation: Corporate Strategy	Different Levels of Strategy. Low Cost, Differentiation and Focus Strategies.	1	Lecture/ PPT/Examples	The learning involves basics of strategy formulation with the help of standard matrix.
		Corporate Strategy; Directional Strategy; Growth Strategies; Stability Strategies; Retrenchment Strategies	2	Lecture/ PPT/Examples	
		Portfolio Analysis; BCG Growth- share matrix	1	Lecture/ PPT/Case study	
		GE Matrix; Horizontal Strategy and Multipoint Competition.	2	Lecture/ PPT/Examples	
		Total Hours	6		
5	Unit 5: Strategy Implementation	Who Implements Strategy? Structure Follows Strategy; Stages of Corporate Development.	1	Lecture/ PPT/Examples	To familiarize students about strategy implementation at different levels of corporate.
		Organizational Life Cycle; Advanced Types of Organizational Structures; Reengineering and Strategy Implementation;	1	Lecture/ PPT/Examples	
		McKinsey 7S Strategy; Six Sigma; Designing Jobs to Implement Strategy;	1	Lecture/ PPT/Examples	
		Functional Strategy; Marketing Strategy; Financial Strategy; Research and Development (R&D) Strategy; Operations Strategy;	1	Lecture/ PPT/Examples	
		Balance Scorecard and Strategy Map.	2	Lecture/ PPT/Examples/Case study	
	Total Hours	6			

Faculty Name and Signature.....Dr.Shivani Sharma

Course Name: **STRATEGIC MANAGEMENT**, this course outline has been prepared by **Mr. Vivek Shrivastava, PIMR-G, Batch: Jan-June**

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term: IV

MBA IV– Batch (Jan-June, 2024)

Course: STRATEGIC MANAGEMENT

Course Code – MBA 401

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Dr. Chanda Gulati

Telephone: 0751-4097020

E-Mail: chanda.gulati@prestigegwl.org

Office Hours: 9:00- 5:20

Consulting Hours: 3:00 – 5:20

Course Objectives: The subject introduces the student to the various aspects of strategic management. To build up an understanding of evolving theories and trends of domestic and global sustainable development and their relation with business management.

Course Outcome (CO) and CO-PO Matrix:

	The subject will enable/help student to/in-	PO1	PO2	PO3	PO4	PO5
CO1A	Understand the impact of strategic decision-making implementation and evaluation.	3	0	0	0	0
CO1B	Implement tools and techniques for strategic analysis and decision-making.	0	3	0	1	0
CO2	Discuss various aspects of Strategic Implementation.	2	3	0	3	0
CO3	Understand and analyze turnaround and diversification strategy.	1	3	3	1	1
CO4	Relate the strategic evaluation and control for strategic performance measurement	0	3	1	3	1

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Course Pedagogy: Digital smart board/LCD, Laptop, Case studies, Activities/Exercises

Course Readings: Books, and Case studies

Course Evaluation Criteria:

Instruments	Marks (Sem 4)
Mid Term Exam	(20)
Quiz	(5)
Presentation	(5)
Case Study+Excel	(10)
Final Exam	(60)
Total	100

SYLLABUS

UNIT I

Concepts in Strategic Management, Strategic Management Process, developing a strategic vision, Mission, Objectives, Policies – Factors that shape a company's strategy, Environmental Scanning: Industry and Competitive Analysis – Methods. Evaluating company resources and competitive capabilities – SWOT Analysis – Value Chain Analysis' and Competitive advantage.

UNIT II

Tools and Techniques for Strategic Analysis - Porter's Five Force Model, BCG Matrix, GE Model, TOWS Matrix, IE Matrix, The Grand Strategy Matrix. Market Life Cycle Model - and Organizational Learning, Impact Matrix and the Experience Curve, Generic Strategies- Strategy Formulation - Types of Strategies – offensive strategy, defensive strategy, Exit and entry barriers - Tailoring strategy to fit specific industry and company situations.

UNIT III

Strategy Implementation: Strategy and Structure, Strategy and Leadership, Strategy and culture connection - Operationalizing and institutionalizing strategy - Strategies for competing in Globalizing markets and Internet economy - Organizational Values and Their Impact on Strategy – Resource Allocation as a vital part of strategy –Planning systems for implementation.

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UNIT IV

Turnaround and Diversification Strategies: Turnaround strategy - Management of Strategic Change, strategies for Mergers, Acquisitions, Takeovers and Joint Ventures - Diversification Strategy: Why firms diversify, different types of diversification strategies, the concept of core competence, strategies and competitive advantage in diversified companies and its evaluation.

UNIT V

Strategy Evaluation and control – Establishing strategic controls for Measuring performance – appropriate measures- Role of the strategist – using qualitative and quantitative benchmarking to evaluate performance -strategic information systems – problems in measuring performance – Guidelines for proper control- Strategic surveillance -strategic audit - Strategy and Corporate Evaluation and feedback in the Indian and international context.

Suggested Readings:

1. V.S.P. Rao, V. Hari Krishna; Strategic Management, 1e, Excel Books, 2012
2. Thompson, & Strickland. Strategic management, concepts and cases. TMH 2009.
3. Wheelen, & Hunger. Strategic management, 2009
4. Hitt, Ireland et al. (2013). Strategic management: A South Asian perspective. Cengage Learning, 9e, 2013
5. Gregory Dess and G.T. Lumpkin: Strategic Management - Creating Competitive Advantage , TMH. 2009.

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH, GWALIOR (MP)

SESSION PLAN

SUB: STRATEGIC MANAGEMENT

FACULTY: CHANDA GULATI

SUB CODE: MBA 401

Session	Unit	Description	Tools used
1	Unit- 1	Intro to Strategic Management	Presentation
2		Mintzberg 5P,Sources of Strategy	Presentation
3		Process of Strategic Management	Case Study
4		Levels of Strategy	Presentation
5		Generic Strategies/Ansoff Matrix	Case Study
6		-do-	Case Study
7	Unit-2	Internal & External Analysis /Competitive Intelligence	Presentation
8		Environmental Appraisal	Presentation
9		Environmental Scanning	Presentation
10		ETOP/SAP	Case Study
11		Organizational Appraisal	Presentation
12		Organisational Capability Factors	
13		Industry Analysis	Presentation
14	Value Chain Approach/	Presentation	
15	7S Model	Presentation	
18		Strategic Budget & Audit	Presentation
19		Case Study	Presentation
20	Unit-3	SWOT/TOWS	Presentation
21		Corporate Strategies	Presentation
22		Strategic Alliances	Presentation
23		Corporate Parenting	Presentation
24		Porter's 5 Forces Model	Presentation
25		BCG Matrix	Presentation+ Case
26		GE matrix	Presentation
27		Porter's Diamond Model	Presentation
28		Strategic Choice	Presentation
29			Case Study
30	Unit-4	Strategy Implementation-Structural Consideration & Structures	Case Study
31		Org Design & Change	Case Study
32		Functional Implementation	Presentation
33		-do-	Presentation
34		-do-	Presentation
35		Behavioral Implementation-	Presentation

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		Leadership,	
36		Corporate Culture, Personal Values & Business Ethics	Presentation

Prestige Institute of Management, Gwalior

Session Plan

Class: MBA (FT) IV Semester

Subject Name: Business Analytics
hours: 37
Lecture

Objective: To equip students with knowledge and skills of analytics needed to succeed in this era of information and big data. This subject focuses on business analytics and their applications.

Sl. No	UNIT & OBJECTIVES	No. of Lecture Hours	Methodology/ Instructional techniques	Evaluation/ learning
Unit I	Introduction of Business Analytics	9		
1.	Business Analytics overview and its definition and uses for fact based decision making	1	Lecture/Live example	Question and Answer
2.	Visual perspective of Business analytics by using Statistical, Data mining, Business Intelligence and modeling	1	Lecture/Live Example	Question and Answer, Live problem discussion
3.	Benefits and challenges of Business Analytics and Types of Analytics (Descriptive, Predictive, Prescriptive)	1	Lecture/Live Example	Question and Answer
4.	Historical Overview of Data	1	Lecture/Live Example	Question and Answer
5.	Data Scientist vs. Data Engineer vs. Business Analyst	1	Lecture/Live Example	Question and Answer
6	Career in business analytics	1	Lecture/Live Example	Question and Answer

7	Data Science: What and Why Data Science	1	Lecture/Live Example	Question and Answer
8	Applications for data science (Banking, Health care, transport, E-commerce etc...)	1	Lecture/Live Example	Question and Answer
9	Data Scientists Roles and Responsibility (Identifying the data-analytics problems, Determining the correct data sets and variables, Cleaning and validating the data to ensure accuracy, completeness, and uniformity)	1	Lecture/Live Example	Question and Answer
Unit II	Data Science Project Life cycle and Data	11		
1.	Data Science Basics and Steps of Data Science Project Life Cycle	1	Lecture	Question and Answer
2.	Business Requirement and Data Acquisition of Data Science Project Life Cycle (Business Understanding, What constitutes relevant search results in Google, For Amazon the type of data required)	1	Lecture/Live Example	Question and Answer
3.	Data Preparation, Hypothesis and Modeling (understand more about the data and prepare it for further analysis, E.g. let's say Uber wanted to understand whether people would opt to be drivers for them, Descriptive and Predictive modeling, 3 distinct stages training, Validation and testing)	1	Lecture	Question and Answer
4.	Evaluation and Interpretation, Deployment, Operations, Optimization (evaluate the goodness of our model, launch our model into production, Test and Optimize the model)	1	Lecture/live example	Question and Answer
5.	Basics of Data and its Overview	1	Lecture	Question and Answer
6	Data Collection (gathering and measuring information, Planning Data Collection and Analysis, use of existing data, common sources of existing data, prepare Key Evaluation Question (KEQ))	2	Lecture/live example	Question and Answer

7	Data Management, Big Data Management (data management for developing effective processes, Data Quality: (Validity, Reliability, Completeness, Precision, Integrity, Timeliness) social media and weblogs data, deep, real-time analytics and business intelligence)	1	Lecture/live example	Question and Answer
8	Organization/sources of data, Importance of data quality, Dealing with missing or incomplete data	1	Lecture/live example	Question and Answer
9	Data Visualization (Know Your Audience, Choose The Right Chart Type, Take Advantage Of Color Theory and so on)	1	Lecture/live example	Question and Answer
11	Data Classification (on the basis of nature of variable, source of collection, presentation and content)	1	Lecture/live example	Question and Answer
Unit III	Data Mining Basics	07		
1.	Introduction to Data Mining (DBMS, RDBMS, Distributed Data, Data Mining) and Its Origin (brief History of Data Mining) KDD – Knowledge Discovery in Data Base (Selection, Preprocessing, Transformation, Data Mining, Pattern Interpretation and Evaluation, Knowledge)	2	Lecture/live example	Question and Answer
2.	Data Mining Tasks (Descriptive Data Mining and Predictive Data Mining)	1	Lecture/live example	Question and Answer
3.	OLAP and Multidimensional data analysis (Relational OLAP (ROLAP), Multi-dimensional OLAP (MOLAP), Hybrid OLAP (HOLAP) = ROLAP + MOLAP)	2	Lecture/live example	Question and Answer
4	Basic concept of Association Analysis and Cluster Analysis	2	Lecture/live example	Question and Answer
Unit IV	Introduction to Machine Learning	05		
1.	AI/ML History and Evolution	1	Lecture	Question and Answer

2.	Statistics Vs Data Mining Vs, Data Analytics Vs, Data Science	1	Lecture/live example	Question and Answer
3.	Supervised Learning, Unsupervised Learning, Reinforcement Learning	2	Lecture/live example	Question and Answer
4.	Frameworks for building Machine Learning Systems	1	Lecture/live example	Question and Answer
Unit V	Application of Business Analysis	05		
1.	Retail Analytics (Personalization, eCommerce Optimization, Brand Evaluation, In-Store Shopping Experience, Dynamic Pricing)	1	Lecture/live example	Question and Answer
2.	Marketing Analytics (Challenges faced by today's marketing decision makers, Need for better marketing decision making, Skills needed for Marketing Analytics)	1	Lecture/live example	Question and Answer
3.	Financial Analytics: why Financial Analytics (Reduce risk and instill confidence, Stay ahead of the demand curve ...) Benefits of FA (Finance efficiency, scalability, agility, More effective and value added audits, Finance supported and advanced analytics)	1	Lecture/live example	Question and Answer
4	Healthcare Analytics (Reasons for Growing Complexity/ Abundance of Healthcare Data, Big Data Challenges in Healthcare, Overall Goals of Big Data Analytics in Healthcare)	1	Lecture/live example	Question and Answer
5	Supply Chain Analytics (Core Component of Supply Chain Analytics, the importance of Supply Chain Analytics, The future of Supply Chain Analytics)	1	Lecture/live example	Question and Answer

Ram K Paliwal

Assistant Professor

Department of Computer Applications & Sciences

Prestige Institute of Management, Gwalior.

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR

SESSION PLAN

1. Session Plan Information	
Subject & Code: Business Analytics MBA 402	Name: Asst. Prof. Shruti Dubey
Semester : IV Semester	Length of Period: 60 min.
Session: (Jan- june2024)	Total : 47Hrs.

Course Objective:

The course explains the role of Business Analyst and Data Science in business, the basic concept of data management and data mining techniques, the basic concept of machine learning, the application of business analysis and the concept of Data Science Project Life Cycle.

PEDAGOGY: Lectures method

Teaching Aids: PPTs, White Board,

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Class Presentations
- (b) MCQ and subjective test.
- (c) Assignments/ Quizzes/Case study etc.

Session Plan:

Syllabus of Unit-1		
Introduction: What is business analytics? Historical Overview of data analysis, Data Scientist vs. Data Engineer vs. Business Analyst, Career in Business Analytics, what is data science, Why Data Science, Applications for data science, Data Scientists Roles and Responsibility.		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	Understand the basics of business analysis and Data Science.	Lecture MCQ test / Subjective test/ Class Presentation/ Assignment

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<p>Unit-2 Data: Data Collection, Data Management, Big Data Management, Organization/sources of data, Importance of data quality, Dealing with missing or incomplete data, Data Visualization, Data Classification Data Science Project Life Cycle: Business Requirement, Data Acquisition, Data Preparation, Hypothesis and Modeling, Evaluation and Interpretation, Deployment, Operations, Optimization.</p>		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-16)	Understand data management and handling Data science project life cycle.	Lecture MCQ test / Subjective test/ Class Presentation/ Assignment
<p>Unit 3 Introduction to Data Mining: The origins of Data Mining, Data Mining Tasks, OLAP and Multidimensional data analysis, Basic concept of Association Analysis and Cluster Analysis.</p>		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(17-26)	Understand the data mining concept and its techniques.	Lecture MCQ test / Subjective test/ Class Presentation/ Assignment
<p>unit-4: Introduction to Machine Learning: History and Evolution, AI Evolution, Statistics Vs Data Mining Vs, Data Analytics Vs, Data Science, Supervised Learning, Unsupervised Learning, Reinforcement Learning, Frameworks for building Machine Learning Systems.</p>		
UNIT IV	Learning Objective	Assessment/Evaluation
DAY(27-34)	Understand and analyze machine learning concept.	Lecture MCQ test / Subjective test/ Class Presentation/ Assignment
<p>unit-5 Application of Business Analysis: Retail Analytics, Marketing Analytics, Financial Analytics, Healthcare Analytics, Supply Chain Analytics.</p>		
UNIT V	Learning Objective	Assessment/Evaluation
DAY(35-41)	Understand the application of business analysis in different domain.	Lecture MCQ test / Subjective test/ Class Presentation/ Assignment

Suggested Reading:

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Text Books:

□ *Essentials of Business Analytics: An Introduction to the methodology and its application,*

Bhimasankaram Pochiraju, Sridhar Seshadri, Springer

□ *Introduction to Machine Learning with Python: A Guide for Data Scientists 1st Edition, by Andreas C.*

□ *Müller, Sarah Guido, O'Reilly*

□ *Introduction to Data Science, Laura Igual Santi Seguí, Springer*

Suggested Readings:

□ *Introduction to Data Mining, Pang-Ning Tan, Michael Steinbach, Vipin Kumar, Pearson Education*

India

□ *An Introduction to Business Analytics, Ger Koole, Lulu.com, 2019*

Class: MBA IV Semester

Section “A”

**Subject Name: Management Information System (MIS)
hours: 35**

Lecture

Objective: To equip students with knowledge and skills of information system needed to succeed in any work place or in organization. This subject focuses on information system and their applications especially on database management system and software development models.

Sl. No	UNIT & OBJECTIVES	No. of Lecture Hours	Methodology/ Instructional techniques	Evaluation / learning
Unit I	An overview of MIS, Data Base Management System in organization	09		
1.	Definition, role of Information System in Business today.	1	Lecture	Question and Answer
2.	Strategic objectives of MIS. Relation of MIS with other academic disciplines.	2	Lecture	Question and Answer
3.	Components of Management Information System.	1	Lecture	Question and Answer
4.	Types of Database structures: Hierarchical Database structure; Network database structure; Relational Database Structure.	2	Lecture	Question and Answer
5.	Concepts of Relational Database Management System: Entity, attributes, Relationship types, Integrity Constraints (Primary key, Foreign key, Unique key, Check & Not Null).	3	Lecture	Question and Answer
Unit II	Management Information System Structure:	10		

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1.	Based on Management-Activity: Hierarchy of Management Activity; Information system for management Control and information systems for strategic planning.	3	Lecture	Question and Answer
2.	Based on organizational function: Sales and Marketing subsystem, production subsystem, logistics subsystem.	2	Lecture	Question and Answer
3.	Personnel subsystem, Financial and accounting subsystems,	1	Lecture	Question and Answer
4.	Information processing subsystem, Top management subsystems.	1	Lecture	Question and Answer
5.	Based Information system Processing Functions: process transactions, maintain master file, produce reports, process enquiries and process interactive support applications.	3	Lecture	Question and Answer
Unit III	MIS support for Decision making process:	05		
1.	Phases of Decision making process: Intelligence, Design & Choice. Information system support in each phase of decision making process.	1	Lecture	Question and Answer
2.	Concept of Information: definition, information presentation, Quality of information, Value of information in decision making and other value; age of information.	2	Lecture	Question and Answer
3.	Human as an information Processor: general model, Newell Simon model, limits and characteristics of human information processing, managers as information processor.	2		
Unit IV	System Concept and Applications	05		
1.	Definition, general model and types of systems; subsystem, system stress, system change.	2	Lecture & Activity	Question and Answer

2.	Preventing system Entropy, system concept and organization.	1	Lecture & Activity	Question and Answer
3.	System concept applied to MIS.	1	Lecture & Activity	Question and Answer
4.	Computer aided software engineering (CASE tools).	1	Lecture & Activity	Question and Answer
Unit V	System Analysis and Design	06		
1.	System development life cycles stages, Initiation, Planning;	1	Lecture & Activity	Question and Answer
2.	System Analysis, Design, coding and testing, Implementation and Training.	2	Lecture & Activity	Question and Answer
3.	System development models: Waterfall, Prototyping model, Rapid Application Development (RAD).	3	Lecture & Activity	Question and Answer

Prepared By:

Dr. Krishan Kant Yadav

Assistant Professor

Department of Computer Applications & Sciences

Prestige Institute of Management and Research, Gwalior.



PRESTIGE INSTITUTE OF MANAGEMENT, GWALIOR
UGC NAAC ACCREDITED 'A' GRADE AUTONOMOUS INSTITUTE

Department of Computer Applications & Sciences	
Session Plan	
Subject: Management Information System (MIS) (MBA 403)	Class- MBA IV SEMESTER
Weekly Lecture :03 Lectures	
Subject Teacher : MAHENDRA SINGH YADAV	Total Lectures: 35 Hours

Objective:

The objective of MIS is to provide information for decision making on **planning**, initiating, organizing, and controlling the operations of the subsystems of the firm and to provide a synergistic organization in the process. It facilitates the decisions-making process by furnishing information in the proper time frame.

To equip students with knowledge and skills of information system needed to succeed in any work place or in organization. This subject focuses on information system and their applications especially on database management system and software development models.

Sl. No	UNIT & OBJECTIVES	No. of Lecture Hours	Methodology/ Instructional techniques	Evaluation / learning
Unit I	An overview of MIS, Data base organization	09		
1.	Definition, role of Information System in Business today.	1	Lecture	Question and Answer
2.	Strategic objectives of MIS. Relation of MIS with other academic disciplines.	2	Lecture	Question and Answer

3.	Components of Management Information System.	1	Lecture	Question and Answer
4.	Types of Database structures: Hierarchical Database structure; Network database structure; Relational Database Structure.	2	Lecture	Question and Answer
5.	Concepts of Relational Database Management System: Entity, attributes, Relationship types, Integrity Constraints (Primary key, Foreign key, Unique key, Check & Not Null).	3	Lecture	Question and Answer
Unit II	Management Information System Structure:	10		
1.	Based on Management-Activity: Hierarchy of Management Activity; Information system for management Control and information systems for strategic planning.	3	Lecture	Question and Answer
2.	Based on organizational function: Sales and Marketing subsystem, production subsystem, logistics subsystem.	2	Lecture	Question and Answer
3.	Personnel subsystem, Financial and accounting subsystems,	1	Lecture	Question and Answer
4.	Information processing subsystem, Top management subsystems.	1	Lecture	Question and Answer
5.	Based Information system Processing Functions: process transactions, maintain master file, produce reports, process enquiries and process interactive support applications.	3	Lecture	Question and Answer
Unit III	MIS support for Decision making process:	05		
1.	Phases of Decision making process: Intelligence, Design & Choice. Information system support in each phase of decision making process.	1	Lecture	Question and Answer
2.	Concept of Information: definition, information presentation, Quality of information, Value of	2	Lecture	Question and

Course Name: **STRATEGIC MANAGEMENT**, *this course outline has been prepared by Mr. Vivek Shrivastava, PIMR-G, Batch: Jan-June*

	information in decision making and other value; age of information.			Answer
3.	Human as an information Processor: general model, Newell Simon model, limits and characteristics of human information processing, managers as information processor.	2		
Unit IV	System Concept	05		
1.	Definition, general model and types of systems; subsystem, system stress, system change.	2	Lecture & Activity	Question and Answer
2.	Preventing system Entropy, system concept and organization.	1	Lecture & Activity	Question and Answer
3.	System concept applied to MIS.	1	Lecture & Activity	Question and Answer
4.	Computer aided software engineering (CASE tools).	1	Lecture & Activity	Question and Answer
Unit V	System Analysis and Design	06		
1.	System development life cycles stages, Initiation, Planning;	1	Lecture & Activity	Question and Answer
2.	System Analysis, Design, coding and testing, Implementation and Training.	2	Lecture & Activity	Question and Answer
3.	System development models: Waterfall, Prototyping model, Rapid Application Development (RAD).	3	Lecture & Activity	Question and Answer

Prepared By:

Mahendra Singh Yadav

Assistant Professor

Department of Computer Applications & Sciences

Prestige Institute of Management, Gwalior.

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Prestige Institute of Management & Research, Gwalior (Course Outline)

Session Plan

Prestige Institute of Management & Research, Gwalior

Session- (2022-24)

MBA IV Semester (January-June)

Section – B and D

Course: Branding and Integrated Marketing Communication

Course Code: MBA-404

Credit: 4

Session Duration: 60 Minutes

FACULTY : Mr. Anupam Sharma

Telephone : 9109234138

E-Mail : anupam.sharma@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Name: **STRATEGIC MANAGEMENT**, *this course outline has been prepared by Mr. Vivek Shrivastava, PIMR-G, Batch: Jan-June*

Course Objectives: The aim of the paper is to acquaint the students with the concept of brand, its development and management. Also, the students will learn about the concepts of integrated marketing communication.

Course Outcomes: After completion of course the students will be able to:-

CO1a- Understand the concept related to brand management

CO1b- Understand the various concept related to Brand Equity

CO2- Analyse the concept and variables of Integrated marketing communication

CO3- Comprehend the target audience and media along with measures of advertising

CO4- Evaluate and Identify pros and cons of various digital Media marketing.

Course Pedagogy: Digital smart board/LCD, Case studies, Activities/Exercises, Lectures

Reference Books:

- Aaker, D. A. (1991). Managing Brand Equity. Simon and Schuster.
- Aaker, D. A. (2012). Building Strong Brands. Simon and Schuster.
- Belch, G.E., Belch, M. A., & Purani K. (2010). Advertising and Promotion: An integrated marketing communications perspective, (7th edition.). New Delhi: Tata McGraw Hill Education Limited.
- Clow, K.E. & Baack, D. (2012). Integrated Advertising, Promotion and Marketing Communications, (4th edition.). New Delhi: Pearson.
- Keller, K. L., Parameswaran, M. G., & Jacob, I. Q. Strategic brand management: Building, measuring, and managing brand equity. Pearson Education India.

Session Details:

	Unit	Topics Covered	Pedagogy
1.	UNIT1	Brand - Concept and definition, Evolution of Brands, Role of Brands	PPT + Lecture
2.		Brand Management - Concept and definition, Product Vs Brand,	PPT + Lecture
3.		Branding- Meaning and Purpose, Scope of Branding,	PPT + Lecture
4.		Creation of Brands, Strategic Brand Management - Concept and Meaning,	PPT + Lecture + Video
5.		Creation of Brands, Strategic Brand Management - Concept and Meaning,	PPT + Lecture

Course Name: **STRATEGIC MANAGEMENT**, *this course outline has been prepared by Mr. Vivek Shrivastava, PIMR-G, Batch: Jan-June*

6.		Branding Decisions-Branding Decisions, Packaging- Objectives and Importance;	PPT + Lecture
7.		Branding Decisions-Branding Decisions, Packaging- Objectives and Importance;	PPT + Lecture
8.		Labelling. Case Study of Strong Indian Brands.	PPT + Lecture
9.	UNIT 2	Brand Equity: Concept and Definition,	PPT + Lecture
10.		Customer Based Brand Equity, Aaker's Brand Equity Model,	PPT + Lecture
11.		Building Brand Equity, Measuring Brand Equity, Managing Brand Equity,	PPT + Lecture + video
12.		Class Presentation	PPT + Lecture
13.		Brand Loyalty, Brand Awareness,	PPT + Lecture
14.		Perceived Quality, Brand Associations,	PPT + Lecture+ Assignment
15.		Brand Extension, Brand Revitalization, Global Branding.	PPT + Lecture+ Case Study
16.		Case Study	PPT + Lecture
17.	UNIT 3	Need and Role of IMC within Marketing Process	PPT+ Lecture
18.		IMC Challenges; IMC Components and Tools	PPT+ Lecture
19.		Advertising, Sales promotion	PPT+ Lecture
20.		Direct Marketing, Public Relations and Publicity.	PPT+ Lecture
21.		Direct Marketing, Public Relations and Publicity.	PPT+ Lecture
22.		Integration Tools, IMC Process.	PPT+ Lecture
23.		Integration Tools, IMC Process.	PPT+ Lecture
24.	UNIT 4	Understanding Advertising: Concept; Communication Planning; Objectives;	PPT+ Lecture
25.		Functions and Significance; Classification of Advertising;	PPT+ Lecture
26.		Factors Determining the Advertising opportunity of a Product/service/Idea;	PPT+ Lecture
27.		Factors Determining the Advertising opportunity of a Product/service/Idea;	PPT+ Lecture

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28.		Types of Appeals and Advertising Messages.	PPT+ Lecture
29.		Types of Appeals and Advertising Messages.	PPT+ Lecture
30.	UNIT 5	Communication via Modern Media: Introduction; Online Advertising: Ways of E-advertising;	PPT + Lecture
31.		Types of Digital Ads; On the Internet; On Mobile Devices	PPT + Lecture
32.		Pros and Cons of Mobile Marketing; Pricing of Digital Ads	PPT + Lecture
33.		E-direct Marketing; E-sales Promotion; E-Public Relations	PPT + Lecture
34.		E-direct Marketing; E-sales Promotion; E-Public Relations	PPT + Lecture
35.		Social Media: Significance of Social Media in Marketing Communication Strategies,	PPT + Lecture
36.		Social Media: Significance of Social Media in Marketing Communication Strategies,	PPT + Lecture
37.		Key Social Media Platforms,	PPT + Lecture
38.		Opportunities and Threats of Social Media Application.	PPT + Lecture

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term : JAN- JULY 2024

MBA – Batch (2021-23)

Course: Branding & Integrated Marketing Communication

Course Code: MBA MK 03

Credit: 4

Session Duration: 60 Minutes

FACULTY (Name): Dr. Sneha Rajput

Telephone : 09827662240

E-Mail : sneha.rajput@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Objectives

The aim of the paper is to acquaint the students with the concept of brand, its development and management. Also, the students will learn about the concepts of integrated marketing communication.

Course Outcome:

On completion of the course, the students will be able to:

CO1: Understand the concepts of brand and branding. CO2: Understand how to manage the brand equity. CO3: Learn the concepts of integrated marketing communication. CO4: Analyze the target audience and media along with measures of advertising. CO5: Understand the concept of communication via modern media

Course Pedagogy:

Lecture, Case study

Course Readings:

Keller, K. L., Parameswaran, M. G., & Jacob, I. (2011). *Strategic brand management: Building, measuring, and managing brand equity*. Pearson Education India.

Reference Book(s)

Aaker, D. A. (1991). *Managing Brand Equity*. Simon and Schuster.

Aaker, D. A. (2012). *Building Strong Brands*. Simon and Schuster.

Belch, G.E., Belch, M. A., & Purani K. (2010). *Advertising and Promotion: An integrated marketing communications perspective*, (7th edition.). New Delhi: Tata McGraw Hill

Course Name: **STRATEGIC MANAGEMENT**, *this course outline has been prepared by Mr. Vivek Shrivastava, PIMR-G, Batch: Jan-June*

Education Private Limited.

Clow, K.E. & Baack, D. (2012). *Integrated Advertising, Promotion and Marketing Communications*, (4th edition.). New Delhi: Pearson.

Course Evaluation Criteria:

Instruments	Marks (Sem 1)	Marks (Sem 2)	Marks (Sem 3)	Marks (Sem 4)
Mid Term Exam	(20)	(20)	(20)	(20)
Quiz / Written Test	(4)	(5)	(5)	(5)
Case Analysis & Presentation	(3)	(5)	(3)	(5)
Story Telling	(4)			
LTM		(5)		
Class Presentation	(3)	(5)	(2)	(5)
Corporate Readiness & Personality Development	(2)			
Final MRP VIVA				(5)
Skill Based Training			(5)	
Final Exam	(60)	(60)	(60)	(60)
Total	100	100	100	100

Session Details:

Lectures	UNIT	Topics	Pedagogy
	UNIT1		
1.		Brand - Concept and definition, Evolution of Brands,	Lecture+ppt
2.		Role of Brands, Brand Management - Concept and definition,	Lecture+ppt
3.		Product Vs Brand, Branding- Meaning and Purpose, Scope of Branding,	Lecture+ppt
4.		Creation of Brands, Strategic Brand Management	Lecture+ppt
5.		Decisions-Branding Decisions,	Lecture+ppt
6.		Packaging – Objectives and Importance; Labelling. Case Study of Strong Indian Brands	Video +Case Study
7.		Evaluation of various branding models	Flow diagrams
8.		Evaluation of various branding models	Flow diagrams
	Unit 2		
9.		Brand Equity: Concept and Definition, Customer Based Brand Equity, Measuring Brand Equity, Managing Brand Equity, Brand Loyalty,	Lecture+ppt

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10.		Aaker's Brand Equity Model, Building Brand Equity,	Lecture+ppt
11.		Brand Awareness, Perceived Quality,	Lecture+ppt
12.		Brand Associations- Methods	Lecture+ppt
13.		Brand Extension: tools	Lecture+ppt
14.		Global Branding/ Globalization	Lecture+ppt+ Martices
	Unit 3	Integrated Marketing Communication An Introduction, and Need	Lecture+ppt
15.		Role of IMC within Marketing Process; IMC Challenges;	Lecture+ppt
16.		Promotion MIX using IMC: Advertising,	Lecture+ppt
17.		Public Relations and Publicity.	Lecture+ppt
18.		Sales Promotion; Direct Marketing	Lecture+ppt
19.		Integration Tools, IMC Process.	Lecture+ppt
	Unit 4	Concept; Communication Planning;	Lecture+ppt
20.		Objectives; Functions and Significance; Classification of Advertising;	Lecture+ppt
21.		Factors Determining the Advertising Opportunity of a Product/Service/Idea;	Lecture+ppt
22.		Various communication model	Lecture+ppt+ Flow diagrams
23.		Types of Appeals and Advertising Messages.	Lecture+ppt
	Unit 5	Introduction; Online Advertising; Ways of E-advertising;	Lecture+ppt
24.		Types of Digital Ads; On the Internet; On Mobile Devices; Pros and Cons of Mobile Marketing; Pricing of Digital Ads;	Lecture+ppt
25.		Edirect Marketing;	Lecture+ppt
26.		Social Media: Significance of Social Media in Marketing Communication Strategies,	Lecture+ppt
27.		Key Social Media Platforms, Opportunities and Threats of Social Media Application.	Lecture+ppt
28.		E-sales Promotion	Lecture+ppt
29.		E-Public Relations	Lecture+ppt
30.		Sentiment Analysis	Hands on using Word Cloud
31.		User Generated content.	Hands on using Word Cloud

COURSE OUTLINE
Prestige Institute of Management & Research, Gwalior
MBA 2nd Semester (Jan - June)
Session: 2023-24
Course: MARKETING MANAGEMENT
Course Code – MBA 201
Credit: 04
Session Duration: 60 Minutes

Course Outcomes

On completion of the course, the students will be able to:

CO1: Demonstrate understanding of the marketing, its importance and marketing environment.

CO2: Critically analyze the concepts of marketing mix, product mix, promotion mix and market segmentation.

CO3: Analyze the concepts of pricing and aspects related to distribution.

CO4: Evaluate the consumer buying motives and understand product life cycle.

CO5: Assess the organization's strategic, operational and tactical marketing decisions as well as social and mobile marketing concept.

Course Pedagogy:

Lecture, Case study, hands on analysis

Course Readings:

Prescribed Book(s):

- *Deshpandé, & Farley. (1993). Corporate Culture, Customer Orientation, and Innovativeness in Japanese Firms: A Quadrad Analysis. Journal of Marketing, 57(1), 23-37.*
- *Grewal, & Levy. (2017). Marketing (5 ed.). McGraw Hill Education.*
- *Jaworski, & Kohli. (1993). Market Orientation: Antecedents and Consequences. Journal of Marketing, 57(3), 53-70.*
- *Kotler, P., & Keller, K. L. (2012). Marketing management (14 ed.). Pearson.*
- *Prahalad, C. K. (2005). The Fortune at the Bottom of the Pyramid. Philadelphia: Wharton School Publishing.*

Course Evaluation Criteria:

Instruments	Marks (Sem 1)	Marks (Sem 2)	Marks (Sem 3)	Marks (Sem 4)
Mid Term Exam	(20)	(20)	(20)	(20)
Quiz / Written Test	(4)	(3)	(5)	(5)

Course Name: **STRATEGIC MANAGEMENT**, *this course outline has been prepared by Mr. Vivek Shrivastava, PIMR-G, Batch: Jan-June*

Case Analysis & Presentation	(3)	(3)	(3)	(5)
Story Telling	(4)			
LTM		(4)		
Class Presentation	(3)	(3)	(2)	(3)
Corporate Readiness & Personality Development	(2)	(3)		
Class Room Attendance	(4)	(4)	(5)	(2)
Final MRP VIVA				(5)
Skill Based Training			(5)	
Final Exam	(60)	(60)	(60)	(60)
Total	100	100	100	100

Session Details:

Session	Topic	Tools used
1	Basic Marketing Concepts	Discussion and explanation of basic concepts
2	Market and Marketing concept, Modern concept of marketing	Explanation of concept through discussion
3	Concept and functions of Marketing management, Difference between marketing, selling.	Power Point Presentation (PPT), Examples
4	Scope and Importance of Marketing	
5	Marketing Evolution	PPT and Black Board, Examples
6	Marketing Mix	PPT and Black Board, Examples
7	Marketing Environment	PPT and Black Board, Examples
8	Concept of Product and STP	Discussion and explanation of basic concepts
9	Bases for Segmentation and Targeting	PPT and Black Board, Examples
10	Positioning and Bases for Positioning	PPT and Black Board, Examples
11	Errors in positioning	PPT and Black Board, Examples
12	Product Differentiations: Variables in Differentiation	PPT and Black Board, Examples
13	Concept of Product Planning	Discussion and explanation of basic concepts

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14	Product Mix Decisions - Introduction	PPT and Black Board
15	Product line, Product life cycle	PPT and Black Board, Examples
16	New Product Development	PPT and Black Board, Examples
17	Brands and Brand strategies	PPT and Black Board, Examples
18	Concept Pricing and its significance	Discussion and explanation of basic concepts
19	Objectives and Methods of Pricing	PPT and Black Board, Examples
20	Price sensitivity, adverse effect of price wars	PPT and Black Board, Examples
21	Meaning of channel of distribution	Discussion and explanation of basic concepts
22	Classification of channels	PPT and Black Board, Examples
23	Choice of channels of distribution,	PPT and Black Board, Examples
24	Types of intermediaries	PPT and Black Board, Examples
25	Factors affecting COD, COD Strategies	PPT and Black Board
26	Concept of Value Chain, Role in Value Chain	PPT and Black Board
27	Inbound and outbound logistics	PPT and Black Board
32	Concept of Marketing Communication	Discussion and explanation of basic concepts
33	Types of promotion	PPT and Black Board, Examples
34	Promotion Mix -Sales Promotion, Advertisement	PPT and Black Board, Examples
35	Promotion Mix -Spersonal Selling and Sales Management	PPT and Black Board, Examples
36	Promotion Mix -Public Relation, Publicity.	PPT and Black Board, Examples
37	Social and Mobile Marketing	Discussion and explanation of basic concepts
38	The 4 E frame work for Social Media	PPT and Black Board, Examples
39	Categories and Strategies of Social Media	PPT and Black Board, Examples
40	PPC and Model of PPC Advertising	PPT and Black Board, Examples
41	Concept of Retailing	Discussion and explanation of basic concepts
42	Concept of Omni channel Marketing	Discussion and explanation of basic concepts
43	Strategies to Choosing Retailing Partners	PPT and Black Board, Examples
44	Types of Retailers	PPT and Black Board, Examples
45	Effective Omni channel Retailing	PPT and Black Board, Examples

Course Name: **STRATEGIC MANAGEMENT**, *this course outline has been prepared by Mr. Vivek Shrivastava, PIMR-G, Batch: Jan-June*

COURSE OUTLINE

Prestige Institute of Management & Research , Gwalior

Term :

MBA MK 04 (2023-25)

Course : SERVICE MKETING AND RETAIL MANAGEMENT, **Course Code –MBA MK
04 Credit : 4**

Session Duration : 60 Minutes

FACULTY (Name): Dr. Nischay Kumar Upamannyu

Telephone : 9752199029

E-Mail: nischay.upamannyu@prestigegwl.org

Office Hours: 10.00AM to 5.30 PM

Consulting Hours: office hours

Course Objectives:

The course aims to disseminate the insights of services marketing and retail management and the latest changes in services and retail formats.

Course Outcomes:

MBA 4th : CO1a	Understand the concepts of service attributes and determinants of the service marketing mix.
MBA 4th : CO1b	Learn the Service Quality Model and analyze the behavioural aspects of customer buying.
MBA 4th : CO2	Understand the concept of Retailing and Retail Mix.
MBA 4th : CO3	Discuss the Retail industry in India and Various Retail Formats.
MBA 4th : CO4	- Understand and analyze appropriate strategies for Store Location, Merchandise Planning, Store Designing, operations and Store Employees.

Course Pedagogy: Lecture/Case Studies/Practical Problems/Class Presentation/MCQ

Course Name: **STRATEGIC MANAGEMENT**, *this course outline has been prepared by Mr. Vivek Shrivastava, PIMR-G, Batch: Jan-June*

Course Readings:

1. Rampal, M.K., and Gupta, S.L. (2010). Service Marketing Concepts, Applications, and Cases.
2. Chowdhary, N., & Choudhary, M. (2008). Marketing of Services. MacMillan Publishers India Limited.
3. Lovelock, C., & Wirtz, J. (2016). Service Marketing (8 ed.). World Scientific. Parasuraman, A., Zeithaml,
4. V. A., & Berry, L. L. (1985). A conceptual model of service quality and its implication for future research. Journal of Marketing, Vol. 49, No. 4 (Autumn, 1985), pp. 41-50 (10 pages).
5. Berman, B., & Evans, J. R. (2018). Retail Management a strategic approach. Pearson.
6. Singh, H. (2009). Retail management: A global perspective. S. Chand Publishing.
7. Barry, B. (2003). Retail management: A strategic approach. Pearson Education, India.

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	(20)
Quiz / Written Test	(5)
Case Analysis	(5)
Class Presentation	(5)
Seminar	(4)
PD	(1)
Final Exam	(60)
Total	100

Session Details:

Class (Total 38 Lectures)	Topic Contents	Pedagogy
1	Understanding Service Markets, Products and Customers:	Lecture/ PPT
2	Introduction to Services, what are Services? Why Services Marketing?	Lecture/ PPT
3	Service and Technology, Characteristics of Services and their Resulting Implications,	Lecture/ PPT/Examples
4	Services Marketing Mix: Traditional Marketing Mix and Extended Mix for Services	Lecture/ PPT/Examples
5	The Gaps Model of Service Quality: The Customer Gap, The Providers Gap	Lecture/ PPT/Practical Questions
6	The 3 stage model of service consumption.	Lecture/ PPT/Numerical

7,8	Building the Service Model; Customer Expectations of Service: Service Expectations, Zone of Tolerance,	Lecture/ PPT/Examples
9	Factors that Influence Customer Expectations of Service,	Lecture/ PPT/Examples
10,11	Customer Perceptions of Service: Customer Perceptions, Customer Satisfaction,	Lecture/ PPT
12,13	Service Quality, SERVQUAL Model, E-Service Quality, Service Encounters.	Lecture/ PPT
14	The World of Retailing: Concepts of Retail, Evolution of Retail Management,	Lecture/ PPT/
15,16	Retailing Principles, Retail Sales goals, the changing urban consumer,	Lecture/ PPT
17	Retail Growth, Retail Sectors Retail in India;	Lecture/Case Assignments
18,19	Retail Mix; Financial Planning in Retail: Issues in cash management,	Lecture/ PPT/Examples
20	effective methods of cash management.	Lecture/ PPT
21, 22,23	Organized retail in India, Sectors contributing to retail, Large Indian retailers; Unorganised Retail: Various Segments in the Indian Retail industry, Emerging Trends in retailing.	Lecture/ PPT
24	Retail Format: Store Based- Ownership Based Store Formats (Independent Retailers, chain stores,	Lecture/ PPT/Examples
25, 26	Franchises, Co-operative Stores), Merchandise Based Store Format (Convenience stores, supermarkets, Hypermarkets, Speciality stores, Departmental Stores, factory outlets, catalogue showrooms);	Lecture/ PPT/Examples
26,27	Non-Store Based Retail Format: Direct sales, Email Orders, Postal Orders, Telemarketing, Automated Vending,	Lecture/ PPT
28,29	Kiosk; Service Based: Banks, Car Rental, Service Contracts. Traditional Retailing and Non Store based Retailing;	Lecture/ PPT
30	Other Emerging retail format; E-Retailing: Reasons for Popularity of internet Retailing, Online shopping frauds and precautions.	Lecture/ PPT
31,32,33	Store Location: Trade Area Analysis- The Huff Gravity Model, Location criteria, types of location; Retail Marketing Segmentation, Strategic Planning in Retail, Financial Strategy,	Lecture/ PPT

34	Merchandise Planning: Inventory Management, Category Management, Stock Keeping Units; Marketing-	Lecture/ PPT
35	Store Designing and operations: Layouts, Visual Merchandising, Atmospherics, Store operation and Loss prevention;	Lecture/ PPT
36	Store Employees: recruiting and selecting store employees, training, evaluating employees, career opportunities in retail	Lecture/ PPT

Prestige Institute of Management, Gwalior				
Session Plan				
Subject Name: SERVICE MARKETING & RETAIL MANAGEMENT			Faculty Name: Dr. PRAVEEN ARONKAR	
Class: MBA IV 2024			Session: JAN-JUN	
Unit	Session	Topic	Objectives	Tools used
1	1	Concept: Service Marketing, Service marketing domination in indian economy	The students will learn basic Concept: Service Marketing and Service marketing domination in indian economy	Discussion and explanation of basic concepts
	2	Service Marketing: Product and Services and Importance of Service Marketing.	The students will learn basic Concept of service products and importance of service marketing	Explanation of concept through discussion
	3	Characteristics of Services and their resulting implication	The students will learn basic Characteristics of Services	Power Point Presentation (PPT), Examples
	3	Classification of Services	The students will learn basic Classification of Services.	Lecturing with ppt, Examples
	4	Concept: Marketing Mix of Services	The students will learn basic Concept of marketing mix of services	Discussion and explanation of basic concepts
	5	Product and Price	Student will learn 4 P's of service marketing	Lecturing with ppt, Examples
	6	Place and Promotion	Student will learn 4 P's of service marketing	Lecturing with ppt, Examples
	7	people, process of Services and Physical Evidences	Student will learn 7 P's of service marketing	Lecturing with ppt, Examples
	8	Service Quality Models- Concept and Dimensions	Students will learn service quality models	Discussion through Case Study
2	9	The Gap Model: Customer Gap and Provider Gap	Students will learn service quality models and The Gap Model.	Lecturing with ppt, Examples
	10	Service Model: Concept	Student will learn 3 stage model of service consumption	Discussion and explanation of basic concepts
	11	Building Service Model	Student will learn 3 stage model of service consumption	Lecturing with ppt, Examples
	12	Factors influencing customer expectations of Services	Student will learn 3 stage model of service consumption	Lecturing with ppt, Examples
	13	Customer Perception and Satisfaction	Student will learn 3 stage model of service consumption	Lecturing with ppt, Examples and Class Presentationn of 2 Groups

Course Name: **STRATEGIC MANAGEMENT**, *this course outline has been prepared by Mr. Vivek Shrivastava, PIMR-G, Batch: Jan-June*

	14	Servqual Model	Students will learn SERVQUAL model of service quality	Lecturing with ppt, Examples and Class Presentationn of 2 Groups
	15	E-service Quality	Students will learn SERVQUAL model of service quality	Lecturing with ppt, Examples and Class Presentationn of 2 Groups
	16	Service Encounter	Student will learn service encounter interaction	Lecturing with ppt, Examples and Class Presentationn of 2 Groups
3	17	Overview of retail environment and management	The students will be able to learn about retailing and its origin. Also will be able to evaluate retail customers through mapping society along with retails situational analysis by ownership and other traditional forms.	Discussion and explanation of basic concepts
	18	Retailing, definition and concept	Students will learn basic concept of retailing	Lecturing with ppt, Examples and Class Presentationn of 2 Groups
	19	Evolution of Retail Management - I	Students will learn evolution of retail	Lecturing with ppt, Examples and Class Presentationn of 2 Groups
	20	Evolution of Retail Management - II	Students will learn evolution of retail	Lecturing with ppt, Examples and Class Presentationn of 2 Groups
	21	Retailing: Principles Retail Sales goals and Growth	Students will learn principles of retail	Lecturing with ppt, Examples and Class Presentationn of 2 Groups
	22	Retailing: Sectors and Retail Mix	Students will learn concept of retail mix	Lecturing with ppt, Examples
	23	Financial Planning in Retail: Cash Management Issues	Students will learn financial planning in retail	Lecturing with ppt, Examples
	24	Financial Planning in Retail: Cash Management Methods	Students will learn financial planning in retail	Lecturing with ppt, Examples
4	25	Overview of Organized and Unorganized Retailing	Students will be able to acquire an in-depth knowledge about the organized and unorganized Retailing	Discussion and explanation of basic concepts
	26	Organized and Unorganized Retailing	Students will be able to acquire an in-depth knowledge about the organized and unorganized Retailing	Discussion through retail evolution

	27	Retailing: Contribution of Organized and Unorganized in Indian Retail Industry	Students will be able to learn contribution of organized and unorganized Retailing in economy	Lecturing with ppt, Examples
	28	Emerging Trends and Segmentation of Retail Industry	Students will be able to learn emerging trends and segmentation of retail sector	Lecturing with ppt, Examples
	29	Retail Format: Store based - I	Students will be able to become familiar with various formats of retail industry.	Lecturing with ppt, Examples
	30	Retail Format: Store based - II	Students will be able to become familiar with various formats of retail industry.	Lecturing with ppt, Examples
	31	Retail Format: Non-store based - I	Students will be able to become familiar with various formats of retail industry.	Lecturing with ppt, Examples
	32	Retail Format: Non-store based - II	Students will be able to become familiar with various formats of retail industry.	Lecturing with ppt, Examples
	33	E-Retailing	Students will be able to become familiar with various formats of retail industry.	Lecturing with ppt, Examples
5	34	Overview of Store Location and Retail Marketing Segmentation	Students will be able to learn basis of store location and layout decision	Discussion and explanation of basic concepts
	35	Choosing a store location: trading area Analysis, site location and Types	Students will be able to learn basis of store location and layout decision	Lecturing with ppt, Examples
	36	Strategic Planning in Retail - I	Students will learn strategic planning in retail through trade area analysis	Lecturing with ppt, Examples
	37	Strategic Planning in Retail - II	Students will learn strategic planning in retail through trade area analysis	Lecturing with ppt, Examples
	38	Store Designing and operations	Students will learn store design and operation concepts	Practical Project to Students
	39	Retail HRM - I	Students will learn HRM issues in retail	Lecturing with ppt, Examples
	40	Retail HRM - II	Students will learn HRM issues in retail	Lecturing with ppt, Examples

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
Session Plan -MBA-22-24-Sem-IV

MBA IV SEMESTER PROJECT APPRAISAL AND FINANCE PAPER CODE: MBA FM 03	Max. Marks: 100 Min. Marks: 40 External:60 Internal: 40
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Name of Subject: Project Appraisal and Finance
Course Code: MBA FM 03
Session:Jan-July 24
Course Type: Core
No. of Sessions: 35 sessions Duration:60 minutes
Name of Teacher : Dr. Pratiksha Saxena, NET, Ph.D

Course Outcomes

After completion of successful course student will be

- CO1:** Understanding the relevance of alternative project appraisal techniques, financial structuring and financing alternative identification of a project, feasibility analysis including market,technical and financial appraisal of a project, and the elements of social cost-benefit analysis.
- CO2:** Analyzing the learning and understand techniques for Project planning, scheduling and Execution Control
- CO3:** Applying technology tools for communication, collaboration, information management, and decision support and appraisal techniques for evaluating live projects
- CO4:** Interacting with team and stakeholders in a professional manner, respecting differences, to ensure a collaborative project environment
- CO5:** Evaluating and appreciating contemporary project management tools and methodologies in Indian context

Lecture Plan:

Lecture No.	Topic	Pedagogy
Unit-1		
1	An introduction, Project appraisal and evaluation	PPT+Lecture
2	Project cycle	PPT+Lecture
3	Project cycle management	PPT+Lecture
4	Private and Public sector Projects	PPT+Lecture

Course Name: **STRATEGIC MANAGEMENT**, *this course outline has been prepared by Mr. Vivek Shrivastava, PIMR-G, Batch: Jan-June*

5	Identification of investment opportunities	PPT+Lecture
6	Project identification and formulation	PPT+Lecture
7	Generation of Project ideas	PPT+Lecture
8	Entrepreneurship – Concept, Theory and perspective	PPT+Lecture+Case
Unit-2		
9	Market analysis of a project, Need for market analysis	PPT+Lecture
10	Demand and supply analysis	PPT+Lecture
11	Collection analysis, primary /secondary data	PPT+Lecture
12	Forecasting techniques	PPT+Lecture
13	Technical appraisal of a project	PPT+Lecture
14	Business and Technology Acquisition and management of technology.	PPT+Lecture+Case
Unit -3		
15	Introduction to Investment Appraisal	PPT+Lecture
16,17	DCF and non DCF methods, Sensitivity Analysis	PPT+Lecture
18	Components of Financial analysis, Investment criteria	PPT+Lecture
19	Financial needs of a Project	PPT+Lecture
20	Project Appraisal parameters of select Financial Institutions	PPT+Lecture+Case
Unit-4		
21	Value added concept, social surplus indirect impact of projects	PPT+Lecture
22	Efficiency and Equity in Project Appraisal	PPT+Lecture
23	Rationale of SCBA	PPT+Lecture
24	UNIDO approach	PPT+Lecture
25	Little Mirrlees Approach	PPT+Lecture
26	Project Appraisal of Indian Plans	PPT+Lecture+Case
Unit-5		
27	Taxonomy of Risks	PPT+Lecture
28,29	probabilistic cash flow approaches – application of simulation techniques	PPT+Lecture
30,31	Monitoring and Evaluation of a Project - PERT/CPM	PPT+Lecture
32,33	Monitoring mechanism, Evaluation and Lessons	PPT+Lecture+Case
34,35	Preparation of project report	PPT+Lecture

Tools and Pedagogy	Smart Board, PPT Presentation, Case study, GD, Quiz, Presentation by student, Assignments
Course Readings	Books, Research Papers, and Case studies

Course Name: **STRATEGIC MANAGEMENT**, *this course outline has been prepared by Mr. Vivek Shrivastava, PIMR-G, Batch: Jan-June*

Suggested Readings:

- Chandra, P. (2017). Projects: Planning Analysis Selection Financing Implementation and Review, 8th Ed.
- Desai, V. (2000). Project Management and Entrepreneurship. Himalaya Publishing House.
- Passenheim, O. (2009). Project Management. Ventus Publishing APS.
- Vasant Desai - Project Management - Himalaya Publishing House.
- Chaudhary S.; Project Management, Tata Mc Graw Hill
- Meredith Jack R., Mantel Samuel J.; Project Management, IV Edition, John Wiley & Sons
- Gopalakrishnan P., Ramamoorthy V.E; Textbook of Project Management, MacMillan Publishers
- Patel Bhavesh M.; Project Management- Strategic Financial Planning, Education & Control, Vikas Pub. House, 2014

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Jan-June (2024)

MBA – Batch (2022-24)

Course: Compensation Planning

Course Code: HRM03

Credit: 4

Session Duration: 60 Minutes

FACULTY (Name): Dr. Garima Mathur

Telephone : 9179066008

E-Mail : garima.mathur@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Objective

This course will examine the strategic use of compensation systems by management to attract, motivate, retain, and reward employee performance. This course will explore the factors of job evaluation as the basis of compensation strategy offering students an opportunity to develop competencies in making equitable compensation decisions.

Course Outcomes: After the completion of the course, the students will be able to:

CO1A: Summarize the concept & components of compensation.

CO1B: Understand wage determination and administration

CO2: Design compensation structure.

CO3: Analyse the types of benefits available for employees.

CO4: Discuss the challenges of employee compensation.

CO-PO Matrix					
CO/PO	PO1	PO2	PO3	PO4	PO5
CO1	3	3	2	2	3
CO2	3	3	3	3	3
CO3	1	1	2	1	1
CO4	0	3	3	3	2

Course Pedagogy:

Lecture, Case study, hands on analysis

Suggested Readings:

- Bhatia, D. K. (2009). Compensation Management. India: Himalayas Publishing House.

Course Name: **STRATEGIC MANAGEMENT**, *this course outline has been prepared by Mr. Vivek Shrivastava, PIMR-G, Batch: Jan-June*

- Henderson, R. (2007). Compensation Management in a Knowledge Based world. Pearson, 9 th Edition.
- Newman, J. M., & Milkovich, G. T. (2016). Compensation. Mc Graw Hill Education.

Course Evaluation Criteria:

Instruments	Marks (Sem 1V)
Mid Term Exam	20
Quiz/Written Test	5
Case Analysis and Presentation	10
Class Participation	5
Final Exam	60
Total	100

Session Plan

Unit I

Introduction to Compensation Management

Learning Objective: The sessions are planned to help students to:		
<ol style="list-style-type: none"> 1. Understand the components of salary 2. Find out how salary is determined 		
Session/Lecture No.	Topics / Assignments	Pedagogy
1	Introduction: Faculty-student interaction, Need of the subject in curriculum, issues while studying and implementation	PPT + Lecture
2	Concept of Compensation, related concept	PPT + Lecture
3	Factors Affecting Employee Compensation	PPT + Lecture
4	Dimensions of Employee Compensation	PPT + Lecture
5	New Trends in Compensation Management	PPT + Lecture
6	Concept of 3-P Compensation	PPT + Lecture

7	Case Study- Designing Pay structure – Part I	Case Study
<p>Learning Outcomes: After completing this chapter students will be able to:</p> <ol style="list-style-type: none"> 1. Understand the components of salary 2. Understand the concept of 3-Ps in compensation. 3. Identify how various jobs and their compensation structures 		

Unit II

Employee Behavior and Wages and Salary Administration

<p>Learning Objective: The session has been planned to acquaint students with the topics such as:</p> <ol style="list-style-type: none"> 1. National Wage Policy 2. Types of Wages 3. Wage Differentials 		
Session/Lecture No.	Topics / Assignments	Remarks
8	Compensation strategy with HR strategy and business strategy	PPT + Lecture
9	Wage Policy, Economic and Social objective of Wage Policy	PPT + Lecture
10	Concept of Wage and types of wages	PPT + Lecture
11	Types of wages	PPT + Lecture
12	Wage Boards	PPT + Lecture
13	Wage differentials	PPT + Lecture
14	Pay commissions	PPT + Lecture
15	Concept of Internal Equity and External Parity	PPT + Lecture
16	Role Play on Salary Determination	Role Play
<p>Learning Outcomes: After completing this chapter students will be able to understand:</p> <ol style="list-style-type: none"> 1. The concepts of Pay Range and Bands, Job Pricing, Job Evaluation 2. Various methods of wage payments 		

Unit III

Designing Compensation System

<p>Learning Objective: The main objective of this session is to make students comfortable with the</p> <ol style="list-style-type: none"> 1. Concept of Financial and Non Financial Rewards 2. Types of Incentives 		
Session/Lecture No.	Topics / Assignments	Remarks
17	Process of Wage Fixation	PPT + Lecture
18	Job Evaluation	PPT + Lecture
19	Designing Pay Ranges and Bands	PPT + Lecture
20	Compensation Structure in Indian Practices	PPT + Lecture
21	Salary Progression	PPT + Lecture
22	Methods of Payment	PPT + Lecture
23	Case Study- Designing Pay Structure –Part II	Case Study
<p>Learning Outcomes: After completing this chapter students will be able to:</p> <ol style="list-style-type: none"> 1. Elaborate process of Wage fixation 2. Understand the methods of payment 		

Unit IV

Employee Benefits

<p>Learning Objective: The main objective of this session is to make students comfortable with</p> <ol style="list-style-type: none"> 1. Various issues related to Remuneration 2. Retirement schemes 		
Session/Lecture No.	Topics / Assignments	Remarks
24	Employee benefits- classification	PPT + Lecture
25	Retirement benefits	PPT + Lecture
26	Case Study- Columbus Custom Carpentry	PPT + Lecture

27	Concept of Incentives, Merits and Demerits	PPT + Lecture
28	Types of Incentives	PPT + Lecture
29	Need, Objectives and Types of Fringe Benefits	PPT + Lecture
30	Performance and Skill based Pay Systems	PPT + Lecture
31	Assignment – Description of Wage Laws	Assignment
32	Voluntary Retirement Scheme	PPT + Lecture
33	Managerial and Executive Remuneration	PPT + Lecture
34	Case Study- Designing Pay Structure- Part III	Case Study
Learning Outcomes: After completing this chapter students will be able to: <ol style="list-style-type: none"> 1. Identify the incentives applicable in different cases 2. Understand the structure of Managerial and Executive Remuneration 		

Unit V

Compensation Challenges

Learning Objective: The main objective of this session is to make students comfortable with <ul style="list-style-type: none"> • International compensation • Expatriate Pay & compensation 		
Session No.	Topics / Assignments	Remarks
35	International Compensation- issues & structure	PPT + Lecture
36	Executive Compensation	PPT + Lecture
37	Expatriate Pay- elements	PPT + Lecture
38	The Total Pay Model	PPT + Lecture
39	Discuss the articles - http://www.hrsguide.co.uk/	Article
40	Case Study- Designing Pay Structure- Part III	Case Study
Learning Outcomes: After completing this chapter students will be able to: <ul style="list-style-type: none"> • Know the issues related to expatriates • Understand pay models 		

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term: IV

MBA – (JAN – JUN 2024)

Course: Financial Risk Management,

Course Code - MBA FM04 Credit: 03

Session Duration: 60 Minutes

FACULTY: AP Simran Rohira

Telephone: +91 9111927933

E-Mail: simran.rohira@prestigegwl.org

Office Hours: 10:00 – 17:20 Hrs.

Course Objectives: To acquaint students with the design and implementation of risk management practices and to make them learn how to hedge financial risk with various risk management concepts, tools and techniques.

Course Outcomes: On completion of this course, student will able to:

CO1 a: Understand the main functions of financial risk management and its role in the system of entire business management

CO1b. Understand the types of risks faced by an entity and be able to identify these risks.

CO2. Develop the understanding of market volatility and portfolio performance.

CO3. Measure how the risks faced by an entity can be quantified and the use of metrics to measure risk.

CO4. Acquaint with the know-how of tools of financial engineering and risk hedging via various derivative products such as futures and forwards.

Course Pedagogy: Content delivery through lectures, Case based learning, Simulation through class activities.

Course Name: **STRATEGIC MANAGEMENT**, *this course outline has been prepared by Mr. Vivek Shrivastava, PIMR-G, Batch: Jan-June*

Course Readings- Books, Case Studies, Study Material Provided

Prescribed Book(s):

Hull, J. C. (2007). Risk Management and Financial Institutions (RMFI). Prentice-Hall.

Pandey, I. (2015). Financial Management, 11th Edition. New Delhi, India: Vikas Publishing House

Reference Book(s): Horcher, K. A. (2005). Essentials of financial risk management. John Wiley & Sons, Inc. (Vol. 54).

Hull, J. C. (2006). Options, Futures, and Other Derivatives [OFOD]. Prentice-Hall (sixth edition).

Hull, J. C. (2007). Risk Management and Financial Institutions (RMFI). Prentice-Hall.

Pandey, I. (2015). Financial Management, 11th Edition. New Delhi, India: Vikas Publishing House

Session Details:

Class	Topic Contents	Pedagogy
1 st	Introduction: Risk, Financial Risk, Top-Down and Building Block Approaches to Risk Management, Creating value with risk management	Lecture and Discussion
2 nd	Steps to Risk Identification, Risk Management Process	Lecture and Discussion
3 rd	The Pervasiveness of Risk, importance of Management of Risk	Lecture and Discussion
4 th	Financial Risk and Financial Distress, The Costs of Risk Management.	Lecture and Discussion
5 th	Introduction of Market Efficiency, Market Liquidity	Lecture and Discussion
6 th	Role of Financial Intermediaries	Lecture and Discussion
7 th	Systematic Risk and Non-Systematic Risk	Lecture and Discussion
8 th – 10 th	Managing Market Risks. Credit Risk and its Effects; Credit risks Include-Default Risk, Counterparty Pre-Settlement risk, Counterparty Settlement Risk, Legal Risk, Sovereign or Country Risk, Concentration Risk.	Lecture and Discussion
11 th – 13 th	Interest Rate Risk: Introduction of Interest Rate Risk, The Term Structure of Interest Rates, Analyzing Yield Curve Behavior	Lecture and Discussion
14 th – 16 th	The Money Markets, Term Instruments	Case Discussion
17 th	Introduction of Foreign Exchange Rate Risk, Foreign Exchange Exposure.	Lecture and Discussion

18 th	Equity and Commodity Price Risk; Equity Market Risks; Commodity Price Risk	Lecture and Discussion
19 th – 21 st	Understanding Volatility; Describing the Price-Generating Process; Conditional and Unconditional Volatility; Weighted and Unweighted volatility	Lecture and Discussion
22 nd – 25 th	EWMA and GARCH (1,1) approaches to volatility	Video sharing, Lecture and Discussion, Excel exercise
26 th – 27 th	Statistical Analysis of Financial Risk, The Significance of Normal Distribution	Lecture and Discussion
28 th	Understanding the Risk Measures, Measuring the Relationship between Assets	Lecture and Discussion
29 th	Portfolio Expected Return and Risk, Practical Considerations in Measuring Risk,	Lecture and Discussion
30 th	Estimating Portfolio Value at Risk	Lecture and Discussion
31 st – 32 nd	Financial Methods for Measuring Risk: Using the Present-Value Approach to Determine Risk	Lecture and Discussion
33 rd	Calculating Spot Discount Rates for Specific Maturities, The Term-Structure Approach to Risk Measurement.	Lecture and Discussion
34 th – 35 th	Qualitative Approaches to Risk Assessment: Qualitative Forecasting Methods, Qualitative Forecasts	Lecture and Discussion
36 th – 37 th	Policy and Hedging, Measuring Risk; Global Initiatives in Financial Risk Management; Basics of Derivatives; Forwards, Pricing of Forward Contracts under Assumptions of Dividends	Lecture and Discussion
38 th	Futures, Settlement Mechanism; Clearing House Concept	Lecture and Discussion
39 th – 40 th	Hedging with Future and Forwards; Basics of Options using Black-Scholes Model; Reporting and Controlling Risk	Lecture and Discussion
41 th – 42 nd	Risk Management Strategy	Case Discussion
43 rd – 45 th	Financial Glossary Preparation and Discussion	Activity
46 th – 47 th	Understanding Volatility with the help of activity on share prices.	Activity
48 th – 50 th	Understanding Systematic risk with Beta Measure	Activity

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

MBA – Semester(January-June 2024)

Session -2023-24

Course:Talent Management,

Course Code:MBA-HRM -Talent Management

Credit: 03

Session Duration: 60 Minutes

Subject Faculty Name: Deep Shikha Chavan

Telephone: 9893056219

E-Mail: deepshikha.chavan@prestigegwl.org

Office Hours: 9:00- 5:20

Consulting Hours: 3:30 – 5:20

Course Objectives: The course highlights the understanding basics of Talent Management , its need , scope and requirement

Course Outcomes:After completion of course the students will be able to:

CO1: Understand the concept of Talent management and its relevance to organization.

CO1b: Analyze Talent management process and its significance.

CO2: Develop Talent Management strategy and necessary behavioral skills for the application of various Talent issues.

CO3: Understand current practices of talent planning and acquisition strategies.

CO4: Evaluate and understand the best strategies for talent engagement and retention.

Syllabus:

Unit 1:Introduction to Talent Management:

Course Name: **STRATEGIC MANAGEMENT**, *this course outline has been prepared by Mr. Vivek Shrivastava, PIMR-G, Batch: Jan-June*

Concept, Talent Management Process, Significance of Talent Management;
Introduction to Talent Management System, Steps to create TMS, Navigating forces impacting
Talent Management

Unit 2: Building Blocks of Talent Management:

Competency creating values, Performance Management, Evaluating Employee Potential,
Using Talent Management model for Recruitment & Selection

Unit 3: Talent Management Strategy:

Developing a Talent Management Strategy, Mapping Business Strategies and
Talent Management. Objectives of Talent Planning, Steps in Strategic Talent Planning.
Talent Integration: Leadership & Team Building; Succession Planning Program

Unit 4: Talent Acquisition:

Introduction, Talent Acquisition, Recruiting Process, Strategic Trends in Talent Acquisition,
Talent acquisition management solutions.
Integrating Training & Development with Talent Management

Unit 5: Talent Engagement and Retention:

Introduction, Concept of Talent Engagement and Talent Retention, Best Strategies for Talent
Engagement and Retention
Talent Management Issues, Challenges, Best Practices of Talent Management, Use of IT to
support Talent Management System

References

Course Pedagogy: Digital smart board/LCD, Laptop, Case studies, Activities/Exercises, Role
plays

Course Readings: Books, Research papers and Case studies

Prescribed Book(s):

- Lance A Berger, Dorothy R Berger, The Talent Management Handbook, 2e, TMH, 2008
- Ravinder Shukla, Talent Management: Process of Developing and Integrating Skilled
Workers, Global India Publications, 2009.

Reference Book(s):

- Marshall Goldsmith, Louis Carter, Best Practices in Talent Management: How the World's
Leading Corporations, Wiley, 2010.

Course Name: **STRATEGIC MANAGEMENT**, *this course outline has been prepared by Mr.
Vivek Shrivastava, PIMR-G, Batch: Jan-June*

- Hugh Scullion, David G. Collings, Global Talent Management, Routledge, 2011.

Course Evaluation Criteria:

Instruments	Marks (Sem 4)
Mid Term Exam	(20)
Innovative Assignment	(5)
Quiz / Written Test	(5)
Case Analysis & Presentation	(5)
Final MRP VIVA	(5)
Final Exam	(60)
Total	100

Session Details:

Session no.	Topic	Duration	Pedagogical tools
1	Unit 1: Introduction to Talent Management: Concept and Over view	60 mins	Discussion
2	Talent Management Process,	60 mins	Discussion
3	Significance of Talent Management;	60 mins	Presentation & learning,Discussion
4	Introduction to Talent Management System	60 mins	Presentation & learning,Discussion
5	Steps to create TMS	60 mins	Presentation & learning,Discussion
6	Navigating forces impacting Talent Management	60 mins	Presentation & learning,Discussion
7	Unit 2:Building Blocks of Talent Management:	60 mins	Presentation & learning,Discussion
8	Competency creating values,	60 mins	Presentation & learning,Discussion
9	Performance Management,	60 mins	Presentation & learning,Discussion
10	Evaluating Employee Potential,	60 mins	Presentation & learning,Discussion
11	Using Talent Management model for Recruitment & Selection	60 mins	Presentation & learning,Discussion
12	Unit 3:Talent Management Strategy: Developing a Talent Management Strategy,	60 mins	Presentation & learning,Discussion
13	Mapping Business Strategies and Talent Management.	60 mins	Presentation & learning,Discussion
14	Building; Succession Planning Program	60 mins	Presentation & learning,Discussion

Course Name: **STRATEGIC MANAGEMENT**, *this course outline has been prepared by Mr. Vivek Shrivastava, PIMR-G, Batch: Jan-June*

15	Objectives of Talent Planning, Steps in Strategic Talent Planning.	60 mins	Presentation & learning, Discussion	Blended
16	Talent Integration: Leadership & Team	60 mins	Presentation & learning, Discussion	Blended
17	Unit 4: Talent Acquisition: Introduction,	60 mins	Presentation & learning, Discussion	Blended
18	Talent Acquisition,	60 mins	Presentation & learning, Discussion	Blended
19	Recruiting Process,	60 mins	Presentation & learning, Discussion	Blended
20	Strategic Trends in Talent Acquisition,	60 mins	Presentation & learning, Discussion	Blended
21	Talent acquisition management solutions.	60 mins	Presentation & learning, Discussion	Blended
22	Tutorial	60 mins	Presentation & learning, Discussion	Blended
23	Tutorial	60 mins	Presentation & learning, Discussion	Blended
24	Presentation	60 mins	Presentation	
25	Presentation	60 mins	Presentation	
26	Presentation	60 mins	Presentation	
27	Presentation	60 mins	Presentation	
28	Presentation	60 mins	Presentation	
29	Case Study on Talent Management	60 mins	Presentation and Discussion	
30	Case Study on Talent Management	60 mins	Presentation & learning, Discussion	Blended

Course Name: **STRATEGIC MANAGEMENT**, *this course outline has been prepared by Mr. Vivek Shrivastava, PIMR-G, Batch: Jan-June*

31	Unit 5: Talent Engagement and Retention: Introduction	60 mins	Presentation & learning, Discussion	Blended
32	Concept of Talent Engagement ,	60 mins	Presentation & learning, Discussion	Blended
33	Concept of Talent Retention, , Best Practices of Talent Management, Use of IT to support Talent Management System	60 mins	Presentation & learning, Discussion	Blended
34	Best Strategies for Talent Engagement and Retention	60 mins	Presentation and Discussion	
35	Talent Management Issues, Challenges	60 mins	Presentation and Discussion	
36	Best Practices of Talent Management,	60 mins	Presentation and Discussion	
37	Best Practices of Talent Management,	60 mins	Presentation and Discussion	
38	Use of IT to support Talent Management System	60 mins	Presentation and Discussion	
39	Tutorial	60 mins	Presentation and Discussion	
40	Tutorial	60 mins	Presentation and Discussion	

Teaching plan
Session 2023-24
PROGRAM – MBA FT

COURSE OUTLINE

Prestige Institute of Management & Research , Gwalior

Term :

MBA – Batch (2023-25)

Course : Marketing Management, Course Code –MBA 201

Credit : 4

Session Duration : 60 Minutes

FACULTY (Name): Dr. Nischay Kumar Upamannyu

Telephone : 9752199029

E-Mail: nischay.upamannyu@prestigegwl.org

Office Hours: 10.00AM to 5.30 PM

Consulting Hours: office hours

Course Objectives:

The course highlights the core concepts, contexts, theories and practical implication of Marketing in real world. The students will also understand the broad spectrum of marketing decisions in companies and significance of Marketing as strategic and essential function in an organisation business strategy. **Course**

Outcomes:

MBA 2nd : CO1a	Understand the Various concept related to Marketing management and Marketing environment
MBA 2nd : CO1b	Illustrate the various concept related to marketing Segmentation, targeting and positioning
MBA 2nd : CO2	Analyze the concept of Marketing mix and understand role of distribution channels in Marketing
MBA 2nd : CO3	Comprehend the role of promotion mix in marketing.
MBA 2nd : CO4	- Evaluate and Identify the Various aspect of digital marketing and Retailing

Course Pedagogy: Lecture/Case Studies/Practical Problems/Class Presentation/MCQ

Course Readings:

1. Kotler, P., Armstrong, G., Agnihotri, P. (2018). Principles of Marketing. 17th Ed. Pearson Education.
2. Etzel, M.J., Walker, B.J., Stanton, W.J., Pandit A. (2004). Marketing: Concepts and Cases. (Special Indian Edition). McGraw Hill Education.
3. Iacobucci, Kapoor. (2011) Marketing Management: A South Asian Perspective. Cengage Learning.
4. Grewal, D., Levy, M. (2017) Marketing, Indian Edition. McGraw Hill Education.
5. Chhabra, T.N., Grover, S. K. (2016). Marketing Management. 4th Ed. Dhanpat Rai & Company

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	(20)
Quiz / Written Test	(5)
Case Analysis	(5)
Class Presentation	(5)
Seminar	(4)
PD	(1)
Final Exam	(60)
Total	100

Session Details:

Class (Total 38 Lectures)	Topic Contents	Pedagogy
1	Definition, Nature, Elements and Scope of Marketing	Lecture/ PPT
2	Marketing concepts; Marketing philosophies.	Lecture/ PPT
3	Customer value- customer Life Time value, Practical problems in measuring Customer Life Time value	Lecture/ PPT/Examples
4	Holistic Marketing, Concept of marketing orientation and consumer orientation	Lecture/ PPT/Examples
5	Concept of marketing environment- Micro and Macro.	Lecture/ PPT/Practical Questions
6	Market Segmentation- Purpose and Methods of Marketing Segmentation,	Lecture/ PPT/Numerical

7,8	Levels of segmentation, Patterns, Bases of Segmentation. Concept of Targeting: Selection of Target Markets, Strategies,	Lecture/ PPT/Examples
9	Concept of positioning:	Lecture/ PPT/Examples
10,11	Types, major errors,	Lecture/ PPT
12	Product Differentiations: Variables in Differentiation.	Lecture/ PPT
13,14	Product Planning - Product Mix Decisions, Product Line	Lecture/ PPT/
15,16	New Product Development, Product Life Cycle;	Lecture/ PPT
17	Branding: Brands and Brand strategies;	Lecture/Case Assignments
18,19	Pricing: Objectives, Methods, strategies, price sensitivity, adverse effect of price wars;	Lecture/ PPT/Examples
20,21	Channel of Distribution(COD): Levels, role, factors affecting COD,	Lecture/ PPT
22,23	COD Strategies. Role in Value Chain -Inbound and outbound logistics.	Lecture/ PPT
24	Promotion Mix Understanding the concept of Marketing Communication;	Lecture/ PPT/Examples
25	Role of promotion in Marketing; Determining Promotional Mix	Lecture/ PPT/Examples
26,27	Sales Promotion, Advertisement, personal Selling and Sales Management, Public Relation, Publicity.	Lecture/ PPT
28,29	Social and Mobile Marketing The 4 E framework for Social Media, categories of Social Media,	Lecture/ PPT
30	App pricing Models, three components of a Social Media Strategy	Lecture/ PPT

31,32,33	concept of Pay per click (PPC) Advertising, profitability Model for PPC Advertising;	Lecture/ PPT
34	concept of Retailing and Omni channel Marketing-	Lecture/ PPT
35	choosing Retailing Partners, Types of Retailers,	Lecture/ PPT
36	Effective Omni channel Retailing.	Lecture/ PPT

Prestige Institute of Management, Gwalior

Session Plan

Subject Name: MARKETING MANAGEMENT Faculty Name: Dr. PRAVEEN ARONKAR

Class: MBA II Session: JAN-JUN 2024

Unit	Session	Topic	Objectives	Tools used
1	1	Concept, definition, nature of marketing	Students will learn elements and scope of marketing	Explanation of concept through discussion
	2	Elements and Scope of marketing	Students will learn basic concept of marketing	Explanation of concept through discussion
	3	Core concepts of marketing	Students will learn core concepts of marketing	Power Point Presentation (PPT), Examples
	3	Marketing Philosophies	Students will learn philosophies of marketing	Power Point Presentation (PPT), Examples
	4	Customer Value and Customer life time values and problems in measuring it	Students will learn the concept of customer value and customer life time value in marketing	Explanation of concept through discussion
	5	Holistic marketing, customer orientation	Students will learn the concept of concept of customer orientation and holistic marketing	Explanation of concept through discussion
	6	Concept of marketing environment- micro	Students will learn the concept of marketing environment micro	Lecturing with ppt, Examples
	7	Concept of marketing environment- macro	Students will learn the concept of marketing environment macro	Lecturing with ppt, Examples
2	8	Market segmentation- purpose	Students will learn the concept of market segmentation need, bases, levels	Explanation of concept through discussion
	9	Market segmentation- bases	Students will learn the concept of market segmentation need, bases, levels	Explanation of concept through discussion
	10	Market segmentation- levels and patterns	Students will learn the concept of market targeting and selection	Lecturing with ppt, Examples
	11	Concept of market targeting	Students will learn the concept of market segmentation need, bases, levels	Lecturing with ppt, Examples
	12	Selection of target markets	Students will learn the concept of market segmentation need, bases, levels	Lecturing with ppt, Examples
	13	Concept of positioning	Students will learn the concept of market positioning	Discussion and explanation of basic concepts

	14	Types of positioning	Students will learn the concept of market positioning types	Lecturing with ppt, Examples
	15	Product differentiations - variables	Students will learn the concept of market positioning variables	Lecturing with ppt, Examples
3	16	Marketing Mix	Students will learn the concept of marketeting mix	Lecturing with ppt, Examples
	17	Product planning and product line	Students will learn the concept of product planning and product line	Discussion and explanation of basic concepts
	18	New product development	Students will learn the concept new product development	Discussion and explanation of basic concepts
	19	Product life cycle	Students will learn the concept of prduct life cycle	Lecturing with ppt, Examples
	20	Brand and Branding Strategies	Students will learn the concept of branding and stretegies	Lecturing with ppt, Examples
	21	Pricing, objectives and methods	Students will learn the concept of pricing and methods	Discussion and explanation of basic concepts
	22	Pricing stretgies and price sensitivity	Students will learn the concept of pricing stretegies	Discussion and explanation of basic concepts
	23	Channels of distribution	Students will learn the concept of COD	Lecturing with ppt, Examples
	24	Levels, factors and strategies. Logistics	Students will learn the concept COD levels , factors and stretegies. Logistics rolein COD	Lecturing with ppt, Examples
4	25	Promotion Mix- concept of marketing communications	Students will learn the concept of promotions in marketing	Discussion and explanation of basic concepts
	26	Role of promotion in marketing	Students will learn the role of promotions in marketing	Lecturing with ppt, Examples
	27	Promotional mix-sales promotion	Students will learn the concept of promotions mix in marketing and role of sales promotion	Lecturing with ppt, Examples
	28	Advertisment	Students will learn the role advertisment promotions in marketing	Discussion and explanation of basic concepts
	29	Personal selling and sales management	Students will learn the concept of personel selling promotions in marketing and sales manegement	Explanation of concept through discussion

	30	Publicity and public relation	Students will learn the concept of publicity and public relations	Explanation of concept through discussion
5	31	Social mediaand mobile marketing	Students will learn the concept of social media and mobile marketing	Discussion and explanation of basic concepts
	32	4 E framework of social media	Students will learn the concept of 4 E framework	Discussion and explanation of basic concepts
	33	Categories of social media	Students will learn thedifferent categories of social media	Explanation of concept through discussion
	34	App pricing models, 3 components of social media stretegy	Students will learn the concept App pricing and stretegy	Explanation of concept through discussion
	35	Concept of Pay per click advertising	Students will learn the concept of PPC	Explanation of concept through discussion
	36	Class presentations	Students will learn the presentation skills	Practical project to students
	37	Class presentations	Students will learn the presentation skills	Practical project to students
	38	Class presentations	Students will learn the presentation skills	Practical project to students
	39	Class presentations	Students will learn the presentation skills	Practical project to students
	40	Class presentations	Students will learn the presentation skills	Practical project to students

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term: II

MBA (Jan – June 2024)

Subject – Marketing Management

Course Code – MBA 201

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Mr. Vivek Shrivastava

Telephone: 8319391197

E-Mail: Vivek.shrivastava@prestigegwl.org

Office Hours: 9:00- 5:20

Consulting Hours: 3:30 – 5:20

Course Objectives: The course highlights the core concepts, contexts, theories and practical implication of Marketing in real world. The students will also understand the broad spectrum of marketing decisions in companies and significance of Marketing as strategic and essential function in an organisation business strategy.

Course Outcomes: After completion of course, the students will be able to:

CO1(A): Understand the Various concept related to Marketing management and Marketing environment

CO1(B): Illustrate the various concept related to marketing Segmentation, targeting and positioning

CO2: Analyse the concept of Marketing mix and understand role of distribution channels in Marketing

CO3: Comprehend the role of promotion mix in marketing.

CO4: Evaluate and Identify the Various aspect of digital marketing and Retailing

Course Pedagogy: Digital smart board/LCD, Laptop, Case studies, Activities/Exercises, Role plays

Course Readings: Books, Research papers and Case studies

Prescribed Book(s):

- Deshpandé, & Farley. (1993). Corporate Culture, Customer Orientation, and Innovativeness in Japanese Firms: A Quadrad Analysis. *Journal of Marketing*, 57(1), 23-37.
- Grewal, & Levy. (2017). *Marketing* (5 ed.). McGraw Hill Education.
- Jaworski, & Kohli. (1993). Market Orientation: Antecedents and Consequences. *Journal of Marketing*, 57(3), 53-70.
- Kotler, P., & Keller, K. L. (2012). *Marketing management* (14 ed.). Pearson.
- Prahalad, C. K. (2005). *The Fortune at the Bottom of the Pyramid*. Philadelphia: Wharton School Publishing.

Reference Book(s):

- Deshpandé, & Farley. (1993). Corporate Culture, Customer Orientation, and Innovativeness in Japanese Firms: A Quadrad Analysis. *Journal of Marketing*, 57(1), 23-37.
- Grewal, & Levy. (2017). *Marketing* (5 ed.). McGraw Hill Education.
- Jaworski, & Kohli. (1993). Market Orientation: Antecedents and Consequences. *Journal of Marketing*, 57(3), 53-70.
- Kotler, P., & Keller, K. L. (2012). *Marketing management* (14 ed.). Pearson.
- Prahalad, C. K. (2005). *The Fortune at the Bottom of the Pyramid*. Philadelphia: Wharton School Publishing.

Session Details:

Class (Min 35- 40 Lectures) Class Tutorials (Min 15)	Topic Contents ; Source reference	Pedagogy
1	Definition of Marketing	PPT, Board, Examples
2	Nature of Marketing	PPT, Board, Examples
3	Elements and Scope of Marketing	PPT, Board, Examples
4	Introduction to Marketing Concepts, Overview of Marketing Philosophies	PPT, Board, Examples
5	Customer Value and Customer Lifetime Value	PPT, Board, Examples
6	Challenges in Measuring Customer Lifetime Value	PPT, Board, Examples
7	Holistic Marketing Overview, Marketing Orientation vs. Consumer Orientation;	PPT, Board, Examples
8	Micro and Macro Marketing Environments	PPT, Board, Examples
9	Case study	Assignment activity
10	Introduction to Market Segmentation	PPT, Board, Examples
11	Purpose and Methods of Market Segmentation Levels and Patterns of Segmentation	PPT, Board, Examples
12	Bases of Segmentation Concept of Targeting and Selection of Target Markets	PPT, Board, Examples
13	Targeting Strategies	PPT, Board, Examples
14	Concept of Positioning and Types	PPT, Board, Examples
15	Major Errors in Positioning, Product Differentiation and Variables	PPT, Board, Examples
16	Class presentation	Assignment activity in class
17	Class presentation	Assignment activity in class
18	Class presentation	Assignment activity in class
19	Class presentation	Assignment activity in class
20	Product Planning and Product Mix Decisions	PPT, Board, Examples
21	Product Life Cycle,	PPT, Board, Examples
22	Branding and Brand Strategies	PPT, Board, Examples

23	Pricing: Objectives and Methods,	PPT, Board, Examples
24	Pricing Strategies and Price Sensitivity	PPT, Board, Examples
25	Channels of Distribution: Levels and Roles	PPT, Board, Examples
26	Factors Affecting Channels of Distribution and Strategies, Role in Value Chain:	PPT, Board, Examples
27	Inbound and Outbound Logistics	PPT, Board, Examples
28	Introduction to Marketing Communication	PPT, Board, Examples
29	Role of Promotion in Marketing,	PPT, Board, Examples
30	Determining Promotional Mix	PPT, Board, Examples
31	Sales Promotion, Advertisement	PPT, Board, Examples
32	Personal Selling and Sales Management,	PPT, Board, Examples
33	Public Relations and Publicity	
34	Integration of Promotional Activities	PPT, Board, Examples
35	Case Studies on Promotional Mix Strategies	PPT, Board, Examples
36	The 4 E Framework for social media	PPT, Board, Examples
37	Components of a Social Media Strategy	PPT, Board, Examples
38	Categories of social media and App Pricing Models,	PPT, Board, Examples
39	Concept of Pay Per Click (PPC) Advertising	PPT, Board, Examples
40	Profitability Model for PPC Advertising	PPT, Board, Examples
41	Introduction to Retailing and	PPT, Board, Examples
42	Omni-channel Marketing	
43	Choosing Retailing Partners and	PPT, Board, Examples
44	Types of Retailers	PPT, Board, Examples
45	Effective Omni-channel Retailing Strategies	PPT, Board, Examples
46	Case Studies on Social and Mobile Marketing	PPT, Board, Examples
47	Case study	Assignment activity

COURSE OUTLINE
Prestige Institute of Management & Research, Gwalior
MBA 2nd Semester (Jan - June)
Session: 2023-24
Course: MARKETING MANAGEMENT
Course Code – MBA 201
Credit: 04
Session Duration: 60 Minutes

Course Outcomes

On completion of the course, the students will be able to:

CO1: Demonstrate understanding of the marketing, its importance and marketing environment.

CO2: Critically analyze the concepts of marketing mix, product mix, promotion mix and market segmentation.

CO3: Analyze the concepts of pricing and aspects related to distribution.

CO4: Evaluate the consumer buying motives and understand product life cycle.

CO5: Assess the organization's strategic, operational and tactical marketing decisions as well as social and mobile marketing concept.

Course Pedagogy:

Lecture, Case study, hands on analysis

Course Readings:

Prescribed Book(s):

- *Deshpandé, & Farley. (1993). Corporate Culture, Customer Orientation, and Innovativeness in Japanese Firms: A Quadrad Analysis. Journal of Marketing, 57(1), 23-37.*
- *Grewal, & Levy. (2017). Marketing (5 ed.). McGraw Hill Education.*
- *Jaworski, & Kohli. (1993). Market Orientation: Antecedents and Consequences. Journal of Marketing, 57(3), 53-70.*
- *Kotler, P., & Keller, K. L. (2012). Marketing management (14 ed.). Pearson.*
- *Prahalad, C. K. (2005). The Fortune at the Bottom of the Pyramid. Philadelphia: Wharton School Publishing.*

Course Evaluation Criteria:

Instruments	Marks (Sem 1)	Marks (Sem 2)	Marks (Sem 3)	Marks (Sem 4)
Mid Term Exam	(20)	(20)	(20)	(20)
Quiz / Written Test	(4)	(3)	(5)	(5)
Case Analysis & Presentation	(3)	(3)	(3)	(5)
Story Telling	(4)			
LTM		(4)		

Class Presentation	(3)	(3)	(2)	(3)
Corporate Readiness & Personality Development	(2)	(3)		
Class Room Attendance	(4)	(4)	(5)	(2)
Final MRP VIVA				(5)
Skill Based Training			(5)	
Final Exam	(60)	(60)	(60)	(60)
Total	100	100	100	100

Session Details:

Session	Topic	Tools used
1	Basic Marketing Concepts	Discussion and explanation of basic concepts
2	Market and Marketing concept, Modern concept of marketing	Explanation of concept through discussion
3	Concept and functions of Marketing management, Difference between marketing, selling.	Power Point Presentation (PPT), Examples
4	Scope and Importance of Marketing	
5	Marketing Evolution	PPT and Black Board, Examples
6	Marketing Mix	PPT and Black Board, Examples
7	Marketing Environment	PPT and Black Board, Examples
8	Concept of Product and STP	Discussion and explanation of basic concepts
9	Bases for Segmentation and Targeting	PPT and Black Board, Examples
10	Positioning and Bases for Positioning	PPT and Black Board, Examples
11	Errors in positioning	PPT and Black Board, Examples
12	Product Differentiations: Variables in Differentiation	PPT and Black Board, Examples
13	Concept of Product Planning	Discussion and explanation of basic concepts
14	Product Mix Decisions - Introduction	PPT and Black Board
15	Product line, Product life cycle	PPT and Black Board, Examples
16	New Product Development	PPT and Black Board, Examples
17	Brands and Brand strategies	PPT and Black Board, Examples
18	Concept Pricing and its significance	Discussion and explanation of basic concepts

19	Objectives and Methods of Pricing	PPT and Black Board, Examples
20	Price sensitivity, adverse effect of price wars	PPT and Black Board, Examples
21	Meaning of channel of distribution	Discussion and explanation of basic concepts
22	Classification of channels	PPT and Black Board, Examples
23	Choice of channels of distribution,	PPT and Black Board, Examples
24	Types of intermediaries	PPT and Black Board, Examples
25	Factors affecting COD, COD Strategies	PPT and Black Board
26	Concept of Value Chain, Role in Value Chain	PPT and Black Board
27	Inbound and outbound logistics	PPT and Black Board
32	Concept of Marketing Communication	Discussion and explanation of basic concepts
33	Types of promotion	PPT and Black Board, Examples
34	Promotion Mix -Sales Promotion, Advertisement	PPT and Black Board, Examples
35	Promotion Mix -Spersonal Selling and Sales Management	PPT and Black Board, Examples
36	Promotion Mix -Public Relation, Publicity.	PPT and Black Board, Examples
37	Social and Mobile Marketing	Discussion and explanation of basic concepts
38	The 4 E frame work for Social Media	PPT and Black Board, Examples
39	Categories and Strategies of Social Media	PPT and Black Board, Examples
40	PPC and Model of PPC Advertising	PPT and Black Board, Examples
41	Concept of Retailing	Discussion and explanation of basic concepts
42	Concept of Omni channel Marketing	Discussion and explanation of basic concepts
43	Strategis to Choosing Retailing Partners	PPT and Black Board, Examples
44	Types of Retailers	PPT and Black Board, Examples
45	Effective Omni channel Retailing	PPT and Black Board, Examples

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term : JAN- JULY 2024

MBA – Batch (2021-23)
Course: Marketing Management
Course Code: MBA 201
Credit: 4
Session Duration: 60 Minutes

FACULTY (Name): Dr. Sneha Rajput

Telephone : 09827662240

E-Mail : sneha.rajput@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Objectives:

The course highlights the core concepts, contexts, theories and practical implication of Marketing in real world. The students will also understand the broad spectrum of marketing decisions in companies and significance of Marketing as strategic and essential function in an organisation business strategy.

Course Outcome

On completion of the course, the students will be able to: CO1: Demonstrate understanding of the marketing, its importance and marketing environment. CO2: Critically analyze the concepts of marketing mix, product mix, promotion mix and market segmentation. CO3: Analyze the concepts of pricing and aspects related to distribution. CO4: Evaluate the consumer buying motives and understand product life cycle. CO5: Assess the organization's strategic, operational and tactical marketing decisions as well as social and mobile marketing concept. Course Pedagogy:

Lecture, Case study, hands on analysis

Course Readings:

Prescribed Book(s): Kotler, Keller, Koshy and Jha (2000) Marketing Management: A south Asian perspective. McGraw Hill Education.

Reference Book(s)

Deshpandé, & Farley. (1993). Corporate Culture, Customer Orientation, and Innovativeness in Japanese Firms: A Quadrant Analysis. Journal of Marketing, 57(1), 23-37.

• Grewal, & Levy. (2017). Marketing (5 ed.). McGraw Hill Education.

• Jaworski, & Kohli. (1993). Market Orientation: Antecedents and Consequences. Journal of Marketing, 57(3), 53-70. • Kotler, P., & Keller, K. L. (2012). Marketing management (14 ed.). Pearson.

- Prahalad, C. K. (2005). The Fortune at the Bottom of the Pyramid. Philadelphia: Wharton School Publishing.

Course Evaluation Criteria:

Instruments	Marks (Sem 1)	Marks (Sem 2)	Marks (Sem 3)	Marks (Sem 4)
Mid Term Exam	(20)	(20)	(20)	(20)
Quiz / Written Test	(4)	(3)	(5)	(5)
Case Analysis & Presentation	(3)	(3)	(3)	(5)
Story Telling	(4)			
LTM		(4)		
Class Presentation	(3)	(3)	(2)	(3)
Corporate Readiness & Personality Development	(2)	(3)		
Class Room Attendance	(4)	(4)	(5)	(2)
Final MRP VIVA				(5)
Skill Based Training			(5)	
Final Exam	(60)	(60)	(60)	(60)
Total	100	100	100	100

Session Details:

Lectures	UNIT	Topics	Pedagogy
1	UNIT 1	Introduction to Marketing Management and various elements in MM	PPT +Example of Maslow Theory
2		Importance and Scope of MM	Lecture+ Interaction
3		Traditional Philosophies of MM: Production, Product and Selling	Lecture+ Interaction
4		Modern Philosophies of MM: Marketing and Societal	Lecture+ Interaction
5		Three Levels of Management	Lecture+ Interaction
6		Managerial Roles and Seven Skills	Lecture+ Interaction
7		Marketing Environment: Micro and Macro	Lecture+ Interaction
8	ABL	Managerial Roles and Seven Skills	Group Activity
9	ABL	TATA CSR: Societal Concept	Class Discussion
10	ABL	Customer experience: I phone	Word Cloud
11	UNIT 2	Market Segmentation	PPT+ Maruti Suzuki Case Segmentation Desgin/ Mahindra and Mahindra Seg Design
12		Benefits , purpose and Limitation of Segmentation	Lecture+ Interaction
13		Targeting: Process of Targeting	Lecture+ Interaction
14		Targeting: Bases of Target	Lecture+ Interaction
15		Target Strategies	Lecture+ Interaction
16		Introduction to Consumer Behavior	Lecture+ Interaction
17	ABL	Segmentation: Maruti Suzuki	Brain Storming session
18	ABL	Segmentation: Samsung	Brain Storming session
19		Differentiation: errors	Lecture+ Interaction
20	ABL	COKE VS PEPSI	read the differences

21	UNIT 3	Marketing Mix Decisions, Product Decision	PPT + Case of a Detergents
22		New Product Development and Necessity for development	Lecture+ Interaction
23		Failure of New Products, New product planning and development	Lecture+ Interaction
24		Product Mix	Lecture+ Interaction
25		Branding	Lecture+ Interaction
26		Branding (Conti)	Lecture+ Interaction
27		Product life cycle stage, strategies of different stages of PLC	Lecture+ Interaction
28		Channel of distribution for consumer/ industrial product	Lecture+ Interaction
29		Factor affecting of channel of distribution, Management of channels	Lecture+ Interaction
30		Value chain	Lecture+ Interaction
31	ABL	PLC of Some Famous products	Class Discussion
32	ABL	Product Mix: HUL	Class Discussion
33		Pricing decisions, pricing objective and policies method of setting pricing	Lecture+ Interaction
34		Pricing strategies,	Lecture+ Interaction
35	UNIT 4	Promotion Mix – advertising	Lecture+ Interaction
36		Promotion Mix – sales promotion,	Lecture+ Interaction
37		Promotion Mix – personal selling,	Lecture+ Interaction
38		Promotion Mix – publicity and public relation	Lecture+ Interaction
39	ABL	Case Study - D mart (Sales promotion)	Class Discussion
40	UNIT 5	Four E frame Work	Class Presentation
41		Categories in Social Media	Class Presentation +LIVE
42		Current trends in wholesaling and retailing, retail distribution of system	Class Presentation +Class Discussion
43		Types of retailers	Class Presentation +Class Discussion
44		Omni Channel	Class Presentation +Class Discussion
45	ABL	Omni Channel :MMT	Class Discussion

SESSION PLAN

NAME: Dr. GAURAV JAISWAL

SUBJECT: ORGANISATIONAL BEHAVIOUR

CLASS: MBA – II – A

SESSION: JANUARY-JUNE 2024

HOURS REQUIRED: 35 HOURS

MBA 202

Learning Objective:

- Become effective leaders by addressing the human side of enterprise.
- Understand individual behavior in organizations, including attitudes, job satisfaction, emotions, personality, values, perception, decision making, and motivational theories.
- Understand group behavior in organizations, including communication, leadership, power and politics, conflict, and negotiations.
- Understand the organizational system, including organizational structures, culture, human resources, and change.

Session Wise Unit Plan:

Session No.	Unit	Topics / Assignments	Methodology/Instructional techniques
1	Unit - I	Concepts of OB	Lecture
2.		Nature and Importance of OB	Lecture
3.		Models of Organisational Behavior	Lecture
4.		Perception and Attribution Theory: Concept	Lecture
5.		Nature and Process; Importance;	Lecture
6.		Management and Behavioral Applications of Perception.	Class Interaction
7.	Unit-II	Attitude: Concept; Process; Importance	Lecture
8.		Techniques of Attitude Measurement	Lecture
9.		Personality: Concept; Nature; Types	Lecture

10.		Theories of Personality	Lecture
11.		Theories of Personality	Lecture
12.		Case Study - Attitude	Exercise
13.	Unit-III	Learning: Concept and Theories of Learning: Classical Conditioning,	Lecture
14		Operant Conditioning and Social Learning	Lecture
15		Motivation- Concept, Importance	Lecture
16		Motivation: Theories of Motivation	Lecture
17		Motivation: Theories of Motivation	Lecture
18		Motivating a Diverse Workforce.	Exercise
19	Unit -IV	Leadership: Style and Theories of Leadership-Trait	Lecture
20		Behavioural and Situational Theories; Leadership Styles in Indian Organisations.	Lecture
21		Analysis of Interpersonal Relationship; Group Dynamics: Definition; Stages of Group Development;	Lecture
22		Formal and Informal Groups; Groups Processes and Decision Making;	Lecture
23		Dysfunctional Groups; Punctuated Equilibrium Model, Group Cohesiveness;	Lecture
24	Unit -V	Organisational Power and Politics: Concept; Sources of Power; Distinctive Between Power Authority and Influence;	Lecture
25		Political Implications of Power: Dysfunctional Uses of Power;	Lecture
26		Stress: Understanding and its Consequences;	Lecture
27		Causes of Stress; Managing Stress.	Lecture
28		Conflict: Concepts; Sources; Types	Lecture
29		Functionality and Dysfunctional Conflict;	Lecture

30		Classification of Conflict- Intra; Individual; Interpersonal; Intergroup and Organizational; Resolution of Conflict;	Lecture
31		Case Study on Conflict Management	Class Interaction
32		Class Presentation	Class Discussion
33		Class Presentation- continued	Class Discussion
34		Class Presentation- continued	Class Discussion
35		Class Presentation- continued	Class Discussion

Suggested Readings:

Fred; L. (2011). Organizations Behaviour (12th edition ed.). New York; Mc Graw Hill.

- K; A. (2016). Organizational Behaviour (12th edition ed.). New Delhi: Himalaya Publishing
- House. Kumar; P.; & Thakur; K. (2011). Text book of Organization Behavior. new delhi: Wisdom Publications.

Stephen; P. (2013). Organizational Behaviour (15th edition ed.). New Delhi: Pearson • Education.

Udai; P. (2016). Understanding Organizational Behaviour (4th edition ed.). New Delhi: Oxford Higher Education

Dr. Gaurav Jaiswal

MBA - II - A

MBA 2nd Sem

SESSION PLAN

ORGANIZATIONAL BEHAVIOR

CLASS: MBA

Dr. Richa Banerjee

Unit I

Learning Objective: To make the students familiar with OB concept, model and its importance in organization.

To acquaint the students with Individual behaviours, group behavior and organizational concepts such as Perception , Learning, Attitude, Personality, Dynamics of groups, Functions of group, Leadership, Styles of leadership, Conflicts and negotiation, Organizational change, Organizational Power, Knowledge Management, Stress & Managing Stress

Session No.	Topics / Assignments	
1	OB: Concept, Definition, Nature, determinants	Lecture + Presentation
2	Workplace behaviours	L + Presentation
3	Interdisciplinary approach to OB	L + Presentation
4	-do-	L + Presentation
5	Foundations of OB ;Challenges & opportunities	L + Presentation
6	Models of OB	L + Presentation
7	Perception: Meaning	L + Presentation
8	Factors affecting perception	L + Presentation
9	Perceptual process	L + Presentation
10	Errors in perception	L + Presentation

Learning Outcomes: After completing this chapter students will be able to:

1. Understand the concepts of organizational behavior and its application in managing people

2. Apply the different approaches to organizational behavior and enhance the human relationships within the organization.

Unit II

Session No.	Topics / Assignments	
8	Attitude-Concept, component	L + Presentation
9.	Types of attitude- Cognitive dissonance theory	L + Presentation
10.	Concept of Personality	L + Presentation
11	Types and theories of Personality Shaping	L + Presentation
12	Personality attributes influencing OB	L + Presentation
13	Exercises	

Learning Outcomes:

- i) Understand the personality determinants of personality and personality traits
- i) Understand the principles of learning process
- iii) Appreciate the classical conditioning principles and its application in work life situation
- iv) Implement behavior modification techniques by learning the operant conditioning principles and its application in work life situation
- v) Understanding the dynamics of social learning theory and relevance in work life situation.

Unit 3

7	Concept and components of learning	L + Presentation
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8.	Theory of learning- Classical conditioning	L + Presentation
9.	Theory of learning- Operant conditioning	L + Presentation
10.	Theory of learning- Social Learning	L + Presentation
11.	Theory of learning- Cognitive Learning	L + Presentation
12	Motivation	L + Presentation
13	Theories of motivation: Maslow & ERG	L + Presentation
14	Theories of motivation: X & Y	L + Presentation
15	Theories of motivation: Mc Clelland & Equity	L + Presentation
16	Theories of motivation: Herzberg & Vroom's expectancy	L + Presentation
17	Exercise on Motivation	Exercise
	<p>Learning Outcomes: After completing this chapter students will be able to:</p> <ol style="list-style-type: none"> 1. Importance of groups 2. Understand leadership styles 	

Unit 4

Session No.	Topics / Assignments	
1	Introduction: Group	L+ Presentation
2.	Types of groups	L+ Presentation
3.	Group development processes	L+ Presentation
4.	Theories of Groups	L+ Presentation
5.	Leadership: concept	L+ Presentation
6.	Theories: Trait theories	L+ Presentation
7.	Theories: Behavioural theories: Ohio state, Michigan studies	L+ Presentation
8.	Theories: Managerial grid	L+ Presentation

9.	Likert leadership styles	L+ Presentation
10.	Theories: Contingency theories: Fiedler	L+ Presentation
11.	Theories: Contingency theories: Hersey & Blanchard	L+ Presentation
12.	Theories: Contingency theories: Path Goal	L+ Presentation
13.	Case Study 1	Case
	<p>1. Understand the meaning of motivation concept and its dynamics in work life situations</p> <p>Explain the meaning of various motivational theories and its application in organizations</p>	

Unit V

Session No.	Topics / Assignments	
1	Stress : Concept, causes	L+ Presentation
2.	Consequences and Stress Management	L+ Presentation
3.	Org. Power & Politics: Concept	L+ Presentation
4.	Differences b/w Power , authority and influence	L+ Presentation
5.	Knowledge Management	L+ Presentation
6.	Emotional Intelligence	L+ Presentation
7.	Organizational Change	L+ Presentation
8.	Kurt Lewin Theory of Change	L+ Presentation
9.	Conflict concept, types	L+ Presentation
10.	Types of negotiation	L+ Presentation
11.	Process of conflict, conflict handling styles	L+ Presentation
12.	Bargaining: strategies	L+ Presentation
13.	Grievance Handling Procedure	L+ Presentation

14.	Nature and Common attribute of organisational culture	L+ Presentation
15.	Models of International culture	L+ Presentation
16.	Dimensions and Impact of culture on International organizational behaviour.	L+ Presentation
17.	Case Study	Case

Learning Outcomes: After completing this chapter, students will be able to:

1. Handle conflicts
2. Identify their own conflict handling styles
3. Understand the dynamics of the change process and identify the various external and internal forces for the change process

MBA 2nd Sem

SESSION PLAN

ORGANIZATIONAL BEHAVIOR

CLASS: MBA

Dr. Richa Banerjee

Unit I

Learning Objective: To make the students familiar with OB concept, model and its importance in organization.

To acquaint the students with Individual behaviours, group behavior and organizational concepts such as Perception , Learning, Attitude, Personality, Dynamics of groups, Functions of group, Leadership, Styles of leadership, Conflicts and negotiation, Organizational change, Organizational Power, Knowledge Management, Stress & Managing Stress

Session No.	Topics / Assignments	
1	OB: Concept, Definition, Nature, determinants	Lecture + Presentation
2	Workplace behaviours	L + Presentation
3	Interdisciplinary approach to OB	L + Presentation
4	-do-	L + Presentation
5	Foundations of OB ;Challenges & opportunities	L + Presentation
6	Models of OB	L + Presentation

Learning Outcomes: After completing this chapter students will be able to:

3. Understand the concepts of organizational behavior and its application in managing people
4. Apply the different approaches to organizational behavior and enhance the

human relationships within the organization.

Unit II

Session No.	Topics / Assignments	
1	Introduction: Individual behaviours	L + Presentation
2.	Perception: Meaning	L + Presentation
3.	Factors affecting perception	L + Presentation
4.	Perceptual process	L + Presentation
5.	Errors in perception	L + Presentation
6.	Image Exercise	Exercise
7	Concept and components of learning	L + Presentation
8.	Theory of learning- Classical conditioning	L + Presentation
9.	Theory of learning- Operant conditioning	L + Presentation
10.	Theory of learning- Social Learning	L + Presentation
11.	Theory of learning- Cognitive Learning	L + Presentation
12.	Attitude-Concept, component	L + Presentation
13.	Types of attitude- Cognitive dissonance theory	L + Presentation
14.	Concept of Personality	L + Presentation
15	Types and theories of Personality Shaping	L + Presentation
16	Personality attributes influencing OB	L + Presentation
17	Exercises	

Learning Outcomes: After going through the content of this lesson, the students will be able to

i) Understand the dynamic of perceptual process

- ii) Explain the possible errors in attribution and the methods to overcome such errors.
- iii) Understand the personality determinants of personality and personality traits
- iv) Understand the principles of learning process
- v) Appreciate the classical conditioning principles and its application in work life situation
- vi) Implement behavior modification techniques by learning the operant conditioning principles and its application in work life situation
- vii) Understanding the dynamics of social learning theory and relevance in work life situation.

Unit III

Session No.	Topics / Assignments	
1	Introduction: Group	L+ Presentation
2.	Types of groups	L+ Presentation
3.	Group development processes	L+ Presentation
4.	Theories of Groups	L+ Presentation
5.	Leadership: concept	L+ Presentation
6.	Theories: Trait theories	L+ Presentation
7.	Theories: Behavioural theories: Ohio state, Michigan studies	L+ Presentation
8.	Theories: Managerial grid	L+ Presentation
9.	Likert leadership styles	L+ Presentation
10.	Theories: Contingency theories: Fiedler	L+ Presentation
11.	Theories: Contingency theories: Hersey & Blanchard	L+ Presentation
12.	Theories: Contingency theories: Path Goal	L+ Presentation
13.	Case Study 1	Case
14.	Motivation	L+ Presentation

15	Theories of motivation: Maslow & ERG	L+ Presentation
16	Theories of motivation: X & Y	L+ Presentation
17	Theories of motivation: Mc Clelland & Equity	L+ Presentation
18	Theories of motivation: Herzberg & Vroom's expectancy	L+ Presentation
19	Exercise on Motivation	Exercise

Learning Outcomes: After completing this chapter students will be able to:

3. Importance of groups
4. Understand leadership styles
5. Understand the meaning of motivation concept and its dynamics in work life situations
6. Explain the meaning of various motivational theories and its application in organizations

Unit IV

Session No.	Topics / Assignments	
1	Stress : Concept, causes	L+ Presentation
2.	Consequences and Stress Management	L+ Presentation
3.	Org. Power & Politics: Concept	L+ Presentation
4.	Differences b/w Power , authority and influence	L+ Presentation
5.	Knowledge Management	L+ Presentation
6.	Emotional Intelligence	L+ Presentation
7.	Organizational Change	L+ Presentation
8.	Kurt Lewin Theory of Change	L+ Presentation
9.	Conflict concept, types	L+ Presentation
10.	Types of negotiation	L+ Presentation
11.	Process of conflict, conflict handling styles	L+ Presentation
12.	Bargaining: strategies	L+ Presentation

13.	Grievance Handling Procedure	L+ Presentation
14.	Nature and Common attribute of organisational culture	L+ Presentation
15.	Models of International culture	L+ Presentation
16.	Dimensions and Impact of culture on International organizational behaviour.	L+ Presentation
17.	Case Study	Case

Learning Outcomes: After completing this chapter, students will be able to:

4. Handle conflicts
5. Identify their own conflict handling styles
6. Understand the dynamics of the change process and identify the various external and internal forces for the change process

MBA 2nd Sem

SESSION PLAN

ORGANIZATIONAL BEHAVIOR

CLASS: MBA

Vishesh Upmanyu

Unit I

Learning Objective: To make the students familiar with OB concept, model and its importance in organization.

To acquaint the students with Individual behaviours, group behavior and organizational concepts such as Perception , Learning, Attitude, Personality, Dynamics of groups, Functions of group, Leadership, Styles of leadership, Conflicts and negotiation, Organizational change, Organizational Power, Knowledge Management, Stress & Managing Stress

Session No.	Topics / Assignments	
1	OB: Concept, Definition, Nature, determinants	Lecture + Presentation
2	Workplace behaviours	L + Presentation
3	Interdisciplinary approach to OB	L + Presentation
4	-do-	L + Presentation
5	Foundations of OB ;Challenges & opportunities	L + Presentation
6	Models of OB	L + Presentation

Learning Outcomes: After completing this chapter students will be able to:

5. Understand the concepts of organizational behavior and its application in managing people
6. Apply the different approaches to organizational behavior and enhance the

human relationships within the organization.

Unit II

Session No.	Topics / Assignments	
1	Introduction: Individual behaviours	L + Presentation
2.	Perception: Meaning	L + Presentation
3.	Factors affecting perception	L + Presentation
4.	Perceptual process	L + Presentation
5.	Errors in perception	L + Presentation
6.	Image Exercise	Exercise
7	Concept and components of learning	L + Presentation
8.	Theory of learning- Classical conditioning	L + Presentation
9.	Theory of learning- Operant conditioning	L + Presentation
10.	Theory of learning- Social Learning	L + Presentation
11.	Theory of learning- Cognitive Learning	L + Presentation
12.	Attitude-Concept, component	L + Presentation
13.	Types of attitude- Cognitive dissonance theory	L + Presentation
14.	Concept of Personality	L + Presentation
15	Types and theories of Personality Shaping	L + Presentation
16	Personality attributes influencing OB	L + Presentation
17	Exercises	

Learning Outcomes: After going through the content of this lesson, the students will be able to

i) Understand the dynamic of perceptual process

- ii) Explain the possible errors in attribution and the methods to overcome such errors.
- iii) Understand the personality determinants of personality and personality traits
- iv) Understand the principles of learning process
- v) Appreciate the classical conditioning principles and its application in work life situation
- vi) Implement behavior modification techniques by learning the operant conditioning principles and its application in work life situation
- vii) Understanding the dynamics of social learning theory and relevance in work life situation.

Unit III

Session No.	Topics / Assignments	
1	Introduction: Group	L+ Presentation
2.	Types of groups	L+ Presentation
3.	Group development processes	L+ Presentation
4.	Theories of Groups	L+ Presentation
5.	Leadership: concept	L+ Presentation
6.	Theories: Trait theories	L+ Presentation
7.	Theories: Behavioural theories: Ohio state, Michigan studies	L+ Presentation
8.	Theories: Managerial grid	L+ Presentation
9.	Likert leadership styles	L+ Presentation
10.	Theories: Contingency theories: Fiedler	L+ Presentation
11.	Theories: Contingency theories: Hersey & Blanchard	L+ Presentation
12.	Theories: Contingency theories: Path Goal	L+ Presentation
13.	Case Study 1	Case
14.	Motivation	L+ Presentation

15	Theories of motivation: Maslow & ERG	L+ Presentation
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17	Theories of motivation: Mc Clelland & Equity	L+ Presentation
18	Theories of motivation: Herzberg & Vroom's expectancy	L+ Presentation
19	Exercise on Motivation	Exercise

Learning Outcomes: After completing this chapter students will be able to:

7. Importance of groups
8. Understand leadership styles
9. Understand the meaning of motivation concept and its dynamics in work life situations
10. Explain the meaning of various motivational theories and its application in organizations

Unit IV

Session No.	Topics / Assignments	
1	Stress : Concept, causes	L+ Presentation
2.	Consequences and Stress Management	L+ Presentation
3.	Org. Power & Politics: Concept	L+ Presentation
4.	Differences b/w Power , authority and influence	L+ Presentation
5.	Knowledge Management	L+ Presentation
6.	Emotional Intelligence	L+ Presentation
7.	Organizational Change	L+ Presentation
8.	Kurt Lewin Theory of Change	L+ Presentation
9.	Conflict concept, types	L+ Presentation
10.	Types of negotiation	L+ Presentation
11.	Process of conflict, conflict handling styles	L+ Presentation
12.	Bargaining: strategies	L+ Presentation

13.	Grievance Handling Procedure	L+ Presentation
14.	Nature and Common attribute of organisational culture	L+ Presentation
15.	Models of International culture	L+ Presentation
16.	Dimensions and Impact of culture on International organizational behaviour.	L+ Presentation
17.	Case Study	Case

Learning Outcomes: After completing this chapter, students will be able to:

7. Handle conflicts
8. Identify their own conflict handling styles
9. Understand the dynamics of the change process and identify the various external and internal forces for the change process

Session Plan

Prestige Institute of Management & Research, Gwalior

Jan-June (2023-24)

MBA – Batch (2023-25)

Course: Research Methodology

Course Code: MBA 207

Credit: 4

Session Duration: 60 Minutes

FACULTY (Name): Dr. Abhijeet Singh Chauhan

Telephone : 7415321226

E-Mail : abhijeet.chauhan@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Objective

The course explains the application of research to various functions of management.

Course Outcomes

Upon completion of the course the students will be able to:

CO1a: Understand the concept, types & process of Research.

CO1b: Discuss & design research, literature, sampling and data.

CO2: Apply tools, techniques/methods to test association of variables.

CO3: Analyse the sample and their differences.

CO4: Evaluate the results, interpret and present findings in research report.

CO/PO Matrix					
Subject Code	PO1	PO2	PO3	PO4	PO5
CO1	3	3	1	2	2
CO2	3	3	1	1	3
CO3	2	3	1	2	2
CO4	2	2	0	2	2
AVERAGE	2.5	2.75	0.75	1.75	2.25

Course Pedagogy: *Lecture, Case study, hands on analysis*

Prescribed Book(s):

- Chapman, C. (2015). R for marketing research and analytics. New York, NY: Springer Science Business Media, LLC.
- Cooper, R., & Schindler, P.S. (2014). Business research methods (Twelfth edition). New York, NY: McGraw-Hill/Irwin.
- Malhotra, N.K., & Birks, D.F. (2007). Marketing Research: An Applied Approach (3ed). Harlow: Financial Times Prentice Hall.
- Poynter, R. (2010). The handbook of online and social media research: tools and techniques for market researchers. New York: Wiley.
- Zikmund, W. G., Babin, B. J., Carr, J. C., & Griffin, M. (2013). Business research methods. Cengage Learning.

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	20
Quiz/Written Test	5
Case Analysis/Assignment	5
Class Presentation	5
LTM	5
Final Exam	60
Total	100

Session Details:

	Unit	Topics Covered	Pedagogy
1.	UNIT1	Meaning and Objectives of Research	PPT + Lecture
2.		Motivation of Research	PPT + Lecture
3.		Types of Research	PPT + Lecture
4.		Significance of Research	PPT + Lecture
5.		Research Process	PPT + Lecture
6.		Criteria of developing a good research	PPT + Lecture
7.		Problem identification and formulation	PPT + Lecture
8.		Research questions	PPT + Lecture
9.		Research ethics and integrity	PPT +Lecture
10.	UNIT 2	Concept of Review of literature	PPT + Lecture
11.		Development of review of literature	PPT + Lecture
12.		Argumentation	PPT + Lecture + video
13.		Synthesis	PPT + Lecture
14.		Referencing	PPT + Lecture

15.		Setting Objectives	PPT + Lecture+ Assignment
16.		Hypothesis	PPT + Lecture
17.		Qualities of good hypothesis	PPT + Lecture
18.		Types of hypothesis	PPT + Lecture
19.		Assignment on hypothesis development	Assignment
20.		Continued	Assignment
21.	UNIT 3	Concept of Research design	PPT+ Lecture
22.		Features of Research design	PPT+ Lecture
23.		Types of Research design	PPT+ Lecture
24.		Types of Research design cont...	PPT+ Lecture
25.		Independent and dependent variables	PPT+ Lecture
26.		Testing hypothesis	PPT+ Lecture
27.	UNIT 4	Fundamentals of Sampling	PPT+ Lecture
28.		Sampling techniques	PPT+ Lecture
29.		Sampling techniques cont..	PPT+ Lecture
30.		Data preparation	Demo using spss and excel
31.		Data Analysis Part 1	Demo using spss and excel
32.		Data Analysis Part 2	Demo using spss and excel
33.	UNIT 5	T- test concept	PPT + Lecture
34.		T- Test	Demo using spss
35.		Anova	PPT + Lecture
36.		Anova	Demo using spss
37.		Report writing	PPT + Lecture
38.		Report writing	Demo

39.		Layout of research report	PPT + Lecture
40.		Precautions in preparing a research report	PPT + Lecture
41.		Bibliography	PPT + Lecture+ Demo using Google scholar
42.		Footnotes and Annexures	PPT + Lecture
43.		Plagiarism issues	PPT + Lecture
44.		Checking Plagiarism	Demo using Turnitin

Session Plan

Prestige Institute of Management & Research, Gwalior

Jan-June (2023-24)

MBA – Batch (2023-25)

Course: Research Methodology

Course Code: MBA 207

Credit: 4

Session Duration: 60 minutes

FACULTY (Name): Dr. Garima Mathur

Telephone : 9179066008

E-Mail : garima.mathur@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes

Upon completion of the course the students will be able to:

CO1a: Understand the concept, types & process of Research.

CO1b: Discuss & design research, literature, sampling and data.

CO2: Apply tools, techniques/methods to test association of variables.

CO3: Analyse the sample and their differences.

CO4: Evaluate the results, interpret and present findings in research report.

CO/PO Matrix					
Subject Code	PO1	PO2	PO3	PO4	PO5
CO1	3	3	1	2	2
CO2	3	3	1	1	3

CO3	2	3	1	2	2
CO4	2	2	0	2	2
AVERAGE	2.5	2.75	0.75	1.75	2.25

Over all Aim: The course explains the application of research to various functions of management.

Equipment required for sessions: LCD, Laptop, Computer Labs with internet Facility and with SPSS Software.

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	20
Quiz/Written Test	5
Case Analysis/Assignment	5
Class Presentation	5
LTM	5
Final Exam	60
Total	100

Session Details:

	Unit	Topics Covered	Pedagogy
1.	UNIT1	Meaning and Objectives of Research	PPT + Lecture
2.		Motivation of Research	PPT + Lecture
3.		Types of Research	PPT + Lecture
4.		Significance of Research	PPT + Lecture
5.		Research Process	PPT + Lecture
6.		Criteria of developing a good research	PPT + Lecture
7.		Problem identification and formulation	PPT + Lecture
8.		Research questions	PPT + Lecture

9.		Research ethics and integrity	PPT +Lecture
10.	UNIT 2	Concept of Review of literature	PPT + Lecture
11.		Development of review of literature	PPT + Lecture
12.		Argumentation	PPT + Lecture + video
13.		Synthesis	PPT + Lecture
14.		Referencing	PPT + Lecture
15.		Setting Objectives	PPT + Lecture+ Assignment
16.		Hypothesis	PPT + Lecture
17.		Qualities of good hypothesis	PPT + Lecture
18.		Types of hypothesis	PPT + Lecture
19.		Assignment on hypothesis development	Assignment
20.		Continued	Assignment
21.	UNIT 3	Concept of Research design	PPT+ Lecture
22.		Features of Research design	PPT+ Lecture
23.		Types of Research design	PPT+ Lecture
24.		Types of Research design cont...	PPT+ Lecture
25.		Independent and dependent variables	PPT+ Lecture
26.		Testing hypothesis	PPT+ Lecture
27.	UNIT 4	Fundamentals of Sampling	PPT+ Lecture
28.		Sampling techniques	PPT+ Lecture
29.		Sampling techniques cont..	PPT+ Lecture
30.		Data preparation	Demo using spss and excel
31.		Data Analysis Part 1	Demo using spss and excel
32.		Data Analysis Part 2	Demo using spss and excel

33.	UNIT 5	T- test concept	PPT + Lecture
34.		T- Test	Demo using spss
35.		Anova	PPT + Lecture
36.		Anova	Demo using spss
37.		Report writing	PPT + Lecture
38.		Report writing	Demo
39.		Layout of research report	PPT + Lecture
40.		Precautions in preparing a research report	PPT + Lecture
41.		Bibliography	PPT + Lecture+ Demo using Google scholar
42.		Footnotes and Annexures	PPT + Lecture
43.		Plagiarism issues	PPT + Lecture
44.		Checking Plagiarism	Demo using Turnitin



PRESTIGE

INSTITUTE OF MANAGEMENT & RESEARCH, GWALIOR
NIRF | NAAC 'A' GRADE | AUTONOMOUS

1. Session Plan Information	
Subject & Code : Operation Research (MBA 204) Credit: 04	Name: Asst. Prof. Smrita Bhadouria
Semester : Second	Length of Period: 60 minutes
Session: (Jan-June)-2024	Total : 50 Hrs.

Course Objective

The student learns the application of select tools of operations research and how it can be used for business decision making.

Course Outcomes: On the successful completion of this course students will be able to:

CO1a: Understand the basic concepts and key terminologies in operation research techniques.

CO1b: Apply decision criteria methods to the problems of various decision making situations.

CO2: analyze the linear Programming, assignment, transportation, game theory and sequencing problems to reduced time and cost and maximized profit and sales

CO3: Use statistical quality control methods to quantify and sketch variations in quality problems

CO4: Knowledge about network techniques to complete the project at minimum time

PEDAGOGY: Concept based lectures accompanied by practical problems or Numerical.

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussion covering a cross section of decision situations.
- (b) Discussions on issues and topics.
- (c) Projects/ Assignments/ Quizzes/ Class participation etc.

Teaching Aids: Smart Board & Power Point Presentation

Linkage with Other Courses:

Vertical - Research Methodology, Management Science

Horizontal - Managerial Economics

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	20
Quiz	5
Assignment	5
Class Presentation	5
LTM	5
Final Exam	60
Total	100

Session Details:

Syllabus of Unit-1	
Operations Research: Uses, Scope and Applications of operations research in managerial decision making. Decision Making Environment: Decision making under certainty; Uncertainty and Risk situations; Decision tree approach and its applications.	
Session	Topics
UNIT I	
Day-1	Introduction ,Scope and application of OR
Day-2	Introduction of Decision theory, Structure and types of decision theory
Day-3	Decision making under uncertainty and its methods
Day-4-5	Decision making and its methods (EMV and EOL)
Day-6-7	Concept of Decision Tree and its application
Outcomes: At the end of the Unit the students will be able to understand the meaning and application of OR in real world they would also understand the selection of best strategy by using the methods of decision theory	
Syllabus of Unit-1	
Linear Programming: Mathematical formulations of LP models for Product-Mix problem; Graphical and Simplex methods of solving LP problem; Sensitivity analysis; Duality. Transportation Problem: Various methods of finding initial basic feasible solution and optimal solution. Assignment Model: Algorithm and its applications.	
UNIT II	
Day-8	Concept of Linear Programming
Day- 9	Formulation of LPP
Day-10-11	Graphical Method to solve LPP
Day-12-13	Simplex Method (Two Phase) to solve LPP
Day-14-15	Simplex Method (Two Phase) to solve LPP
Day-16	Concept of Duality and Dual Simplex
Day-(17-18)	Concept of Sensitivity analysis and its numerical
Day-19	Definition of Transportation Problem, explanation of TP through practical problem and formulation of TP
Day-20	Balanced and Unbalanced Transportation Problem, Applications of TP
Day- 21	Solution of TP through various methods(NWCR and LCEM)

Day-22	Vogel's Approximation Method
Day-23	Test of optimality by Modi's method
Day-24	Solution of degeneracy of TP
Day- 25	Meaning of Assignment Problem and its solution
Day-26	Hungarian Method Maximization Case with numerical
Day-27	Minimization case with numerical
<p>Outcomes: At the end of this unit students will able to formulate a given simplified description of a suitable real-world problem as a linear programming model in general, standard and canonical form and its solution, they would also understand how it is used in Transportation problem and assignment problem</p>	
<p>Syllabus of Unit- 3</p> <p>Game Theory: Concepts of game, Two- person Zero-sum game; Pure and Mixed strategy game; Saddle point; Odds methods and Graphical method for solving Mixed Strategy game.</p> <p>Sequencing Problem: Johnsons algorithm for n jobs and two machines; n jobs and three machines; two jobs and m- machines Problems.</p>	
<p>UNIT III</p>	
Day-28	Game Theory, Assumption
Day-29	Two person zero sum game- Theory & Numerical
Day-30	Calculation of Saddle Point
Day-31	Pure & Mixed Strategies
Day-32	Solution of Game Theory by Dominance Rule
Day-33	Graphical Solution
Day-34	Job Sequencing Problem: definition terminology of job sequencing problem
Day-35	Johnsons algorithm n jobs on two machine ,n job on three machine (numerical)
Day-36	Two job on m machines
<p>Outcomes: At the end of this unit Students will able to distinguish a game situation from a pure individual's decision problem they would also understand the concept of job sequencing in which they can complete the job within the minimum possible time, keeping the minimum idle time of the machines (or services).</p>	
<p>Syllabus of unit-4:</p> <p>Dynamic Programming: Capital budgeting problem; Shortest route problems. Statistical quality control: Meaning; Benefits of SQC; Control chart for variable mean chart, R- chart; Control chart for attributes: c-chart, np-chart, p-chart.</p>	
<p>UNIT IV</p>	
Day- 37-38	Concept of Dynamic Programming & Numerical on capital budgeting problem
Day-39	Numerical on shortest route problem
Day-40	Introduction of Statistical Quality Control meaning and benefits of SQC
Day-41	Concept of Control Chart for variable (Mean and R-chart)
Day-42	Numerical on Mean chart and R-chart
Day-43	Concept of Control Chart for attributes (C-chart, np-chart and p-chart)
Day-44-45	Numerical on C- chart, np-chart and p-chart
<p>Outcomes: At the end of this unit students will able to formulate given problem in dynamic programming problem and find the optimum solution of the problem , they would also distinguish usage areas of control charts in SQC</p>	
<p>Subject Quiz</p>	
<p>Syllabus of unit-5</p>	

Project Management: Rules for drawing the network diagram; Applications of CPM and PERT techniques in Project planning and control; Crashing of operations

UNIT V

Day-46	Concept and rules for drawing network diagram
Day-47	Concept of CPM and Numerical based on CPM
Day-48	Concept on PERT and Numerical based on PERT
Day-49-50	Concept of crashing and its numerical

Outcomes: At the end of this unit the students would be able to construct network diagrams. Analyze net works that have deterministic time. They will also able to Describe activity crashing and solve simple problem.

Suggested readings:

Text Book

1. Gupta, P.K. & Hira, D.S. (2012). *Introduction to Operations Research*. S. Chand & Co.
2. Vohra, N.D. (2017). *Quantitative Techniques in Management*. McGraw Hills.
3. Kapoor, V. k. (2013). *Operations Research: Quantitative Techniques for Management*.

Reference text Book :

1. Hillier, F. S., & Lieberman, G. J. (2017). *Introduction to Operation Research*. McGraw Hills. Sultan Chand & Sons.
2. Taha, H. A. (2017). *Operations Research: An Introduction*. Pearson education.

- FACULTY : Dr. Raveendra Babu
- CLASS : M.B.A. Second Semester
- SUBJECT : Operations Research
- CODE : 204
- SESSION : Jan-June, 2024



Purpose of Course

The main aim of this course is to acquire an in-depth knowledge about the field of “Operations Research” and to become familiar with various techniques adopted in solving problems of modern management.

Course Objectives

The main objective of this course is to be familiar with the techniques and the models that are used for solving managerial problems.

To understand the basic background of the course, role and purpose of operations research.

To understand the techniques that are used in management related problems.

To develop mathematical thinking approach with respect to operations techniques.

OverView of Course	Sessions	34
	Units	Five
	Pedagogy	Lectures, Presentations
	Activities	Class Tests, Online Tests, Assignments, Discussions

References

Dr.S.D.Sharma, Operations Research

Dr.Manju Sharma, Operations Research, Sahitya Bhawan, 2010.

Dr.V.K.Kapoor, Operations Research

Dr.Joshi and Dr.Sharma, Operations Research, Shree Sai's, 2008.

H.R.Appannaiah, H.R.Ramanath, B.S.Vasuki, Operations Research, HPH Pvt. Ltd. 2008.

Syllabus and Plan

UNIT 1

OR: Uses, Scope and Applications of OR in management Decision Making Environment: Decision making under certainty, Uncertainty and tree approach and its applications.

Session	Unit	Topic	Pedagogy
1	Fisrt	Introduction of OR, objective, scope	White Board and PPTs
2		applications, techniques, advantages	
3		Introduction of decision making environment	
4		Under certainty	
5		Under uncertainty and risk	
6		Questions of uncertainty and risk	
7		Introduction of Tree	
8		Types of Questions	

UNIT 2

LPP: Mathematical formulations of LP models for product mix problems, simplex method, Sensitivity analysis, Duality. TP: Various methods of finding initial basic feasible solution Assignment Model: Algorithm and its applications.

Session	Unit	Topic	Pedagogy
1	Second	Introduction of LPP and formulation	White Board and PPTs
2		Graphical method	
3		Simplex method	
4		Questions of Simplex method	
5		Duality method	
6		Questions of duality	
7		Transportation introduction and initial solutions	
8		Questions of TP	
9		Assignment model introduction	
10		Questions of Assignment model	

UNIT 3:

Game Theory: Concept of game, two person zero-sum game, pure and mixed strategies, odds method, dominance method and graphical method for solving mixed strategy games. Sequencing Problem: Johnsons algorithm for n jobs and two machines, n jobs and mMachines problems.

Session	Unit	Topic	Pedagogy
1	Third	Introduction of game theory	White Board and PPTs
2		two person, zero sum game	
3		pure and mixed strategies	
4		odd method, dominance method	
5		graphical method	
6		Sequencing problems	
7		n jobs and 2 machines	
8		n jobs and ...m machines	

UNIT 4:

Queuing Theory: Characteristics of M/M/I queue model, application of poisson and E estimating arrival rate and service rate, applications of queue model for better service. Replacement Problems: Replacement of assets that deteriorate with time, Replacement suddenly.

Session	Unit	Topic	Pedagogy
1	Fourth	Introduction of Queuing theory, M/M/I queue model	White Board and PPTs
2		Notations and Definitions	
3		Estimate arrival and service rate	
4		Questions	
5		Introduction of Replacement Problems	
6		With time, Replacement Suddenly	
7		Questions	
8		Questions	

UNIT 5:

Project Management: Rules for drawing the network diagram, applications of CPM and project planning and control, crashing of operations.

Session	Unit	Topic	Pedagogy
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1		Introduction of PERT, CPM	
2		Introduction of PERT, CPM and Applications	
3		Practice of Making Diagrams and Rules	
4		Critical Path, Forward, Backward	
5		Introduction of PERT, CPM	
6		Questions	
7		Crashing operations and Questions	
8	Fourth	Crashing operations and Questions	White Board and PPTs



PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR

SESSION PLAN

1. Session Plan Information	
Subject & Code : Operations Research making (MBA 204)	Name: Asst. Prof. Dr. Mamta Sharma
Semester : 2nd	Length of Period: 6 month
Session: (Jan-June)-2024	Total : 40 Hrs.

Purpose of Course

- The main aim of this course is to acquire an in-depth knowledge about the field of “Operations Research” and to become familiar with various techniques adopted in solving problems of modern management.

Course Objectives

The main objective of this course is to be familiar with the techniques and the models that are used for solving managerial problems.

- To understand the basic background of the course, role and purpose of operations research.
- To understand the techniques that are used in management related problems.
- To develop mathematical thinking approach with respect to operations techniques.

Over View of Course	Units	Five
	Pedagogy	Lectures, Presentations
	Activities	Class Tests, Online Tests, Assignments, Discussions

Syllabus and Plan

UNIT 1:

Operations Research: Uses, Scope and Applications of OR in management Decision Making.

Decision Making Environment: Decision making under certainty, Uncertainty and Risk situations; Decision tree approach and its applications.

Session	Unit	Topic	Pedagogy
1-2	1st	Uses, Scope and Applications of OR	Smart Board and PPTs
3		Concept of various decision making environment	
4		decision making Under risk, EMV	
5-6		decision making Under uncertainty, various criteria like Maximax, Minimax, Minimax regret, Laplace criteria and Herwitz, EOL and EVPI	
7		Decision tree approach and its applications.	

UNIT 2

Linear Programming: Mathematical formulations of LP models for product mix problems, Graphical and simplex methods of solving LP problem, Sensitivity analysis, Duality.

Transportation Problem: Various methods of finding initial basic feasible solution and optimal solution.

Assignment Model: Algorithm and its applications.

Session	Unit	Topic	Pedagogy
1	2nd	Introduction of LPP and formulation	Smart Board and PPTs
2		Graphical method	
3		Simplex method	
4		Questions of Simplex method	
5		Duality method	
6		Questions of duality	
7		Sensitivity analysis	
8		Transportation introduction and initial solutions	
9-10		Questions of TP	
11		Assignment model introduction	
12		Questions of Assignment model	

UNIT 3:

Game Theory: Concept of game, two-person zero-sum game, pure and mixed strategies, odds method, dominance method and graphical method for solving mixed strategy games.

Sequencing Problem: Johnsons algorithm for n jobs and two machines, n jobs and m-Machines problems.

Session	Unit	Topic	Pedagogy
1	3rd	Introduction of game theory	Smart Board and PPTs
2		two person, zero sum game	
3		pure and mixed strategies	
4		odd method, dominance method	
5		graphical method	
6		Sequencing problems	
7		n jobs and 2 machines	
8		n jobs and ...m machines	

Prestige Institute of Management & Research, Gwalior (Session Plan)

UNIT 4:

Dynamic Programming: Capital budgeting problem; Shortest route problems.

Statistical Quality Control: Meaning; Benefits of SQC; Control chart for variable mean chart, R- chart, Control chart for attributes: c chart, np - chart and p-chart.

Session	Unit	Topic	Pedagogy
1-2	4th	Introduction and steps in formulation and solution of Dynamic programming problems.	Smart Board and PPTs
3		Meaning of quality control, Basics of statistical quality control, Chance causes and assignable Cause, Objectives and Benefits of statistical quality control	
4-5		Control chart for variable: mean chart, R- chart	
6-7		Control chart for attributes: c chart, np - chart and p-chart.	

UNIT 5:

Project Management: Rules for drawing the network diagram, applications of CPM and PERT techniques in project planning and control, crashing of operations.

Session	Unit	Topic	Pedagogy
1	5th	Introduction of PERT, CPM and Applications	Smart Board and PPTs
2		Terminology used, Rules to frame a Network, Fulkerson's Rule to numbering of events with examples.	
3		Computation of Critical Path, Forward Pass and Backward Pass through the network.	
4-6		Expected activity times, Crashing of operations	

References

- Dr.S.D.Sharma, Operations Research
- Dr.Manju Sharma, Operations Research, Sahitya Bhawan, 2010.
- Dr.V.K.Kapoor, Operations Research
- Dr.Joshi and Dr.Sharma, Operations Research, Shree Sai's, 2008.
- H.R.Appannaiah, H.R.Ramanath, B.S.Vasuki, Operations Research, HPH Pvt. Ltd. 2008.

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Semester: II

MBA – Batch (2023-25)

Course: Financial Management, Course Code – MBA- 205

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Prof Navita Nathani

Telephone: 0751-4097056

E-Mail: drnavita@prestigegwl.org/drnavita810@gmail.com

Office Hours: 10:00 AM to 5:30 PM

Consulting Hours: 3:00PM-5:00PM

Course Objectives: The main objective of this course is to develop a foundation of financial management concepts and enable students to understand how corporations make important investment and financing decisions, and how they establish working capital policies.

Course Outcomes:

Upon completion of this course, the students will be:

CO1A: Demonstrating an understanding of the overall role and importance of the finance function and,

CO1B: Evaluating Projects based on Capital Budgeting Techniques

CO2: Estimate the cost of capital of the firm and determine company's valuation

CO3: Performing analytical reviews of leverage structure

CO4: Apply decision making mechanism to declare dividends and managing optimum Working Capital

Prestige Institute of Management & Research, Gwalior (Session Plan)

Course Pedagogy: The pedagogy is mix of classroom teaching through interactive boards, presentation, lecture to watching videos, exercises, solving case studies and discussions with special focus on collaborative learning.

CO/PO Matrix					
Subject Code	PO1	PO2	PO3	PO4	PO5
CO1	3	3	0	0	3
CO2	2	3	0	1	2
CO3	2	3	0	3	2
CO4	2	2	1	2	1
AVERAGE	2.25	2.75	0.25	1.5	2

Course Readings:

1. Prescribed Book(s):

□ Pandey, I. (2015). *Financial Management*, 11th Edition. New Delhi, India: Vikas Publishing House.

2. Reference Book(s)

- Bandy, G. (2014). *Financial Management and Accounting in the Public Sector*. London, England: Routledge.
- Barr, M. J. (2018). *Budgets and Financial Management in Higher Education*. Hoboken: NJ: John Wiley & Sons.
- Brigham, E. F. (2016). *Financial Management: Theory & Practice*. Boston: MA: Cengage Learning.
- Matthew, B. T. (2017). *Financial Management in the Sport Industry*. London, England.: Routledge.
- Chandra, Prasanna (2004). *Fundamentals of Financial Management*. Tata McGraw Hill
- Rustagi, R.P. (2000). *Financial Management*. Galgotia, 2nd Revised Edition

Course Evaluation Criterion:

Sr No.	Component	Units Covered	Cos	Distribution of Marks
1.	Mid Term Exam	Unit 1 & 2	CO 1 (A&B)	20
2.	Assignments			
	2.1 Assignment 1 Quiz	Unit 3	CO2	5
	2.2 Assignment 2 Case Study	Unit 4	CO3	5
	2.3 Assignment 3 Class Presentation	Unit 5	CO4	5
3.	Value added course/	Common Component	CO1/ CO2/ CO3/ CO4	5

Session Details:

Class (Min 38 Lectures)	Topic Contents ; source reference	Pedagogy
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Prestige Institute of Management & Research, Gwalior (Session Plan)

UNIT 1		
Class Tutorials 1 and 2	Introduction to Financial management	Video on control your fear/ movie Ambani the investor
Session 1	Basic concepts and terminologies	Lecture
Session 2	Finance Function, Nature, Objective Scope, Three decision areas in finance, roles and responsibilities of Finance Manage,	Lecture
Session 3	Financial Management, Nature, Objective, Scope,	Identifying terminologies used in Newspaper- exercise on Scrape book
Session 4	FM process, Profit maximization V/s wealth maximization	Lecture
Class Tutorials 3	Value creation, managing, acquiring and financing assets. Introduction to Time value of money	Practical based on financial mathematics
Session 5	Time value of money PV and FV	Lecture and video
Class Tutorials 4	Time value of money PV and FV	Practical questions
Class Tutorials 5	Recap unit 1	
UNIT 2		
Session 8-9	Capital Budget Decision Kinds of Capital Budget Proposals Methods for evaluation	Lecture, PPT
Session 10-11	Payback , Accounting Rate of Return Net present value, Internal Rate of return	Lecture, ppt
Class tutorials 6	Practical questions on CB techniques	Practical questions
Unit 3		
Session 12,13-14	Overall Cost of Capital of the Firm; Cost of Debt; Cost of Preferred Stock; Cost of Equity	
Session 15-16	Expected Return; Factors that can Affect Cost of Capital; Capital-Asset Pricing Model	Lecture, PPT
Class tutorials 7	Cost of Equity; Before-Tax Cost of Debt Plus Risk Premium Approach; Weighted Average Cost; Economic Value Added(EVA).	Class Activity
Unit 4		
Session 17	Leverage, Degree of financial leverage and degree of operating leverage	Lecture, PPT

Prestige Institute of Management & Research, Gwalior (Session Plan)

Session 18-19	DTL and Total Firm Risk; Cash-Flow Ability to Service Debt Coverage Ratios or Probability of Cash Insolvency.	Lecture, PPT
Session 20-21	Activity on leverage	Lecture, PPT
Session 22-23	Cash-Flow Ability to Service Debt Coverage Ratios or Probability of Cash Insolvency.	Lecture, PPT
Class tutorials 8		Case study
Unit 5		
Session 24	Forms of Dividend, Concept of Retained Earnings and Plough Back of Profit,	Lecture, PPT
Session 25-26	Dividend Theories and Dividend Policy: Walter' Model, Gordon's Model and Modigliani Miller Model; Factor Affecting Dividend Decision.	Lecture, PPT
Session 27-28	Overview of Working Capital Decision: Concept, Components,	Lecture, PPT
Session 29-30	Factor Affecting working Capital Requirement, working Capital Management:	Lecture, PPT
Total: 30session+8 Tutorials = 38	Management of Cash, Inventory and Receivables; Introduction to working Capital Financing.	Lecture, PPT

MBA 205 - FINANCIAL MANAGEMENT

Credit– 04

Course Objective

The main objective of this course is to develop a foundation of financial management concepts and enable students to understand how corporations make important investment and financing decisions, and how they establish working capital policies.

Course Outcomes

Upon completion of this course, the students will be:

- CO1A: Demonstrating an understanding of the overall role and importance of the finance function and,
- CO1B: Evaluating Projects based on Capital Budgeting Techniques
- CO2: Estimate the cost of capital of the firm and determine company's valuation
- CO3: Performing analytical reviews of leverage structure

Prestige Institute of Management & Research, Gwalior (Session Plan)

CO4: Apply decision making mechanism to declare dividends and managing optimum Working Capital

CO/PO Matrix					
Subject Code	PO1	PO2	PO3	PO4	PO5
CO1	3	3	0	0	3
CO2	2	3	0	1	2
CO3	2	3	0	3	2
CO4	2	2	1	2	1
AVERAGE	2.25	2.75	0.25	1.5	2

UNIT I

The Role of Financial Management and Time Value of Money: Concept of Finance, Scope and Objectives of Finance, Profit Maximization vs. Wealth Maximization, Functions of Finance Manager in Modern Age, Financial Management Process, Investment Decision; Financing Decision; Asset Management Decision; Value Creation; Managing and Acquiring Assets; Financing Assets; Future Value (Terminal Value); Present value; Discount rate (Capitalization Rate); Time value of money.

UNIT II

Capital Budgeting: The Capital Budgeting Process; Capital Budgeting and Estimating Cash Flows; Capital Budgeting Techniques; Project Evaluation and Selection; Alternative Methods; Payback Period; Internal Rate of Return; Net Present Value; Profitability Index; Ranking of Projects.

UNIT III

Cost of Capital: Overall Cost of Capital of the Firm; Cost of Debt; Cost of Preferred Stock; Cost of Equity Expected Return; Factors that can Affect Cost of Capital; Capital-Asset Pricing Model Approach; Cost of Equity; Before-Tax Cost of Debt Plus Risk Premium Approach; Weighted Average Cost; Economic Value Added(EVA).

UNIT IV

Leverage: Operating Leverage; Degree of Operating Leverage (DOL) or Its Automotive Division; Financial Leverage; Analysis Degree of Financial Leverage (DFL); Total Leverage Degree of Total

Prestige Institute of Management & Research, Gwalior (Session Plan)

Leverage (DTL); DTL and Total Firm Risk; Cash-Flow Ability to Service Debt Coverage Ratios or Probability of Cash Insolvency.

UNIT V

Dividend Decisions and Working Capital Management: Forms of Dividend, Concept of Retained Earnings and Plough Back of Profit, Dividend Theories and Dividend Policy: Walter' Model, Gordon's Model and Modigliani Miller Model; Factor Affecting Dividend Decision. Overview of Working Capital Decision: Concept, Components, Factor Affecting working Capital Requirement, working Capital Management: Management of Cash, Inventory and Receivables; Introduction to working Capital Financing.

Suggested Readings:

- Bandy, G. (2014). *Financial Management and Accounting in the Public Sector*. London, England: Routledge.
- Barr, M. J. (2018). *Budgets and Financial Management in Higher Education*. Hoboken: NJ: John Wiley & Sons.
- Brigham, E. F. (2016). *Financial Management: Theory & Practice*. Boston: MA: Cengage Learning.
- Matthew, B. T. (2017). *Financial Management in the Sport Industry*. London, England.: Routledge.
- Pandey, I. (2015). *Financial Management*, 11th Edition. New Delhi, India: Vikas Publishing House.
- Chandra, Prasanna (2004). *Fundamentals of Financial Management*. Tata McGraw Hill
- Rustagi, R.P. (2000). *Financial Management*. Galgotia, 2TM Revised Edition

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

MBA – Batch (2023-25)

Course : Financial Management,

Course Code - MBA 205 Credit : 4

Session Duration : 60 Minutes

FACULTY (Name): Dr. Shivani Sharma

Telephone : 90099-11123

E-Mail : shivani.sharma@prestigegwl.org

Office Hours : 10.00AM to 5.30 PM

Consulting Hours: office hours

Course Objectives: The main objective of this course is to develop a foundation of financial management concepts and enable students to understand how corporations make important investment and financing decisions, and how they establish working capital policies

Course Outcomes:

CO1A: Demonstrating an understanding of the overall role and importance of the finance function and,

CO1B: Evaluating Projects based on Capital Budgeting Techniques

CO2: Estimate the cost of capital of the firm and determine company's valuation

CO3: Performing analytical reviews of leverage structure

CO4: Apply decision making mechanism to declare dividends and managing optimum Working Capital

Course Pedagogy: Lecture/Case Studies

Prestige Institute of Management & Research, Gwalior (Session Plan)

Course Readings:

1. Bandy, G. (2014). Financial Management and Accounting in the Public Sector. London, England: Routledge.
2. Barr, M. J. (2018). Budgets and Financial Management in Higher Education. Hoboken: NJ: John Wiley & Sons.
3. John Wiley & Sons.
4. Brigham, E. F. (2016). Financial Management: Theory & Practice. Boston: MA: Cengage Learning.
5. Learning.
6. Matthew, B. T. (2017). Financial Management in the Sport Industry. London, England.: Routledge.
7. Pandey, I. (2015). Financial Management, 11th Edition. New Delhi, India: Vikas Publishing House.
8. Chandra, Prasanna (2004). Fundamentals of Financial Management. Tata McGraw Hill
9. Rustagi, R.P. (2000). Financial Management. Galgotia, 2TM Revised Edition

Session Details :

Class (Total 36 Lectures)	Topic Contents	Pedagogy
1	Subject Overview	Lecture/ PPT/Examples
2	The Role of Financial Management and Time Value of Money: Concept of Finance, Scope and Objectives of Finance, Profit Maximization vs. Wealth Maximization	Lecture/ PPT
3	Functions of Finance Manager in Modern Age, Financial Management Process, Investment Decision; Financing Decision; Asset Management Decision; Value Creation; Managing and Acquiring Assets; Financing Assets;	Lecture/ PPT
4	Future Value (Terminal Value); Present value; Discount rate	Lecture/ PPT/Examples

Prestige Institute of Management & Research, Gwalior (Session Plan)

	(Capitalization Rate); Time value of money.	
5,6	Capital Budgeting: The Capital Budgeting Process; Capital Budgeting and Estimating Cash Flows;	Lecture/ PPT/Case study
7	Capital Budgeting Techniques; Project Evaluation and Selection; Alternative Methods; Payback Period; Internal Rate of Return; Net Present Value; Profitability Index; Ranking of Projects	Lecture/ PPT
8	Practical Questions on Payback Period; Internal Rate of Return	Lecture/ PPT/Problems
9	Net Present Value; Profitability Index; Ranking of Projects	Lecture/ PPT/ Problem
10, 11	Net Present Value; Profitability Index; Ranking of Projects	Lecture/ PPT/ Problem
12,13	Cost of Capital: Overall Cost of Capital of the Firm, ; Factors that can Affect Cost of Capital;	Lecture/ PPT/ Problem
14,15,16	Cost of Debt; Cost of Preferred Stock; Cost of Equity Expected Return	Lecture/ PPT/ Problem
17,18	Capital-Asset Pricing Model Approach	Lecture/ PPT/Case study
19,20, 21	Cost of Equity; Before-Tax Cost of Debt Plus Risk Premium Approach; Weighted Average Cost; Economic Value Added (EVA).	Lecture/ PPT/example

Prestige Institute of Management & Research, Gwalior (Session Plan)

22,23,24	Leverage: Operating Leverage; Degree of Operating Leverage (DOL) or Its Automotive Division; Financial Leverage; Analysis Degree of Financial Leverage (DFL)	Lecture/ PPT/Examples
25,26	Total Leverage Degree of Total Leverage (DTL); DTL and Total Firm Risk; Cash-Flow Ability to Service Debt Coverage Ratios or Probability of Cash Insolvency.	Lecture/ PPT/Examples
27,28,29	Dividend Decisions and Working Capital Management: Forms of Dividend, Factor Affecting Dividend Decision.	Lecture/ PPT/Practical
30,31	Concept of Retained Earnings and Plough Back of Profit, Dividend Theories and Dividend Policy: Walter' Model, Gordon's Model and Modigliani Miller Model.	Lecture/ PPT/Practical
32,33,34	Overview of Working Capital Decision: Concept, Components, Factor Affecting Working Capital Requirement, working Capital Management:	Lecture/ PPT/Practical
35,36	Management of Cash, Inventory and Receivables; Introduction to working Capital Financing.	Lecture/ PPT/Practical



SESSION PLAN

1. Session Plan Information
Subject & Code: Financial Management
Name: Dr. Tarika Singh
Semester : Second
Session: (Jan-June)-2024

Upon completion of this course, the students will be:

- CO1: Demonstrating an understanding of the overall role and importance of the finance function.
- CO2: Validating knowledge of a basic financial vocabulary
- CO3: Demonstrating basic finance management knowledge.
- CO4: Understanding of the goals of the finance manager
- CO5: Identifying the basic financial environment, institutions and services
- CO6: Performing analytical reviews of leverage structure and working capital management
- CO7: Exhibiting knowledge of the value of money over time and its uses
- CO8: Evaluating the capital budgeting decisions of organizations and calculating cost of capital of the firm.

PEDAGOGY: Concept based lectures, case studies, assignments, presentations accompanied by practical problems or numerical

Teaching Aids: Online Lectures/ Power Point Presentation/Virtual Class activities

Session Plan:

Prestige Institute of Management & Research, Gwalior (Session Plan)

<u>Session</u>	<u>Topics</u>	<u>Course Outcomes</u>	<u>Assessment/Evaluation/ Material</u>
Day-1-2	Concept of Finance, Scope and Objectives of Finance	CO3: Demonstrating basic finance management knowledge.	Quiz in class
Day 3	Profit Maximization vs. Wealth Maximization	CO2: Validating knowledge of a basic financial vocabulary	Class discussion
Day-4	Functions of Finance Manager in Modern Age	CO1: Demonstrating an understanding of the overall role and importance of the finance function.	Article: The Finance Function in a Global Corporation.
Day-5	Financial Management Process	CO2: Validating knowledge of a basic financial vocabulary	Group discussion
Day-6	Investment Decision; Financing Decision; Asset Management Decision	CO1: Demonstrating an understanding of the overall role and importance of the finance function. CO4: Understanding of the goals of the finance manager	<u>Case 2: AMG, Inc. & Forsythe Solutions: Lease vs. Buy Decisions</u>
Day-7	Value Creation; Managing and Acquiring Assets; Financing Assets;	CO4: Understanding of the goals of the finance manager	Short type questions And real life case studies
Day- 8	Future Value (Terminal Value); Present value; Discount rate (Capitalization Rate); Time value of money	CO7: Exhibiting knowledge of the value of money over time and its uses	

UNIT 2

<u>Session</u>	<u>Topics</u>	<u>Course Outcomes</u>	<u>Assessment/Evaluation/ Material</u>
Day-9	The Capital Budgeting Process;	CO8: Evaluating the capital budgeting decisions of organizations and calculating cost of capital of the firm.	Concept videos and numerical on methods
Day- 10	Capital Budgeting and Estimating Cash Flows		
Day-11	Capital Budgeting Techniques;		
Day-12	Project Evaluation and Selection; Alternative Methods		
Day-13-16	Payback Period; Internal Rate of Return; Net Present Value; Profitability		

Prestige Institute of Management & Research, Gwalior (Session Plan)

	Index; Ranking of Projects.		
UNIT 3			
Session	Topic	Course Outcomes	Assessment/Evaluation/ Material
Day-17-18	Overall Cost of Capital of the Firm; Cost of Debt; Cost of Preferred Stock; Cost of Equity Expected Return	CO9: Understanding Cost of Capital concepts and its types CO10: Knowing the factors affecting Cost of Capital CO11: learning the calculation of various types of costs and Evaluating decisions of organizations	Short type questions and long type questions on theory Numerical on cost Video on factors affecting cost
Day-19	Factors that can Affect Cost of Capital		
Day-20	Capital-Asset Pricing Model Approach	CO9: Understanding Cost of Capital concepts and its types	Class discussion and numericals
Day-21	Cost of Equity; Before-Tax Cost of Debt Plus Risk Premium Approach	CO9: Understanding Cost of Capital concepts and its types	Numerical Based on maxima & minima will be given
Day-22	Weighted Average Cost		
Day-23	Economic Value Added(EVA)	CO9: Understanding Cost of Capital concepts and its types	Numerical will be given to students
UNIT 4			
Session	Topics	Course Outcomes	Assessment/Evaluation/ Material
Day- 24	Operating Leverage; Degree of Operating Leverage (DOL) or Its Automotive Division	CO: Understanding concept of Leverage and its types CO: Understanding concept of Financial, Operating and Combined Leverage and the calculations related to the same. CO: Evaluating the companies on the basis of their debt service	Videos, Case Study and Numerical <u>Leverage Ratios: The Balancing Act</u>
Day-25-26	Financial Leverage; Analysis Degree of Financial Leverage (DFL);		
Day-27-28	Total Leverage Degree of Total Leverage (DTL); DTL and Total Firm Risk		
Day-29-30	Cash-Flow Ability to Service Debt Coverage Ratios or Probability of Cash Insolvency.		
UNIT 5			
Session	Topics	Course Outcomes	Assessment/Evaluation/ Material
Day-31-32	Forms of Dividend, Concept of Retained		

Prestige Institute of Management & Research, Gwalior (Session Plan)

	Earnings and Plough Back of Profit	Understanding concept Dividends and Earnings	Numerical based on Dividend models. Case study of Indian Companies.
Day-33- 35	Dividend Theories and Dividend Policy		Annual Report discussion of companies. Case: Strides Arcolab Limited's Dividend Pay- Out Decision
Day-36- 37	Walter' Model, Gordon's Model and Modigliani Miller Model	Evaluating Dividend Policies Followed across industries Understanding dividend theories its types	
Day-38	Factor Affecting Dividend Decision	Defining factors that affect dividend decision of any organization	Working Capital Management at firms in Malanpur
Day-39- 40	Overview of Working Capital Decision: Concept, Components, Factor Affecting working Capital Requirement,	CO6: Performing analytical reviews of working capital management	<u>Case: Dividend Policy - Four Decisions</u>
Day-41- 42	working Capital Management: Management of Cash, Inventory and Receivables		
Day-43	Introduction to working Capital Financing.		Case: LP Laboratories Ltd.: Financing Working Capital

Suggested Readings:

- Bandy, G. (2014). *Financial Management and Accounting in the Public Sector*. London, England: Routledge.
- Barr, M. J. (2018). *Budgets and Financial Management in Higher Education*. Hoboken: NJ: John Wiley & Sons.
- Brigham, E. F. (2016). *Financial Management: Theory & Practice*. Boston: MA: Cengage Learning.
- Matthew, B. T. (2017). *Financial Management in the Sport Industry*. London, England.: Routledge.
- Pandey, I. (2015). *Financial Management*, 11th Edition. New Delhi, India: Vikas Publishing House.
- Chandra, Prasanna (2004). *Fundamentals of Financial Management*. Tata McGraw Hill
- Rustagi, R.P. (2000). *Financial Management*. Galgotia, 2TM Revised Edition

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term:

MBA– Sem II Batch (2023-25)

Course: Business Environment,

Course Code – MBA 206 Credit: 4

Session Duration: 60 Minutes

FACULTY (Name): AP. Jitender Pratap Singh

Telephone: 9891987855

E-Mail: Jitenderpratap.singh@prestigegwl.org

Course Objective The course details about the environmental forces, both external and internal and their interaction and effect on business.

Outcomes: Upon the successful completion of this course, the student will be able to:

CO1: a. Understand the various factors of the business environment and their interactions.

CO1: b. Understand various laws affecting the working of business units' .

CO2: Describe policies of various national and international economic bodies/ regulators affecting business.

CO3: Discuss the role and impact of MSME in business growth.

CO4: Prepare project report on MSME and understand the applications of GST.

Prestige Institute of Management & Research, Gwalior (Session Plan)

Course Pedagogy: Lecture/Case Studies/Practical Problems

Suggested Readings:

- Cherunilam, F. (2010). Business Environment Himalaya Publishing
- House. Paul, J. (2010). Business environment. Tata McGraw-Hill Education.
- Shaikh, S. (2010). Business Environment (2IE ed.). Pearson Education India.

S.No	Topics	Pedagogy
1	Introduction to Business Environment	PPT, Smart Board, Examples
2	Environmental Scanning: Meaning, Scope & Process	PPT, Smart Board, Examples
3	Internal Environment Analysis	PPT, Smart Board, Examples
4	External Environment Analysis	PPT, Smart Board, Examples
5	Interaction between Internal & External Environment	PPT, Smart Board, Examples
6	Capitalism & Socialism: Philosophies & Variants	PPT, Smart Board, Examples
7	Mixed Economy: Concept & Applications	PPT, Smart Board, Examples
8	Conclusion & Review	PPT, Smart Board, Examples
9	Introduction to Competition & Regulatory environment	PPT, Smart Board, Examples
10	Competition Act 2002 (Detailed Analysis)	PPT, Smart Board, Examples, Assignment
11	SEBI Act 1992 & Stock Exchanges	PPT, Smart Board, Examples
12	Consumerism & Consumer Protection Act 1986	PPT, Smart Board, Examples
13	Consumer Protection Bill 2020 & Future Trends	PPT, Smart Board, Examples
14	Comparative Analysis of Regulatory Frameworks	PPT, Smart Board, Examples
15	Impact of Regulations on Business Strategy	PPT, Smart Board, Examples

Prestige Institute of Management & Research, Gwalior (Session Plan)

16	Conclusion & Future Outlook	PPT, Smart Board, Examples
17	Introduction to Key Economic & Financial Concepts	PPT, Smart Board, Examples
18	Industrial Policy in India: Major Changes & Impact	PPT, Smart Board, Examples
19	Monetary Policy: Objectives, Instruments & Impact	PPT, Smart Board, Examples
20	International Monetary Fund (IMF) & World Bank: Roles & Functions	PPT, Smart Board, Examples
21	Depository System in India: Structure & Benefits	PPT, Smart Board, Examples
22	Introduction to MSMEs: Concept & Evolution	PPT, Smart Board, Examples, Case study
23	Role & Significance of MSMEs in Economic Development	PPT, Smart Board, Examples
24	Policies for MSME Development in India	PPT, Smart Board, Examples
25	Challenges Faced by MSMEs in the Current Scenario	PPT, Smart Board, Examples
26	Opportunities for MSMEs in the Current Scenario	PPT, Smart Board, Examples
27	Case Studies of Successful MSMEs	PPT, Smart Board, Examples
28	The Future of MSMEs in India	PPT, Smart Board, Examples
29	Conclusion & Recommendations	PPT, Smart Board, Examples
30	Briefly describe MSMEs and their significance in the Indian economy.	PPT, Smart Board, Examples
31	MSME Analysis	PPT, Smart Board, Examples
32	GST and its Application in the Chosen Field	PPT, Smart Board, Examples, MCQ
33	Findings and Recommendations	PPT, Smart Board, Examples
34	Conclusion	PPT, Smart Board, Examples

Prestige Institute of Management & Research, Gwalior (Session Plan)

Lesson/ Session Plan

Name of faculty: **Ms. Nidhi Jain**

Subject: **Business Environment (MBA 206)**

Session: Jan- June , 2024

Unit No.	Topics and Sub Topics	Learning Objectives	Method	Time Allotted
I	Business Environment	- Meaning and importance	Lecture, Discussion	2 weeks
		- Environmental scanning: Meaning, scope, and process		
		- Internal and external environment		
		- Interaction between internal and external environment		
		- Basic philosophies of capitalism and socialism with their variants		
		- Concept of mixed economy		
II	Business Laws and Regulations	- Competition Act 2002 (with background of MRTP)	Lecture, Case Study, Discussion	2 weeks
		- FEMA Act 2000 (with background of FERA)		
		- Stock Exchange, SEBI Act 1992		
		- Consumerism and Consumer Protection Act 1986 (Consumer Protection Bill 2019)		
III	Economic Policies and Regulatory Bodies	- Industrial policy changes in India	Lecture, Group Discussion	2 weeks
		- Overview of monetary policies		
		- International Monetary Fund and World Bank		
		- RBI roles and functions		
		- The Insolvency and Bankruptcy Code		
IV	Micro, Small, and Medium Enterprises (MSMEs)	- Introduction to MSMEs: Concept and significance	Lecture, Presentation, Case Study	2 weeks
		- Policies for MSMEs		

Prestige Institute of Management & Research, Gwalior (Session Plan)

		- Challenges and opportunities of MSMEs		
V	Project Report and GST	- Preparation of project report on MSME	Project Work, Presentation	2 weeks
		- Understanding GST: Concept and applications		

Prestige Institute of Management & Research, Gwalior (Session Plan)

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH, GWALIOR

SESSION PLAN

(Session January- June 2024)

SUB: HUMAN RESOURCE MANAGEMENT

FACULTY: Dr. GAURAV JAISWAL

SUBJECT CODE: MBA-207

CLASS: MBA II A & D

HOURS REQUIRED: 37 HOURS

Course Objective

The course explains the concepts of human resource management including planning, development and retention.

Course Outcomes:

On completion of the course, the students will be able to:

CO1: Understand the concepts of HRM, its importance in the organization and the role of an HR Manager.

CO2: Apply & analyse the plans related to the operative functions of HR in an organization.

CO3: Create HR specialist competencies for designing rationally the salary and compensation structure, payslip, offer letter, Job Advertisements

CO4: Understand HR Metrics and its use

CO5: Evaluate employee issues and understand the new trends in HRM **Session Wise Unit**

Plan:

Session	Unit	Description	Tools used
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Prestige Institute of Management & Research, Gwalior (Session Plan)

1	Unit- 1	Introduction to HRM	Lecture + Presentation
2		Evolution of HRM	L+Presentation
3		Functions, Scope & Significance of HRM	L+Presentation
4		HRM Roles, Comptencies & Careers	L+Presentation
5		Challenges of HRM	Presentation
6		Summarizing all concepts with case	Case
7	Unit-2	HR planning	L+Presentation
8		Job Analysis	L+Presentation
9		Recruitment: Methods	L+Presentation
10		Selection: Techniques	L+Presentation
11		Role of Technology in Recruitment & Selection	L+Presentation
12		Internal Mobility, Separation, Transfer	L+Presentation
13		Promotion, Demotion and Separation of employees	L+Presentation
14		Practice session with case (& Writing a Job Advertisement)	Exercise
15	Unit-3	Training-Concept, Process	L+Presentation
16		Training Methods	L+Presentation
17		Performance Appraisal	L+Presentation
18		PA process	L+Presentation
19		Appraisal Techniques	L+Presentation
20		Case (Self Appraisal & Peer Appraisal Format)	Case
21	Unit-4	Labor Relations	L+Presentation
22		Disputes & resolution	L+Presentation
23		Collective Bargaining	L+Presentation

Prestige Institute of Management & Research, Gwalior (Session Plan)

24		Employee Welfare	L+Presentation
25		Workers' Participation in Management	L+Presentation
26		Employee Retention & Drivers	L+Presentation
27		Absenteeism: Types & Controlling	L+Presentation
28		Employee Turnover & Types	L+Presentation
29	Unit -5	Employee Compensation	L+Presentation
30		Factors affecting Compensation	L+Presentation
31		Components of Employee Pay	L+Presentation
32		HR Audit	L+Presentation
33		-do-	L+Presentation
34		HRIS	L+Presentation
35		SHRM	L+Presentation
36		IHRM	L+Presentation
37		Practice Assignment (Offer letter & Pay Slips)	Assignment

Suggested Readings:

1. Gary Dessler - A framework for Human Resource Management, Pearson education, Ltd.
2. K. Aswathappa, Human Resource and Personnel Management, Tata Mc-Graw Hill
3. Edwin B. Flippo, Personnel Management, McGraw Hill.
4. V.S.P. Rao, Human Resource Management, Excel Books
5. Snell S and Bohlander G (2007). Human Resource Management, Cengage Learning (Thomson Learning), Indian Edition
6. Pattnayak B, (2014), Human Resource Management, 4th Edition, pHI
7. Reinventing Human Resources Management: challenges and New Directions By Ronald J. Burke; Cary L.

Dr. Gaurav Jaiswal

Prestige Institute of Management & Research, Gwalior (Session Plan)

Session Plan

Prestige Institute of Management & Research, Gwalior

Jan-June (2023-24)

MBA – Batch (2023-25)

Course: Human Resource Management

Course Code: MBA 203

Credit: 4

Session Duration: 60 Minutes

FACULTY (Name): Dr. Abhijeet Singh Chauhan

Telephone : 7415321226

E-Mail : abhijeet.chauhan@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Objective

The course explains the concepts of human resource management including planning, development and retention.

Course Outcomes: On completion of the course, the students will be able to:

CO1a: Understand the concept of HRM, its role and significance in the organization.

CO1b: Develop an understanding of HRM systems and their implementation through Manpower planning

CO2: Design and implement employees training & development programs and appraisal systems.

CO3: Evaluate employee issues and relations.

CO4: Create HR competencies for designing salary and compensation structure, and understand the new trends in HRM.

CO/PO Matrix					
Subject Code	PO1	PO2	PO3	PO4	PO5
CO1	3	3	2	3	1
CO2	3	3	2	2	3
CO3	2	3	3	2	3
CO4	3	2	2	3	2
AVERAGE	2.75	2.75	2.25	2.5	2.25

Prestige Institute of Management & Research, Gwalior (Session Plan)

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	20
Quiz/Written Test	5
Case Analysis/Assignment	5
Class Presentation	5
LTM	5
Final Exam	60
Total	100

Padagogy

PPT Presentations

Case studies

Classroom discussion and

Classroom Exercise

Prestige Institute of Management & Research, Gwalior (Session Plan)

Session	Unit	Description
1		Introduction to HRM
2		Evolution of HRM
3		Functions, Scope & Significance of HRM
4		-do-
5		Challenges of HRM
6		Summarizing all concepts with case
7		HR planning
8		Job Analysis
9		Recruitment: Methods
10		Selection: Techniques
11		Induction, Internal Mobility, Separation
12		Transfer,
13		Promotion, Demotion and Separation of employees
14		Practice session with case
15		HRD Concept, Objective & Importance
16		Training-Concept, Process
17		Training Methods
18		Performance Appraisal
19		PA process
20		Appraisal Techniques
21		Industrial Relations
22		Trade Union
23		Disputes & resolution
24		Collective Bargaining
25		Employee Welfare
26		Employee Grievance & Redressal
27		Workers' Participation in Management
28		Cases
29		Employee Compensation
30		Factors affecting Compensation
31		Components of Employee Pay
32		HR Audit
33		-do-
34		HRIS
35		SHRM
36		Integrating HR Strategy with HR
37		Corporate & Functional Strategy
38		Practice session with case

Prestige Institute of Management & Research, Gwalior (Session Plan)

Session Plan :Human Resource Management session Jan-June 2024					
Isha Goley					
S.N O	Topic	Learning Objective	Coverage	Methodology	Evaluation
1	Unit 1 Introduction to Human Resource Management	Developing the understanding for concept of HRM	Syllabus discussion and introduction to HRM	Lecture & Discussion	Class participation
2	Unit 1 Functions of HRM	Developing the understanding for concept of functions of HRM	Functions of management - concept	Lecture & Discussion	Class participation
3	Unit 1 Scope and Importance of HRM	Developing the understanding for concept of scope and importance of the subject	Introduction to HRM, Scope	Lecture & Discussion	Class participation and discussion
4	Unit 1 Evolution of HRM				
5	Unit 1 What is Human Capital and How to manage human capital in organization	Developing the understanding for importance of Human Capital and it's management	Human capital concept, constituents	Lecture & Discussion	Class participation
6	Unit 1 Role of HRM	Developing the understanding for concept of Role of HRM	Role of HRM and importance	Lecture & Discussion	Quiz

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7	Unit 1 Evolution of HRM	Developing the understanding how the concept of HRM evolved	Contribution of various researchers, authors	Lecture & Discussion	Class participation
8	Unit 1 Evolution of HRM	Developing the understanding how the concept of HRM evolved with contributions	Contribution of various researchers, authors	Lecture & Discussion	Drafting the process
9	Unit 1 HR Management Competencies and Careers	Developing the understanding for concept of HR competencies and career	Introduction to Competencies, and HRM Career	Lecture & Discussion	Class participation
10	Unit 1 Summarizing all concepts with case				
11	Unit 2 Human Resource Planning	Developing the understanding for concept of HRP	Introduction HRP	Lecture & Discussion	Simulation and role play

Prestige Institute of Management & Research, Gwalior (Session Plan)

12	Unit 2 Job Analysis and it's parts ,Job Description, Job Specification	Developing the understanding for concept of Job Analysis and it's components	Job Analysis concept and it's parts	Lecture & Discussion	Class participation
13	Unit 2 Methods and Approaches to Job Analysis	Developing the understanding for methods and approaches of Job Analysis	Need of Job analysis, Approaches, Job description , Specialization	Lecture & Discussion	Class participation
14	Unit 2 Class Presentation , Job Evaluation	Developing the understanding for concept of Job evaluation	Concept of Job evaluation	Lecture & Discussion	Class participation
15	Unit 2 Class Presentation ,Recruitment, It's Types and Sources	Developing the understanding for concept of Recruitment , it's types and sources of recruitment	Sources of recruitment, it's types	Lecture & Discussion	Simulation and role play
16	Unit 2 Class Presentation ,Selection , It's process	Developing the understanding for concept of selection	Process of selection	Lecture & Discussion	Class participation

Prestige Institute of Management & Research, Gwalior (Session Plan)

17	Unit 2 Class Presentation , Techniques along with the use of technology in recruitment and selection	Developing the understanding for concept of technologies involved in Recruitment and selection	Technology usage in respect to recruitment and selection	Lecture & Discussion	Class participation
18	Unit 2 Induction, Internal Mobility, Separation	Understanding the concept of Mobility, separation		Lecture & Discussion	
19	Unit 2 Practice session with case			Case discussion	
20	Unit 3 Class Presentation , Training, It's Process and Techniques	Developing the understanding for concept of training and it's process	Introduction to training, it's process	Lecture & Discussion	Class participation
21	Unit 3 Performance appraisal, Uses and Techniques	Developing the understanding for concept of performance appraisal , use, techniques involved in PA	Importance , techniques to Performance appraisal	Lecture & Discussion	Class participation
22	Unit 3 Class Presentation , Tools used for performance appraisal	Developing the understanding for tools used for PA	Understanding the tools used for performance appraisal	Lecture & Discussion	Class participation

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23	Unit 3 Class Presentation ,Practice , Format of self appraisal and peer appraisal	Developing the understanding for concept of self and peer appraisal	Learning about Self appraisal and peer appraisal	Lecture & Discussion	Class participation
24	Unit 4 Class Presentation , Introduction to Labour Relations, Disputes	Developing the understanding for concept of Labour relation and disputes	Introduction to labour relation	Lecture & Discussion	Simulation and role play
25	Unit 4 Class Presentation ,Methods to resolve disputes in industries	Developing the understanding for concept of resolving disputes in industries	Procedure to solve industrial dispute	Lecture & Discussion	Class participation
26	Unit 4 Class Presentation ,Concept and History of Collective bargaining	Developing the understanding for concept of collective bargaining and it's history	Concept , History of collective bargaining	Lecture & Discussion	Class participation
27	Unit 4 Class Presentation , What is Employee welfare , types and Concept of WPM	Developing the understanding for concept of Employee welfare, it's type, WPM	Understanding of various employee welfare methods, WPM, types of WPM	Lecture & Discussion	Simulation and role play

Prestige Institute of Management & Research, Gwalior (Session Plan)

28	Unit 4 What is Employee Retention , Myths and drivers of retention, Why employees stay in the organization	Developing the understanding for concept of retention, reasons of employee retention and turnover, myths of employee retention	Reasons of employee retention , myths and drivers	Lecture & Discussion	Class participation
29	Dispute and resolution	Understanding the dispute handling machinery			Class participation
30	Unit 4 Class Presentation , Types of Absenteeism , Controlling Absenteeism	Developing the understanding for concept of employee absenteeism	Understanding the reasons of employee absenteeism and ways to control it	Lecture & Discussion	Class participation
31	Unit 4 Class Presentation , Concept and Types of Employee Turnover	Developing the understanding for concept of Employee turnover and it's types	knowing the reasons of employee turnover	Lecture & Discussion	Class participation
32	Unit 5 Class Presentation , Concept of Compensation Planning	Developing the understanding for concept of compensation planning	Introduction to compensation planning	Lecture & Discussion	Class participation
33	Unit 5 Class Presentation , Components of Compensation Structure	Developing the understanding for concept of parts of component structure	Understanding the compensation structure	Lecture & Discussion	Class participation

Prestige Institute of Management & Research, Gwalior (Session Plan)

34	Unit 5 HR Audit , HRIS, SHRM	Developing the understanding for concept of HR Audit, HRIS, SHRM	Introduction to HR Audit, HRIS,SHRM	Lecture & Discussion	Class participation
35	Unit 5 Class Presentation , IHRM	Developing the understanding for concept of IHRM	Introduction to IHRM and it's importance	Lecture & Discussion	Class participation
36	Unit 5 Class Presentation , Discussed the templates of offer letter and Pay slips	Developing the understanding for concept of offer letter , pay slips	Understood the offer letter, payslip format through template	Lecture & Discussion	Class participation
37	Unit 5 Case study related to the concept of HRM	Developing the understanding for concept of HRM through solving the case	Applying the concepts learned through Case study	Lecture & Discussion	Case discussion
38	Practice session with case			Case	Case discussion

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

MBA II– Batch (Jan-June, 2024)

Course: ORGANIZATIONAL BEHAVIOR

Course Code – MBA202

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Dr. Chanda Gulati

Telephone: 0751-4097020

E-Mail: chanda.gulati@prestigegwl.org

Office Hours: 9:00- 5:20

Consulting Hours: 3:00 – 5:20

Course Objective:

The course explains about workplace behavior and concepts of Individual and Interpersonal Behavior and how they intermesh with organizational productivity.

Course Outcomes: On completion of course, the students will be able to:

CO1a: Summarize concept of OB and perceptual process

Prestige Institute of Management & Research, Gwalior (Session Plan)

CO1b: Describe individual behaviour and demonstrate the applicability of motivational theories in OB.

CO2: Analyse group dynamics in the organizations.

CO3: Understanding power and politics in organizational setting.

CO4: Illustrate change management and conflict to solve organizational issues.

CO/PO Matrix					
Subject Code	PO1	PO2	PO3	PO4	PO5
CO1	3	3	2	1	1
CO2	3	3	3	3	3
CO3	2	2	3	3	2
CO4	1	2	2	3	3
AVERAGE	2.25	2.5	2.5	2.5	2.25

Course Pedagogy: Digital smart board/LCD, Laptop, Case studies, Activities/Exercises

Course Readings: Books, and Case studies

Reference Book(s):

- Fred; L. (2011). *Organizations Behaviour* (12th edition ed.). New York; Mc Graw Hill.
- K; A. (2016). *Organizational Behaviour* (12th edition ed.). New Delhi: Himalaya Publishing House.
- Kumar; P.; & Thakur; K. (2011). *Text book of Organization Behavior*. new delhi: Wisdom Publications.
- Stephen; P. (2013). *Organizational Behaviour* (15th edition ed.). New Delhi: Pearson Education. Udai; P. (2016). *Understanding Organizational Behaviour* (4th edition

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ed.). New Delhi: Oxford Higher Education.

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	(20)
Quiz	(5)
Presentation	(5)
Case Study + LTM	(10)
Final Exam	(60)
Total	100

MBA-202- ORGANIZATIONAL BEHAVIOR

Unit 1: Concepts: Nature; Importance; Models of Organizational Behavior;

Perception and Attribution Theory: Concept; Nature; Process; Importance; Management and Behavioral Applications of Perception.

Unit 2: Attitude: Concept; Process; Importance; Techniques of Attitude Measurement;

Personality: Concept; Nature; Types and Theories of Personality; Shaping O.B

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Unit 3: Learning: Concept and Theories of Learning: Classical Conditioning, Operant Conditioning and Social Learning.

Motivation: Theories of Motivation–Need Theories: Maslow Hierarchy of needs, Alderfer’s ERG theory Herzberg’s two factor theory, McClelland’s need theory; Expectancy Theory; Equity Theory and Goal Setting Theories; Motivating a Diverse Workforce.

Unit 4: Leadership: Style and Theories of Leadership- Trait; Behavioural and Situational Theories; Leadership Styles in Indian Organizations.

Group Dynamics: Definition; Stages of Group Development; Group Cohesiveness; Formal and Informal Groups; Groups Processes, Dysfunctional Groups; Punctuated Equilibrium Model.

Unit 5: Organizational Power, Politics and Conflict: Concept; Sources of Power; Distinctive Between Power Authority and Influence; Political Implications of Power: Dysfunctional Uses of Power; Stress: Understanding and its Consequences; Causes of Stress; Managing Stress.

Conflict: Concepts; Sources; Types; Functionality and Dysfunctionality Conflict; Classification of Conflict- Intra; Individual; Interpersonal; Intergroup and Organizational; Resolution of Conflict.

References

- Fred; L. (2011). *Organizations Behaviour* (12th edition ed.). New York; Mc Graw Hill.
- K; A. (2016). *Organizational Behaviour* (12th edition ed.). New Delhi: Himalaya Publishing House.
- Kumar; P.; & Thakur; K. (2011). *Text book of Organization Behavior*. new delhi: Wisdom Publications.
- Stephen; P. (2013). *Organizational Behaviour* (15th edition ed.). New Delhi: Pearson Education. Udai; P. (2016). *Understanding Organizational Behaviour* (4th edition ed.). New Delhi: Oxford Higher Education.

SESSION PLAN

Unit I

Prestige Institute of Management & Research, Gwalior (Session Plan)

Learning Objective: To make the students familiar with OB concept, model and its importance in organization & Perception.		
Session No.	Topics / Assignments	
1	OB: Concept, Definition, Nature, determinants	Lecture + Presentation
2	Workplace behaviours	L + Presentation
3	Interdisciplinary approach to OB	L + Presentation
4	-do-	L + Presentation
5	Foundations of OB ;Challenges & opportunities	L + Presentation
6	Models of OB	L + Presentation
7	Perception: Meaning	L + Presentation
8	Factors affecting perception	L + Presentation
9	Perceptual process	L + Presentation
10	Errors in perception	L + Presentation
11	Image Exercise	Exercise
12	Case Study	Case1
<p>Learning Outcomes: After completing this chapter students will be able to:</p> <ul style="list-style-type: none"> 7. Understand the concepts of organizational behavior and its application in managing people 8. Apply the different approaches to organizational behavior and enhance the human relationships within the organization. <p>3. Understand the dynamic of perceptual process</p> <p>4. Explain the possible errors in attribution and the methods to overcome such errors.</p>		

Unit II

Prestige Institute of Management & Research, Gwalior (Session Plan)

Learning Objective: To acquaint the students with Individual behaviours such as: <ol style="list-style-type: none"> 1. Attitude 2. Personality 		
Session No.	Topics / Assignments	
13	Attitude-Concept, component	L + Presentation
14	Types of attitude- Cognitive dissonance theory	L + Presentation
15	Concept of Personality	L + Presentation
16	Types and theories of Personality Shaping	L + Presentation
17	Personality attributes influencing OB	L + Presentation
18	Exercises	
Learning Outcomes: After going through the content of this lesson, the students will be able to <ol style="list-style-type: none"> i) Understand the personality determinants of personality and personality traits 		

Unit III

Learning Objective: The main objective of this session is to make students them understand, <ol style="list-style-type: none"> 1. Learning 2. Motivation 		
Session No.	Topics / Assignments	
19	Concept and components of learning	L + Presentation
20	Theory of learning- Classical conditioning	L + Presentation

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21	Theory of learning- Operant conditioning	L + Presentation
22	Theory of learning- Social Learning	L + Presentation
23	Theory of learning- Cognitive Learning	L + Presentation
24	Motivation: Concept & Need Theory	L+Presentation
25	ERG Theory	L+Presentation
26	2 Factor Theory	L+Presentation
27	McClelland Theory	L+Presentation
28	Expectancy Theory	L+Presentation
29	Goal setting Theory	L+Presentation
30	Case Study 1	Case

Learning Outcomes: After completing this chapter students will be able to understand:

- Understand the principles of learning process
- Appreciate the classical conditioning principles and its application in work life situation
- Implement behavior modification techniques by learning the operant conditioning principles and its application in work life situation
- Understanding the dynamics of social learning theory and relevance in work life situation.
- Understand the meaning of motivation concept and its dynamics in work life situations
- Explain the meaning of various motivational theories and its application in organizations

Unit IV

Learning Objective: The main objective of this session is to make students them understand,

1. Dynamics of groups
2. Functions of group
3. Leadership
4. Styles of leadership

Session No.	Topics / Assignments	
30	Introduction: Group	L+ Presentation

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31	Types of groups	L+ Presentation
32	Group development processes	L+ Presentation
33	Theories of Groups	L+ Presentation
34	Punctuated Equilibrium Model	L+ Presentation
35	Leadership: concept	L+ Presentation
36	Theories: Trait theories	L+ Presentation
37	Theories: Behavioural theories	L+ Presentation
38	Theories: Managerial grid	L+ Presentation
39	Likert leadership styles	L+ Presentation
40	Theories: Contingency theories: Fiedler	L+ Presentation
41	Theories: Contingency theories: Hersey & Blanchard	L+ Presentation
42	Case Study 1	Case
Learning Outcomes: After completing this chapter students will be able to understand: <ol style="list-style-type: none"> 11. Importance of groups 12. Understand leadership styles 		

Unit V

Learning Objective: The main objective of this session is to make students comfortable with <ol style="list-style-type: none"> 1. Organizational Power 2. Stress & Managing Stress 3. Conflicts 		
Session No.	Topics / Assignments	
43	Org. Power & Politics: Concept	L+ Presentation

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44	Differences b/w Power , authority and influence	L+ Presentation
45	Dysfunctional Power	L+ Presentation
46	Stress & Managing Stress	L+Presentation
47	Conflict concept, types	L+ Presentation
48	Process of conflict, conflict handling styles	L+ Presentation
49	Case Study	Case

Learning Outcomes: After completing this chapter, students will be able to:

10. Manage Stress
11. Understand power & politics
12. Handle conflicts
13. Identify their own conflict handling styles

Teaching plan
Session 2023-24
PROGRAM – BBA

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term: Jan June 2024

BBA 2 D– Session Jan June 2024

Course: BUSINESS Environment

Course Code: 2033

Credit: 3

Session Duration: 50/60 Minutes

FACULTY (Name): AP. Ankita Sharma

Telephone: 9179738138

E-Mail: ankita.sharma@prestigegwl.org

Course Outcomes: Upon the successful completion of this course, the student will be able to:

CO1a: Understand the concept, importance and types of the business environment.
CO1b: Comprehend with the concept of economy, economic development and government role.
CO2: Improve knowledge of various laws and industrial policy.
CO3: Develop understanding of government role in the development and monitoring of businesses through policies and regulations.
CO4: Learn about business ethics, CSR and its importance.

CO/PO Matrix					
Course Outcomes	PO1	PO2	PO3	PO4	PO5
CO1 A	1				
CO1 B				2	2
CO2	1	2	1		
CO3		3	3	3	3
CO4	2				

Learning outcomes: After this subject the students will be able to:

1. Familiarize with the nature of business environment and its components.
2. The students will be able to demonstrate knowledge of economic, legal, labor environment.
3. Understand the applicability of various government rules, regulations and policies related to the development of business.

Course Readings: Books, Research papers, news articles, data released by various organizations like RBI, Ministries, etc. and Case studies

Suggested Readings:

- *Cherunilam, Francis. Business Environment-Text and Cases, Himalaya Publishing House.*
- *Aswathappa, K. Essentials of Business Environment, Himalaya Publishing House.*
- *Fernando, A.C. Business Environment, Pearson Education.*
- *Dutt & Sundaram. Indian Economy, S. Chand & Sons.*
- *Paul, Justin; Business Environment–Text and Cases, Tata McGraw Hills Pvt.Ltd*
- *Adhikary, M; Economic Environment of Business, Sultan Chand & Sons.*

Session Details:

Unit Description	Session (1 hour)	Topics Covered	Pedagogy
Unit 1	1	Understanding Business Environment Meaning, Nature & Scope	CASE STUDY + NOTES
Unit 1	2	Types of Business Environment - Internal & External Environment	Lecture NOTES
Unit 1	3	Micro & Macro Environment. Environmental Analysis,	Mind Mapping
Unit 1	4	PESTEL	Lecture and peer discussion

Prestige Institute of Management & Research, Gwalior (Course Outline)

Unit 1	5	SWOT Analysis	PPT LECTURE
Unit 1	6	Porter's 5 force model	PPT LECTURE
Unit 2	7	Economic Systems: Capitalism, Socialism, Communism, Mixed Economy	PPT LECTURE Interactive Discussions
Unit 2	8	Nature & Structure of Indian Economy	PPT LECTURE Interactive Discussions
Unit 2	9	Basic indicators of economic development	PPT LECTURE Interactive Discussions
Unit 2	10	Indian Economic Planning,	PPT LECTURE Interactive Discussions

Unit 2	11	Niti Ayog	PPT LECTURE Interactive Discussions
Unit 3	12	Meaning of Legal and Industrial Environment	PPT LECTURE Interactive Discussions
Unit 3	13	Industrial policy: Characteristics of good industrial policy,Labor Laws & Social Security	PPT LECTURE Socratic Seminars
Unit 3	14	Industrial policy: Characteristics of good industrial policy,Labor Laws & Social Security	PPT LECTURE Socratic Seminars
Unit 3	15	Liberalization, Privatization, & Globalization.	PPT LECTURE Socratic Seminars
Unit 3	16	Liberalization, Privatization, & Globalization.	PPT

			LECTURE
Unit 4	17	Role of Government in Regulation and Development of Business: Monetary POLICY	PPT LECTURE
Unit 4	18	Fiscal Policy	PPT LECTURE
Unit 4	19	EXIM Policy	PPT LECTURE
Unit 4	20	FEMA	PPT LECTURE
Unit 4	21	Capital Market in India	PPT LECTURE
Unit 5	22	Business Ethics And CSR Business ethic principles	PPT LECTURE Critical Discussion
Unit 5	23	types. Theory of ethics	PPT

			LECTURE
Unit 5	24	ethical decision making	PPT LECTURE Critical discussion
Unit 5	25	Meaning and importance of CSR	PPT LECTURE
Unit 5	26	Arguments in favour and against CSR, Drivers of CSR.	PPT LECTURE Critical discussion
	27	Component	
	28	Component	
	29	Component	
	30	Component	
	31	Component	
	32	Component	

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term: Jan June 2024

BBA 6 B– Session Jan June 2024

Course: BUSINESS POLICY & STRATEGY

Course Code: BBA 601

Credit: 3

Session Duration: 50/60 Minutes

FACULTY (Name): AP. Ankita Sharma

Telephone: 9179738138

E-Mail: ankita.sharma@prestigegwl.org

Course outcomes

CO: On completion of the course, the student will be able to

CO1: design, deploy and evaluate business strategies.

CO2: conduct environmental scanning using different methods.

CO3: implement tools and techniques for strategic analysis and decision making.

Course Pedagogy: This course aims for an engaging learning environment, fostering critical thinking and practical understanding of the Indian economy through various teaching methods and assessments. Following methods will be leveraged:

- **Flipped Classroom:** Pre-lecture materials for in-class discussions.
- **Interactive Discussions**

- **Mind Mapping:** Visualize economic concepts through collaborative Discussions.
- **Podcasts and Interviews:** Real-world insights through expert talks and interviews.
- **Peer Teaching:** Student-led presentations for knowledge sharing.
- **Socratic Seminars:** Open-ended discussions for critical thinking.
- **Storyboarding:** Visual representation of economic ideas through storyboards.
- **TED-Ed Lessons:** Animated lessons and discussions for deeper understanding.
- **Multimodal Content Delivery:** Diverse teaching methods including lectures, multimedia
- **Project-Based Learning:** Assign projects for research, analysis, and real-world application.

Course Readings: Books, Research papers, news articles, data released by various organizations like RBI, Ministries, etc. and Case studies

Suggested Readings:

- Ahluwalia, Montek S. State-level Performance under Economic Reforms in India in A. O. Krueger. (ed.) (2012). Economic Policy Reforms and the Indian Economy, The University of Chicago Press.
- Mankiw, N. G. (2016). Principles of microeconomics (8th ed.). CENGAGE Learning Custom Publishing.
- Paul G. Keat, Philip K.Y. Young, Stephen E. Erfle and Sreejata Banerjee, (ed.) (2018). Managerial Economics: Economics tools for today's decision makers' Pearson Paperback, 7th edition, 2018
- G. S. Gupta (2014). Macroeconomics: Theory and Applications, McGraw-Hill Education.
- Bhagwati, J. and Desai, P. India: Planning for industrialization, OUP, Ch Patnaik, Prabhat. Some Indian Debates on Planning. T. J. Byres (ed.) (1998). The Indian Economy: Major Debates since Independence, OUP.
- Rangarajan, C. and N. Jadhav. Issues in Financial Sector Reform. Bimal Jalan. (ed.).(2010).The Indian Economy. Oxford University Press, New Delhi.

- Anant, T. (2006). Institutional reforms for agriculture growth. In N. Majumdar, U. Kapila (eds.): *Indian agriculture in the new millennium: Changing perceptions and development policy*, Vol. 2. Academic Foundation.
- Balakrishnan, P. (2014). The great reversal: A macro story. *Economic and Political Weekly*, 49 (21), 29-34.
- Bhaduri, A. (2012). Productivity and production relations: The case of Indian agriculture. In A. Bhaduri (ed.): *Employment and development*. Oxford University Press.
- Bhagwati, J., Panagariya, A. (2012). A multitude of labor laws and their reforms. In *India's tryst with destiny*. Collins Business.
- Chanda, R. (2012). Services led growth. In K. Basu, A. Maertens (eds.): *New Oxford companion to economics in India*. Oxford University Press.
- Panagariya, Arvind. (2020) -India Unlimited: Reclaiming the Lost Glory, Uma Kapila (20th Edition) (2009) — Indian Economy since Independence, Academic Foundation, New Delhi.
- Hariharan, N. P. (2008) — Lights and Shades of Indian Economy, Vishal Publishing Co
Reserve Bank of India —Annual Reports.

Session Details:

Unit Description	Session (1 hour)	Topics Covered	Pedagogy
Unit 1	1	Nature, Importance, Purpose and Objectives of business policy	CASE STUDY + NOTES
Unit 1	2	Various terms in business policy, Types of Policies, Levels of strategy	Lecture NOTES

Unit 1	3	Difference Between Business policy & Strategic Management, Business policy and corporate strategy.	Mind Mapping
Unit 2	4	Policy formulation and implementation	Lecture and peer discussion
Unit 2	5	Administration and control policy	PPT LECTURE
Unit 2	6	Strategy and policy in functional areas	PPT LECTURE
Unit 2	7	Role of Policies in Strategic Management	PPT LECTURE Interactive Discussions
Unit 2	8	Business Policy and Decision Making	PPT LECTURE Interactive Discussions

Unit 3	9	Environmental Appraisal – Components, Environmental scanning, Environmental appraisal.	PPT LECTURE Interactive Discussions
Unit 3	10	Environmental Appraisal – Components, Environmental scanning, Environmental appraisal.	PPT LECTURE Interactive Discussions
Unit 3	11	Environmental Appraisal – Components, Environmental scanning, Environmental appraisal.	PPT LECTURE Interactive Discussions
Unit 3	12	Organizational Appraisal – Organisation capability factors, Organisation appraisal.	PPT LECTURE Interactive Discussions
Unit 3	13	Organizational Appraisal – Organisation capability factors, Organisation appraisal.	PPT LECTURE Socratic Seminars

Unit 3	14	Strategic Alternatives, Strategic choice and SWOT analysis	PPT LECTURE Socratic Seminars
Unit 3	15	Strategic Alternatives, Strategic choice and SWOT analysis	PPT LECTURE Socratic Seminars
Unit 4	16	Project and procedural implementation.	PPT LECTURE
Unit 4	17	Project and procedural implementation.	PPT LECTURE
Unit 4	18	Structural Implementation – Structural considerations, structures, Organisation design and change.	PPT LECTURE
Unit 4	19	Structural Implementation – Structural considerations, structures,	PPT LECTURE

		Organisation design and change.	
Unit 4	20	Functional Implementation – Financial / Marketing / Operations / Personnel plans and Policy.	PPT LECTURE
Unit 4	21	Functional Implementation – Financial / Marketing / Operations / Personnel plans and Policy.	PPT LECTURE
Unit 4	22	Functional Implementation – Financial / Marketing / Operations / Personnel plans and Policy.	PPT LECTURE Critical Discussion
Unit 4	23	Behavioral Implementation – Leadership, Corporate culture, Personal values and Business ethics.	PPT LECTURE

Unit 5	24	Strategic Control – Basic types of control, Barriers in Strategic Control	PPT LECTURE Critical discussion
Unit 5	25	Strategic Control – Basic types of control, Barriers in Strategic Control	PPT LECTURE
Unit 5	26	Strategic Control – Basic types of control, Barriers in Strategic Control	PPT LECTURE Critical discussion
Unit 5	27	Operational Control – Process of evaluation. Techniques of evaluation and control	Case Study
Unit 5	28	Operational Control – Process of evaluation. Techniques of evaluation and control	Case Study
Unit 5	29	Role of Organisation system	Case Study
	30	Component	
	31	Component	
	32	Component	
	33	Component	
	34	Component	
	35	Component	

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term: Jan June 2024

B.COM CA/ECO 6– Session Jan June 2024

Course: Fundamentals of Investments

Course Code: BCOM C 603

Credit: 3

Session Duration: 60 Minutes

FACULTY (Name): AP. Ankita Sharma

Telephone: 9179738138

E-Mail: ankita.sharma@prestigegwl.org

Learning Objective: To familiarize the students with different investment alternatives, introduce them to the framework of their analysis and valuation and highlight the role of investor protection.

Course Outcomes: On completion of the course the students will be able to:

CO1: Demonstrate the good understanding of investment environment and concept of return & risk

CO2: value bond valuation & role of credit rating agencies

CO3: Examine over and under price of equity shares through fundamental and technical analysis

CO4: Evaluate Understand the concept of financial derivatives- Futures and options.

CO6: Acquire adequate knowledge regarding protection, Investor grievances and insider trading activities.

CO5: Understand different portfolios theories, essentially required to analyze portfolio

Course Readings: Books, Research papers, news articles, data released by various organizations like RBI, Ministries, etc. and Case studies

Suggested Readings:

1. Bhalla, V. K. (2008). Investment management. S. Chand Publishing.
2. Chandra, P. (2017). Investment analysis and portfolio management. McGraw-hill education.
3. Maheshwari, Y. (2008). Investment management. PHI Learning Pvt. Ltd.
4. Mayo, H. B. (2020). Investments: an introduction. Cengage Learning.
5. Sharpe, W. F., Alexander, G. J., & Bailey, J. W. (1999). Investments.
6. Shrivastava, R. (2017). Investment Management, 1e. Wiley. Note: Latest Editions of text books may be used.

Session Details:

Unit Description	Session (1 hour)	Topics Covered	Pedagogy
Unit 1	1	The investment decision process	Mind Mapping
Unit 1	2	Types of Investments – Commodities	PPT
Unit 1	3	Types of Investments – , Real Estate & Financial Assets	LECTURE
Unit 1	4	the Indian securities market	PPT

Unit 1	5	the market participants and trading of securities, security market indices	PPT LECTURE
Unit 1	6	sources of financial information, Concept of return and risk, Impact of Taxes and Inflation on return	PPT LECTURE
Unit 2	7	Bond Analysis: Bond features, types of bonds	PPT LECTURE Interactive Discussions
Unit 2	8	estimating bond yields, Bond Valuation types of bond risks	PPT LECTURE Interactive Discussions
Unit 2	9	default risk and credit rating	PPT LECTURE Interactive Discussions
Unit 3	10	Approaches to Equity Analysis	PPT LECTURE Interactive Discussions
Unit 3	11	Introductions to Fundamental Analysis,	PPT

			LECTURE Interactive Discussions
Unit 3	12	Technical Analysis	PPT LECTURE Interactive Discussions
Unit 3	13	and Efficient Market Hypothesis,	PPT LECTURE Socratic Seminars
Unit 3	14	dividend capitalization models	PPT LECTURE Socratic Seminars
Unit 3	15	dividend capitalization models	PPT LECTURE Socratic Seminars
Unit 3	16	price-earnings multiple approach to equity valuation.	Storyboarding
Unit 3	17	price-earnings multiple approach to equity valuation.	PPT LECTURE

Unit 4	18	Portfolio Analysis and Financial Derivatives: Introduction	PPT LECTURE
Unit 4	19	Harry Markowitz model of Portfolio Analysis and Diversification	PPT LECTURE
Unit 4	20	Harry Markowitz model of Portfolio Analysis and Diversification	PPT LECTURE
Unit 4	21	CAPM model	PPT LECTURE
Unit 4	22	CAPM model	PPT LECTURE Critical Discussion
Unit 4	23	Portfolio Risk and Return, Mutual Funds	PPT LECTURE
Unit 4	24	Portfolio Risk and Return, Mutual Funds	PPT LECTURE Critical discussion
Unit 4	25	overview of Financial Derivatives-Forwards	PPT

Prestige Institute of Management & Research, Gwalior (Course Outline)

			LECTURE
Unit 4	26	Future & Options.	PPT LECTURE Critical discussion
Unit 4	27	Future & Options.	Case Study
Unit 5	28	Investor Protection Role of SEBI	Case Study
Unit 5	29	stock exchanges in investor protection	Case Study
Unit 5	30	; Investor grievances and their redressal system	PPT LECTURE
Unit 5	31	; Investor grievances and their redressal system	Case Study
Unit 5	32	, insider trading, investors' awareness and activism	Case Study
	33	Component	
	34	Component	
	35	Component	

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term: Jan June 2024

B.COM 4 SEMESTER– Session Jan June 2024

Course: Indian Economy

Course Code: B. Com (H)-401

Credit: 4

Session Duration: 60 Minutes

FACULTY (Name): AP. Ankita Sharma

Telephone: 9179738138

E-Mail: ankita.sharma@prestigegwl.org

Learning Objective: To equip the students with sector-specific knowledge and skills to analyze key economic issues and policy documents. It will also enable them to relate theoretical frameworks of macroeconomics and microeconomics to the Indian context.

Course Outcomes: After the completion of the course the students will be:

CO1a: To impart knowledge relating to Indian economy and its features

CO1b- To analyse Import substituting industrialization, economic reforms

CO-2 To frame policy related to industries will enable informed participation in economic decision making,

CO-3 To understand government policy related to service and trade

CO-4 To understand concept of service and trade and its performance

CO-PO Matrix					
	PO 1	PO2	Po3	PO 4	PO5
CO1a	3	3	3	3	3
CO1b					
CO-2	3	2	3	2	1
CO-3	2	3	2	3	3
CO-4	2	2	2	3	3

Course Pedagogy: This course aims for an engaging learning environment, fostering critical thinking and practical understanding of the Indian economy through various teaching methods and assessments. Following methods will be leveraged:

- **Flipped Classroom:** Pre-lecture materials for in-class discussions.
- **Interactive Discussions**
- **Mind Mapping:** Visualize economic concepts through collaborative Discussions.
- **Podcasts and Interviews:** Real-world insights through expert talks and interviews.
- **Peer Teaching:** Student-led presentations for knowledge sharing.
- **Socratic Seminars:** Open-ended discussions for critical thinking.
- **Storyboarding:** Visual representation of economic ideas through storyboards.
- **TED-Ed Lessons:** Animated lessons and discussions for deeper understanding.

- **Multimodal Content Delivery:** Diverse teaching methods including lectures, multimedia
- **Project-Based Learning:** Assign projects for research, analysis, and real-world application.

Course Readings: Books, Research papers, news articles, data released by various organizations like RBI, Ministries, etc. and Case studies

Suggested Readings:

- Ahluwalia, Montek S. State-level Performance under Economic Reforms in India in A. O. Krueger. (ed.) (2012). *Economic Policy Reforms and the Indian Economy*, The University of Chicago Press.
- Mankiw, N. G. (2016). *Principles of microeconomics* (8th ed.). CENGAGE Learning Custom Publishing.
- Paul G. Keat, Philip K.Y. Young, Stephen E. Erfle and Sreejata Banerjee, (ed.) (2018). *Managerial Economics: Economics tools for today's decision makers'* Pearson Paperback, 7th edition, 2018
- G. S. Gupta (2014). *Macroeconomics: Theory and Applications*, McGraw-Hill Education.
- Bhagwati, J. and Desai, P. *India: Planning for industrialization*, OUP, Ch Patnaik, Prabhat. *Some Indian Debates on Planning*. T. J. Byres (ed.) (1998). *The Indian Economy: Major Debates since Independence*, OUP.
- Rangarajan, C. and N. Jadhav. *Issues in Financial Sector Reform*. Bimal Jalan. (ed.).(2010).*The Indian Economy*. Oxford University Press, New Delhi.
- Anant, T. (2006). Institutional reforms for agriculture growth. In N. Majumdar, U. Kapila (eds.): *Indian agriculture in the new millennium: Changing perceptions and development policy*, Vol. 2. Academic Foundation.
- Balakrishnan, P. (2014). The great reversal: A macro story. *Economic and Political Weekly*, 49 (21), 29-34.
- Bhaduri, A. (2012). Productivity and production relations: The case of Indian agriculture. In A. Bhaduri (ed.): *Employment and development*. Oxford University Press.
- Bhagwati, J., Panagariya, A. (2012). A multitude of labor laws and their reforms. In *India's tryst with destiny*. Collins Business.
- Chanda, R. (2012). Services led growth. In K. Basu, A. Maertens (eds.): *New Oxford companion to economics in India*. Oxford University Press.

- Panagariya, Arvind. (2020) -India Unlimited: Reclaiming the Lost Glory, Uma Kapila (20th Edition) (2009) — Indian Economy since Independence, Academic Foundation, New Delhi.
- Hariharan, N. P. (2008) — Lights and Shades of Indian Economy, Vishal Publishing Co
Reserve Bank of India —Annual Reports.

Session Details:

Unit Description	Session (1 hour)	Topics Covered	Pedagogy
Unit 1	1	Basic Issues of Indian Economy	Mind Mapping
Unit 1	2	Basic Issues of Indian Economy	Mind Mapping
Unit 1	3	Basic Issues of Indian Economy	Mind Mapping
Unit 1	4	features of Indian Economy,	Peer Teaching
Unit 1	5	Concept and Measures of Development and Underdevelopment	PPT LECTURE
Unit 1	6	Concept and Measures of Development and Underdevelopment	PPT LECTURE

Unit 1	7	Occupational structure of Indian economy	PPT LECTURE Interactive Discussions
Unit 2	8	Policy Regimes: a) Import substituting industrialization.	PPT LECTURE Interactive Discussions
Unit 2	9	Policy Regimes: Economic Reforms since 1991: Banking Reform	PPT LECTURE Interactive Discussions
Unit 2	10	Policy Regimes: Economic Reforms since 1991: Banking Reform	PPT LECTURE Interactive Discussions
Unit 2	11	Policy Regimes: Economic Reforms since 1991: Banking Reform	PPT LECTURE Interactive Discussions
Unit 2	12	Monetary policies with their implications on economy	PPT LECTURE Interactive Discussions

Prestige Institute of Management & Research, Gwalior (Course Outline)

Unit 2	13	Monetary policies with their implications on economy	PPT LECTURE Socratic Seminars
Unit 2	14	Fiscal policies with their implications on economy	PPT LECTURE Socratic Seminars
Unit 2	15	Fiscal policies with their implications on economy	PPT LECTURE Socratic Seminars
Unit 3	16	Industry: Policies and performance	Storyboarding
Unit 3	17	Industry: Policies and performance	PPT LECTURE
Unit 3	18	Production trends	PPT LECTURE
Unit 3	19	small scale industries	PPT LECTURE
Unit 3	20	public sector	PPT LECTURE

Prestige Institute of Management & Research, Gwalior (Course Outline)

Unit 3	21	foreign investment	PPT LECTURE
Unit 3	22	labor regulation.	PPT LECTURE Critical Discussion
Unit 4	23	Services and trade: Trends and performance	PPT LECTURE
Unit 4	24	Services and trade: Trends and performance.	PPT LECTURE Critical discussion
Unit 4	25	trade and investment policy	PPT LECTURE
Unit 4	26	trade and investment policy	PPT LECTURE Critical discussion
Unit 5	27	Agriculture: Policies and performance	Case Study
Unit 5	28	Agriculture: production and productivity	Case Study

Prestige Institute of Management & Research, Gwalior (Course Outline)

Unit 5	29	Agriculture: credit & labor markets & pricing	Case Study
Unit 5	30	Agriculture: credit & labor markets & pricing	PPT LECTURE
Unit 5	31	land reforms; regional variations	Case Study
Unit 5	32	land reforms; regional variations	Case Study
	33	Component	PPT LECTURE
	34	Component	PPT LECTURE
	35	Component	PPT LECTURE

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term: Jan June 2024

BBA 6 A– Session Jan June 2024

Course: Investment Banking and Financial Services

Course Code: BBA –FM-604

Credit: 3

Session Duration: 50/60 Minutes

FACULTY (Name): AP. Ankita Sharma

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Course Outcomes

CO1: Understanding various concepts of Merchant Banking Services.

CO 2: Learning different terminologies and stages involved in issue management.

CO 3: Understanding and Evaluating fund and fee based financial services namely leasing; Insurance; hire purchase; venture capital financing; credit rating; and securitization.

Course Pedagogy: This course aims for an engaging learning environment, fostering critical thinking and practical understanding of the Indian economy through various teaching methods and assessments. Following methods will be leveraged:

- **Flipped Classroom:** Pre-lecture materials for in-class discussions.

- **Interactive Discussions**
- **Mind Mapping:** Visualize economic concepts through collaborative Discussions.
- **Podcasts and Interviews:** Real-world insights through expert talks and interviews.
- **Peer Teaching:** Student-led presentations for knowledge sharing.
- **Socratic Seminars:** Open-ended discussions for critical thinking.
- **Storyboarding:** Visual representation of economic ideas through storyboards.
- **TED-Ed Lessons:** Animated lessons and discussions for deeper understanding.
- **Multimodal Content Delivery:** Diverse teaching methods including lectures, multimedia
- **Project-Based Learning:** Assign projects for research, analysis, and real-world application.

Course Readings: Books, Research papers, news articles, data released by various organizations like RBI, Ministries, etc. and Case studies

Suggested Readings:

- Ahluwalia, Montek S. State-level Performance under Economic Reforms in India in A. O. Krueger. (ed.) (2012). Economic Policy Reforms and the Indian Economy, The University of Chicago Press.
- Mankiw, N. G. (2016). Principles of microeconomics (8th ed.). CENGAGE Learning Custom Publishing.
- Paul G. Keat, Philip K.Y. Young, Stephen E. Erfle and Sreejata Banerjee, (ed.) (2018). Managerial Economics: Economics tools for today's decision makers' Pearson Paperback, 7th edition, 2018
- G. S. Gupta (2014). Macroeconomics: Theory and Applications, McGraw-Hill Education.
- Bhagwati, J. and Desai, P. India: Planning for industrialization, OUP, Ch Patnaik, Prabhat. Some Indian Debates on Planning. T. J. Byres (ed.) (1998). The Indian Economy: Major Debates since Independence, OUP.
- Rangarajan, C. and N. Jadhav. Issues in Financial Sector Reform. Bimal Jalan. (ed.).(2010).The Indian Economy. Oxford University Press, New Delhi.

- Anant, T. (2006). Institutional reforms for agriculture growth. In N. Majumdar, U. Kapila (eds.): *Indian agriculture in the new millennium: Changing perceptions and development policy*, Vol. 2. Academic Foundation.
- Balakrishnan, P. (2014). The great reversal: A macro story. *Economic and Political Weekly*, 49 (21), 29-34.
- Bhaduri, A. (2012). Productivity and production relations: The case of Indian agriculture. In A. Bhaduri (ed.): *Employment and development*. Oxford University Press.
- Bhagwati, J., Panagariya, A. (2012). A multitude of labor laws and their reforms. In *India's tryst with destiny*. Collins Business.
- Chanda, R. (2012). Services led growth. In K. Basu, A. Maertens (eds.): *New Oxford companion to economics in India*. Oxford University Press.
- Panagariya, Arvind. (2020) -India Unlimited: Reclaiming the Lost Glory, Uma Kapila (20th Edition) (2009) — Indian Economy since Independence, Academic Foundation, New Delhi.
- Hariharan, N. P. (2008) — Lights and Shades of Indian Economy, Vishal Publishing Co
Reserve Bank of India —Annual Reports.

Session Details:

Unit Description	Session (1 hour)	Topics Covered	Pedagogy
Unit 1	1	Introduction: An Overview of Indian Financial System	Mind Mapping
Unit 1	2	Introduction: An Overview of Indian Financial System	Mind Mapping
Unit 1	3	Investment Banking in India, Recent Developments and Challenges ahead	Mind Mapping

Unit 1	4	Investment Banking in India, Recent Developments and Challenges ahead	Lecture and peerdiscussion
Unit 1	5	Institutional structure and Functions of Investment / Merchant Banking	PPT LECTURE
Unit 1	6	SEBI guidelines for Merchant Bankers	PPT LECTURE
Unit 1	7	Registration, obligations and responsibilities of Lead Managers, Regulations regarding Continuance of association of lead manager with an issue	PPT LECTURE Interactive Discussions
Unit 2	8	Issue Management: Public Issue: classification of companies, eligibility, issue pricing, promoter's contribution, minimum public offer, prospectus, allotment, preferential allotment, private placement, Book Building process, designing and pricing, Green Shoe Option;	PPT LECTURE Interactive Discussions
Unit 2	9	Issue Management: Public Issue: classification of	PPT

		companies, eligibility, issue pricing, promoter's contribution, minimum public offer, prospectus, allotment, preferential allotment, private placement, Book Building process, designing and pricing, Green Shoe Option;	LECTURE Interactive Discussions
Unit 2	10	Issue Management: Public Issue: classification of companies, eligibility, issue pricing, promoter's contribution, minimum public offer, prospectus, allotment, preferential allotment, private placement, Book Building process, designing and pricing, Green Shoe Option;	PPT LECTURE Interactive Discussions
Unit 2	11	Issue Management: Public Issue: classification of companies, eligibility, issue pricing, promoter's contribution, minimum public offer, prospectus, allotment, preferential allotment, private placement, Book Building process, designing and pricing, Green Shoe Option;	PPT LECTURE Interactive Discussions
Unit 2	12	Issue Management: Public Issue: classification of companies, eligibility, issue pricing, promoter's contribution, minimum public offer, prospectus, allotment, preferential allotment, private placement, Book Building process, designing and pricing, Green Shoe Option;	PPT LECTURE Interactive Discussions

<p>Unit 2</p>	<p>13</p>	<p>Right Issue: promoter's contribution, minimum subscription, advertisements, contents of offer document, Bought out Deals, Post issue work & obligations, Investor protection, Broker, sub broker and underwriters</p> <p>on economy</p>	<p>PPT</p> <p>LECTURE</p> <p>Socratic Seminars</p>
<p>Unit 2</p>	<p>14</p>	<p>Right Issue: promoter's contribution, minimum subscription, advertisements, contents of offer document, Bought out Deals, Post issue work & obligations, Investor protection, Broker, sub broker and underwriters</p> <p>on economy</p>	<p>PPT</p> <p>LECTURE</p> <p>Socratic Seminars</p>

Unit 2	15	<p>Right Issue: promoter's contribution, minimum subscription, advertisements, contents of offer document, Bought out Deals, Post issue work & obligations, Investor protection, Broker, sub broker and underwriters</p>	<p>PPT LECTURE Socratic Seminars</p>
Unit 3	16	<p>Leasing and Hire Purchase :Concepts of leasing, types of leasing – financial & operating lease, direct lease and sales & lease back, advantages and limitations of leasing, Lease rental determination</p>	<p>PPT LECTURE</p>
Unit 3	17	<p>Leasing and Hire Purchase :Concepts of leasing, types of leasing – financial & operating lease, direct lease and sales & lease back, advantages and limitations of leasing, Lease rental determination</p>	<p>PPT LECTURE</p>
Unit 3	18	<p>Leasing and Hire Purchase :Concepts of leasing, types of leasing – financial & operating lease, direct lease and sales & lease back, advantages and</p>	<p>PPT LECTURE</p>

		limitations of leasing, Lease rental determination	
Unit 3	19	Finance lease evaluation problems (only Lessee's angle), Hire Purchase interest & Installment, difference between Hire Purchase & Leasing	PPT LECTURE
Unit 3	20	Finance lease evaluation problems (only Lessee's angle), Hire Purchase interest & Installment, difference between Hire Purchase & Leasing	PPT LECTURE
Unit 3	21	Choice criteria between Leasing and Hire Purchase mathematics of HP, Factoring, forfeiting and its arrangement,	PPT LECTURE
Unit 3	22	Choice criteria between Leasing and Hire Purchase mathematics of HP, Factoring, forfeiting and its arrangement,	PPT LECTURE Critical Discussion
Unit 3	23	Housing Finance : Meaning and rise of housing finance in India, Fixing the amount of loan, reprising of a loan, floating vs. Fixed rate, Practical	PPT LECTURE

		problems on housing finance.	
Unit 4	24	Venture Capital: Concept, history and evolution of VC, the venture investment process, various steps in venture financing, incubation financing	PPT LECTURE Critical discussion
Unit 4	25	Venture Capital: Concept, history and evolution of VC, the venture investment process, various steps in venture financing, incubation financing	PPT LECTURE
Unit 4	26	Insurance: concept, classification, principles of insurance	PPT LECTURE Critical discussion
Unit 4	27	principles of insurance	Case Study
Unit 4	28	IRDA and different regulatory norms, operation of General Insurance	Case Study
Unit 4	29	Health Insurance, Life Insurance.	Case Study
Unit 5	30	Credit Ratings: Introduction, types of credit rating,	PPT LECTURE

		advantages and disadvantages of credit ratings	
Unit 5	31	Credit rating agencies and their methodology, International credit rating practices	Case Study
Unit 5	32	Securitization: Concept, securitization as a funding mechanism, Traditional and non- traditional mortgages	Case Study
Unit 5	33	Graduated-payment mortgages (GPMs), Pledged-Account Mortgages (PAMs), Centralized Mortgage obligations (CMOs), Securitization of non mortgage assets, Securitization in India.	PPT LECTURE
Unit 5	34	Graduated-payment mortgages (GPMs), Pledged-Account	PPT LECTURE

		Mortgages (PAMs), Centralized Mortgage obligations (CMOs), Securitization of non mortgage assets, Securitization in India.	
	35	Component	
	35	Component	
	35	Component	
	35	Component	

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term: Jan June 2024

**B.Com (Hons) 6 A– Session Jan June 2024
Course: Management of Commercial Bank**

Course Code: B.Com(H)-BI-604

Credit: 3

Session Duration: 50/60 Minutes

FACULTY (Name): AP. Ankita Sharma

Telephone: 9179738138

E-Mail: ankita.sharma@prestigegwl.org

Learning Objective: To impart the students, knowledge about the Banking and enumerate its main functions and principles.

Course Outcomes: On completion of the course, the students will be able to:

CO1: Describe the functions of commercial and thrift banking institutions

CO2: Understand how management of deposits is done in commercial banks

CO3: Elaborate the activities of Commercial banks

CO4: Present upon the relationship of a bank and a its customers

CO5: Critically analyze the risk management function in commercial banks.

Suggested Readings:

1. Rose, S., Peter, Commercial Bank Management, McGraw Hill International Editions, Fourth edition, 2014.
2. Onyiriuba, L. (2016). Bank Risk Management in Developing Economies: Addressing the Unique Challenges of Domestic Banks. Netherlands: Elsevier Science.

3. Meiburg, C. O., Gup, B. E. (1986). Cases in Bank Management. United States: Macmillan.
4. Sinkey, J. F. (2002). Commercial Bank Financial Management in the Financial-services Industry. United Kingdom: Prentice Hall.
5. Ghosh, A. Managing Risk in Commercial and Retail Banking. Wiley, 2012.
6. Basu , C. R. Central Banking in a Planned Economy: The Indian Experiment , 2nd Edition , Tata-McGraw Hill Publishing
7. Basu, C. R. Commercial Banking in the Planned Economy of India. India: Mittal Publications. 1991.
8. Dutta, Commercial Bank Management. McGraw Hill, 2008.
9. Fraser, D. R., Gup, B. E., Kolari, J. W. (2001). Commercial Banking: The Management of Risk. United States: South-Western College Pub.

Note: Latest edition of text books may be used.

Session Details:

Unit Description	Session (1 hour)	Topics Covered	Pedagogy
Unit 1	1	Meaning and definition of banks, evolution of banks in India, banking structure in India	Mind Mapping
Unit 1	2	functions of bank, Banking sector reforms, competitive landscape of banks in India	Mind Mapping
Unit 1	3	types of banking, evolution of commercial banks in India	Mind Mapping
Unit 1	4	functions of commercial banks (RECAP)	Lecture and peerdiscussion
Unit 2	5	Introduction to bank deposits, types of deposit accounts, strategies of mobilizing deposits	PPT LECTURE

Unit 2	6	common guidelines of opening and operating deposit accounts, deposit related services	PPT LECTURE
Unit 2	7	deposit services offered to non-resident Indians, deposit insurance.	PPT LECTURE Interactive Discussions
Unit 2	8	basics of bank lending, principles of lending and loan policy, regulations relating to providing loans	PPT LECTURE Interactive Discussions
Unit 2	9	loan appraisal, credit decision-making, types of advances.	PPT LECTURE Interactive Discussions
Unit 3	10	Concept and classification of bank investment	PPT LECTURE Interactive Discussions
Unit 3	11	, investment policy, statutory reserve requirements	PPT

			LECTURE Interactive Discussions
Unit 3	12	, Non-SLR investment banks' investment classification and valuation norms.	PPT LECTURE Interactive Discussions
Unit 3	13	Other basic banking activities: foreign exchange transactions, payment and settlement systems,	PPT LECTURE Socratic Seminars
Unit 3	14	, cash management services, Para-banking activities	PPT LECTURE Socratic Seminars
Unit 3	15	merchant banking, investment banking,	PPT LECTURE Socratic Seminars
Unit 3	16	mutual fund business, depository system, wealth management services	PPT LECTURE

Unit 3	17	insurance services, retail lending.	PPT LECTURE
Unit 4	18	Relationship between Bank and Customer Services to different customer groups	PPT LECTURE
Unit 4	19	competition amongst banks for customers, customer relationship management,	PPT LECTURE
Unit 4	20	banking ombudsman scheme	PPT LECTURE
Unit 4	21	know your customer (KYC) norms, prevention of money laundering act (PMLA) 2002	PPT LECTURE
Unit 4	22	prevention of money laundering act (PMLA) 2002	PPT LECTURE Critical Discussion
Unit 4	23	trends evolving in modern banking.	Critical Discussion

Unit 5	24	Risk Management in Commercial Banks Concept of risk management	PPT LECTURE Critical discussion
Unit 5	25	Categories of Risk	PPT LECTURE
Unit 5	26	Control risks in commercial banking,	PPT LECTURE Critical discussion
Unit 5	27	Types of control	Case Study
Unit 5	28	Organizational Structure for Risk Management	Case Study
Unit 5	29	MIS Support for Risk Management	Case Study
Unit 5	30	Case Study: Risk Management in Commercial Banks	PPT LECTURE
Unit 5	31	Component	
Unit 5	32	Component	

Prestige Institute of Management & Research, Gwalior (Course Outline)

Unit 5	33	Component	
Unit 5	34	Component	
	35	Component	

Teaching plan

Session 2023-24

PROGRAM – BBA VI SEM

BBA VI SEMESTER PERFORMANCE AND COMPENSATION MANAGEMENT PAPER CODE: BBA –HRM- 603 HUMAN RESOURCE MANAGEMENT GROUP (DSC)	Max. Marks: 100 Min. Marks: 40 External : 60 Internal : 40
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S. No.	Lecture No.	Topics to be Covered	Methodology
Unit I: Performance Management System			Lecture, Discussion
	1	Concept & Philosophy of Performance Management	
	2	Evolution of Performance Management: Appraisal to Development	Lecture, Discussion
	3	Objectives of Performance Management System	Lecture, Discussion
	4	Performance Management Process & Appraisal Methods	Lecture, Discussion
Unit II: Performance and Reward Systems			Lecture, Discussion
	5	Performance Management & Reward Systems	
	6	Performance Feedback: Techniques & Best Practices	Lecture, Discussion
	7	Coaching, Mentoring & Counselling for Performance Improvement	Lecture, Discussion
	8	Competency Development for Performance Excellence	Lecture, Discussion
	9	e-PMS: Technology Use in Performance Management	Lecture, Discussion
	10	International Aspects of Performance Management Systems	Lecture, Discussion
Unit III: Job Evaluation and Compensation Structure			Lecture, Discussion
	11	Concept & Methods of Job Evaluation	
	12	Designing & Implementing a Compensation Structure	Case Study Analysis, Group Discussion
	13	Wage Policy: Wage Determination, Pay Grades, Surveys & Components	Lecture, Discussion
	14	Modern Trends in Compensation: Wage, Salary, CTC, etc.	Lecture, Discussion

	15	Concepts of Comparable Worth & Broadbanding in Compensation	Lecture, Discussion
	16	Competency-Based Pay: Linking Performance to Rewards	Lecture, Discussion
Unit IV: Incentive Plans and Employee Benefits	17	Meaning & Types of Incentive Plans	Lecture, Discussion
	18	Pay for Performance: Linking Incentives to Outcomes	Lecture, Discussion
	19	Supplementary Pay Benefits: Types and Importance	Role-Playing on Negotiating Benefits Packages
	20	Insurance Benefits: Health, Life, and Other Important Coverages	Lecture, Discussion
	21	Retirement Benefits: Pension Plans and Provident Funds	Lecture, Discussion
	22	Employee Services Benefits: Perks, Discounts, and Wellness Programs	Lecture, Discussion
Unit V: Wages in India and Special Compensation Situations	23	Minimum Wage, Fair Wage and Living Wage Concepts	Lecture, Discussion
	24	Pay Commissions and State Regulation of Wages	Lecture, Discussion
	25	Wage Differentials & National Wage Policy	Lecture, Discussion
	26	Regulating Payment of Wages: Acts, Rules, and Enforcement	Lecture, Discussion
	27	Wage Boards: Composition, Functioning and Impact	Lecture, Discussion
	28	Dearness Allowances and Linking Wages with Productivity	Lecture, Discussion
	29	Special Compensation Situations: International Compensation Management	Lecture, Discussion
	30	Expatriate Pay: Challenges and Best Practices	Lecture, Discussion

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term: BBA IV –D – Batch (January – June, 24)

**Course: Human Resource Management and
Development**

Course Code – BBA 401, Credit: 6

Session Duration: 50 Minutes

FACULTY (Name): Dr. Chanda Gulati

Telephone: 7879440096

E-Mail: Chanda.gulati@prestigewl.org

Office Hours: 9.00 to 5.20 pm

Consulting Hours: 10.00 am to 5 pm

Course Objectives: Effectively manage and plan key human resource functions within organizations. Examine current issues, trends, practices, and processes in HRM. Contribute to employee selection, training, Promotion and transfer etc.

Course Outcomes: Students are able -

CO1 a: Understand concept, policies pertaining to HRM
CO1 b: Understand concept, policies pertaining to SHRM
CO2: Analyzing different methods and strategies for the acquisition of human resources
CO3: Evaluating and applying the concepts and methods of performance management and appraisal
CO4: Comprehend internal mobility & other HR Contemporary Issues in organizations

Course Pedagogy: Lecture method along with class room discussion, case study teaching, class room presentations and practical project.

Course Readings:

Prescribed Book(s):

- *Dessler G (2006). Human Resource Management, Pearson Education, India*
- *Mathis R L and Jackson J H (2006). Human Resource Management, (10th Edn.) Cengage Learning, Indian Print.*
- *Snell S and Bohlander G (2007). Human Resource Management, Cengage Learning (Thomson Learning), Indian Edition*

- *Pattanayak B, (2014), Human Resource Management, 4th Edition , PHI*
- *Reinventing Human Resources Management: Challenges and New Directions By Ronald J. Burke; Cary L. Cooper*
- *Nadler, Leonard: Corporate human Resource Development, Van Nostrand Reinhold / ASTD, New York.*
- *Rao T.V.and Pareek, Udai: Designing and Managing Human Resource Systems, Oxford and IBH Publication Ltd.*
- *Rao T.V.: Reading in human Resource Development, Oxford IBH Publication .Ltd.*
- *Viramani B.R. and Seth, Pramila: Evaluating Management Training and Development, Vision Books.*
- *Rao T.V.: Human Resource Development, Sage publication.*

Session Details:

1	Unit – I HRM	Introduction: Meaning, Nature	Lecture
2		Origin and scope of human resource management	Lecture
3		HRM Objectives and function	Lecture
4		HRM policies,	Lecture
5		Strategic human resource management.	Lecture
6		Indian perspective on HRM.	Lecture
7	Unit – I HRD	Human Resource Development (HRD): Concept, Origin and Need	Lecture
8		Relationship between HRM and HRD	Lecture
9		HRD as a Total System	Lecture
10		Activity Areas of HRD: Training, Education and Development	Lecture
11		Roles and competencies of HRD professionals.	Lecture
12		Case Study – 1	Class Room Discussion
13	Unit – II HRM & HRD	Acquiring Human Resources: Human resource planning,	Lecture
14		Job analysis and job design,	Lecture
15		Recruitment, Types of recruitment	Lecture

16		Selection process, Selection methods.	Lecture
17		HRD Process: Assessing need for HRD,	Lecture
18		Designing and developing effective HRD programs,	Lecture
19		Implementing HRD programs	Lecture
20		Evaluating HRD programs.	Lecture
21	Unit – III HRM & HRD	Performance Management: Performance Management- Appraisal	Lecture
22		Importance, Process	Lecture
23		Methods of Appraisals.	Lecture
24		HRD Tools & Interventions: Goal Setting,	Lecture
25		HRD Climate, Workforce Diversity Management,	Lecture
26		HRD Audit	Lecture
27		Competency Mapping	Lecture
28		EXERCISE – Competence Mapping	Class room discussion
29		Unit – IV HRM & HRD	Promotion, Transfers - Concept & types of promotion & problems in promotion
30	Transfers – Meaning, types, objectives,		Lecture
31	Demotion; Contemporary issues: Employee involvement		Lecture
32	Flexible work schedule, Right Sizing		Lecture
33	HRD Applications: Coaching and Mentoring,		Lecture
34	Career management and development		Lecture
35	Employee Counseling		Lecture
36	Balanced Score Card		Lecture

37		Appreciative inquiry. Integrating HRD with technology.	Lecture
38		Case Study II on HRD	Class room discussion
39		Class Presentation	Class room discussion
40		Class Presentation	Class room discussion
41		Class Presentation	Class room discussion
42		Class Presentation	Class room discussion
43		Class Presentation	Class room Discussion
44		Case Study	Discussion
45		MCQ	Objective test

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term: BBA IV –B – Batch (January – June 24)

**Course: Human resource management and
development**

Course Code – BBA 401, Credit :4

Session Duration : 60 Minutes

FACULTY (Name): Dr. Gaurav Jaiswal

Telephone : 9425336448

E-Mail : gaurav.jaiswal@prestigegwl.org

Office Hours : 9.00 to 5.20 pm

Consulting Hours : 10.00 am to 5 pm

Course Objectives: Effectively manage and plan key human resource functions within organizations. Examine current issues, trends, practices, and processes in HRM. Contribute to employee selection, training, Promotion and transfer etc.

Course Outcomes: Students are able -

CO1 a: Understand concept, policies pertaining to HRM
CO1 b: Understand concept, policies pertaining to SHRM
CO2: Analyzing different methods and strategies for the acquisition of human resources
CO3: Evaluating and applying the concepts and methods of performance management and appraisal
CO4: Comprehend internal mobility & other HR Contemporary Issues in organizations

Course Pedagogy : Lecture method along with class room discussion, case study teaching, class room presentations and practical project.

Course Readings:

Prescribed Book(s):

- *Dessler G (2006). Human Resource Management, Pearson Education, India*
- *Mathis R L and Jackson J H (2006). Human Resource Management, (10th Edn.) Cengage Learning, Indian Print.*
- *Snell S and Bohlander G (2007). Human Resource Management, Cengage Learning (Thomson Learning), Indian Edition*

- *Pattanayak B, (2014), Human Resource Management, 4th Edition , PHI*
- *Reinventing Human Resources Management: Challenges and New Directions By Ronald J. Burke; Cary L. Cooper*
- *Nadler, Leonard: Corporate human Resource Development, Van Nostrand Reinhold / ASTD, New York.*
- *Rao T.V.and Pareek, Udai: Designing and Managing Human Resource Systems, Oxford and IBH Publication Ltd.*
- *Rao T.V.: Reading in human Resource Development, Oxford IBH Publication .Ltd.*
- *Viramani B.R. and Seth, Pramila: Evaluating Management Training and Development, Vision Books.*
- *Rao T.V.: Human Resource Development, Sage publication.*

Session Details :

1	Unit – I HRM	Introduction: Meaning, Nature	Lecture
2		Origin and scope of human resource management	Lecture
3		HRM Objectives and function	Lecture
4		HRM policies,	Lecture
5		Strategic human resource management.	Lecture
6		Indian perspective on HRM.	Lecture
7	Unit – I HRD	Human Resource Development (HRD): Concept, Origin and Need	Lecture
8		Relationship between HRM and HRD	Lecture
9		HRD as a Total System	Lecture
10		Activity Areas of HRD: Training, Education and Development	Lecture
11		Roles and competencies of HRD professionals.	Lecture
12		Case Study – 1	Class Room Discussion
13	Unit – II HRM & HRD	Acquiring Human Resources: Human resource planning,	Lecture
14		Job analysis and job design,	Lecture
15		Recruitment, Types of recruitment	Lecture

16		Selection process, Selection methods.	Lecture
17		HRD Process: Assessing need for HRD,	Lecture
18		Designing and developing effective HRD programs,	Lecture
19		Implementing HRD programs	Lecture
20		Evaluating HRD programs.	Lecture
21	Unit – III HRM & HRD	Performance Management: Performance Management- Appraisal	Lecture
22		Importance, Process	Lecture
23		Methods of Appraisals.	Lecture
24		HRD Tools & Interventions: Goal Setting,	Lecture
25		HRD Climate, Workforce Diversity Management,	Lecture
26		HRD Audit	Lecture
27		Competency Mapping	Lecture
28		EXERCISE – Competence Mapping	Class room discussion
29		Unit – IV HRM & HRD	Promotion, Transfers - Concept & types of promotion & problems in promotion
30	Transfers – Meaning, types, objectives,		Lecture
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32	Flexible work schedule, Right Sizing		Lecture
33	HRD Applications: Coaching and Mentoring,		Lecture
34	Career management and development		Lecture
35	Employee Counseling		Lecture
36	Balanced Score Card		Lecture

37		Appreciative inquiry. Integrating HRD with technology.	Lecture
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43		Class Presentation	Class room Discussion
44		Case Study	Discussion
45		MCQ	Objective test

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Term: BBA IV –B – Batch (January – June 24)

**Course: Human resource management and
development**

Course Code – BBA 401, Credit :6

Session Duration : 50 Minutes

FACULTY (Name): Dr. Gaurav Jaiswal

Telephone : 9425336448

E-Mail : gaurav.jaiswal@prestigegwl.org

Office Hours : 9.00 to 5.20 pm

Consulting Hours : 10.00 am to 5 pm

Course Objectives: Effectively manage and plan key human resource functions within organizations. Examine current issues, trends, practices, and processes in HRM. Contribute to employee selection, training, Promotion and transfer etc.

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- *Nadler, Leonard: Corporate human Resource Development, Van Nostrand Reinhold / ASTD, New York.*
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10		Activity Areas of HRD: Training, Education and Development	Lecture
11		Roles and competencies of HRD professionals.	Lecture
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13	Unit – II HRM & HRD	Acquiring Human Resources: Human resource planning,	Lecture
14		Job analysis and job design,	Lecture
15		Recruitment, Types of recruitment	Lecture

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17		HRD Process: Assessing need for HRD,	Lecture
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22		Importance, Process	Lecture
23		Methods of Appraisals.	Lecture
24		HRD Tools & Interventions: Goal Setting,	Lecture
25		HRD Climate, Workforce Diversity Management,	Lecture
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29		Unit – IV HRM & HRD	Promotion, Transfers - Concept & types of promotion & problems in promotion
30	Transfers – Meaning, types, objectives,		Lecture
31	Demotion; Contemporary issues: Employee involvement		Lecture
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33	HRD Applications: Coaching and Mentoring,		Lecture
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40		Class Presentation	Class room discussion
41		Class Presentation	Class room discussion
42		Class Presentation	Class room discussion
43		Class Presentation	Class room Discussion
44		Case Study	Discussion
45		MCQ	Objective test

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2024

BBA – Batch (2023-26)

Course: Accounting Principles

Course Code: BBA 202

Credit: 06

**Session Duration: 60
Minutes**

FACULTY (Name): Sugandha Muduli

Telephone : 7978410491

E-Mail : sugandha.muduli@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 a: Demonstrate a good understanding about the concept of accounting basic fundamentals and accounts.

CO1 b: Understand and practice final account preparation.

CO2: Acquire knowledge about Branch Accounts, Departmental Accounts and Consignment.

CO3: Understand role of cost accounting in decision making through material and labour costing techniques.

CO4: Understanding costing techniques according to product category.

Course Pedagogy:

ppt., Board

Course Readings:

Suggested Readings:

- *T.S, Grewal, Introduction to Accounting, S. Chand and Co., New Delhi* □ *P.C. Tulsian, Financial Accounting, Tata McGraw Hill, New Delhi.*
- *Shukla, M.C., T.S. Grewal and S.C. Gupta. Advanced Accounts. Vol.-I. S. Chand & Co., New Delhi.*
- *Khan & Jain; Cost Accounting, New Delhi: Tata Mc-Graw Hill Publishing House.*
- *Jain; Narang KL, Advance Cost Accounting.. 8th edition. Kalyani publishers* **Course**

Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	UNIT1	Accounting Basics: Definition and need of Accounting, Concept of single and double entry system	ppt + board
2.		Accounting Concepts & Conventions	ppt + board
3.		Journal: Rules of Debit and Credit, Sub Division of Journal	ppt + board
4.		Journal: Rules of Debit and Credit, Sub Division of Journal	ppt + board
5.		Preparation of Ledger	ppt + board
6.		Difference between journal and Ledger	ppt + board
7.		Preparation of Trial Balance	ppt + board
8.	UNIT 2	Final Accounts (Trading & P&L Account)	ppt + board
9.		Balance sheet	ppt + board

10.		Trading and P&L account with adjustments	ppt + board
11.		Balance sheet with adjustments	ppt + board
12.		Numerical problems	ppt + board
13.	UNIT 3	Branch Accounts: Meaning and Definition of Branch Accounts, Types of Branch	ppt + board

14.		Branch accounting numerical: Debtors method	ppt + board
15.		Stock and debtors method	ppt + board
16.		Departmental Account: Meaning and Definition, Need, Allocation of expenses using suitable base	ppt + board
17.		Departmental accounting numericals	ppt + board
18.	UNIT 4	Accounting of Non-profit making organizations: Meaning and Features	ppt + board
19.		Receipts and Payment Account	ppt + board
20.		Income and Expenditure Account	ppt + board
21.		Numericals	ppt + board
		COST ACCOUNTING	
22.	UNIT 1	Meaning and Elements of Cost, Objectives of cost accounting	ppt + board
23.		Methods and Techniques of Cost Accounting	ppt + board

24.		Concept of material control, Economic order quantity	ppt + board
25.		Methods of pricing material issues	ppt + board
26.		Numerical problems	ppt + board
27.	UNIT 2	Labour cost management	ppt + board
28.		Methods of remuneration	ppt + board
29.		Numerical problems to calculate labour remuneration	ppt + board
30.		Labour turnover	ppt + board
31.		Numerical problems to calculate labour turnover	ppt + board
32.	UNIT 3	Overheads: Codification, Allocation	ppt + board
33.		Apportionment numerical	ppt + board
34.		Re-apportionment numerical	ppt + board
35.		Preparation of cost sheet	ppt + board
36.	UNIT 4	Process Costing – Normal and abnormal losses	ppt + board
37.		Abnormal gain, inter process profit	ppt + board
38.		Numerical problems	ppt + board
39.		Overall doubt/revision session	discussion

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2024

BBA – Batch (2022-25)

Course: Financial Management and Banking Practices

Course Code: BBA 402

Credit: 06

**Session Duration: 60
Minutes**

FACULTY (Name): Sugandha Muduli

Telephone : 7978410491

E-Mail : sugandha.muduli@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1: To understand the basics of financial management.

CO2: To illustrate the concept of capital structure and interpret types of leverage.

CO3: To appraise the projects by capital budgeting techniques.

CO4: To demonstrate the understanding of working capital and dividend theories.

Course Pedagogy:

Lecture, Numerical orientation, PPT, Discussion **Course Readings:**

Suggested Readings:

- *M.Y. Khan & P.K. Jain. (2013). Financial Management. New Delhi: Tata McGraw Hill.*
- *I.M. Pandey (2010). Financial Management, New Delhi: Vikas Publications.*
- *R.K. Sharma & Shashi K. Gupta (2014). Financial Management. Ludhiana: Kalyani Publications.*
- *Banking Law, Theory and Practice - Sundaram and Varshney - Sultan Chand Co. 24th edition (2013)*
- *Banking and Financial Systems - B. Santhanam (Margham Publishers) 5 edition (2012)*

- *Banking Law, Theory and Practice - S.N. Maheswari - Kalyani Publication. 11th edition (2014)*
- *Indian Banking - Parameswaran - S. Chand and Co. (2013)*

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

S.No.	Unit	Topics Covered	Pedagogy
	PART A	FINANCIAL MANAGEMENT	
1.	UNIT1	Concept and nature of financial management	Lecture, PPT, Discussion
2.		Types of financial decisions, Importance and objectives	Lecture, PPT, Discussion
3.		Time value of money	Lecture, Numerical orientation, Discussion
4.		Time value of money	Lecture, Numerical orientation, PPT, Discussion
5.		Short term, medium term and long term financial planning	Lecture, Numerical orientation, PPT, Discussion

6.		Capitalization	Lecture, Numerical orientation, PPT, Discussion
7.		Types of securities	Lecture, Numerical orientation, PPT, Discussion
8.	UNIT 2	Capital structure: concept and objectives	Lecture + PPT + Discussion
9.		Approaches to capital structure	Lecture + PPT + Discussion
10.		Objectives and determinants of optimum capital structure	Lecture + PPT + Discussion
11.		Cost of capital	Lecture + Numerical orientation + PPT + Discussion
12.		Cost of capital	Lecture + Numerical orientation + PPT + Discussion
13.		Leverage: OL, FL & CL	Lecture + Numerical orientation + PPT + Discussion
14.	UNIT 3	Capital Budgeting: nature, importance and principles	Lecture + PPT + Discussion
15.		Techniques of capital budgeting: Discounted	Lecture + Numerical orientation + PPT + Discussion
16.		Techniques of capital budgeting: Discounted	Lecture + Numerical orientation + PPT + Discussion

17.		Non-discounted techniques of capital budgeting	Lecture + Numerical orientation + PPT + Discussion
18.		Non-discounted techniques of capital budgeting	Lecture + Numerical orientation + PPT + Discussion
19.		Capital budgeting practices in India	Lecture + PPT + Discussion+ case study
20.	UNIT 4	Working capital concept and determinants	Lecture + Numerical orientation + PPT + Discussion
21.		Cash management and inventory management	Lecture + Numerical orientation + PPT + Discussion
22.		Account receivables management, sources of working capital finance	Lecture + Numerical orientation + PPT + Discussion
23.		Operating and cash cycle	Lecture + Numerical orientation + PPT + Discussion
24.		Dividend theory	Lecture + Numerical orientation + PPT + Discussion
25.		Factors of dividend	Lecture + Numerical orientation + PPT + Discussion
26.		Dividend policy in India	Lecture +PPT + Discussion+case
27.		Revision	
	PART B	Banking Practices	
28.	UNIT1	Origin, definition and functions of bank	Lecture, PPT, Discussion

29.		Classification of banks	Lecture, PPT, Discussion
30.		Development and organizational structure of banks	Lecture, PPT, Discussion
31.		Development and organizational structure of banks	Lecture, PPT, Discussion
32.		Challenges for Indian banking industry	Lecture, PPT, Discussion
33.	UNIT 2	RBI: organisation and its functions	Lecture, PPT, Discussion
34.		Powers of the Reserve Bank of India	Lecture, PPT, Discussion
35.		Meaning of banker and customer	Lecture, PPT, Discussion
36.		Relationship between banker and customer	Lecture, PPT, Discussion
37.		Obligations of banker, Banker's duty to maintain secrecy of the customer's account	Lecture, PPT, Discussion
38.		Rights of the banker	Lecture, PPT, Discussion
39.	UNIT 3	Types of deposit accounts-opening and operation	Lecture, PPT, Discussion
40.		Deceased depositors-settlement of claims. Accounts with survivor/nominee clause	Lecture, PPT, Discussion
41.		Inoperative bank accounts in banks	Lecture, PPT, Discussion
42.		Insurance of Bank deposits	Lecture, PPT, Discussion
43.		Closing of a bank account	Lecture, PPT, Discussion
44.	UNIT 4	Legal aspects of a cheque	Lecture, PPT, Discussion
45.		Definition of a cheque, Types of cheque	Lecture, PPT, Discussion
46.		Crossing of cheque	Lecture, PPT, Discussion

47.		Legal provisions regarding endorsements	Lecture, PPT, Discussion
48.		Paying banker	Lecture, PPT, Discussion
49.		Revision	Discussion
50.		Overall Revision	Discussion

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR**

Session Plan -BBA-23-26-Sem-VI

BBA VI SEMESTER PROJECT APPRAISAL AND ANALYSIS PAPER CODE: BBA 603 - FM (DSE)	Max. Marks: 100 Min. Marks: 40 External:60 Internal: 40
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Name of Subject: Project Appraisal and Analysis
Course Code: BBA-603 FM
Session:Jan-July 24
Course Type: Core
No. of Sessions: 35 sessions Duration:50 minutes
Name of Teacher : Dr. Pratiksha Saxena, NET, Ph.D

Course Outcomes

After completion of successful course student will be

- CO1:** understanding the relevance of alternative project appraisal techniques, financial structuring and financing alternative identification of a project, feasibility analysis including market, technical and financial appraisal of a project, and the elements of social cost-benefit analysis.
- CO2:** analyzing the learning and understand techniques for Project planning, scheduling and Execution Control
- CO3:** applying technology tools for communication, collaboration, information management, and decision support and appraisal techniques for evaluating live projects
- CO4:** interacting with team and stakeholders in a professional manner, respecting differences, to ensure a collaborative project environment
- CO5:** evaluating and appreciating contemporary project management tools and methodologies in Indian context

Lecture Plan:

Lecture No.	Topic	Pedagogy
Unit-1		
1	An introduction, Project appraisal and evaluation	PPT+Lecture
2	Project cycle	PPT+Lecture
3	Project cycle management	PPT+Lecture
4	Private and Public sector Projects	PPT+Lecture
5	Identification of investment opportunities	PPT+Lecture
6	Project identification and formulation	PPT+Lecture
7	Generation of Project ideas	PPT+Lecture
8	Entrepreneurship – Concept, Theory and perspective	PPT+Lecture+Case

Unit-2		
9	Market analysis of a project, Need for market analysis	PPT+Lecture
10	Demand and supply analysis	PPT+Lecture
11	Collection analysis, primary /secondary data	PPT+Lecture
12	Forecasting techniques	PPT+Lecture
13	Technical appraisal of a project	PPT+Lecture
14	Business and Technology Acquisition and management of technology.	PPT+Lecture+Case
Unit -3		
15	Introduction to Investment Appraisal	PPT+Lecture
16,17	DCF and non DCF methods, Sensitivity Analysis	PPT+Lecture
18	Components of Financial analysis, Investment criteria	PPT+Lecture
19	Financial needs of a Project	PPT+Lecture
20	Project Appraisal parameters of select Financial Institutions	PPT+Lecture+Case
Unit-4		
21	Value added concept, social surplus indirect impact of projects	PPT+Lecture
22	Efficiency and Equity in Project Appraisal	PPT+Lecture
23	Rationale of SCBA	PPT+Lecture
24	UNIDO approach	PPT+Lecture
25	Little Mirrlees Approach	PPT+Lecture
26	Project Appraisal of Indian Plans	PPT+Lecture+Case
Unit-5		
27	Taxonomy of Risks	PPT+Lecture
28,29	Probabilistic cash flow approaches – application of simulation techniques	PPT+Lecture
30,31	Monitoring and Evaluation of a Project - PERT/CPM	PPT+Lecture
32,33	Monitoring mechanism, Evaluation and Lessons	PPT+Lecture+Case
34,35	Preparation of project report	PPT+Lecture

Tools and Pedagogy	Smart Board, PPT Presentation, Case study, GD, Quiz, Presentation by student, Assignments
Course Readings	Books, Research Papers, and Case studies

Suggested Readings:

- Chandra, P. (2017). *Projects: Planning Analysis Selection Financing Implementation And Review, 8Th Edn.*
- Desai, V. (2000). *Project Management and Entrepreneurship. Himalaya Publishing House.*
- Passenheim, O. (2009). *Project Management. Ventus Publishing APS.*
- Vasant Desai - *Project Management - Himalaya Publishing House.*

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
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Session Plan -BBA-23-26-Sem-II

BBA II SEMESTER BUSINESS ORGANISATION AND COMMUNICATION PAPER CODE: 201	Max. Marks: 100 Min. Marks: 35 External : 60 Internal : 40
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Name of Subject: Business Organization and Communication
Course Code: BBA-201
Session:Jan-June 24
Course Credit : 6
Course Type: Core
No. of Sessions: 46 sessions Duration:50 minutes
Name of Faculty: Dr. Pratiksha Saxena, NET, Ph.D

Course Outcomes:

On successful completion of the course, the student will be able :

- CO1 a: To understand fundamental of Business, its nature scope activities and classification.
 CO1 b : To demonstrate forms of Business organization, concept and stages of promotion.
 CO2 : To understand location of business and risk associated with business
 CO3: To demonstrate entrepreneurial process and setting up business enterprises.

CO/PO Matrix					
Course Outcomes	PO1	PO2	PO3	P04	PO5
CO1 a	3	3	2	2	1
CO1 b	3	3	2	2	1
CO2	3	3	2	2	1
CO3	3	3	3	3	3

Lecture No.	Topic	Pedagogy
Part-1 Business Organisation		
Unit-1		
1	Nature and Scope of business	PPT+Lecture
2	Objectives of business	PPT+Lecture
3	Classification of business activities	PPT+Lecture
4	Meaning, Definition, Characteristics of Business Organization	PPT+Lecture
5	Objectives of Business Organization	PPT+Lecture
6+7	Meaning, Definition, Characteristics and objectives of Business	PPT+Lecture
8+9	Meaning, Definition, Characteristics and objectives of Profession.	PPT+Lecture
Unit-2		
10	Concept and stages of promotion	PPT+Lecture
11	Position and functions of promoter	PPT+Lecture+Case
12	Forms of business organization – Sole trader, Partnership	PPT+Lecture
13+14	LLP, Joint stock company, Co-operative society	PPT+Lecture
15	Global, Transnational, Multinational Company.	PPT+Lecture
Unit -3		
16	Theories of industrial location	PPT+Lecture
17	Factors affecting the location of industry	PPT+Lecture
18	Government policy towards the localization.	PPT+Lecture
19+20	Concept of combination, Merits, Demerits and Types of combination	PPT+Lecture
21	Nature, Types and Causes of business risks	PPT+Lecture+Case
Unit-4		
22	Entrepreneurial Process	PPT+Lecture+Roleplay

23	Emerging trades in business	PPT+Lecture
24	Governments support to BPO in India	PPT+Lecture
25	Basic considerations in setting up a business enterprise	PPT+Lecture+Case
Part 2-Business Communication		
Unit-1		
23	Meaning and Objectives of Communication	PPT+Lecture
24+25	Significance of Communication in business and its process	PPT+Lecture
26	Communication Barriers	PPT+Lecture+Roleplay
27	Interpersonal Communication	PPT+Lecture+Roleplay
28	Verbal and Non-verbal communication	PPT+Lecture
29	Formal Vs. Informal of communication	PPT+Lecture
Unit-2		
30	Media and Types of communication	PPT+Lecture
31	Communication Media Choices	PPT+Lecture
32	Listening, Effective listening	PPT+Lecture+Roleplay
33	Body Language, Para Language	PPT+Lecture+Roleplay
Unit-3		
34	Drafting of effective business letter	PPT+Lecture+Assignment
35	Kinds of business letters	PPT+Lecture
36	Drafting of Notice, Agenda	
37+38	Minutes, Report writing, Speeches, Interview and Presentation	PPT+Lecture+Activity
39	Modern technology of business communication	PPT+Lecture
Unit-4		
40	Techniques of group decision-making	PPT+Lecture+Activity
41+42	Committees: Meaning, Essentials, Advantages and Disadvantages	PPT+Lecture

43	Types of committees	PPT+Lecture
44	Conferences: Meaning, Essentials, Importance	PPT+Lecture
45	different between conference and committee	PPT+Lecture
46	Business meetings	PPT+Lecture+Roleplay

Tools and Pedagogy	Smart Board, PPT Presentation, Role Play, Case study, GD, Quiz, Presentation by student, Assignments
Course Readings	Books, Research Papers and Case studies

Suggested Readings:

- *M S. A. Sherlekar (2018). Modern Business Organization 4th Edition. Himalala Publication House*
- *Jallo (2005). Business Organization and Management New Delhi: Tata McGraw Hill.*
- *By F. Cherunilam (2019). Business Environment Text and Cases 27th edition Himalaya Publication House India.*
- *Dr. V. Desai (1979). Organizing and management of Small Scale Industry, Himalaya publishing house India*
- *P. Subba Rao, B. Anita Kumar, C. Hima Bindu (2012). Business Communication, Cengage Learning India. Pvt. Ltd. +*
- *Rajendra Pal, J S Korlahahi (2013). Essentials of Business Communication, Sultan Chand & Sons, New Delhi.*
- *Sailesh Sen Gupta (2011). Business and Managerial Communication, PHI.*
- *Ober Newman (2015). Communicating in Business, Cengage India Pvt. Ltd.*
- *Stephen Bailey (2013). Academic Writing for International students of Business, Routledge*

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2024

BBA – Batch (2023-26)

Course: Accounting Principles

Course Code: BBA 202

Credit: 06

Session Duration: 60 Minutes

FACULTY (Name): Gaurav Soin

Telephone : 9770133977

E-Mail : Gaurav.soin@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 a: Demonstrate a good understanding about the concept of accounting basic fundamentals and accounts.

CO1 b: Understand and practice final account preparation.

CO2: Acquire knowledge about Branch Accounts, Departmental Accounts and Consignment.

CO3: Understand role of cost accounting in decision making through material and labour costing techniques.

CO4: Understanding costing techniques according to product category.

Course Pedagogy:

ppt., Board

Course Readings:

Suggested Readings:

- *T.S, Grewal, Introduction to Accounting, S. Chand and Co., New Delhi*
- *P.C. Tulsian, Financial Accounting, Tata McGraw Hill, New Delhi.*
- *Shukla, M.C., T.S. Grewal and S.C. Gupta. Advanced Accounts. Vol.-I. S. Chand & Co., New Delhi.*
- *Khan & Jain; Cost Accounting, New Delhi: Tata Mc-Graw Hill Publishing House.*
- *Jain; Narang KL, Advance Cost Accounting,. 8th edition. Kalyani publishers*

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	UNIT1	Accounting Basics: Definition and need of Accounting, Concept of single and double entry system	ppt + board
2.		Accounting Concepts & Conventions	ppt + board
3.		Journal: Rules of Debit and Credit, Sub Division of Journal	ppt + board
4.		Journal: Rules of Debit and Credit, Sub Division of Journal	ppt + board
5.		Preparation of Ledger	ppt + board
6.		Difference between journal and Ledger	ppt + board
7.		Preparation of Trial Balance	ppt + board
8.	UNIT 2	Final Accounts (Trading & P&L Account)	ppt + board
9.		Balance sheet	ppt + board
10.		Trading and P&L account with adjustments	ppt + board
11.		Balance sheet with adjustments	ppt + board
12.		Numerical problems	ppt + board
13.	UNIT 3	Branch Accounts: Meaning and Definition of Branch Accounts, Types of Branch	ppt + board
14.		Branch accounting numerical: Debtors method	ppt + board
15.		Stock and debtors method	ppt + board
16.		Departmental Account: Meaning and Definition, Need, Allocation of expenses using suitable base	ppt + board
17.		Departmental accounting numericals	ppt + board
18.	UNIT 4	Accounting of Non-profit making organizations: Meaning and Features	ppt + board

19.		Receipts and Payment Account	ppt + board
20.		Income and Expenditure Account	ppt + board
21.		Numericals	ppt + board
		COST ACCOUNTING	
22.	UNIT 1	Meaning and Elements of Cost, Objectives of cost accounting	ppt + board
23.		Methods and Techniques of Cost Accounting	ppt + board
24.		Concept of material control, Economic order quantity	ppt + board
25.		Methods of pricing material issues	ppt + board
26.		Numerical problems	ppt + board
27.	UNIT 2	Labour cost management	ppt + board
28.		Methods of remuneration	ppt + board
29.		Numerical problems to calculate labour remuneration	ppt + board
30.		Labour turnover	ppt + board
31.		Numerical problems to calculate labour turnover	ppt + board
32.	UNIT 3	Overheads: Codification, Allocation	ppt + board
33.		Apportionment numerical	ppt + board
34.		Re-apportionment numerical	ppt + board
35.		Preparation of cost sheet	ppt + board
36.	UNIT 4	Process Costing – Normal and abnormal losses	ppt + board
37.		Abnormal gain, inter process profit	ppt + board
38.		Numerical problems	ppt + board
39.		Overall doubt/revision session	discussion

Prestige Institute of Management, Gwalior	
Session Plan	
Subject Name: BUSINESS ENVIRONMENT	Faculty Name: Dr. PRAVEEN ARONKAR
Class: BBA II	Session: JAN-JUN 2024

Syllabus of Unit-1 Understanding Business Environment

- Meaning, Nature & Scope.
- Types of Business Environment - Internal & External Environment, Micro & Macro Environment.
- Environmental Analysis, PESTEL & SWOT Analysis, Porter's 5 force model.

UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-8)	Understanding Business Environment	Written examination and Discussion

Unit 2 Economic Environment of Business: Indian Perspective

- Economic Systems: Capitalism, Socialism, Communism, Mixed Economy
- Nature & Structure of Indian Economy,
- Basic indicators of economic development.
- Indian Economic Planning, Niti Ayog

UNIT 2	Learning Objective	Assessment/Evaluation
DAY(9-16)	To understand Economic environment in Indian context.	Written examination and Discussion

Unit 3 Legal & Industrial Environment

- Meaning of Legal and Industrial Environment
- Industrial policy: Characteristics of good industrial policy,

<ul style="list-style-type: none"> • Labor Laws & Social Security • Liberalization, Privatization, & Globalization. 		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(17-23)	To learn the concept of Legal and Industrial environment.	Written assignment and Discussion
<p>Unit-4: Role of Government in Regulation and Development of Business</p> <ul style="list-style-type: none"> • Monetary and Fiscal Policy • EXIM Policy • FEMA • Capital Market in India 		
UNIT IV	Learning Objective	Assessment/Evaluation
DAY(24-29)	To understand the role of government in regulation and development of business	Class Presentation
<p>Unit-5 Business Ethics And CSR</p> <ul style="list-style-type: none"> • Business ethic principles. • Theory of ethics, ethical decision making. • Meaning and importance of CSR • Arguments in favour and against CSR, • Drivers of CSR. 		
UNIT V		
	Learning Objective	Assessment/Evaluation
DAY(30-40)	To learn the basic importance of business ethics and corporate social responsibility.	Revision, Quiz

BBA VI (C) SEMESTER

Talent and Knowledge Management

PAPER CODE: BBA-HRM-604

Credit 04

FACULTY: Dr. Abhijeet Singh Chauhan

Course Outcomes: Upon completion of course, the students will be able to;

- CO1: The students will understand the concept of Talent management and its relevance in organizations.
- CO2: The students will develop the necessary skill set for the application of various Talent issues.
- CO3: Integrate the knowledge of concepts to take correct talent management and talent retention decisions
- CO4: They will understand planning for acquiring and retention of talent management
- CO5: Students will understand proper strategies for talent engagement and retention

Suggested Readings:

1. Lance A. Berger, Dorothy Berger: Talent management handbook, McGraw Hill New York.
2. Cappeli Peter: Talent on Demand –Managing Talent in an age of uncertainty, Harvard Business press.
3. Awad. E. M and Ghaziri. H. M: Knowledge management, Pearson education International.
4. Stuart Barnes: Knowledge management system theory and practice, Thomson learning.
5. Donald Hislop: Knowledge management in organisations, Oxford University press.
6. Sudhir Warier: Knowledge management, Vikas publishing house.
7. T. Raman: Knowledge management –A resource book, Excel books.

Unit	Session	Topics Covered	Pedagogy
Description			
Unit 1	1	Meaning of Talent Management	PPT + Lecture
	2	Importance of Talent Management	PPT + Lecture
	3	Talent management grid	PPT + Lecture
	4	Strategies of Talent Management	PPT + Lecture
	5	Creating talent management system	PPT + Lecture
Unit 2	6	Competency model	PPT + Lecture
	7	Competency mapping	PPT + Lecture
	8	Role of leaders in talent management	PPT + Lecture
	9	Role of leaders in talent management	PPT + Lecture
	10	Talent management and competitive advantage	PPT + Lecture
		11	Knowledge management
Unit 3	12	Elements of knowledge management	PPT + Lecture
	13	Advantages of knowledge management	PPT + Lecture
	14	Knowledge management in learning organizations	PPT + Lecture
	15	Types of knowledge	PPT + Lecture
	16	Managing knowledge workers	PPT + Lecture
Unit 4	17	Knowledge management process	PPT + Lecture
	18	Approaches to knowledge management	PPT + Lecture

	19	KM solutions	PPT + Lecture
	20	Knowledge creation	PPT + Lecture
	21	Knowledge sharing	PPT + Lecture
	22	Knowledge dissemination	PPT + Lecture
	23	Knowledge management life cycle	PPT + Lecture
	24	Nonaka's model of knowledge	PPT + Lecture
	25	Knowledge capturing techniques	PPT + Lecture
Unit 5	23	Knowledge management strategies	PPT + Lecture
	24	Aligning individual needs with organisation	PPT + Lecture
	25	Reward systems for knowledge management	PPT + Lecture
	26	Knowledge audit	PPT + Lecture
	27	Benchmarking	PPT + Lecture
	28	Balance score card	PPT + Lecture
	29	Gap Analysis	PPT + Lecture

Teaching plan
Session 2023-24
PROGRAM – B.COM.LL.B.(HONS)

Session Plan

Class: BA, B.COM.,BBA LLB II	Subject Faculty: Dr. Amrapali Sapra
Subject: Legal English & Communication Skills II (BAL 204)	Subject Credit: 4
Session: January to June 2024	Lecture Hours: 32
Objective: This course introduces the basic concepts and practical applications of English language in real life situations and to communicate effectively by using four basic language skills i.e. Reading, Listening, Writing and Speaking.	
Teaching Pedagogy: Lectures, class room discussions, mini projects/assignments, students' presentations, Exercises	

S. No.	Particular Unit Wise	Detailed Topics	No.of Hours	Teaching Pedagogy	Learning Objectives
1	Unit 1	Certain set of expressions, phrases	2	Lecture/ PPT/ Exercises	Learning involves the fundamentals OF English Language and Vocabulary enhancement.
		Foreign words and phrases	2	Lecture/ PPT/ Exercises	
		Total Hours	04		
2	Unit 2	One word substitution	1	Lecture/ PPT/ Exercises	Learning involves enhancement of vocabulary in English language
		Synonyms	1	Lecture/ PPT/ Exercises	
		Antonyms	1	Lecture/ PPT/ Exercises	
		Homonyms	1	Lecture/ PPT/ Exercises	
		Total Hours	04		
3	Unit 3	Idioms and Phrases	2	Lecture/ PPT/Examples	Learning involves enhancement of vocabulary in English language
		Words often confused and misused	2	Lecture/ Text Reading with Explanation and Q & A	
		Total Hours	04		
4	Unit 4	Direct and Indirect Speech	4	Lecture/ PPT/Examples	Students will be able to

					understand aspects of functional grammar.
		Subject Verb Agreement	4	Lecture/ PPT/Examples	
		Total Hours	8		
5	Unit 5	Letter, Notice, Applications writing	3	Lecture/Summary/ Q & A	To familiarize students about practical aspects of language and enhance their writing skills.
		Report Writing, Notes Taking	2	Lecture/ Text Reading with Explanation and Q & A	
		Classroom Speech, Group Discussion	7	Lecture/ Text Reading with Explanation and Q & A	
			12		

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2024

B.A.LL.B./ BBA LL.B./ B.COM.LL.B. (Hons.) – Batch (2023-2028)

Course: Constitutional Law

Course Code: BAL/ BBL/ BCL-205

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Dr. Hariom Awasthi

Telephone: 8527169778

E-Mail: hariom.awasthi@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1A: Discuss the fundamental Right of Equality and Freedom with reasonable restrictions

CO1B: Describe the Fundamental Right to Life and individual liberties

CO2: Relate the Right to Constitutional Remedies and Judicial Review.

CO3: Illustrate the Directive Principles of State Policy and Fundamental Duties

CO4: Appraise the Procedure of Amendment to the Constitution of India

Course Pedagogy: Lectures method, Case study, Research Articles, PP

Course Readings:

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 Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

<p>Unit-I: Fundamental Rights – I</p> <p>(a) Definition of “State” for Enforcement of Fundamental Rights: Justifiability of Fundamental Rights, Doctrine of Eclipse, Severability, Waiver</p> <p>(b) Right to Equality (Articles 14-18): Doctrine of Reasonable Classification and the Principle of Absence of Arbitrariness, Legitimate Expectations, Principle of Compensatory Discrimination</p> <p>(c) Fundamental Freedom (Article 19): Freedom of Speech and Expression, Freedom of Press and Media; Expansion by Judicial Interpretation of Article 19; Reasonable Restrictions (Article 19 clause (2) to (5))</p>		
UNIT I	Learning Objective	Assessment/ Evaluation
DAY (1-7)	To know the concepts of State, Right to Equality and fundamental right to freedom	Revision, Discussion
<p>Unit-II: Fundamental Rights – II (Lectures-8)</p> <p>a. Right to Life and Personal Liberty (Articles 20-22): Scope and Content (Expansive Interpretation- Right to Privacy, Gays’ Rights, Live-in Relationships, etc.)</p> <p>b. Right to Education (Article 21A): RTE Act, 2009</p> <p>c. Right against Exploitation (Articles 23-24): Forced Labour, Child Employment and Human Trafficking</p> <p>d. Freedom of Religion and Cultural and Educational Rights of Minorities (Articles 25-30)</p>		
UNIT 2	Learning Objective	Assessment/ Evaluation
DAY(8-15)	To know the concept of Right to life and personal liberty, Right against exploitation and right to religion.	Revision, Discussion.
<p>Unit-III: Right to Constitutional Remedies</p> <p>a. Writs: <i>Habeas Corpus, Mandamus, Certiorari</i>, Prohibition and <i>Quo-warranto</i></p> <p>b. Art. 32 and Art. 226</p> <p>c. Judicial Review</p> <p>d. Writ Jurisdiction and Private Sector</p>		

UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept of right to constitutional remedies.	Revision, Research Articles, Discussion
Unit-IV: Directive Principles and Fundamental Duties		
a. Nature and Justiciability of the Directive Principles b. Detailed Analysis of Directive Principles (Articles 37-51) c. Fundamental Duties d. Inter-Relationship between Fundamental Rights and Directive Principles		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Concept of Directive Principles of State Policies.	Revision, Discussion.
Unit-V: Amendment of Constitution		
a. Procedure of Amendment of the Constitution b. Doctrine of Basic Structure		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Amendment process of Indian Constitution,	Revision, Discussion.

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2024

B.A.LL.B./ BBA LL.B./ B.COM.LL.B. (Hons.) – Batch (2020-2025)

Course: Environmental Law

Course Code: BAL/ BBL/ BCL-804

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Dr. Hariom Awasthi

Telephone: 8527169778

E-Mail: hariom.awasthi@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 A: Actuate the complex body of knowledge in the field of environmental law & water

CO1 B: Understand land pollution with international guidelines and relevant constitutional provision

CO2: Devise the capacity to identify new law and apply existing law in the rapidly evolving legal context for environmental law and Prevention and Control of Water, Air, Noise and

Land Pollution

CO3: Develop the specialist area of environmental law and General Environment Legislations and Protection of Forests and Wild Life

CO4: Compare the environmental aspect on a national level with other countries reference with the relevant international conferences and Human Rights perceptive

Course Pedagogy: Lectures method, Case study, Research Articles, PPTs

Course Readings:

Text Books:

1. Shyam Diwan & Armin Rosencranz, *Environmental Law and Policy in India*, Oxford University Press, 2nd Edition, 2001.
2. P. Leelakrishnan, *Environmental Law in India*, Lexis Nexis, 3rd Edition, 2008
3. Sumeet Malik, *Environment Law*, Eastern Book Company,

References:

1. P. Leelakrishnan, *Environmental Law Case Book*, Lexis Nexis, 2nd Edition, 2006
2. S. C. Shastri, *Environmental Law*, Eastern Book Company, 4th Edition, 2012
3. Gurdip Singh, *Environmental Law in India*, MacMillan Publisher, 2005
4. Sneh Lata Verma, *Environmental Problems: Awareness and Attitude*, Academic Excellence Publishers & Distributors, Delhi, 2007
5. Benny Joseph, *Environment Studies*, Tata McGraw Hill, New Delhi, 2009
6. The Biological Diversity Act, 2002
7. Guidelines to Access to Biological Resources and Associated Knowledge and benefit sharing Regulations, 2014

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

Unit-I: Environmental Protection: International and National Perspective		
a. Introduction		
i. Environment: Meaning		
ii. Environment Pollution: Meaning and Issues		
b. Constitutional Guidelines		
i. Right to Wholesome Environment: Evolution and Application		
ii. Relevant Provisions: Art. 14, 19 (1) (g), 21, 48-A, 51-A(g)		
iii. Environment Protection through Public Interest Litigation		
c. Environmental Laws: India and International		
i. Law of Torts		
ii. Law of Crimes		
iii. Public Nuisance		
iv. Emergence of Environmental Legislations		
UNIT I	Learning Objective	Assessment/ Evaluation
DAY (1-7)	To know the concepts of elements of environmental Pollution and laws	Revision, Discussion
Unit-II: Prevention and Control of Water and Land Pollution		
a. The Water (Prevention and Control of Pollution) Act, 1974		
i. Water Pollution: Definition		
ii. Central and State Pollution Control Boards: Constitution, Powers and Functions		
iii. Water Pollution Control Areas		
iv. Sample of effluents: Procedure; Restraint Order		
v. Consent requirement: Procedure, Grant/Refusal, Withdrawal		
vi. Citizen Suit Provision		
b. Land Pollution		
UNIT 2	Learning Objective	Assessment/ Evaluation
DAY(8-15)	To know the concept of Water Pollution and Laws and Land Pollution and Laws	Revision, Discussion.

Unit-III: Prevention and Control of Water, Air, Noise and Land Pollution**a. Air (Prevention and Control of Pollution) Act, 1981**

- i. Air Pollution: Definition
- ii. Central and State Pollution Control Boards: Constitution, Powers and Functions
- iii. Air Pollution Control Areas
- iv. Consent Requirement: Procedure, Grant/Refusal, Withdrawal
- v. Sample of Effluents: Procedure; Restraint Order
- vi. Citizen Suit Provision

b. Noise Pollution Control Order, 2000

UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept of Air Pollution and Laws and Noise Pollution and laws	Revision, Research Articles, Discussion

Unit-IV: Environment Legislations and Protection of Forests and Wild Life**a. Environmental (Protection) Act, 1986**

- a. Meaning of „Environment“, „Environment Pollutant“, „Environment Pollution“
- b. Powers and Functions of Central Govt.
- c. Important Notifications U/s 6: Hazardous Substance Regulation, Bio-Medical Waste Regulation and Coastal Zone Management, EIA
- d. Public Participation & Citizen Suit Provision

b. Laws Related to Forest

- i. Forest Act, 1927
- ii. Kinds of forest – Private, Reserved, Protected and Village Forests
- iii. The Forest (Conservation) Act, 1980
- iv. Forest Conservation vis-a vis Tribals“ Rights

c. The Wild Life (Protection) Act, 1972

- i. Authorities to be Appointed and Constituted under the Act
- ii. Hunting of Wild Animals
- iii. Protection of Specified Plants
- iv. Protected Area
- v. Trade or Commerce in Wild Animals, Animal Articles and Trophies; Its Prohibition

UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Environmental Protection Act, 1986, Forest Act 1927, and Wild Life Protection Act, 1972	Revision, Discussion.

Unit-V: International Environment Laws and Current Trends**a. Introduction to International Environmental Laws**

- i. Environmental Law: Human Rights Perspective
- ii. Stockholm Declaration: Brief overview
- iii. Rio-Declaration: Brief Overview
- iv. Important Doctrines: Sustainable Development – Meaning and Scope -
Precautionary Principle: Polluter pays Principle-Public Trust Doctrine
- v. UNEP

b. National Green Tribunal

- i. Constitution
- ii. Functions and Powers

c. Biological Diversity Act, 2002

- i. National Biodiversity Authority (NBA)
- ii. State Biodiversity Boards (SBBs)
- iii. Biodiversity Management Committees (BMCs)
- iv. Access and Benefit Sharing Regulation, 2014

UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of International Environmental Laws, NGT and Bio-Diversity Act, 2002	Revision, Discussion.

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2024

B.A.LL.B./ BBA LL.B./ B.COM.LL.B. (Hons.) – Batch (2019-2024)

Course: Law of Carriage

Course Code: BAL/ BBL-1003

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Dr. Hariom Awasthi

Telephone: 8527169778

E-Mail: hariom.awasthi@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1a: Demonstrate an understanding regarding various laws governing different mode of

carriage of goods by land.

CO1b: Demonstrate an understanding regarding various laws governing different mode of carriage of goods by Air.

CO2 Deduce the regulatory framework involved in dealing with carriage of goods by sea.

CO3 Relate with these legislations in the current issues involving carriage of goods by ship.

CO4 Use the principles governing multimodal transportation of goods

Course Pedagogy: Lectures method, Case study, Research Articles, PPTs Course Readings:

- 1) Carriage by Road Act, 2007;
- 2) The Railways Act, 1989.
- 3) The Carriage by Air Act, 1972.
- 4) The (Indian) Bills of Lading Act, 1856;
- 5) The Carriage of Goods by Sea Act, 1925;
- 6) The Merchant Shipping Act, 1958.
- 7) The Multimodal Transportation of Goods Act, 1993.

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	

Final Exam	60
Total	100

Session Details:

Unit-I: For Carriage of Goods by Land		
Carriage by Road Act, 2007; The Railways Act, 1989.		
UNIT I	Learning Objective	Assessment/ Evaluation
DAY (1-7)	To know the concepts of Carriage of Goods by Land	Revision, Discussion
Unit-II: For Carriage of Goods by Air		
The Carriage by Air Act, 1972.		
UNIT 2	Learning Objective	Assessment/ Evaluation
DAY(8-15)	To know the concept of Carriage by Air	Revision, Discussion.
Unit-III: For Carriage of Goods by Sea		
The (Indian) Bills of Lading Act, 1856; The Carriage of Goods by Sea Act, 1925;		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept of Carriage by Sea	Revision, Research Articles, Discussion
Unit-IV: For Carriage of Goods by Sea by Ship		

The Merchant Shipping Act, 1958		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the concept of Carriage of Goods by Sea by Ship	Revision, Discussion.
Unit-V: For Multimodal Transportation of Goods		
The Multimodal Transportation of Goods Act, 1993.		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Multimodal Transportation of Goods	Revision, Discussion.

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2023
BCOMLLB – II Sem
Course: Business Statistics
Course Code: BCL-202
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): Amrita Bhadoriya

Telephone : 7000366121

E-Mail : amrita.bhadoriya86@prestigegwl.org

Office Hours: 09.00 am-4.20 pm

Consulting Hours: 9.00 am-4.20 pm (other than class timings)

Course Pedagogy:

Presentation, Lecture, Board

Course Readings:**Reference books:**

- Render, & Stair J.R. (2017). Quantitative Analysis for Management, 12e. Prentice - Hall India
- Rubin, L. (2011). Statistics for Management, 7e. Person Education, New Delhi.
- Black, K. (2016). Business Statistics for Contemporary Decision Making, 9e. Wiley Publication.

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Written Test	40
Assignment, EML, PD workshop and Memorial drafting	
Class Presentation & Quiz	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	UNIT1	Concept, Scope, Importance and limitations of statistics	PPT +Lecture+ board
2.		Functions of statistics, misuse of statistics	PPT +Lecture+ board
3.		Planning of statistical enquiry. Collection of data, Editing, Classification and Tabulation of statistical data	PPT +Lecture+ board

4.		Census and Sample investigation, Frequency distributions	PPT +Lecture+ board
5.		Graphs- Bar diagram, Histograms, Pie diagrams	PPT +Lecture+ board
6.		Discussion	PPT +Lecture+ board
7.	UNIT 2	Arithmetic mean, weighted arithmetic	Lecture + board
8.		Mean	Lecture + board
9.		Median	Lecture + board
10.		Mode	Lecture + board
11.		Geometric mean and Harmonic mean	Lecture + board
12.		Uses and limitations of averages	Lecture + board
13.		Practice questions	Lecture + board
14.	UNIT 3	Concept of Dispersion, Methods of measuring Dispersion- Range	Lecture + board
15.		Quartile deviation	Lecture + board
16.		Mean deviation	Lecture + board
17.		Standard deviation	Lecture + board
18.		Coefficient of variation	Lecture + board
19.		Coefficient of Skewness- Karl Pearson's and Bowley's method.	Lecture + board
20.		Revision	Discussion
21.	UNIT 4	Concept and Importance of correlation	Lecture + board
22.		Types of correlation	Lecture + board

23.		Coefficient of correlation by Karl Pearson's	Lecture + board
24.		Spearman's Rank	Lecture + board
25.		and Concurrent deviation method, Probable error	Lecture + board
26.		Revision	Discussion
27.	UNIT 5	Meaning, Types of index numbers and its uses,	Lecture + board
28.		Methods of constructing index numbers: Simple aggregative method,	Lecture + board
29.		weighted aggregative methods, Fisher's ideal method.	Lecture + board
30.		Test of adequacy of index number formula- Unit test, Time reversal,	Lecture + board
31.		Factor reversal test, and Circular test,	Lecture + board
32.		Consumer price index number and its implications	Lecture + board
33.		Revision	Discussion.

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-Jun 2024
LAW (HONS.) VI SEM
Course: Conflict of Laws
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): AP Ashish Yadav

Telephone : 7999733915

E-Mail : ashish.yadav@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1: articulate basic conceptual facets of the subject and the fundamental interpretations governing the field
• CO2: critically analyze the different personal factors dominating the trans-national activities
• CO3: evaluate crucial jurisdictional issues in the light of English rules and issues relating to sovereign immunity and the status of foreign judgements
• CO4: develop an analogy with regard to the marital status and child care in the wake of various transactions across the borders and envisages the commercial and tortuous liability with reference to trans-national omissions and commissions

Course Pedagogy:

Lecture, PPT., Case study, Discussion

Course Readings:

Text Books:

- Setalvad, Atul M. Conflict of Laws 2nd ed. New Delhi: LexisNexis Butterworths Wadhwa Nagpur, 2014
- Briggs, Adrian, The Conflict of Laws Oxford: Oxford University Press, 2002.
- McClean, David and Kisch Beevers, The Conflict of Laws, London: Sweet & Maxwell, 2009.
- Hood, Kirsty J., Conflict of Laws within the U.K. Oxford: Oxford University Press, 2007.

References:

- Collins, Sir Lawrence, Dicey, Morris & Collins on the Conflict of Laws 2 Vols. 14th ed. London: Sweet & Maxwell, 2006.
- Mayss, Abla, Principles of Conflict of Laws 3rd ed. London: Cavendish Publishing Limited, 1998.
- Collier, J. G. Conflict of Laws 3rd ed. London: Cambridge University Press, 2001.

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Written Assignments	
Presentation	
Research Paper Writing	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	UNIT1	a) Meaning of conflict of laws	PPT +Lecture
2.		Definition of country	PPT +Lecture
3.		Need to plead and prove foreign law	PPT +Lecture
4.		Characterization	PPT +Lecture

5.		Challenges	PPT +Lecture
6.		Public policy	PPT +Lecture
7.	UNIT 2	Residence and Domicile, Domicile of corporations,	PPT +Lecture
8.		Domicile and Nationality, Persons liable for deportation and mentally disordered persons	PPT +Lecture
9.		Torts, Contracts and Property, Rome Conventions I and II	PPT +Lecture
10.		Product liability, Unfair competition	PPT +Lecture
11.		Environmental damage, Defamation-Consumer contracts	PPT +Lecture
12.		Jurisdiction over immovable property, Governmental seizure of property	PPT +Lecture
13.	UNIT 3	Traditional English rules, Principles and European rules	PPT +Lecture
14.		International Litigation	PPT +Lecture
15.		Substance and procedure	PPT +Lecture
16.		Parties and service of process	PPT +Lecture
17.		Evidence, Remedy	PPT +Lecture
18.	UNIT 4	Foreign state,	PPT +Lecture

19.		Foreign diplomat	PPT +Lecture
20.		Recognition and enforcement of foreign judgement,	PPT +Lecture
21.		Recognition and enforcement of foreign judgement,	PPT +Lecture
22.		Foreign arbitral awards	PPT +Lecture
23.		Foreign arbitral awards	
24.	UNIT 5	Formalities of marriage, Capacity to marry,	PPT +Lecture
25.		Consanguinity and affinity, Polygamous marriages,	PPT +Lecture
26.		Matrimonial causes, Recognition of divorces, Separations and annulments,	PPT +Lecture
27.		Financial relief	PPT +Lecture
28.		Child care and child abduction,	PPT +Lecture
29.		Child adoption	PPT +Lecture
30.		Revision	

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: CODE OF CIVIL PROCEDURE AND LIMITATION ACT BAL/BBL/BCL- 603	Name: Asst. Prof. Anurag Sharma
Semester : VI Semester	Length of Period:60 mins
Session: (Jan 2024-June 2024)	Total : 40 Hrs.

Course Objective: To equip students with knowledge and skills of the law regarding nature of Civil Suits, Proceeding which is followed in civil courts and knowledge of law of limitation.

Course Outcomes:

CO1 A: Understanding various concepts of civil procedural law such as plaint, written statement and distinction between decree and judgement and decree and order.

CO1 B: Understanding various rules of pleading, particulars of plaint and written statements.

CO2: Applying concepts related to appearance, examination, trial and suits in particular cases.

CO3: Analyze procedures related to appeals, review, revision and reference.

CO4: Evaluating objectives of Limitations Act and period of limitation within which suit has to be instituted in the court.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to civil proceedings
- (b) Assignments/ Research Articles / Class participation/etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20

2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + RESEARCH ARTICLE And to be given by Concern coordinator.

Session Plan:

<p>Unit-I: Introduction Concepts. 1. Affidavit, order, judgment, degree, plaint, restitution, execution. decreeholder, judgment- debtor, mense profits, written statement. 2. Distinction between decree and judgment and between decree and order Jurisdiction 1. Kinds 2. Hierarchy of courts 3. Suit of civil nature- scope and limits 4. Res subjudice and resjudicata 5. Foreign judgment - enforcement 6. Place of suing 7. Institution of suit 8. Parties to suit: joinder mis- joinder or non-joinder of parties representative suit 9. Frame of suit: cause of action 10. Alternative disputes resolution (ADR) 11. Summons</p>		
	Learning Objective	Assessment/Evaluation
	Understanding various concepts of civil procedural law such as plaint, written statement and distinction between decree and judgement and decree and order.	REVISION, DISCUSSION..
<p>UNIT 2 Pleading 1. Rules of pleading, signing and verification 2. Alternative pleading 3. Construction of pleadings 4. Plaint: particulars 5. Admission, return and rejection 6. Written statement: particulars, rules of Evidence 7. Set off and counter claim: distinction 8. Discovery, inspection and production of documents 9. Interrogatories 10. Privileged documents 11. Affidavits</p>		
	Learning Objective	Assessment/Evaluation
DAY(8-15)	Understanding various rules of pleading, particulars of plaint and written statements.	REVISION, DISCUSSION.
<p>Unit 3 Appearance, Examination, Trial and Suit in particular cases: 1. Appearance 2. Ex-parte procedure 3. Summary and attendance of witnesses 4. Trial 5. Adjournments 6. Interim orders: commission. arrest or attachment before judgment, injunction and appointment of receiver. 7. Interests or costs 8. Execution - concept General principles 9. Power for execution of decrees 10. Procedure for execution (section 52-54) 11. Enforcement, arrest and detection (ss 55-56) 12. Attachment (ss 65-64) 13. Sale (ss 65-97) 14. Delivery of property 15. Stay of execution Suits in Particular Cases – a. By or against government (ss 79-82). b. By aliens and by or against foreign rules or ambassadors (ss 83-87-A) c. Public nuisance (ss. 91-93) d. Suits by or against firm e. Mortgage f. Interpleader suits g. Suits relating to public charities h. Indigent (Pauper) suits</p>		
UNIT 3	Learning Objective	Assessment/Evaluation

DAY(16-25)	Applying concepts related to appearance, examination, trial and suits in particular cases.	REVISION, Research Articles, DISCUSSION
Unit-4 Appeals, Review, Reference and Revision		1. Appeals from decree and order general provisions relating to appeal 2. Transfer of cases 3. Restitution 4. Caveat 5. Inherent powers of courts 6. Law Reform : Law Commission on Civil Procedure - Amendments
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	Analyze procedures related to appeals, review, revision and reference.	REVISION, DISCUSSION.
Unit-5		
Limitation		1. The concept- the law assists the vigilant and not those who sleep over the rights. 2. object of the law of Limitation 3. Distinction with laches, acquiescence, prescription. 4. Extension and suspension of limitation. 5. Sufficient cause for not filing the proceedings. 6. Illness. 7. Mistaken legal advise. 8. Mistaken view of law. 9. Poverty, minority and purdha. 10. Imprisonment 11. Defective vakalatnama 12. Legal liabilities 13. Acknowledgement-essential requisites 14. Continuing tort and continuing breach of contract 15. Foreign rule of limitation : contract entered into under a foreign law
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	Evaluating objectives of Limitations Act and period of limitation within which suit has to be instituted in the court.	REVISION, DISCUSSION.

References 1. Mulla, Code of Civil procedure (1999), Universal Delhi 2. C.K. Thakker, Code of Civil Procedure (2015), Universal Delhi 3. M.R. Mallick (ed.) B.B. Mitra on Limitation Act (2016), Eastern Lucknow. 4. Majumdar P.K. and Kataria R.P. Commentary on the Code of Civil Procedure.1908 (1998), Universal Delhi. 5. Saha A.N. The Code of Civil Procedure (2019) Universal Delhi 6. Sarkar Law of Civil Procedure Vols. (2000) Universal Delhi. 7.

Universal's Code of Civil Procedure (2000). Universal's Code of Civil Procedure, 1908 (Bare Act) 8. C.K. Takwani, Code of Civil Procedure, Eastern Book Company, 2016 9. M.R. Malik, Ganguly's Civil Court, Practice and Procedure, Eastern Law House 10. M.P. Tandon, Code of Civil Procedure, Allahabad Law Agency, 2005

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: Cyber Security and Law MBA-BA –402	Name: Asst. Prof. Anurag Sharma
Semester : IV Semester	Length of Period:60 mins
Session: (Jan 2024-June 2024)	Total : 40 Hrs.

Course Objective: To equip students with knowledge and skills of the law regarding Information-technology including computers and the internet to legal informatics and supervises the digital circulation of information, software, information security, and e-commerce. This subject focuses on Cyber security and its applications.

CO1 A: Identify and resolve security issues in networks and computer system to secure any public and private organization

CO1 B: Understand the concept of cyberspace and regulation of cyberspace

CO2: Apply branches of law, jurisdictional boundaries and cyber security law enforcements

CO3: Analyze the concept and impact of E-commerce on business model and strategy

CO4: Recommend the legal defence against data breaches or cybercrime.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to cyber security
- (b) Assignments/ Research Articles / Class participation/etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + RESEARCH ARTICLE And to be given by Concern coordinator.

Session Plan:

Unit 1 Computers and Cyber Security Introduction to Computers, Classification, Computer Input-Output Devices, Computer Security Terms, Computer Ethics, Business and Professional Ethics, Need for cyber security; Cyber Frauds and crimes, Digital Payments, Various Search Engines.		
	Learning Objective	Assessment/Evaluation
	Identify and resolve security issues in networks and computer system to secure any public and private organization	REVISION, DISCUSSION..
UNIT 2 Cyberspace Introduction to Cyberspace, Regulation of cyber space – introducing cyber law, Scope of Cyber laws – e-commerce; online contracts, IPRs (copyright, trademarks and software patenting); e-taxation, e-governance and cyber crimes, Human rights in cyberspace, International Co-operation in investigating cybercrimes, Challenges to Fighting Cybercrime.		
	Learning Objective	Assessment/Evaluation
DAY(8-15)	Understand the concept of cyberspace and regulation of cyberspace	REVISION, DISCUSSION.
Unit 3 Cyber Laws Need for Cyber Rules & Regulations; Scope and Significance of Cyber laws: Information Technology Act 2000; Amendments in IT Act, Network and Network Security, Access and Unauthorized Access, Data Security, E Contracts and E Forms. Penal Provisions for Phishing, Spam, Virus, Worms, Malware, Hacking, Trespass and Stalking		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	Apply branches of law, jurisdictional boundaries and cyber security law enforcements	REVISION, Research Articles, DISCUSSION
Unit-4 E- Commerce Definition of E-commerce, Introduction to E-Commerce- UNCITRAL, Types of E-commerce, Important Issues in Global E-commerce, Electronic signatures – technical issues and legal issues, Electronic Contracts – E-Commerce Trends and Prospects, E-commerce and Taxation, E-commerce and Banking – Online Credit Card Payments, Ecommerce and Retailing – ECommerce and Corporate finance.		
	Learning Objective	Assessment/Evaluation
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	Analyze the concept and impact of E-commerce on business model and strategy	REVISION, DISCUSSION.

Unit-5		
Cyber security & Data Privacy Laws Legal framework of Data Privacy, Need for Data Privacy Laws, Right to privacy under Indian Constitution, Data Privacy and Confidentiality.		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	Recommend the legal defence against data breaches or cybercrime.	REVISION, DISCUSSION.

Reference Books:

K.L. James, The Internet: A User's Guide, 2003, Prentice Hall of India, New Delhi. Brijendra Singh, Network Security and Management, Prentice Hall of India, New Delhi.

Trevor Arden, GNVQ core Skills-Information Technology, 2nd Ed, 1995, Pitman Publishing, London.

Kamlesh N. Agarwala&Murali D. Tiwari (Ed.) I.T. and Indian Legal System, Macmillan India Ltd. New Delhi

T. Ramappa, Legal Issues in Electronics Commerce, Macmillan India Ltd, New Delhi;

Indian Law Institute, Legal Dimensions of Cyber Space, New Delhi.

Rodney Ryder, Guide to Cyber Law 2003, Pro Law Publications.

Justice Yatindra Singh, Cyber Laws, Universal Law Publishing, UP, 2016.

Farouq Ahmed, Cyber Law in India, Allahabad Law Agency, 2015

Karnika Seth, Computers, Internet and New Technology Laws-A Comprehensive Reference Work With Special Focus On Developments In India, LexisNexis, Nagpur, 2016.

Kamath Nandan: Law relating to Computer, Internet and E-Commerce, Universal Law Publishing, UP, 2007.

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR SESSION PLAN

1. Session Plan Information

Subject & Code: COMPETITION LAW LLMB 203	Name: Asst. Prof. Anurag Sharma
Semester : II Semester	Length of Period:60 mins
Session: (Jan 2024-June 2024)	Total : 40 Hrs.

Course Objective: To equip students with knowledge and skills of the law of Competition plays a key role to play in ensuring productive, efficient, innovative and responsive markets. Consumers have ensured the availability of 'goods' and 'services' in the abundance of acceptable quality at affordable prices.

Course Outcomes:

CO1: Understand the concept of competition law and evolution of competition law

CO2: Understanding provisions related to anti competitive agreements and abuse of dominance

CO3: Understanding provisions related to regulation of combinations

CO4: Analyze professional of regulation of competition law.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to competition law
- (b) Assignments/ Research Articles / Class participation/etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05

4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + teaching assistance

Session Plan:

Unit-I: EVOLUTION & GROWTH OF COMPETITION LAW a. Basic economics of Competition law, Purpose of competition Law-Market structure, b. Concept of the market, Open market- Regulated market, Market functions of the role of Competition Law c. Dimensions of Competition -Types of Competition – Economic Objectives of Competition Law - The Role of Economics in Competition Policy, Social Welfare, Distinction between Competition Policy and Competition Law, Need for competition Law d. Law of unfair competition – evolution in the global level - English common Law – Modern developments in US – UK – European Union – Sherman Act – Clayton Act – other global legislations. e.

Evolution in India – MRTP Act – Consumer Protection Act – Unfair Trade Practices regulations – drawbacks of MRTP Act – Raghavan Committee Report. f. Competition Act 2002 –Salient features of the Act		
	Learning Objective	Assessment/ Evaluation
	Understand the concept of competition law and evolution of competition law	REVISION, DISCUSSION..
<p>UNIT 2 ANTI COMPETITIVE AGREEMENTS AND ABUSE OF DOMINANCE a. Anti-competitive Agreements - Agreement expanded definition - Concept -Forms and Treatment in India - Parallel Import. b. Treatment of Anti-Competitive Agreements under USA, EU, UK, Australia c. Appreciable Adverse Effect on Competition in the Market - Relevant market - Determination of Relevant Market - Rule of Reason and Per se d. Cartels - Definition - Dealing Cartels in US, UK, European Union Case - Studies – Legal and Enforcement Framework of Cartels e. Detecting Abuse of Dominance - Factors to Determine the Dominant Position - Relevant Market f. Factors Determining Abuse – Exploitative, Exclusionary- circumstances of abuses in the market predatory pricing – Anti- Trust Laws and price Fixing-Essential facilities doctrine g. Role of CCI dealing with abuse of dominance - Penalties and Sanctions-Division of Undertakings to prevent abuse.</p>		
	Learning Objective	Assessment/Evaluation
DAY(8-15)	Understanding provisions related to anti competitive agreements and abuse of dominance	REVISION, DISCUSSION.
<p>Unit 3</p> <p>REGULATION OF COMBINATIONS a. Regulating Combinations, Meaning of Mergers & Acquisitions Vertical Horizontal b. Combinations - Concept, Forms, Reasons, Regulatory Framework in India, Different Tests for Studying the Impacts of Combinations in the Market, Unilateral and Coordinate Effects of Combinations, Foreclosure, Failing Firm, Creeping Acquisitions d. Regulation of Cross Border Combinations, Treatment of combinations under the USA, EU, UK.</p>		
UNIT 3	Learning Objective	Assessment/Evaluation

DAY(16-25)	Understanding provisions related to regulation of combinations	REVISION, Research Articles, DISCUSSION
Unit-4 REGULATION OF COMPETITION LAW a. Powers and Functions of CCI, Role of regulatory authorities in the US, U.K, European Union b. Sectoral Regulation, Competition law and jurisdictional overlaps, Role of Judiciary in dealing with jurisdictional issues- exclusivity model, concurrency model-cooperation c. WTO and its Impact on Competition Laws regarding UNCTAD - Anti-Dumping International Competition Law under WTO, International Enforcement and Judicial Assistance d. IPR and Competition Law Conflicting and complimentary Relationship-Competition and Patent Law-Interplay Between Competition Law and IPR.		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	Analyze professional of regulation of competition law.	REVISION, DISCUSSION.

RECOMMENDED READING: BOOKS 1. T. Ramappa, Competition Law in India- Policy, Issues and Developments, 2013 2. S.M. Dugar, GUIDE TO COMPETITION LAW, LexisNexis, 6th Edition, 2016. 3. Manoj Kumar Sinha & Sushmitha P Mallaya, Emerging Competition Law, Indian Law Institute New Delhi, Wolters Kluwer, 2017 4. Sigrid Stroux, US and EU Oligopoly Control, Kluwer Law International, International Competition Law Series, 2004. 5. Lennart Ritter & W. David Braun, European Competition Law- A Practitioner's Guide, Kluwer Law International, Third Edition, 2005.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: INSURANCE LAW LLMB 203	Name: Asst. Prof. Anurag Sharma
Semester : IV Semester	Length of Period:60 mins
Session: (Jan 2024-June 2024)	Total : 40 Hrs.

Course Objective: The subject thereby aims to equip the students with the general principles of insurance along with their kinds and also enlightens on the governance and regulatory aspects about the law of insurance with special reference to various regulations framed by the Insurance Regulatory Development Authority of India who stands to be the regulator of the Insurance sector in India.

Course Outcomes:

CO1: To acquire comprehensive knowledge about the legal and regulatory environment around insurance

CO2: To gain an understanding of the role of the insurance regulator, as a supervisory and developing body

CO3: To acknowledge the need for regulation and regulatory norms for corporate governance, policy holder's protection and data protection in the field of insurance

CO4: To acquire insight on the regulations, circulars, orders issued by the insurance regulatory body from time to time and apply to the current business environment.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Insurance law
- (b) Assignments/ Research Articles / Class participation/etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05

5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + teaching assistance

Session Plan:

Unit-I: INTRODUCTION AND GENERAL PRINCIPLES OF LAW OF INSURANCE

a. Evolution and history of Insurance-Definition and Meaning. b. Need for Insurance-Nature-Scope and Significance-Constitutional perspectives. c. Insurance as a Social Security Tool-Risk Pooling-Role of insurance in economic development. d. Essential elements of insurance Contracts-Nature-Contract is Aleatory- Contract of Uberrima Fide-Contract of Indemnity-Contract of Wager-Contract of Adhesion. e. Insurable interest- Premium- Risk-Assignment of Insurance Policies-Warranties & disclosures. f. Double insurance & Re-Insurance-Doctrine of Contribution, Subrogation & Reinstatement. g. International Trends In Insurance Regulations; International Association of Insurance Supervisors-Insurance Core Principles-Financial Services Authority, U.K.-Department of Financial Services, New York.

	Learning Objective	Assessment/ Evaluation
	To acquire comprehensive knowledge about the legal and regulatory environment around insurance	REVISION, DISCUSSION..
<p>UNIT 2 INSURANCE CONTRACTS a. Life Insurance-Nature & scope of life Insurance-Kinds of life insurance Contracts-Events insured -Felo De Se-Factors affecting risk in life Insurance-Amounts recoverable under life Insurance-Persons entitled to payment under life Insurance-Settlement of claims. b. Marine Insurance-Nature & scope of marine Insurance-Classification of marine insurance Policies-Change of voyage and deviation- Maritime Perils-Implied Warranties-Loss. c. Property Insurance-Fire Insurance-Elements of fire insurance-kind of Policies-Claims under fire Insurance-Motor Vehicle Insurance-Types of Motor Policies-No fault liability- Compulsory Insurance-Knock for Knock Agreements-Rights and Liabilities of Third Party in Motor Insurance-Claims Tribunal.</p>		
	Learning Objective	Assessment/Evaluation
DAY(8-15)	To gain an understanding of the role of the insurance regulator, as a supervisory and developing body	REVISION, DISCUSSION.
<p>Unit 3</p> <p>INSURANCE REGULATORY & DEVELOPMENT AUTHORITY ACT, 1999 a. Salient features of the Act- Insurance Regulatory & Development Authority; Establishment-Objectives-Composition-Duties-Powers-Functions. b. Finance, Accounts and Audit- Amendments-Regulations-Guidelines. c. Insurance Agents & Brokers and The Regulatory Mechanism; Regulations issued by IRDA for Insurance Agents & Brokers-Rights and responsibilities- d. Agent's compensation and hereditary Commission-Termination of the agency. e. The IRDAI (Insurance Brokers) Regulations 2018-The IRDAI (Appointment of Insurance Agents) Regulations, 2016. f. Agency Contract-License to act as insurance Agent-Authority of a Life Insurance Agent- Licensing of Insurance Brokers-Role & Responsibilities of Insurance Brokers g. Corporate Governance Guidelines for Insurance Companies, 2016.</p>		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To acknowledge the need for regulation and regulatory norms for corporate	REVISION, Research Articles, DISCUSSION

	governance, policy holder's protection and data protection in the field of insurance	
Unit-4 INSURANCE OMBUDSMAN AND DISPUTE RESOLUTION MECHANISMS a. Insurance Ombudsmen Rules 2017-Objectives-Executive Council of Insurers. b. Functions-Establishment of Ombudsmen Offices and process of selection of Insurance Ombudsmen-Term of Office-Remuneration-Territorial Jurisdiction-Duties and Functions. c. Procedure & Proceedings before Ombudsmen-Decisions of Ombudsmen-Awards by Ombudsmen-Annual Report on Ombudsmen Activities-Advisory Committee on Ombudsmen.		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To acquire insight on the regulations, circulars, orders issued by the insurance regulatory body from time to time and apply to the current business environment	REVISION, DISCUSSION.

RECOMMENDED READING: BOOKS 1. Professor John Birds, Birds' Modern Insurance Law, Sweet & Maxwell, 11th Edition 2019 Insurance Laws Manual 2020, Taxmann, 21st Edition 2020 2. K S N Murthy & K V S Sarma, Modern Law of Insurance in India, Lexis Nexis, 6th Edition 2019 3. Avtar Singh, Law of Insurance, Eastern Book Company Explorer, 3rd Edition 2017 4. Gaurav Varshney, Insurance Laws, Lexis Nexis, 2016 5. S.K Sarvaria, Commentary on The Insurance Regulatory and Development Authority Act, Universal Law Publishing, 2017

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: PROFESSIONAL ETHICS & PROFESSIONAL ACCOUNTING	Name: Asst. Prof. Anurag Sharma

BAL/BBL/BCL- 804	
Semester : VIII Semester	Length of Period:60 mins
Session: (Jan 2024-June 2024)	Total : 40 Hrs.

Course Objective: To equip students with knowledge and skills of the law professional ethics and ethical standard of the legal profession by advocates in the course of their conduct.

Course Outcomes:

CO1 A: Understanding the professional ethics and ethical standard of the legal profession by advocates in the course of their conduct. Analyzing Supreme Court Rules 1966 and MP High Court Rules 1967 regarding code of conduct of advocates. Powers of registrar of Supreme Court, Role and power of single judge bench of High Court, petitions entertained by the Supreme Court of India and jurisdiction of HC.

CO1 B: Understanding provisions related to The Limitations Act, 1963 and Registration Act, 1908.

CO2: Understanding provisions related to BAR & BENCH RELATION

CO3: Analyze professional legal ethics of advocates.

CO4: Evaluating concept of contempt of court and its types and the powers of the courts to punish for the contempt..

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to professional ethics in legal field
- (b) Assignments/ Research Articles / Class participation/etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05

3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + RESEARCH ARTICLE And to be given by Concern coordinator.

Session Plan:

Unit-I: Supreme Court Rules 1966 and Madhya Pradesh High Court Rules 1967 a. Supreme Court Rules 1966 i. Advocates and their Course of Conduct ii. Role of Single Judge and Registrar of the Supreme Court iii. Types of Petition Entertained by the Supreme Court, Writ petition, Election Petition b. Madhya Pradesh High Courts Rules i. Advocates and their Course of Conduct ii. Role and Power of Single Judge iii. Civil and Criminal Jurisdiction of the Court		
	Learning Objective	Assessment/Evaluation
	Understanding the professional ethics and ethical standard of the legal profession by advocates in the course of their conduct. Analyzing Supreme Court Rules 1966 and MP High Court Rules 1967 regarding code of conduct of advocates. Powers of registrar of Supreme Court, Role and power of single judge bench of High Court, petitions entertained by the Supreme Court of India and jurisdiction of HC.	REVISION, DISCUSSION..
UNIT 2 The Limitation Act, 1963 and The Registration Act, 1908 a. Limitation i. Procedural Law: Section 5 Condonation of Delay, ss69 Legal Disability, ss14-15 Exclusion of Time of Proceeding in Good Faith in Wrong Court, ss18-19 Acknowledgement ii. Substantive Law: S25 Law of Prescription and s27 Adverse Possession, s 29 Saving Clause b. Registration i. Compulsory Registered Documents ss17 Optional Registrations 18 iii. Time and Place for Registrations ss23-31 iv. Effects of Registration and non Registration		
	Learning Objective	Assessment/Evaluation
DAY(8-15)	Understanding provisions related to The Limitations Act, 1963 and Registration Act, 1908.	REVISION, DISCUSSION.
Unit 3 Bench- a. The Advocates Act, 1961 b. State Bar Council and Bar Council of India: Duties and Functions c. Professional Misconduct and Punishment ss35 d. Role and power of Disciplinary Committees ss36-42		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	Understanding provisions related to BAR & BENCH RELATION	REVISION, Research Articles, DISCUSSION

Unit-4 Legal Ethics a. Duty to Court, Client, Opponent, Colleagues Sec 7 and Sec 49, along with the Rules of the Bar Council India b. Duty towards Society		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	Analyze professional legal ethics of advocates.	REVISION, DISCUSSION.
Unit-5		
Meaning and Categories of Contempt of Court 1. Contempt of Court- Its meaning and Nature 2. Kinds of Contempt (i) Criminal Contempt (ii) Civil Contempt 3. Contempt by Lawyers 4. Contempt by Judges, Magistrates or other persons acting judicially 5. Contempt by State, Corporate bodies & other officers		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	Evaluating concept of contempt of court and its types and the powers of the courts to punish for the contempt.	REVISION, DISCUSSION.

Text Books: 1. P Ramanatha Aiyer, Legal and Professional Ethics: Legal Ethics, Duties and Privileges of a Lawyer, Lexis Nexis, 2003 2. The Advocates Act, 1960. 3. J.P.S. Sirohi : Professional Ethics, Lawyer's Accountability, Bench- Bar Relationship. 4. Kailash Rai : Legal Ethics, Accountability, for Lawyer's, Bar-Bench Relation. **References:** 1. Kailash Rai, Legal Ethics, CLP, 2016 (12th Edn) 2. Ramachandran Raju & Gaurav Agarwal, B.R. Agarwala's Supreme Court Practice and Procedure, Eastern Book Company, 2014

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: PROFESSIONAL ETHICS & PROFESSIONAL ACCOUNTING BAL/BBL- 1001	Name: Asst. Prof. Anurag Sharma
Semester : X Semester	Length of Period:60 mins
Session: (Jan 2024-June 2024)	Total : 40 Hrs.

Course Objective: To equip students with knowledge and skills of the law professional ethics and ethical standard of the legal profession by advocates in the course of their conduct.

Course Outcomes:

CO1 A: Understanding the professional ethics and ethical standard of the legal profession by advocates in the course of their conduct. Analyzing Supreme Court Rules 1966 and MP High Court Rules 1967 regarding code of conduct of advocates. Powers of registrar of Supreme Court, Role and power of single judge bench of High Court, petitions entertained by the Supreme Court of India and jurisdiction of HC.

CO1 B: Understanding provisions related to The Limitations Act, 1963 and Registration Act, 1908.

CO2: Understanding provisions related to BAR & BENCH RELATION

CO3: Analyze professional legal ethics of advocates.

CO4: Evaluating concept of contempt of court and its types and the powers of the courts to punish for the contempt..

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to professional ethics in legal field
- (b) Assignments/ Research Articles / Class participation/etc.

Internal Evaluation:

S. No.	Internal Components	Marks

1	Midterm Exam		10
2.	Assignment 1		02
3	Assignment 2		02
4	Assignment 3		02
5	Skill Development Workshops		04
Total			20

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	10	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	2	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	2	Presentation (related to concerned course objective)
Assignment 3	2	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	4	EML + PD WORKSHOP + RESEARCH ARTICLE And to be given by Concern coordinator.

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Session Plan:

<p>Unit-I: Supreme Court Rules 1966 and Madhya Pradesh High Court Rules 1967 a. Supreme Court Rules 1966 i. Advocates and their Course of Conduct ii. Role of Single Judge and Registrar of the Supreme Court iii. Types of Petition Entertained by the Supreme Court, Writ petition, Election Petition b. Madhya Pradesh High Courts Rules i. Advocates and their Course of Conduct ii. Role and Power of Single Judge iii. Civil and Criminal Jurisdiction of the Court</p>		
	Learning Objective	Assessment/Evaluation
	Understanding the professional ethics and ethical standard of the legal profession by advocates in the course of their conduct. Analyzing Supreme Court Rules 1966 and MP High Court Rules 1967 regarding code of conduct of advocates. Powers of registrar of Supreme Court, Role and power of single judge bench of High Court, petitions entertained by the Supreme Court of India and jurisdiction of HC.	REVISION, DISCUSSION..
<p>UNIT 2 The Limitation Act, 1963 and The Registration Act, 1908 a. Limitation i. Procedural Law: Section 5 Condonation of Delay, ss69 Legal Disability, ss14-15 Exclusion of Time of Proceeding in Good Faith in Wrong Court, ss18-19 Acknowledgement ii. Substantive Law: S25 Law of Prescription and s27 Adverse Possession, s 29 Saving Clause b. Registration i. Compulsory Registered Documents ss17 Optional Registrations 18 iii. Time and Place for Registrations ss23-31 iv. Effects of Registration and non Registration</p>		
	Learning Objective	Assessment/Evaluation
DAY(8-15)	Understanding provisions related to The Limitations Act, 1963 and Registration Act, 1908.	REVISION, DISCUSSION.
<p>Unit 3 Bench- a. The Advocates Act, 1961 b. State Bar Council and Bar Council of India: Duties and Functions c. Professional Misconduct and Punishments ss35 d. Role and power of Disciplinary Committees ss36-42</p>		

UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	Understanding provisions related to BAR & BENCH RELATION	REVISION, Research Articles, DISCUSSION
Unit-4 Legal Ethics a. Duty to Court, Client, Opponent, Colleagues Sec 7 and Sec 49, along with the Rules of the Bar Council India b. Duty towards Society		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	Analyze professional legal ethics of advocates.	REVISION, DISCUSSION.
Unit-5		
Meaning and Categories of Contempt of Court 1. Contempt of Court- Its meaning and Nature 2. Kinds of Contempt (i) Criminal Contempt (ii) Civil Contempt 3. Contempt by Lawyers 4. Contempt by Judges, Magistrates or other persons acting judicially 5. Contempt by State, Corporate bodies & other officers		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	Evaluating concept of contempt of court and its types and the powers of the courts to punish for the contempt.	REVISION, DISCUSSION.

Text Books: 1. P Ramanatha Aiyer, Legal and Professional Ethics: Legal Ethics, Duties and Privileges of a Lawyer, Lexis Nexis, 2003 2. The Advocates Act, 1960. 3. J.P.S. Sirohi : Professional Ethics, Lawyer's Accountability, Bench- Bar Relationship. 4. Kailash Rai : Legal Ethics, Accountability, for Lawyer's, Bar-Bench Relation. **References:** 1. Kailash Rai, Legal Ethics, CLP, 2016 (12thEdn) 2. Ramachandran Raju & Gaurav Agarwal ,B.R. Agarwala's Supreme Court Practice and Procedure, Eastern Book Company, 2014

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: January- June 2024

B.A. LL.B./BBA LL.B./B.COM. LL.B. HONS. VIII SEM

Course: Public International Law

Course Code: BAL/BBL/BCL- 806

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): AP Ashish Yadav

Telephone: 7999733195

E-Mail: Ashish.Yadav@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 A: Demonstrate knowledge, Evolution and Subject matter of Public International Law;

CO 1 B: Understanding of the international rights frame work, its origins and justifying theories;

CO2: Differentiate the various contemporary international issues including Recognition, Extradition and Law of the Sea;

CO3: Differentiate the various contemporary international issues including Use of Force,

Prohibition and Collective Self-Defence;

CO4: Develop the capacity to assess how specific human rights may be asserted, enforced or violated.

Course Pedagogy:

Lecture, PPT, Case study, Hand-Outs, Case Notes

Course Readings:

Text Books:

1. Oppenheim, International Law, Biblio Bazaar, LIC, 2010
2. James Crawford Brownlie, Principles of International Law, Oxford University Press, 2013
3. Public International Law by Malcolm Shaw 7th Edition , Cambridge Publications.
4. Cases and Materials on Public International Law by D J Harris, Sweet Maxwell Publications.
5. Modern Introduction to International Law (edited by Peter Malanczuk), Routledge Publications, 1997.
6. The Power and Purpose of International Law: Insights from The Theory and Practice of Enforcement by Mary Ellen O' Connell, Oxford Publications, 2008.
7. Theory of International Law by Robert Kolb, Hart Publications, 2016.
8. International Law and World Order: A Critique of Contemporary Approaches, Sage Publications, 1993.
9. Introduction to International Relations: Theories and Approaches, Robert Jackson Oxford University Press, 1973.
10. Collective Security under International Law by Hans Kelsen, Law Books Exchange Ltd, 1957.
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11. Humanitarian Intervention : The United Nations in An Evolving World Order by Sean Murphy , University of Pennsylvania Press , 1996 .
12. The Public International Law Theory of Hans Kelsen: Believing in Universal Law by Jochen Von Bernstorff, Cambridge Publications, 2010 .
13. Law of Extradition in India by V K Bansal, Buttersworth Publications.
14. Textbook on Public International Law, Dr. R.K. Singh, Universal Publications.
15. Parry and Grant Encyclopedic Dictionary of International Law, Oxford Publication, 2009

References:

1. Starke, Introduction to International Law, Oxford University Press, 2013
2. Shaw, International Law, Cambridge University Press, 2008 (6th Edn)
3. A. Boyle & C. Chinkin, The Making of International Law, Foundations of Public International Law, Oxford University Press, 2007
4. R. P. Dhokalia, The Codification of Public International Law, United Kingdom: Manchester University Press, 1970
5. Mark Villiger, "The Factual Framework: Codification in Past and Present", in Customary International Law and Treaties, Mark Villiger, pp.63-113, The Netherlands: Martinus Nijhoff, 1985
6. S.K. Kapoor, International Law, Human Rights, Central Law Agency, 2009
7. Brownlie, International Law and the Use of Force by States, Oxford: Clarendon Press, 1991

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	20
Quiz/Written Test	
Written Assignments	
Presentation	
Legal Awareness Project	
Final Exam	80
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	UNIT1	Nature and Development of International Law	PPT +Lecture
2.		Subject of International Law i. Concept of Subject of Law And of Legal Personality	PPT +Lecture
3.		Subject of International Law	PPT +Lecture

		ii. States : Condition of Statehood, Territory And Underlying Principles, Sovereignty	
4.		Subject of International Law iii. International Organisation: Concept, Right and Duties under International Law	PPT +Lecture
5.		Subject of International Law iv. Status of Individual v. Other Non State Actors	PPT +Lecture
6.		Relationship Between International Law and Municipal Law (UK, USA, India, China & Russia)	Discussion
7.		Codification of International Law	Discussion
8.	UNIT 2	Sources of International Law a. Treaties	PPT +Lecture
9.		b. Custom	PPT +Lecture
10.		c. General Principles	PPT +Lecture
11.		d. Jurist Works	PPT +Lecture
12.		e. General Assembly Resolutions, Security Council Resolutions	PPT +Lecture
13.		f. Other Sources	PPT +Lecture
14.	UNIT 3	Recognition, Extradition and the Law of the Sea: General Introduction	PPT +Lecture
15.		Recognition i. Theories of Recognition ii. Defacto, Dejure Recognition iii. Implied Recognition iv. Withdrawal of Recognition v. Retroactive Effects of Recognition	PPT +Lecture
16.		Extradition and Asylum i. State Jurisdiction ii. Customary Law Basis iii. Treaty Law iv. The Nature of Obligation	PPT +Lecture
17.		Law of The Sea i. Territorial Sea ii. Contiguous Zone	PPT +Lecture

		iii. Exclusive Economic Zone iv. Continental Shelf v. High Sea	
18.		e. Case Study	PPT +Lecture
19.	UNIT 4	Contemporary International Issues	PPT +Lecture
20.		Exceptions to the Prohibition:	PPT +Lecture
21.		Individual and Collective Self Defence,	PPT +Lecture
22.		Authorized or Recognized Military Actions	PPT +Lecture
23.		Responsibility to Protect	PPT +Lecture
24.	UNIT 5	Extradition : Definition, Purpose of Extradition, Legal Duty to Extradite Duty, Extradition of Political offender, Doctrine of Double Criminality, Rule of Specialty.	PPT +Lecture
25.		Extradition : Definition, Purpose of Extradition, Legal Duty to Extradite Duty, Extradition of Political offender, Doctrine of Double Criminality, Rule of Specialty.	PPT +Lecture
26.		Diplomatic Agent: Meaning and Functions, Immunities and Privileges, Waiver of Immunity, Termination of Diplomatic Mission.	PPT +Lecture
27.		Diplomatic Agent: Meaning and Functions, Immunities and Privileges, Waiver of Immunity, Termination of Diplomatic Mission.	PPT +Lecture
28.		Consuls: Meaning, function, privileges and immunities.	PPT +Lecture
29.		Basic Principles of International Criminal Law.	PPT +Lecture
30.		Basic Principles of International Criminal Law.	Discussion

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2024

B.COM LLB – II Semester

Course: Accounting – II (Corporate Accounting)

Course Code: BCL 201

Credit: 04

Session Duration: 60 Minutes

Subject Faculty Name: Ajay Jain

Telephone: 9893939736

E-Mail: ajay.jain@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1: Demonstrate good understanding of accounting treatment with respect to issue, redemption of shares and debentures in capital structure of company.

CO2: Analyze the role of the accounting for merger, internal reconstruction of companies.

CO3: Illustrate and prepare the final accounts of companies as per vertical format.

CO4: Examine the valuation method of shares and goodwill and measurement of performance of companies.

CO5: Evaluate and compare the consolidated balance sheet of holding with one subsidiary company along with liquidation of company.

CO6: Prepare and exhibit accounting for banking companies and analyzing the effect of NPA on the profitability of banks.

Course Pedagogy:

Lecture, PPT, Smartboard

Course Readings:

1. Goyal, B.K. (2020). Basic Corporate Accounting, 5e, Taxmman
2. Goyal, V. K., & Goyal, R. (2012). Corporate accounting. 3e. PHI Learning Pvt. Ltd.
3. Gupta, R. L., & Radhaswamy, M. (2014). Advanced accounting Theory, Method and Application, Vol.1 Sultan Chand & Sons, New Delhi.
4. Mukherjee, A., & Hanif, M. (2017). Corporate Accounting. Tata McGraw-Hill.
5. Maheshwari, S. N., Maheshwari, S.K., & Maheshwari, S. K. (2018). Corporate Accounting, 6e. Vikas Publishing House.
6. Jain, S. P., & Narang, K. L. (2019). Advanced Accountancy Corporate Accounting Vol. II.
- 7e. Kalyani.

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Comprehensive Viva/ Community engagement/ PD workshop	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	UNIT1	Introduction to shares and types of shares	PPT +Lecture+ Smart Board
2.		Concept of Issue of Shares & Accounting treatment of issue of shares.	PPT +Lecture+ Smart Board
3.		Over Subscription and Under subscription of shares concept & Accounting treatment	PPT +Lecture+ Smart Board
4.		Forfeiture of shares concept & Accounting treatment.	PPT +Lecture+ Smart Board

5.		Reissue of shares concept & accounting treatment.	PPT +Lecture+ Smart Board
6.		Buy-back of shares concept	PPT +Lecture+ Smart Board
7.		Accounting treatment of Issue & Redemption of Preference Shares	PPT +Lecture+ Smart Board
8.		Valuation of Goodwill	PPT +Lecture+ Smart Board
9.		Valuation of Shares	PPT +Lecture+ Smart Board
10.	UNIT 2	Concept of Debentures, Types of Debentures.	PPT +Lecture+ Smart Board
11.		Issue of Debentures	PPT +Lecture+ Smart Board
12.		Redemption of Debentures	PPT +Lecture+ Smart Board
13.		Numerical problems (Issue & Redemption of Debentures)	PPT +Lecture+ Smart Board
14.		Numerical problems (Issue & Redemption of Debentures)	PPT +Lecture+ Smart Board
15.		Calculation of Managerial remuneration	PPT +Lecture+ Smart Board
16.		Calculation of Pre & Post incorporation profit & loss	PPT +Lecture+ Smart Board
17.		Numerical Pre & Post incorporation profit & loss.	PPT +Lecture+ Smart Board
18.	UNIT 3	Concept of Amalgamation	PPT +Lecture+ Smart Board
19.		Concept of Reconstruction, Internal & External reconstruction.	PPT +Lecture+ Smart Board

20.		Different methods of accounting for Amalgamation (The Pooling of Interests Method)	PPT +Lecture+ Smart Board
21.		Different methods of accounting for Amalgamation (Purchase Method)	PPT +Lecture+ Smart Board
22.		Concept of Purchase Consideration(Lump sum Payment Method, Net Assets Method, Net Payment Method)	PPT +Lecture+ Smart Board
23.		Accounting Entries In The Books Of Transferee Company	PPT +Lecture+ Smart Board
24.		Accounting Entries In The Books Of Transferor Company	PPT +Lecture+ Smart Board
25.		Preparation Of Balance Sheet In The Books Of Transferee Company	PPT +Lecture+ Smart Board
26.		Accounting treatment of Internal reconstruction	PPT +Lecture+ Smart Board
27.	UNIT 4	Meaning of Holding & Subsidiary company	PPT +Lecture+ Smart Board
28.		Types of Subsidiary, objectives of holding companies.	PPT +Lecture+ Smart Board
29.		Preparation Of Final Accounts Of Holding Company Without Adjustments	PPT +Lecture+ Smart Board
30.		Preparation of Consolidated Balance Sheet in case of Wholly Owned Subsidiary	PPT +Lecture+ Smart Board
31.		Concept & Calculation of Goodwill/Capital Reserve	PPT +Lecture+ Smart Board
32.		Preparation of Consolidated Balance Sheet in case of Partly Owned Subsidiary	PPT +Lecture+ Smart Board
33.		Concept & Calculation of Minority Interest	PPT +Lecture+ Smart Board

34.		Preparation of Consolidated Balance Sheet	PPT +Lecture+ Smart Board
35.	UNIT 5	Concept of Banking companies	PPT +Lecture+ Smart Board
36.		Concept of NPAs and Reasons for NPAS	PPT +Lecture+ Smart Board
37.		Asset structure of a commercial bank	PPT +Lecture+ Smart Board
38.		Accounting treatment of banking companies, Preparation of profit and loss account & Balance sheet (Schedule 1- 16)	PPT +Lecture+ Smart Board
39.		Numerical questions related to Banking companies	PPT +Lecture+ Smart Board
40.		Numerical questions related to Banking companies	PPT +Lecture+ Smart Board

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: AUDITING BCL- 402	Name: Ass. Prof. Mayuri Joshi
Semester : IV Semester	Length of Period:60 mins
Session: (Jan2024-June 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: Understand the fundamentals of auditing as well as the auditing method.

CO1 B: Explain audit planning and execution.

CO2: Analyse the role and responsibilities of company's auditor.

CO3: Comprehend the area of tax, management and various kinds of audit.

CO4: Analyse the auditing procedures used by various economic entities.

PEDAGOGY: Lectures method, Case study, etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to

(b) Assignments/ Research Articles / Class participation/ etc

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)

Skill Development Workshops	5	EML + PD WORKSHOP + RESEARCH ARTICLE And to be given by Concern coordinator.
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Session Plan:

Syllabus of Unit-1 Introduction of Auditing a. Meaning, Objectives, Types b. Principles and techniques c. Audit Program, Audit books d. Working papers and evidence. f. Audit Procedure- Vouching and Verification of Assets and Liabilities.		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts of Auditing, its types, Principles, techniques, vouching and verification.	REVISION, DISCUSSION..
Unit 2: Internal check system a. Routine checking b. internal control c. internal check d. internal audit test e. checking and audit planning		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the Internal check system: Routine checking, internal control, internal check, internal audit test checking and audit planning.	REVISION, DISCUSSION.
Unit 3 Company auditor a. Qualification, Disqualification b. Appointment, Rotation, Removal c. Powers, Duties and Liabilities d. Auditor's Report: Contents and Types		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the Company auditor: Qualification, Disqualification,	REVISION, Research Articles, DISCUSSION

	Appointment, Rotation, Removal, Powers, Duties and Liabilities. Auditor's Report: Contents and Types	
Unit-4 Special Area of Audit: a. Cost audit b. Tax audit and Management Audit c. Relevant auditing and assurance standards (AASs) d. Divisible Profit and Dividend		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Concept of Special Area of Audit: Cost audit, Tax audit and Management Audit, Relevant auditing and assurance standards (AASs), Divisible Profit and Dividend.	REVISION, DISCUSSION.
Unit-5 Investigation a. Objectives, Process b. Difference between audit and investigation c. Special audit of banking company d. educational e. non-profit institutions and insurance company		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand Objectives, Process, Difference between audit and investigation, Special audit of banking company, educational, non-profit institutions and insurance company.	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Delaney, P. R. CPA Examination Review: Auditing. New York:John Wiley & Sons, 1994.
2. Farrell, Barbara, and Joseph Franco. "The Changing Role of the Auditor:An Analysis of Viewpoints from the Auditors' Perspective." Mid-Atlantic Journal of Business,

June 1998.

3. Robertson, Jack C., and Frederick G. David. Auditing. Plano, TX: Business Publications, 1985.

4. Taylor, D. H., and G. W. Glazen. Auditing: integrated Concepts and Procedures. 7th ed. New York: John Wiley & Sons, 1996.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
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SESSION PLAN**

1. Session Plan Information	
Subject & Code: BUSINESS MANAGEMENT (Organization Behavior) BCL- 203	Name: Asst. Prof. Mayuri Joshi
Semester : 2nd	Length of Period:60 mins
Session: (Jan-June2024)	Total : 40 Hrs.

Course Outcomes:

No. Course Outcome

CO1: A Demonstrate the applicability of the concept of organizational behavior to understand the behaviour of people in the organization.

CO1: B Analyse individual behavior in organizations, including perception, learning, and attitude.

CO2 Analyse the complexities associated with management of the group behavior in the organisation.

CO3 Explain organizational culture and describe its dimensions. Also identify the processes used in resolving conflicts.

CO4 Discuss the implementation of organizational change

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to Property and Easement Law

(b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + RESEARCH ARTICLE And to be given by Concern coordinator.

Session Plan:

Syllabus of Unit-1

Introduction:

- a. Emergence of organizational behavior
- b. Nature and Scope of OB
- c. Foundations of organizational behavior
- d. Fields and Models of OB
- e. Challenges and Opportunities in managing organizational behavior
- f. Hawthorne Studies

UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To understand the Emergence of organizational behavior, Nature and Scope of OB, Foundations of organizational behavior, Fields and Models of OB, Challenges	REVISION, DISCUSSION..
<p>Unit 2: Individual Behavior:</p> <ul style="list-style-type: none"> a. Determinants and Theories b. Perception: Perceptual process c. Perceptual Errors d. Learning: Components and Theories of learning, Attitude: Types, e. Measurements of attitude, Cognitive Dissonance Theory. 		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the Individual Behavior: Personality: Determinants and Theories, Perception: Perceptual process, Perceptual Errors, Learning: Components and Theories of learning, Attitude: Types, Measurements of attitude, Cognitive Dissonance Theory.	REVISION, DISCUSSION.
<p>Unit 3 Group Dynamics:</p> <ul style="list-style-type: none"> a. Stages of Group Development b. Dynamics of formal and informal work groups c. Comparative study of formal and informal organization d. Leadership: Theories and styles, Likert's management systems. 		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the Stages of Group Development, Dynamics of formal and informal work groups, Comparative study of formal and informal organization, Leadership: Theories and styles, Likert's management systems.	REVISION, Research Articles, DISCUSSION
<p>Unit-4 Conflict Management,</p> <ul style="list-style-type: none"> a. Organizational Culture: Nature b. Dimensions of organizational culture c. Concept and theories of Motivation. 		

UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Concept of Conflict Management, Organizational Culture: Nature and Dimensions of organizational culture; Concept and theories of Motivation.	REVISION, DISCUSSION.
Unit-5 Organizational Dynamics: a. Change Management: b. Resistance to change c. Change agent, Process d. Organizational Power and Politics e. Stress Management		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Organizational Dynamics: Change Management: Resistance to change, Change agent, Process. Organizational Power and Politics, Stress Management.	REVISION, DISCUSSION.

Suggested Reading:

1. Robbins S.P. (2001). Organizational Behavior, 14/E Pearson Education India.
2. Luthans . (2005). Organizational Behavior, 12/E, McGraw Hill.

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN

1. Session Plan Information	
Subject & Code: LAW OF COMMERCIAL DISPUTE RESOLUTION LLMB 204	Name: Asst. Prof. Aabil Husain
Semester : II Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1A: To identify and analyses the complex drivers of dispute in the community

CO1B: To understand the theoretical models of dispute resolution and capacity to analyses their operation in both legal and social contexts

CO2: Identify a thorough explanation of all the essential legal aspects of international business along with their nature and complexities

CO3: To develop basic mediation skills, including communication, analysis and issue identification to engage in simple dispute resolution systems design

CO4: To understand the ethical and legal ethical issues surrounding dispute resolution models and practice

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Consumer Dispute Resolution
- (b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05

5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML +Teaching Assitant And to be given by Concern coordinator.

Session Plan:

MODULE I - INTRODUCTION AND BASIC CONCEPTS

a. History & Evolution of ADR Dispute and its inevitability – Evolution of the concept of ADR
with Historical Prospective – Origins of ADR – Ancient Times – Pre-Independence – Post Independence – Current Level of Pro ADR support in India and Globally – Definition, Scope, Genesis and Need of ADR

b. Introduction to different mechanisms Overview of Alternative Dispute Resolution – Arbitration
– Mediation – Conciliation – Dispute Review Board – Lok Adalat – Judicial Settlements – Other
ADRs – Advantages and Disadvantages – Comparison of ADR with Conventional Litigation –
Challenges and Constrains of ADR, ADR Agreements

c. Need of ADR Agreements ‘–Life Vest Analogy – ’Pre-requisites to a draft – Essentials of an
ADR Clause – Contents of a Clause – Adhoc ADR Vs. Institutional ADR – Advantages and Disadvantages of Institutional ADR – Hybrid ADR Clauses – Drafting ADR Clauses – Incorporation – Doctrine of Severability – Enforcement of ADR Clause – Pathological ADR Clauses

UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts of Consumer dispute Resolution	REVISION, DISCUSSION..
<p>MODULE II – NEGOTIATION, MEDIATION AND CONCILIATION- THEORY AND PRACTICE</p> <p>a. Theories Three Dimensions of any Negotiations – People, Problem, Process – Communication – Active Listening & Active Speaking – Cognitive Biases – Approaches/Theories of Negotiations – Structural Approach, Strategic Approach, Behavioral Approach, Processual Approach, Integrative Approach</p> <p>b. Preparation Awareness on instinctive pitfalls – Essentials of Preparation – 10 Point Check List of the Dimensions – People – Personal Relationships, The Mandate, Stakeholders – Problem – Motivations, Solutions at the Table, Justifications, Solution away from the Table (SAFT) or BATNA – Process – Organisation, Communication, Logistics</p> <p>c. Strategies and Tactics Why do Negotiations fail? – Zone of Possible Agreement (ZOPA) – Cognitive Biases – Coping with the failures – Value-Creating Vs. Value Claiming – Usual Bargaining Tactics – Negotiation Sequence – Principles of being an Effective Negotiator – Personalizing your Theory before Practice – Reaching the End – Agreement and Non-Agreement</p> <p>d. Theories Scope of Mediation/Conciliation – Principles Underlying Mediation/Conciliation – Features of Mediation/Conciliation – Approaches/Theories of Mediation/Conciliation – Facilitative, Transformative, Analytical, Inclusive, Narrative – Ubuntu, Abunzi, Gacaca, Mahajans and Gandhian Approaches – Mediation Vs. Conciliation – Role of Mediators, Counsel and Parties – Adhoc, Private, Annexed and Institutional Mediation/Conciliation</p> <p>e. Procedure Agreement – Preparation – Pre-Mediation Conference – Relationship with and among the parties – Opening of Process – Communication – Apology – Forgiveness – Exploring Issues and Interests – Accumulating Information – Agenda Development – Encouraging party negotiations – Separate Session (Caucus) – Concluding – Ethics</p> <p>f. Settlement Agreement and Governing Laws Purpose of Settlement Agreement – Reaching Settlement – Reality Testing – Components of Settlement Agreement – Revisions – Breach of Settlement Agreement – Enforcement – UNISA – Civil Procedure Law – Legal Services Authority – Sector-Specific Laws – Industrial Disputes, Company Law, Family Disputes, MSME, Real Estate Law, Consumer Disputes, Commercial Court Disputes etc. – Upcoming Law</p>		
UNIT 2	Learning Objective	Assessment/Evaluation

DAY(8-15)	To know the negotiation, mediation and conciliation- theory and practice	REVISION, DISCUSSION.
MODULE III - LAW OF ARBITRATION		
<p>a. Basic Concepts and Arbitrability Why Arbitrate? – Features of Arbitration – Validity of an Arbitration Agreement – Types of Arbitration – Ad Hoc Arbitration Vs. Institutional Arbitration</p> <p>– Applicable Laws – Juridical Seat of Arbitration – Reference to Arbitration – Composition of Tribunal – Venue and Language of Arbitration – Jurisdiction of the Tribunal (<i>Kompetenz-Kompetenz</i>) – Equal Treatment of Parties – Arbitrability and Non-Arbitrability of a Dispute – Rights in Rem Vs. Rights in Persona</p> <p>b. Role of Courts, Parties, the Tribunal and other Stakeholders Before Commencement of Arbitration – During the Arbitral Proceedings – After the End of the Arbitration Proceedings</p> <p>– Rights and Duties – Ethics</p> <p>c. International Commercial Arbitration Evolution and Basic Concepts – Theories in International Arbitration – Comparison to other International Dispute Resolution Mechanisms and Organisations – Agreement of Parties – Lex Arbitri (Law of Seat) – Lex Fori (Law of the forum)</p> <p>– Other Applicable Laws – Ad hoc Arbitration Vs. Institutional Arbitration – Recognised Arbitral Institutions – Evolution from Geneva Convention to the New York Convention – Jurisdiction of the Enforcement Court – Required Documents – Limitations – Grounds for Non-Enforcement – Effects of Challenge – Hard Law Vs. Soft Law – UNCITRAL Model Law, Rules and Notes – IBA Guidelines – Other Applicable Laws</p> <p>d. Procedure – Commencement to Publication Notice Invoking Arbitration Agreement – Choosing and Appointment of Arbitrator – Case Management Conference – Terms of Reference – Interim Measures – Determination of Rules of Procedure and Communication – Statement of Claim and Defence – Counter Claims – Evidence – Admission and Examination – Challenge to Jurisdiction of Arbitrator – Challenge to Qualifications and Impartiality of Arbitrator – Procedural Orders – Termination of Mandate or Proceedings – Substitution – Conducting and Controlling of Arbitration Proceedings – Hearings and Written Proceedings – Publication of Award</p> <p>e. Arbitral Award and its Challenges or Enforcement Categories of Award – Remedies – Deliberations and Decisions of the Tribunal – Form and Content of Awards – Corrections, Interpretations and Additional Award – Effect of Awards– Proceedings after the Award – Methods, Grounds & Effects of Challenge – Enforcement in Domestic Courts – Final Relief</p> <p>f. Specific Concepts Administrative Assistance – Waivers – Appointment of Expert – Limitations – Default of Party – Appealable Orders – Effect of death of party – Insolvency – Confidentiality – Immunity of Arbitrators – Cost of Arbitration Proceedings – Apportionment of Cost – Deposits – Lien of Award – Arbitration Council of India (ACI) – Accreditations</p>		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand Basic concepts of Arbitration	REVISION, Research Articles, DISCUSSION

MODULE IV - EMERGING TRENDS		
<p>a. ODR & VDR, ODR Vs. VDR – Agreement specifying ODR or VDR – Hybrid Mechanism of VDR – Request for Online Medium – Juridical Seat in the Online Process – Third-Party Support – Institutional ODR or VDR – Reliable Virtual Infrastructure – Cyber Security – Consideration of Cost – Document Storage and Sharing – Examination of Evidence and Witness – Recording and Transcription – Signing of Documents</p> <p>b. Contemporary Developments, Fast Track Procedure in Arbitration – Emergency Arbitration – Med-Arb-Med Process – Third-Party Funding – Mandatory ADR – Tribunal Secretary Practice – Transparency Vs. Confidentiality – Financial Institutions' Preference for Arbitration– Unilateral Appointment – Diversity in International ADR</p> <p>c. Sector Specific ADR Increasing specialization of ADR – Need and Purpose – Dispute Related – Investment Disputes, Securities and Stock Exchange Disputes, Commodity Disputes, Maritime Disputes, IP Disputes, Construction Disputes, Domain Name Disputes, Space Disputes, Agriculture Disputes, Sports Disputes, MSME Disputes, Art Disputes, Fashion Disputes etc. – Institution Related – IIT Arb, WIPO, ICANN, PRIME Finance, SHIACA, ICEA, FACT, CIAC, CAS, CAFA, ICSID, ICSOD etc.</p>		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Contemporary developments in consumer dispute	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Madhusudan Sahay, Text Book on Arbitration & Conciliation with Alternative Dispute Resolution, 4th ed., Universal Law Publishing 2017.
2. N. VS. Paranjape, Law Relating to Arbitration and Conciliation in India, 7th ed., Central Law Agency, 2016.
3. Avtar Singh, Law of Arbitration and Conciliation, 10th ed., Lucknow 2013
4. Malika Taly, Introduction to Arbitration, Eastern book Company, 2015
5. Vishnu Warriar, Arbitration, Conciliation and Mediation, Lexis Nexis, 2015

1. Kuchhal, M.C. (2013). Modern Indian Company Law. Shree Mahavir Book Depot (Publishers), New Delhi, India.
2. Sharma, J.P. (2012). An easy approach to Corporate Laws. Ane Books Pvt. Ltd. New Delhi, India.
3. Kapoor, G. K., & Dhamija, S. (2019). Company Law and Practise 24th ed.
4. Ramaiya, A., Chandrachud, Y. V., & Nain, J. L. (2008). Guide to the Companies Act: Act of 1956... LexisNexis Butterworths Wadhwa Nagpur.
5. Chadha, R. & Chadha, S. (2017). Corporate Laws. Scholar Tech Press, Delhi.
6. Gower, L. C. B. (2003). Gower and Davies' principles of modern company law. London: Sweet & Maxwell.
7. Sharma, J. P. (2012). An easy approach to Corporate Laws.
8. Taxmann's, Taxmann, 2014. Company Law, Volume 1[Sections 1-61]. 1st ed. New Delhi: Taxmann Publications (P.) Ltd.
9. Taxmann's, Taxmann, 2014. Company Law, Volume 2[Sections 62-132]. 1st ed. New Delhi: Taxmann Publications (P.) Ltd.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: International Trade Law LLMB 402	Name: Asst. Prof. Aabil Husain
Semester : IV Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1A: Understand a complete grasp and understanding of the Legal Framework of International business and gain mastery over the subject.

CO1B: Understand the legal framework of private international business transactions

CO2: Identify a thorough explanation of all the essential legal aspects of international business along with their nature and complexities

CO3: Develop the international business laws for the current business environment

CO4: Develop the thought process related to international banking-legal and regulatory aspects

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to International Trade Law
- (b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML +Teaching Assitant And to be given by Concern coordinator.

Session Plan:

MODULE I INTRODUCTION AND GENERAL PRINCIPLES

- a. The genesis of International Business Law-Nature, importance and scope of international business law
- b. Fact others causing globalization of business
- c. Legal Framework of International Business and the United Nation's role in its development
- d. General Principles of Law of Contract as applicable to International Business-Types of International Commercial Contracts and the Importance of Standard Form Contracts in International Business
- e. Legal issues arising out of International Contracts and the determination of the applicable law.
- f. UNIDROIT Principles of International Commercial Contracts 2016- Preamble and General Principles

UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts of International and general principles of trade law	REVISION, DISCUSSION..

MODULE II - SALE OF GOODS AND CONSUMER LAW- AN INTERNATIONAL PERSPECTIVE

- a. Meaning of International Sale of Goods-Parties- Buyer and seller and their rights and duties
- b. Uniform Law on the Formation of Contracts for International Sale of Goods
- c. International Sales Contract with special reference to The United Nations Convention on Contracts for the International Sale of Goods (CISG)
- d. Introduction to International Consumer Law-The Principal Functions of International Consumer Law
- e. The Importance of the UN Guidelines on Consumer Protection-The Role of ICPENInternational Consumer Protection and Enforcement Network- Legal Challenges.
- f. The Consumer Protection Act 2019 and its impact on international covenants

UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the Sale of goods and consumer laws in international perspectives	REVISION, DISCUSSION.

Unit 3

MODULE III - INTERNATIONAL TRADE AND CARRIAGE OF GOODS

- a. Introduction and theories of International Trade Law-Principles of International Trade Law-Export and Import Regulations-Tariff and non- tariff restrictions -Quota restrictions- Anti Dumping-Permissible Regulation-Quarantine Regulation-Customs Unions-Free Trade Areas-Preferential trade agreements
- b. Evolution of GATT as a trading institution and transition of GATT to WTO-World Trade Organization as a regulator of International Trade-Instruments of International Trade Laws-

Agreements, Treaties, Conventions, Model Laws, Rules- GATS-TRIMS-ASEAN-AIFTASAFTA
 -NAFTA, USMCA, MERCOSUR and FTAA-An overview of International Trade Laws in India with special reference to Foreign Trade Policy 2015-2020
 c. Definition and classification of Carriers-Carriage of Goods by Sea, Land and Air and the application of international Law-Documents of Carriage of Good-Bills of Lading- Kinds, Nature,
 Features-Seaway Bill-Airway Bill-Consignment Note-International consignment note- An overview on Brussels Convention, Hague Rules, Hague- Visby Rules, International Transport by
 Sea- Provisions under Hamburg Rules, Conventions on Carriage by Air- The Warsaw Convention & Montreal Convention. Convention on Carriage by land- Convention on the Contract for the International Carriage of Goods by Road-INCOTERMS 2020 and international transactions.

UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand International Trade and Carriage of goods	REVISION, Research Articles, DISCUSSION

Unit-4

MODULE IV - INTERNATIONAL BANKING-LEGAL AND REGULATORY ASPECTS

a. International Banking Regulation-BASEL NORMS -International law, choice of law, conflict of laws, jurisdictional issues -Exchange management and controls, international loan agreements, covenants and clauses
 b. Role of International Monetary Fund and World Bank in International debt crisis Management-
 International Anti Money Laundering Laws and Regulations- The Financial Action Task Force-
 International Competitiveness-Implications and effectiveness
 c. Arbitration and mediation in the international banking business

UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the International Banking legal and Regulatory aspects	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Giuditta Cordero-Moss, International Commercial Contracts, Cambridge University Press,2014
2. Carole Murray, David Holloway, The Law and Practice of International Trade, Sweet &

Maxwell, 1 Edition 2015

3. Brian Harris, Ridley's Law of the Carriage of Goods by Land, Sea and Air, Sweet & Maxwell. 8th Edition

4. Indian Institute of Banking & Finance, International Banking - Legal & Regulatory Aspects,

Macmillan Education, 2nd Edition 2017

5. Charles E. F. Rickett and Thomas G. W. Telfer, International Perspectives on Consumers' Access to Justice, Cambridge University Press, 2009

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: JURISPRUDENCE (LEGAL METHOD, INDIAN LEGAL SYSTEM AND BASIC THEORY OF LAW) BBL/BCL/BAL- 405	Name: Asst. Prof. Charu Bhardwaj
Semester : IV Semester	Length of Period: 60 Mins
Session: (Jan 2024-June 2024)	Total : 32 Hrs.

Objective: The students should get familiar with various approaches to law and legal processes. They should be able to appreciate dynamic character of the law and legal systems particularly in the context of socio-political history of the society. Endeavour should be made to develop among students critical thinking about the law, legal system and legal processes. The students should be in position to appreciate how diverse approaches to law influence decision-making in judicial courts.

Course Outcomes: At the end of the course, student will be able to:

CO1: Demonstrate an advanced and integrated understanding of the political, social, historical, philosophical, and economic context of law.

CO2: Relate evaluation of legal theory and their implications for policy.

CO3: Critically analyse and research complex problems relating to law and legal theory and make reasoned and appropriate choices amongst alternatives.

CO4: Develop the thought process related to Legal System

PEDAGOGY: Lectures method, Case study etc.

Teaching Aids: PPTs, Word Files, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to Legal and Constitutional History

(b) Assignments/ Case study/ Class participation etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + Seminar Presentation + Viva

Session Plan:

Unit-I: Introduction a. Meaning, Content and Nature of Jurisprudence b. Definition of Law, Kinds of Law c. Justice and It's kinds d. Concept of Property		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-8)	Demonstrate an advanced and integrated understanding of the political, social, historical, philosophical, and economic context of law.	REVISION, DISCUSSION.
UNIT-II Schools of Jurisprudence a. Natural law School b. Analytical School c. Historical School d. Sociological School e. Realistic School		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(9-16)	Understanding of ideologies or various schools	REVISION, CASE LAWS DISCUSSION.
UNIT III Source of Law a. Legislation b. Precedents c. Customs d. Juristic Writings		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(17-24)	Relate evaluation of legal theory and their implications for policy.	REVISION, CASE LAWS , DISCUSSION
UNIT-IV Legal Concepts a. Personality b. Property, c. Possession and d. Ownership		

e. Title		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(24-32)	Critically analyze and research complex problems relating to law and legal theory and make reasoned and appropriate choices amongst alternatives	REVISION, DISCUSSION, CASE LAWS
UNIT-V Rights, Duties, Liability and Obligations		
a. Rights,		
b. Duties,		
c. Condition for imposing liability		
d. Strict liability		
e. Vicarious liability		
f. Obligations - Nature and kind		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(33-40)	Develop an analogy with regard to growth of Administrative, Judicial and Legislative institutions in Colonial India to get an appropriate insight of the present institutions	REVISION, DISCUSSION, CASE LAWS

Text Books:

1. R.W.M. Dias, *Jurisprudence*, Aditya Prakashan, 2017
2. Patrick John Fitzgerald (ed.), *Salmond on Jurisprudence*, Tripathi, 2016
3. Edgar Bodenheimer, *Jurisprudence*, Harvard University Press, 1974 (Revised Edn)

References:

1. Amartya Sen, *The Idea of Justice*, Cambridge, Mass.: Belknap Press/Harvard University Press, 2009
2. Chandran Kukathas and Philip Pettit, *Rawls: A Theory of Justice and its Critics*, Cambridge : Polity Press, 1990
3. Jonathan Wolff , Robert Nozick, *Property, Justice, and the Minimal State*, Stanford University Press, 1991
4. Granville Austin, *Indian Constitution, The Cornerstone of a Nation*, New Delhi, Oxford University Press, 2007

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: LAW ENFORCEMENT TOOLS AND COOPERATION FOR TRANSNATIONAL ORGANIZED CRIMES LLMC 203	Name: Asst. Prof. Charu Bhardwaj
Semester : II	Length of Period:60 Mins
Session: (Jan 2024-June2024)	Total : 32 Hrs.

LEARNING OUTCOME

1. Apply the main theoretical approaches to the study of organized crime and its evolution across Time.
2. Critically evaluate the contributions of different schools of thought to our understanding of Organized crime.
3. Identify the main characteristics, activities, act others, and forms of organized crime.
4. Critically analyses organized crime policy at the local and international levels.
5. Understand and critically assess the macro and micro causes of transnational crime.

PEDAGOGY: Lectures method, Case study etc.

Teaching Aids: PPTs, Word Files, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Legal and Constitutional History
- (b) Assignments/ Case study/ Class participation etc.

Internal Evaluation:

S. No.	Internal Components	Marks
1	Midterm Exam	20

2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + Teaching Assistance + case analysis and presentation

Session Plan:

MODULE – I: Introduction and Categories of Organized Crime

- a. Definition & Scope of organized crime
- b. Types & characteristics of organized crime
- c. Causes of organized crime – Comparison between white-collar crime, corporate crime, and organized crime
- d. Predatory crime – A crime syndicate
- e. Criminal rackets – Business labour rackets – Gambling rackets
- f. Criminal rackets in the commercial world – Political grafts
- g. The illicit trafficking of women & children, prostitution – Terrorism & Narco-Terrorism
- h. Economic crime, money laundering, scams, Hawala & Counterfeiting of Currency – Nexus of organized crime and politics

UNIT I	Learning Objective	Assessment/Evaluation
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DAY(1-8)	Apply the main theoretical approaches to the study of organized crime and its evolution across time.	REVISION, DISCUSSION.
<p>MODULE – II: LEGAL ANALYSIS, INVESTIGATION & PROSECUTION OF ORGANIZED CRIME WITH PREVENTIVE ACTION</p> <p>a. Mensrea, modus operandi & criminal conspiracy in organized crime b. Role of Police in Investigation of organized crime c. Role of Judiciary, Trial and Sentencing in organized crime – Legal issues under IPC and Indian Evidence Act. d. The close linkage between organized crime and terrorism e. Maharashtra Control of Organized Crime Act, 1999 & Gujarat Control of Terrorism and Organized Crime Bill 2015. f. Issues & law related to Internal Security – The National Security Act, 1980. – Armed Forces (Special Powers) Act (AFSPA) 1958</p>		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(9-16)	Critically evaluate the contributions of different schools of thought to our understanding of organized crime.	REVISION, CASE LAWS DISCUSSION.
<p>MODULE – III: Profiles of Organized Criminal Gangs</p> <p>a. Vardharaja Mudaliar Gang – Dawood Ibrahim Gang – Chota Rajan Gang – Veerappan Gang of Karnataka b. Babloo Srivatsava and Irfan Goga Gangs – Arun Gawli and Amar Naik Gang c. Latif Gang – Rashid Gangs</p>		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(17-24)	Identify the main characteristics, activities, act others, and forms of organized crime	REVISION, CASE LAWS , DISCUSSION
<p>MODULE- IV: ORGANIZED CRIME IN TRANSNATIONAL JURISDICTION AND NOTORIOUS ORGANIZED CRIME IN GLOBAL PARAMETER</p> <p>a. Features of transnational organized crime b. Indian’s perspective on transnational organized crime c. Naples Declaration and Global Action Plan 24 Dec. 1994 – Role of United Nations in preventing international crime d. Organized crime in the United States – Colombian drug trafficking gangs e. Jamaican possess – Chinese Organized crime – Triads in Hong Kong – Japanese Organized crime f. Vietnamese Organized crime – South African crime syndicate – a Russian crime syndicate</p>		

UNIT 4	Learning Objective	Assessment/Evaluation
DAY(24-32)	Critically analyses organized crime policy at the local and international levels. Understand and critically assess the macro and micro causes of transnational crime	REVISION, DISCUSSION, CASE LAWS

BIBLIOGRAPHY

RECOMMENDED READING:

BOOKS

1. Organized Crime, Analyzing Illegal Activities, Criminal Structures, and Extra – legal Governance, Klaus von Lampe – John Jay College of Criminal Justice, City University of New York, August 2015, SAGE Publications, Inc
2. Abadinsky, Howard. 2009. *Organized crime*. 9th ed. Belmont, CA: Thomson Wadsworth.
3. Albanese, Jay S. 2007. *Organized crime in our times*. 5th ed. Newark, NJ: LexisNexis.
4. Grennan, Sean, and Marjie T. Britz. 2005. *Organized crime: A worldwide perspective*. Upper Saddle River, NJ: Pearson Prentice Hall.
5. Mallory, Stephen. 2007. *Understanding organized crime*. Sudbury, MA: Jones and Bartlett.

JOURNALS / ARTICLES

1. The growth and activities of organized crime in Bombay, Charles M, International Social Science Journal (2001) 53(169) 359 – 367
2. Introduction: Drug Trafficking, Organized Crime, and Public Policy for Drug Control, Schiray M International Social Science Journal (2001) 53(169) 351 – 358
3. Transnational Organized Crime in India: A New Framework of Analysis, Ahmed N, European Journal of Social Sciences Studies (2017) 2(5) 33 – 49
4. Barnes, Nicholas. "Criminal Politics: An Integrated Approach to the Study of Organized Crime, Politics, and Violence." *Perspectives on Politics* 15, no. 4 (2017): 967 – 987.
5. Gøtzsche, Peter. "Deadly medicines and organized crime." *How Big Pharma has corrupted healthcare*. London: Radcliffe (2013).

FURTHER READING:

BOOKS

1. Organised crime, Wright A, Taylor and Francis, (2013), 1 – 237
2. National Strategic Assessment of Serious and Organised Crime 2018, National Crime Agency, (2018) 58
3. Crime as an enterprise? The case of "transnational organised crime", Edwards A Gill P, Crime, Law and Social Change

4. *The Economics of Organised Crime*, Cambridge University Press, (1996)
5. Fijnaut, Cyrille, and Letizia Paoli, eds. *Organised crime in Europe: Concepts, patterns and control policies in the European Union and beyond*. Vol. 4. Springer Science & Business Media, 2007.
6. Galeotti, Mark, ed. *Global crime today: the changing face of organised crime*. Routledge, 2014.
7. Allum, Felia, and Renate Siebert, eds. *Organised crime and the challenge to democracy*. Routledge, 2004.
8. Ellis, Stephen. *This present darkness: A history of Nigerian organized crime*. Oxford University Press, USA, 2016.
9. Woodiwiss, Michael. *Gangster capitalism: The United States and the global rise of organised crime*. 2005.
10. Mills, Hannah, Sara Skodbo, and Peter Blyth. "Understanding organised crime: Estimating the scale and the social and economic costs." United Kingdom Home Office Research Report 73 (2013).

JOURNALS / ARTICLES

1. How organised is organised cybercrime? Lusthaus J, *Global Crime* (2013) 14(1) 52 – 60
2. Reducing and preventing organised crime: An evidence-based critique, Levi M Maguire M, *Crime, Law and Social Change* (2004) 41(5) 397 – 469
3. Organised crime, occupations and opportunity, Kleemans Evan de Bunt H, *Global Crime* (2008) 9(3) 185 – 197
4. Organised Crime Around the World, Adamoli SDI Nicola A Savona E, *European Institute of Crime Prevention and Control* (1998) 187
5. Money for Crime and Money from Crime: Financing Crime and Laundering Crime Proceeds, Levi M, *European Journal on Criminal Policy and Research* (2015) 21(2) 275 – 297
6. Organized crime and the efforts to combat it: A concern for public health, Reynolds LMckee M, *Globalization and Health*
7. Italian Organized Crime: Mafia Associations and Criminal Enterprises, Paoli L, *Global Crime* (2004) 6(1) 19 – 31
8. Proactive policing and the assessment of organized crime, Verfaillie K Vander Beken T, *Policing: An International Journal of Police Strategies & Management* (2008) 31(4) 534 – 552
9. Organized Crime and Trust: On the conceptualization and empirical relevance of trust in the context of criminal networks, von Lampe K Ole Johansen P, *Global Crime* (2004) 6(2) 159 – 184
10. Examining the links between organized crime and corruption, *Trends in Organized Crime* (2010)

CASES FOR GUIDANCE

1. Ranjit Singh Brahmajeet Singh vs State of Maharashtra & Others on 7 April 2005
2. Zameer Ahmed Latifur Rehman vs State of Maharashtra & Others on 23 April 2010
3. State of Maharashtra vs Bharat Shanti Lal Shah & Others on 1 September 2008
4. Ranjit Singh Brahmajeet Singh vs The State of Maharashtra, through on 16 July 2004
5. Govind Sakharam Ubhe vs The State of Maharashtra on 11 June 2009
6. Altaf Ismail Sheikh vs The State of Maharashtra and Others on 5 April 2005
7. Sherbahadur Akram Khan and 6 Others. vs The State of Maharashtra on 8 December 2006
8. Om Prakash Shrivastava Babloo vs State of NCT of Delhi & Others. on 15 October 2009
9. Appa Prakash Haribhau Londhe vs State of Maharashtra and on 24 July 2006
10. Ashok Gyanchand Vohra vs The State of Maharashtra and Others on 22 December 2005
11. Mohd. Farooq A.G. Chipa Rangari vs State of Maharashtra on 6 August 2009
12. John D'Souza vs Assistant Commissioner of on 30 April 2007
13. The State of Maharashtra vs Rahul Ramchandra Taru on 6 May 2011
14. Chenna Boyanna Krishna Yadav vs State of Maharashtra & Others on 8 December 2006
15. The State of Maharashtra vs Jagan Gagan Singh Nepali on 5 August 2011
16. State Govt of NCT of Delhi vs Khalil Ahmed on 23 April 2012
17. State vs Satya Parkash on 3 November, 2011
18. Lalit Somdatta Nagpal vs Shri K.K. Pathak, S. Inspector on 11 March 2005
19. Shabbir Mohammed Hussain Shaikh vs The State of Maharashtra on 25 August 2006

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR SESSION PLAN

1. Session Plan Information	
Subject & Code: INDIAN LEGAL & CONSTITUTIONAL HISTORY BBL/BCL/BAL- 602/603/604	Name: Asst. Prof. Charu Bhardwaj
Semester : VI Semester	Length of Period:60 Mins
Session: (Jan 2024-June2024)	Total : 32 Hrs.

Course Outcomes: At the end of the course students will be able to:

CO1: relate to law, legal institutions and administration system in India during British Rule

CO2: critically analyse the colonial rule till independent India

CO3: evaluate the present legal system in context of the Legal and Constitutional History of the colonial period

CO4: develop an analogy with regard to growth of Administrative, Judicial and Legislative institutions in Colonial India to get an appropriate insight of the present institutions

PEDAGOGY: Lectures method, Case study etc.

Teaching Aids: PPTs, Word Files, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Legal and Constitutional History
- (b) Assignments/ Case study/ Class participation etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + Judgment writing and Presentation + Viva

Session Plan:

UNIT-I Legal System in Ancient India - Legal literature, Role of Smriikaras - Manu, Brihaspati, Narada, Yagyavalakya, Sources of law, Concept of Dharma, Law making and Custom Human and Divine law		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-8)	CO1: relate to law, legal institutions and administration system in India during British Rule	REVISION, DISCUSSION.
UNIT-II Administration of Justice in India - Judicial Institutions, Court of Guilds, Role of Village Panchayats, Government setup under Mughal Rulers, Sources and Character of Muslim Law		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(9-16)	critically analyze the colonial rule till independent India	REVISION, CASE LAWS DISCUSSION.
UNIT III Administration of Justice in the Presidency Towns, Development of Courts and Judicial Institutions under East India Company. Adalat system of Warren Hastings and his Judicial Plans, Regulating Act, Formation of Supreme Court		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(17-24)	critically analyze the colonial rule till independent India	REVISION, CASE LAWS , DISCUSSION
UNIT-IV The Indian High Court Act 1861 and 1911, High Court under Indian Constitution Government of India Act 1915, Privy Council as a Court of Appeal, Federal Court		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(24-31)	Evaluate the present legal system in context of the Legal and Constitutional History of the colonial period	REVISION, DISCUSSION, CASE LAWS
UNIT-V		

Act of 1813, 1833, Indian Council Act 1861, Government of India Act 1909, 1919, 1935, Legal Profession and Indian Bar Council Act 1926, the Advocate and 1961.	
UNIT 4	Learning Objective
DAY(31-38)	Develop an analogy with regard to growth of Administrative, Judicial and Legislative institutions in Colonial India to get an appropriate insight of the present institutions

REFERENCE

- 1 M.P. Jam, Outlines of Indian Legal History
- 2 Abdul Hamid, Constitutional and Legal History of India
- 3 A.B. Keith, Constitutional History of India
- 4 V.D. Kulshreshtra - Legal and Constitutional History of India
- 5 F.I.V. Sreerivasaamurthy, History for Law Students, Vol. II India
- 6 Kailash Rai History of Courts Legislature and legal Profession in India

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR SESSION PLAN

1. Session Plan Information	
Subject & Code: LAW AND SOCIAL TRANSFORMATION IN INDIA LLM 202	Name:
Semester : II	Length of Period:60 Mins
Session: (Jan 2024-June2024)	Total : 32 Hrs.

LEARNING OUTCOMES

After completing the course, the students will be able -

1. To Understand the importance of Law as an instrument of Social Change.
2. To Understand that law is a product of traditions and culture.
3. To Understand the common law system and institutions in India.
4. To Understand the development of law and legal institutions in India

PEDAGOGY: Lectures method, Case study etc.

Teaching Aids: PPTs, Word Files, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Legal and Constitutional History
- (b) Assignments/ Case study/ Class participation etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5 Legal System in Ancient India - Legal literature, Role of Smriikaras - Manu, Brihaspati, Narada, Yagyavalakya, Sources of law, Concept of	Quiz (MCQ, related to concerned course objective)

	Dharma, Law making and Custom Human and Divine law	
Skill Development Workshops	5	EML + Teaching Assistance + Case Analysis and Presentation

Session Plan:

MODULE I – LAW, COMMUNITY AND SOCIAL CHANGE		
<p>a. Law as an instrument of social change b. Law as the product of traditions and culture c. Criticism and evaluation in the light of colonization and the introduction of common law system and institutions in India and its impact on the further development of law and legal institutions in India. d. Caste as a divisive Factor-Non-discrimination on the ground of Caste-Acceptance of caste as a factor to undo past injustices. e. Protective discrimination: Scheduled castes, tribes and backward classes f. Reservation, Statutory Commissions, Statutory provisions. g. Language policy and the Constitution: Official language; multi-language system</p>		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-8)	To Understand the importance of Law as an instrument of Social Change.	REVISION, DISCUSSION.
MODULE II – REGION, RELIGION AND THE LAW		
<p>a. Religion as a divisive factor–Secularism as a solution to the problem–Reform of the Law on secular lines: problems and perspectives b. Freedom of religion and non-discrimination based on religion c. Religious minorities and the law. d. Regionalism as a divisive factor - Concept of India as one unit - Right of movement, residence and business; impermissibility of state or regional barriers. e. Equality in matters of employment: the slogan "Sons of the soil" and its practice f. Admission to educational institutions: preference to residents of a state</p>		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(9-16)	To Understand that law is a product of traditions and culture	REVISION, CASE LAWS DISCUSSION.

MODULE III - WOMEN & CHILDREN

- a. Crimes against women - Gender injustice and its various forms.
- b. Role of Women's Commission for Protection of Women Rights.
- c. Role of National Commission for Protection of Child Rights.
- d. Constitutional and other legal provisions related to the Empowerment of women.
- e. Child Labour - Sexual exploitation - Adoption and related problems - Children and education.

UNIT 3	Learning Objective	Assessment/Evaluation
DAY(17-24)	To Understand the common law system and institutions in India.	REVISION, CASE LAWS , DISCUSSION

MODULE IV - MODERNIZATION AND ALTERNATIVE APPROACHES TO LAW

- a. Modernization as a value: Constitutional perspectives reflected in the Fundamental Duties - Modernization of social institutions through law - Reform of family law - Agrarian reform - Industrialization of Agriculture.
- b. Reform of court processes - Criminal law: Plea bargaining; compounding and payment of compensation to victims - Civil law: (ADR) Confrontation Vs. Consensus; Mediation and Conciliation; Lok Adalats - Prison reforms - Democratic Decentralization and Local Self-Government.
- c. The Jurisprudence of Sarvodaya - Gandhiji, Vinoba Bhave, Jayaprakash Narayan - Surrender of dacoits; concept of Gram Nyayalayas.
- d. Socialist thought on law and justice: An enquiry through constitutional debates on the property right.
- e. Indian Marxist critique of law and justice - Naxalite movement: causes and cure

UNIT 4	Learning Objective	Assessment/Evaluation
DAY(24-31)	To Understand the development of law and legal institutions in India	REVISION, DISCUSSION, CASE LAWS

BIBLIOGRAPHY**RECOMMENDED READING:****BOOKS**

1. Marc Galanter (ed.), Law and Society in Modern India (1997) Oxford,
2. Robert Lingat, The Classical Law of India (1998), Oxford
3. U. Baxi, The Crisis of the Indian Legal System, Vikas Publishing House Pvt Ltd, New Delhi, 1982.
4. U. Baxi (ed.), Law and Poverty Critical Essays (1988). Tripathi, Bombay.
5. U. Baxi, Towards A Sociology of Indian Law, Satvahan, 1986.
6. U. Baxi, Indian Supreme Court and Politics, Eastern Book Company, 1980
7. Duncan Derret, The State, Religion and Law in India (1999). Oxford University Press, New Delhi.

8. D.D. Basu, Shorter Constitution of India (1996), Prentice-Hall of India (P) Ltd., New Delhi.
9. Sunil Deshta and Kiran Deshta, Law and Menace of Child Labour (2000)
10. Armol Publications, Delhi. Savitri Gunase Khare, Children, Law and Justice (1997)

FURTHER READING:

BOOKS

1. M.P.Jain, Outlines of Indian Legal History, (1993), Tripathi, Bombay.
2. Sharyn L. Roach Anleu, Law and Social Change, Sage Publications, 2000
3. Elizabeth Kolsky, Colonial Justice in British India, White Violence and Rule of Law, Cambridge University Press, 2010,
4. James Jaffe, Ironies of Colonial Governance, Law, Custom and Justice in Colonial India, Cambridge University Press, 2015
5. Agnes, Flavia, Law and Gender Inequality: The Politics of Women's Rights in India (1999), Oxford
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7. M.N. Srinivas, Social Change in Modern India, Orient Longman India, 2000
8. William Gould, Hindu Nationalism and the Language of Politics in Late Colonial India, Cambridge University Press, 2004
9. Sage Indian Law Institute, Law and Social Change: Indo-American Reflections, Tripathi (1988)
10. J.B. Kripalani, Gandhi: His Life and Thought, (1970) Ministry of Information and Broadcasting, Government of India

[LL.M. Syllabus] [Department of Law] [PIMR, Gwalior]

29

CASES FOR GUIDANCE

Cases such as ‘**Nirbhaya**’ have had a significant impact on society, where the common was talking

about how the law must be, what kind of punishment must be imposed.

1. Vishaka Vs State of Rajasthan 1997
2. Sharaya Bano Vs Union of India 2017
3. Shankari Prasad Vs Union of India 1951
4. Golak Nath Vs State of Punjab 1967
5. Keshvananda Bharti Vs State of Kerala 1973
6. Minerva Mills Vs Union of India 1980
7. AK Gopalan Vs State of Madras 1950
8. Maneka Gandhi Vs Union of India 1978
9. K. Puttuswamy Vs Union of India 2017
10. M.R. Balaji Vs State of Mysore 1962
11. Indira Sawhney Vs Union of India 1993
12. Ajit Singh Vs State of Punjab 1999
13. M. Nagaraj Vs Union of India 2006
14. Ashok Thakur Vs Union of India 2008
15. Mohini Jain Vs State of Karnataka 1992
16. Unni Krishnan J.P. Vs. State of Andhra Pradesh 1993
17. L. Chandra Kumar Vs Union of India 1997
18. Waman Rao Vs Union of India 1981
19. Gian Kaur Vs State of Punjab 1996
20. Aruna Shanbaug Vs Union of India 2011

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN

1. Session Plan Information	
Subject & Code: NATIONAL AND INTERNATIONAL SECURITY LAWS BAL/BBL/BCL-801	Name: Asst. Prof. Aabil Husain
Semester : VIII Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: demonstrate basic conceptual facets of national security and how nations look into this critical element in their policy and strategy

CO1 B: critically analyze the basic instruments of national security and how institutions work in close coordination to define the challenges and address them to secure their national interests both within the borders and at international level

CO2: evaluate national security apparatus of different countries and how they coordinate among themselves.

CO3: write upon security scenario at the international level in terms of terror networks, military modernization, rogue states, nuclear proliferation and environmental security.

CO4: Develop the thought process related to Piracy and Transnational Crime
Food, Water, Environmental Degradation, Drugs and Human Trafficking Cyber Security

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to Investigation, Inquiry and Trial in Bhartiya Nagarik Surkasha Sahinta 2023

(b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05

3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + Comprehensive Viva+ Legal Awareness And to be given by Concern coordinator.

Session Plan:

Syllabus of Unit-1		
National Security		
<ul style="list-style-type: none"> • Nation and Its Security –Defining the Parameters • Role of Institutions and Processes • Role of Planning and Strategy- Country Specific Studies 		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts of National Security and the role of Institutions.	REVISION, DISCUSSION..

Unit 2:		
International Security		
a) International and Regional Security Institutions- Collective and Cooperative Security		
b) Military Modernization and its effects on Regional Security		
c) Coastal and Maritime Security		
d) Mechanisms and Counter measures		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the International and Regional Institutions and Military Modernization and mechanisms	REVISION, DISCUSSION.
Unit 3		
International Security in different theatres		
a) International Security Challenges in		
i. West Asia,		
ii. Central Asia,		
iii. East Asia,		
iv. Southeast Asia,		
v. Europe,		
vi. Americas		
vii. Africa		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the International Security and different theatres and challenges	REVISION, Research Articles, DISCUSSION
Unit-4		
Terrorism and Terror Networks		
a) Insurgency, Terrorism and Militancy-The Conceptual Understanding		
b) Case Study of Select Terror Networks and its Affiliates		
c) Terror Financing, Social Media and Counter-Measures		
d) Role of NGOs and Front Office Organizations		
e) Deradicalization, Civil Society and Negotiations		
f) Counter-Terrorism Initiatives-India, Saudi Arabia, Indonesia, UK and the US.		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Terrorism and terror networks and role of NGOs	REVISION, DISCUSSION.
Unit-5		
Non-Traditional Security Issues		
a) Piracy and Transnational Crime		
b) Food, Water, Environmental Degradation, Drugs and Human Trafficking		

c) Cyber Security		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Non-Traditional Security Laws and piracy and Transnational Crime	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Peter Hough, Shahin Malik , Andrew Moran and, Bruce Pilbeam, International Security Studies: Theory and Practice 1st Edition,2015
 2. Sean Kay, Global Security in the Twenty-First Century: The Quest for Power and the Search for Peace 3rd Edition,
 3. Roland Dannreuther, International Security: The Contemporary Agenda 2nd Edition 4.
- Hough Peter A, Understanding Global Security, London, Routledge, 2008

References:

1. Various Essays and Publications on Civil-Military relations in India, from the following institutes :
 - i. IDSA; CLAWS; RAND Corporation
 - ii. Rooks and Knights; Civil-Military relation in India, R Chandrashekhar,
 - iii. Safeguarding India: Essays on Security and Governance by N N Vohra.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: NATIONAL SECURITY GOVERNANCE AND LAWS BBL/BCL/BAL- 802	Name: Asst. Prof. Charu Bhardwaj
Semester : VIII Semester	Length of Period:60 Mins
Session: (Jan 2024-June2024)	Total : 32 Hrs.

Course Learning Outcomes: At the end of the course Students will be able to;

- **CO1:** demonstrate basic conceptual facets of National Security and its essential attributes
- **CO2:** critically analyze the asymmetrical challenges both at national front and international level
- **CO3:** evaluate crucial jurisdictional issues in the light of new challenges coming in digital era
- **CO4:** develop an analogy in relation to national response to these challenges

PEDAGOGY: Lectures method, Case study etc.

Teaching Aids: PPTs, Word Files, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Legal and Constitutional History
- (b) Assignments/ Case study/ Class participation etc.

Internal Evaluation:

S. No.	Internal Components		Marks
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PR Legal Awareness Program + Viva

Session Plan:

Unit-I: Exploring concepts of National Security		
<ul style="list-style-type: none"> • Dimensions of National Security • Military • Political • Economic • Societal and • Environmental Security 		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-8)	Demonstrate basic conceptual facets of National Security and its essential attributes	REVISION, DISCUSSION.
UNIT-II Asymmetrical Challenges – 1		
<ul style="list-style-type: none"> • Cross Border Terrorism in Jammu and Kashmir • Rise of Ideological conflict-Naxalism • Insurgency Problems in North East 		

UNIT 2	Learning Objective	Assessment/Evaluation
DAY(9-16)	Critically analyse the asymmetrical challenges both at national front and international level	REVISION, CASE LAWS DISCUSSION.
UNIT III Asymmetrical Challenges – 2 a) Environmental Security i. Global Warming; ii. types of Water Conflict, iii. Coastal security. b) Economic Security i. Money Laundering-funding terror & Corruption. ii. Substance and procedure, iii. Parties and service of process, iv. Evidence, Remedy.		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(17-24)	Critically analyse the asymmetrical challenges both at national front and international level	REVISION, CASE LAWS , DISCUSSION
UNIT-IV Asymmetrical challenges-3 a) Small Arms Trafficking b) Drug Trafficking c) Human Trafficking d) Cyber Crime		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(24-32)	Evaluate crucial jurisdictional issues in the light of new challenges coming in digital era	REVISION, DISCUSSION, CASE LAWS
UNIT-V Responses (Lectures-08) a) Legal and Institutional Measures b) Societal and Cultural Engineering c) Defence and Security measures		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(33-40)	Develop an analogy in relation to national response to these challenges	REVISION, DISCUSSION, CASE LAWS

Text Books:

1. India's Internal Security: Issues and Perspectives by Shrikant Paranjpe
2. Maoist Insurgency and India's Internal Security Architecture By E M Rammohun, Amritpal Singh, A K Agarwal
3. India's Security in a Turbulent World by Jasjit Singh
4. India's National Security: A Reader by Kanti P. Bajpai, Harsh V. Pant
5. India in Turmoil: Jammu & Kashmir, the Northeast and Left Extremism by Ved Marwah
6. Indian National Security and Counter-Insurgency: The Use of Force Vs Non-violence By Namrata Goswami
7. Military Strategy for India in the 21st Century, Edited by Lt Gen A K Singh and Lt Gen B S Nagal, Jan 2019, Karvy Publishers, New Delhi.
8. B.H Liddell Hart, Strategy (Second Revised Edition),1991.
9. The New Arthshastra: A Security strategy for India, edited by Gurmeet Kanwal, Harpar Collins.
10. A History of Warfare, John Keegan, 1993
11. The Oxford Handbook of India's National Security, Oxford University Press, 2018
12. On War & Leadership : The Words of Combat Commanders, Owen Connelly, Princeton University Press, 2002
13. Lt Gen A K Singh, Perspective on War in the 21st century, B C Joshi, Memorial Lecture at University of Pune, 2012
14. Grahm Allison, Destined for War- Can America and China Escape Thusydide's Trap, Houghton Mifflin Harcourt.
15. Arun Prakash, "A Strategic Encirclement," The Indian Express November 6, 2017.
16. Sharpening the Arsenal : India's Evolving Nuclear Deterrence Policy, Gurmeet Kanwal, 2017
17. Field Marshall Sam Manekshaw : The Man and his Times, Behram Panthaki, 2014.
18. National Security- Challenges and Priorities, lecture by P Chidambaram, Fen 2013.
19. Threats to India in the coming years, Maj Gen Afsir Kareem, Mar 2015.
20. India's Internal Security : Issues and Perspectives, Shrikant Paranjpe,2009
21. Indian Defence Industry : An Agenda for Making in India, Laxman Behera, 2016.
22. Pushpita Das, Coastal Security: The Indian Experience, IDSA Monograph Series No. 22,2013
23. Essays on Aerospace Power, Air Marshal, Vinod Patney, Lancer Publications.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR**

1. Session Plan Information	
Subject & Code: PROBATION AND PAROLE BBL/BAL- 1002	Name: Asst. Prof. Charu Bhardwaj
Semester : X Semester	Length of Period:60 Mins
Session: (Jan 2024-June2024)	Total : 32 Hrs.

Course Outcomes: At the end of the course, students will be able to:

CO1: Demonstrate the significance of Probation & Parole.

CO2: Analyse the prison reform system in India- post and pre independence

CO3: Evaluate the regulatory framework of the probation of offenders act

CO4: Develop knowledge of various laws related to Probation & Parole along with the prescribed formalities

PEDAGOGY: Lectures method, Case study etc.

Teaching Aids: PPTs, Word Files, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to Legal and Constitutional History

(b) Assignments/ Case study/ Class participation etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + Mock Interview and Viva

Session Plan:

Unit-I: Introduction: The Relevance of Probation to Prison Reform: An Approach to Restorative Justice		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-8)	Demonstrate the significance of Probation & Parole	REVISION, DISCUSSION.
UNIT-II Law of Probation in India: Probation of Offenders Act, 1958		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(9-16)	Analyze the prison reform system in India- post and pre independence	REVISION, CASE LAWS DISCUSSION.

UNIT III Powers and Obligations under Probation of Offenders Act, 1958		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(17-24)	Analyze the prison reform system in India- post and pre independence	REVISION, CASE LAWS , DISCUSSION
UNIT-IV Parole, Nature of Parole, Authority for granting parole, Supervision paroles, Parole and conditional release, Release of the offender		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(24-32)	Evaluate the regulatory framework of the probation of offenders act	REVISION, DISCUSSION, CASE LAWS
UNIT-V Parole system: Concept and distinction with the probation system		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(33-40)	Develop knowledge of various laws related to Probation & Parole along with the prescribed formalities	REVISION, DISCUSSION, CASE LAWS

Books Recommended:

1. Ahmmad s, criminology aand penology, Central law Agency, Alhabadiddiqui
2. Iyer, Prospective in Criminology, Law and Social Change;
3. Ross, H. Lawrence (Ed.), Law and Deviance (1981); 64
- 4 Sutherland, E. and Cressy, Principles of Criminology (1989);
5. Walker, N., Crime and Criminology (1961): A Critical Introduction (1987);
6. J.M. Sethna, Society and to Criminal (2003); A. Siddique, Criminology: Problems and Perspectives, Central Law Agency. Lucknow

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: White Cooler Crime BBL- CCG 1004	Name: Asst. Prof. Aabil Husain
Semester : IX Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1A: Demonstrate familiarity with the various definitions of white-collar crime.

CO1 B: Study the white collar crimes in India

CO2: Explain the remedies to combat against white collar crime

CO3: Evaluate the prevention of corruption act

CO4: Develop the knowledge of The Money laundering act 2002

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to white Cooler Crime
- (b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		10
2.	Assignment 1		02
3	Assignment 2		02
4	Assignment 3		02
5	Skill Development Workshops		04
Total			20

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	10	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	2	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	2	Presentation (related to concerned course objective)
Assignment 3	2	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	4	EML + PD WORKSHOP + Comprehensive Viva And to be given by Concern coordinator.

Session Plan:

UNIT-I Introduction a. Nature, Concept & Scope of White Collar Crime b. Classification of White Collar Crime c. Sutherland's view on White Collar Crime d' Criticism of Sutherland,s view on White Collar Crime		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts of White Cooler Crime	REVISION, DISCUSSION..
Unit 2: White Collar Crime in India a. Hoarding, Black-marketing & Adulteration b. Tax evasion c. white collar crime in different professions Medical, Engineering' Legal' Educational Institutions d. White collar crime in Business e. Fake employment / placement rackets		
UNIT 2	Learning Objective	Assessment/Evaluation

DAY(8-15)	To know the White collar crime in Business e. Fake employment / placement rackets	REVISION, DISCUSSION.
Unit 3 Remedies to combat White Collar crime a. White collar crime vs' Traditional crime b. Judicial response to White collar crime c. Remedial measures to curb White Collar Crimes		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the Remedial measures to curb White Collar Crimes	REVISION, Research Articles, DISCUSSION
Unit-4 the Prevention of Corruption Act, 1988 a. b. C. d. e. Salient features of the Act Offences committed by Public Servant & bribe giver Sanction for Prosecution Presumption where public servant accepts gratification Prosecution and Penalties		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Salient features of the Act Offences.	REVISION, DISCUSSION.
Unit-5 The Prevention of Money Laundering Act, 2002 a. Salient features of the Act b, Definition & Scope of Money Laundering c. Survey, Search & Seizure, Attachment Powers to arrest under the Act Adjudication by the Adjudicating authorities & Special Courts Obligation of banking companies, financial institutions and Intermediaries		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Powers to arrest under the Act Adjudication by the Adjudicating authorities & Special Courts Obligation of banking companies, financial institutions and Intermediaries	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. S.P. Singh, Socio- Economic Offences (1st Ed., 2005, Reprint 2015)

2. Ahmed Siddiqui, Criminology: Problems and Perspectives (4th Ed., 1997)
3. Seth and Capoor, Prevention of Corruption Act with a treatise on Anti- Corruption Laws (3rd Ed., 2000)
4. C. Mehanathan, Law on Prevention of Money Laundering in India (201'41
5. N,V Paranjap

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR**

1. Session Plan Information	
Subject & code: Bankruptcy and Insolvency BAL -1004	Name: Asst. Prof. Ishani Pathak
Semester: X Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: Relate with the provisions and evolution of the insolvency and Bankruptcy code, 2016.

CO1 B: Understand the concept of corporate insolvency resolution process: legal provisions.

CO2: Appraise the process of liquidation of corporate person: Initiation of liquidation.

CO3: Illustrate the regulatory framework of bankruptcy order for individuals and partnership firms.

CO4: Demonstrate the regulatory framework of professional and ethical practices for insolvency practitioners.

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PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Bankruptcy and Insolvency.
- (b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + PR-LEGAL AWARENESS PROGRAM AND PRSENTATION + COMPREHENSIVE VIVA And to be given by Concern coordinator.

Session Plan:**Syllabus of Unit-1**

Bankruptcy and insolvency-concept and evolution, historical development of insolvency laws in India, reports of the insolvency reforms committee, need for the insolvency and bankruptcy code, 2016, overall scheme for insolvency and bankruptcy code,2016. Important definitions, institutions under insolvency and bankruptcy code, 2016.

UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concept and evolution of bankruptcy and insolvency.	REVISION, DISCUSSION..
Unit 2: Corporate insolvency resolution process: Legal provisions, Committee of Creditors, Procedure, Documentation, Appearance, Approval, Insolvency resolution of corporate person: contents of resolution plan, submission of resolution plan and approval of resolution plan.		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To understand the concept and working of corporate insolvency resolution process and insolvency resolution of corporate person.	REVISION, DISCUSSION.
Unit 3 Liquidation of a corporate person: initiation of liquidation, powers and duties of liquidator, Liquidation estate: dissolution of corporate debtor; distribution of assets Voluntary liquidation of companies: procedure for voluntary liquidation; initiation of liquidation; effect of liquidation; appointment; remuneration; powers and duties of liquidator, completion of liquidation.		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept of liquidation, powers and its various procedures.	REVISION, Research Articles, DISCUSSION
Unit-4 Bankruptcy order for individuals and partnerships firms: background; overview of the provisions; adjudicating authority; appeal against order of DRT; Appeal to supreme court.		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the bankruptcy order for individuals and partnership firms.	REVISION, DISCUSSION.
Unit-5 .Professional and ethical practices for insolvency practitioners: responsibility and accountability of insolvency practitioners, code of conduct; case studies; and practical aspects.		
UNIT 5	Learning Objective	Assessment/Evaluation

DAY(35-40)	To understand the professional and ethical practices for insolvency practitioners.	REVISION, DISCUSSION.

Suggested Reading:

References:

1. V.S. Datey, guide to insolvency and bankruptcy code, Taxmann, 7th Edition,2019.
2. Dr. Avadesh Ojha & CS Amit Baxi, insolvency & bankruptcy code, law and practice with insolvency courts-Nelt & Nelat, IBC Vis-à-vis companies Act, Sarfaesi, Drt & other laws(2020) , Tax publishers.
3. V.S. Wahi, Treatise on insolvency and bankruptcy code, Wadhwa publishing house, 3rd edition,2019.
4. CS (Dr.) D.K. Jain, Bharat's guide to insolvency and bankruptcy code, bhara law house Pvt. Ltd, 2nd edition, 2019.
5. Ashish Makhija, Insolvency and bankruptcy code case digest, Bloomsbury Professional India, 2nd Edition, 2020.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: Criminal Law-II (Criminal Procedure Code & Juvenile Delinquency) BAL/BBL/BCL-404	Name: Dr. Sunita Arya
Semester : IV Semester	Length of Period:60 mins
Session: (JAN2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: Understand of the aspects of criminal justice or law and its relationship to larger social issues and constitutional perspectives

CO1 B: Develop the capacity how can register a F.I.R and fair trial process and rights and duties of police & arrested person

CO2: Identify and apply the principles of criminal law covered in the course which are related to the Framing of Charge and Session Trial, warrant Trial, Summons Trial and Summary Trial

CO3: Explain and apply concept related to the Appeal, revision and Review in Criminal Law

CO4: Develop the thought process related to Juvenile Justice and Probation with laws and latest amendments

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, Mock trial

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Investigation, Inquiry and Trial in BhartiyaNagarikSurkashaSahinta 2023
- (b) Compare BNSS Provisions with CR.P.C 1973 provisions.
- (c) Assignments/ Research Articles / Class participation/ Mock trial etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)

Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + Comprehensive Viva And to be given by Concern coordinator.

Session Plan:

Syllabus of Unit-1

Introductory, Pre – Trial processes

Introductory

1. The rationale of criminal procedure the importance of Fair Trial
2. Constitutional perspectives of fair trial: Articles 14, 20, 21,
3. Organization of Police, Prosecutor, Defense Counsel and Prison Authorities along with their duties, functions and powers.

Pre – Trial processes: Arrest

1. The distinction between cognizable and non-cognizable offences: relevance and adequacy problems
2. Steps to ensure accuser’s presence at trial: warrant and summons
3. Arrest with and without warrant (Section 70-73 and 41)
4. The absconder’s status (82, 83and 85)
5. Rights of an arrested person
6. Right to know ground of arrest (sec 50(1), 55, 75)
7. Right to be taken to magistrate without delay (Sec 56-57)
8. Right to not being detained for more than 24 hours (Sec 57); Article 22 (2) of the Constitution of India
9. Right to consult legal practitioner, legal aid and the right to be told of rights to bail
10. Right to be examined by a medical practitioner (Sec 54)

Search and Seizure

1. Search warrant (Sec 83, 94, 97, 98) and search without warrant (Sec 103)
2. Police search during investigation (Sec 153, 165, 166)
3. General principles of search (Sec 100)
4. Seizure (Sec 102)
5. Constitutional aspects of validity of search and seizure proceedings

UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts of Fair Trial and and General Principals of investigation and arrest by the police officer	REVISION, DISCUSSION..

Unit 2:

FIR, Trial Process

Pre-Trial Process: FIR

1. F.I.R. (sec. 154)

<p>2. Evidentiary value of F.I.R. (See Section 145 and 157 of Indian Evidence Act Trial Process</p> <ol style="list-style-type: none"> 1. Commencement of proceedings: Section 200, 201, 202) 2. Dismissal of complaints (Sec 203, 204) 3. Bail: concept, purpose: constitutional overtones 4. Bailable and non-bailable offences (Sec. 436, 437, 439) 5. Cancellation of bail (Sec 437(5)) 6. Anticipatory Bail (Sec. 438) 7. Appellate bail Powers (Sec 389(1), 395(1), 437(5)) 8. General principles concerning Bond (Sec 441-450) 		
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UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the F.I.R and how to register F.I.R by the police officer and Bail Provisions and anticipatory Bail	REVISION, DISCUSSION.

<p>Unit 3 Fair Trial</p> <ol style="list-style-type: none"> 1. Conception of fair trial 2. Presumption of innocence 3. Venue of trial 4. Right of the accused to know the accusation (Section 221-224) 5. The right must generally be told to the accused's presence (Sec 221-224) 6. Right to cross-examination and offering evidence in defense: the accused's statement 7. Right to speedy trial <p>Charge</p> <ol style="list-style-type: none"> 1. Framing of charges 2. Form and content of Charge (Sec 211, 212,216) 3. Separate charge for distinct offence (Sec 218-223) 4. Discharge- Pre-Charge evidence <p>Preliminary Pleas to Bar the Trial</p> <ol style="list-style-type: none"> 1. Jurisdiction (Sec 26, 177-188, 461-462, 479) 2. Time limitations: rationale and Scope (Sec 468-473) 3. Pleas of autrefois acquit and autrefois convict (Sec 300 and 22 (d)) 4. Issue estoppel 5. Compounding of offences 		
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UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand Trial Stage and know about the session trial, warrant trial, summary trial and summons trial	REVISION, Research Articles, DISCUSSION

<p>Unit-4</p> <ol style="list-style-type: none"> 1. Form and content (Sec. 354.) 2. Summary trial 		
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3. Post conviction orders in lieu of punishment: emerging penal policy (Sec 360-361 and 31) 4. Compensation and cost (Sec 357, 358) 5. Modes of providing judgments (Sec 353, 362, 363) Appeal , Review and Revision 1. No appeal in certain cases (Sec 372, 375 and 376) 2. The rationale of appeals, Review, revision 3. The multiple range of appellate remedies 4. Supreme court of India (Sec. 374,379, Art. 31, 132, 134, 136) 5. High Courts (Sec 374) 6. Session Court (Sec 374) 7. Special right to appeal (Sec 380) 8. Government appeal against sentencing (Sec 377, 378) 9. Judicial power in disposal of appeal (Sec 368) 10. Legal aid in appeals 11. Revisional jurisdiction (Sec 397-405) 12. Transfer of cases (Sec 406, 407)		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Judgment given by the Court and know that Appeal Review and Revision	REVISION, DISCUSSION.
Unit-5 Juvenile Delinquency 1. Nature and magnitude of the problem 2. Causes 3. Juvenile court system 4. Treatment and rehabilitation of juvenile offenders 5. Juvenile and adult crimes 6. Legislative and judicial protection of juvenile offenders 7. Juvenile justice (Protection and Care of Children) Act 2000 Probation 1. Probation of offender’s law 2. The judicial attitude 3. Mechanism of probation: standard of probation services 4. Problems and prospects of probation 5. The suspended sentences		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Juvenile Delinquency and Juvenile Justice Protection and Care of Children Act 2000	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. RatanLal and DheerajLal, Criminal Procedure Code (2017)
2. D.D. Basu, Criminal Procedure Code (2019) Lexisnexis
3. R.V. Kelkar, Lectures on Criminal Procedure Code (2020), EBC
4. R.V. Kelkar, Code of Criminal Procedure
5. Woodroffe: commentaries on Code of Criminal Procedure, 2Vol. (2000) Universal

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR**

1. Session Plan Information	
Subject & code: Information and Technology offences BCL -1001	Name: Asst. Prof. Ishani Pathak
Semester: X Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: Demonstrate the scope and significance of IT.

CO1 B: Understanding the cyber space, digital security, online privacy etc.

CO2: Analyze the Information Technology Act 2000

CO3: Study the evolution of the cybercrime and real-world cases.

CO4: Evaluate the National Cyber security policy 2013

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PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to IT Offences
- (b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + PR-LEGAL AWARENESS PROGRAM AND PRSENTATION + COMPREHENSIVE VIVA And to be given by Concern coordinator.

Session Plan:**Syllabus of Unit-1**

Scope and significance- Information technology-international endeavors-Indian scenario

UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concept of information and technology in international and Indian scenario	REVISION, DISCUSSION..
Unit 2: Definitions- Cyber space, cybersquatting, cyber privacy, database, domain name, digital signatures, digital security, e-governance, encryption, online privacy, online dispute resolution, world wide web.		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To understand the concept of cyber space, cybersquatting, cyber privacy, database, domain name, digital signatures, digital security, e-governance, encryption, online privacy, online dispute resolution, world wide web.	REVISION, DISCUSSION.
Unit 3 Information Technology Act, 2000, -object and scope-prospects, problems and drawbacks of the IT Act-Jurisdictional perspectives and challenges-Adjudication and dispute resolution, Authorities under the Act-Liabilities under the Act.		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept, object and scope and various challenges of Information technology act, 2000	REVISION, Research Articles, DISCUSSION
Unit-4 Evolution of Cyber Crimes and Real-World cases: Definition and nature, evolution of cybercrime, classification of cybercrimes, reasons for computer vulnerability, computer contaminant, Real world cases-Online banking, credit card frauds, Identity theft, crime relating to social networking websites and social media.		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To	REVISION, DISCUSSION.
Unit-5 National Cyber security policy, 2013: History, aim and objectives, Nature and scope, strategies, securing e-governance service, cyber terrorism and cyber security, Promotion research and development in cyber security.		

UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts, aim and objectives, nature and scope and strategies of National Cyber security policy, 2013.	REVISION, DISCUSSION.

Suggested Reading:

References:

1. Information Technology Act, 2000.
2. Information Technology (certifying authorities) rules.
3. The cyber regulations appellate tribunal (procedural) rules
4. Cyber law, Pawan Duggal, university law publication, 2017.
5. Cyber forensics in India: A legal perspective, universal law publications, 2019.
6. Relevant provisions of IPC, IEA & Cr, P.C

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & code: Labour & Industrial law-II BAL-801	Name: Asst. Prof. Ishani Pathak
Semester: VIII Semester	Length of Period:60 mins
Session: (Jan2024-June 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: Actuate the laws relating to industrial relations

CO1 B: Analyze the basic and use of minimum wages act, 1948 for the protection of rights of Labour.

CO2: Devise the skills to adhere the concepts of social security and wages problems in industries.

CO3: Solve the Labour welfare problems with the help of proper mechanism.

CO4: Develop the approach to learn the enquiry procedural and industrial discipline.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Labour & Industrial Law
- (b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + PR-LEGAL AWARENESS PROGRAM AND PRSENTATION + COMPREHENSIVE VIVA And to be given by Concern coordinator.

Session Plan:

Syllabus of Unit-1 General Introduction <ol style="list-style-type: none"> Industrial Jurisprudence Labour policy in India Industrial revolution in India, evils of industrialization, labour problems Growth of Labour legislation in India. 		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the origin and development of industries I India and to know the concept of industrial jurisprudence.	REVISION, DISCUSSION..
Unit 2: Minimum Wages Act, 1948 <ol style="list-style-type: none"> Concept of minimum wage, fair wage, living wage and need based minimum wage. Constitutional validity of the minimum wages act, 1948 Procedure for fixation and revision of minimum wages act,1948 Fixation of minimum rates of wage by time rate or by piece rate. Procedure for hearing and deciding claims. 		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To understand the concept and working of minimum wages act 1948.	REVISION, DISCUSSION.
Unit 3 The Payment of wages act, 1948 <ol style="list-style-type: none"> Object, scope and application of the act. Definition of wage Responsibility for payment of wages. Fixation of wage period. Time of payment of wage. Deduction which may be made from wages. 		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept of payment of wages act,1948	REVISION, Research Articles, DISCUSSION
Unit-4 Child labour (prohibition & regulation act,1986) <ol style="list-style-type: none"> Definition, object, scope of the act Prohibition of employment of children in certain occupation & process. 		

c. Regulation of condition of work of children d. Miscellaneous e. Penalties, procedures f. Employment of inspector, power g. Repeal and savings		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the importance of child Labour act and its provisions.	REVISION, DISCUSSION.
Unit-5 The Employee's compensation act, 1923 <ol style="list-style-type: none"> a. Definition of dependent, workman, partial disablement and total disablement. b. Employer's liability for compensation <ol style="list-style-type: none"> i. Scope of arising out and in the course of employment. ii. Doctrine of notional extension iii. When employer is not liable. c. Employer's liability when contract or is engaged. d. Amount of compensation e. Distribution of compensation f. Procedure in proceedings before commissioner. g. Appeals h. Retirement benefits <ol style="list-style-type: none"> i. Employee's provident fund and miscellaneous provisions Act ii. Employee's pension scheme, 1995 and family pension scheme iii. Social security for the unorganized sector 		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts and provisions of employee's compensation Act, 1923	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Indian Law Institute, cases and materials on Labour law and Labour relations
2. P.L. Malik, industrial law, eastern book company, 2013
3. Dr. Goswami, Labour and industrial law, central law agency, 2011

References:

6. Surya Narayan Misra, an introduction to Labour and industrial law, Allahabad law agency, 1978

7. S.C. Srivastava, industrial relations and Labour law, Vikas publishing house, new Delhi.
8. Chaturvedi, Labour and industrial law, 2004
9. S.C. Srivastava, commentaries on the factories act, 1948, universal law publishing house, Delhi.
10. H.L. Kumar, workmen's compensation Act, 1923.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & code: Mergers and Acquisitions BCL -1001	Name: Asst. Prof. Ishani Pathak
Semester: X Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: Relate with various procedural aspects of mergers and acquisitions of companies.

CO1 B: Understanding the difference between merger and amalgamation, managerial challenges of mergers and acquisitions.

CO2: correlate with the legal framework involving mergers and acquisitions.

CO3: Formulate the solution to the mergers and acquisitions and intellectual property.

CO4: Illustrate the procedural aspect of cross border mergers and acquisitions.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Mergers and acquisitions
- (b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20

2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + PR-LEGAL AWARENESS PROGRAM AND PRSENTATION + COMPREHENSIVE VIVA And to be given by Concern coordinator.

Session Plan:

Syllabus of Unit-1		
Understanding the basic concept of mergers and acquisitions, types of mergers, reasons of mergers.		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concept of mergers and acquisitions.	REVISION, DISCUSSION..

Unit 2: Strategies of mergers and acquisitions, difference between mergers and amalgamation, managerial challenges of mergers and acquisitions.		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To understand the concept and working of mergers and acquisitions	REVISION, DISCUSSION.
Unit 3 Procedure, stages for mergers and acquisitions, legal framework governing mergers and acquisitions.		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the procedure of stages of mergers and acquisitions.	REVISION, Research Articles, DISCUSSION
Unit-4 Mergers and acquisitions and intellectual property, corporate restructuring after a merger or an acquisition.		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the restructuring of company after a merger or an acquisition.	REVISION, DISCUSSION.
Unit-5 Cross border merger or acquisition, case studies on mergers and acquisitions.		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of cross border merger or acquisitions and to go through cases of merger and acquisitions.	REVISION, DISCUSSION.

Suggested Reading:

References:

1. Mergers and Acquisitions by A.P. Dash.
2. Patrick A, Gaughan (2007), mergers, acquisitions and corporate restructuring , 4/e
Wiley India, New Delhi.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: MUSLIM LAW BCL-406	Name: Asst. Prof. Ishani Pathak
Semester : IV Semester	Length of Period:60 mins
Session: (Jan 2024-June2024)	Total : 40 Hrs.

Course Objective: The objective of this paper is to apprise the students with the laws relating to Muslim family matters governing inheritance, succession, partition, with practical approach.

Course Outcomes:

CO1 A: Understand the origin of muslim law and difference between Shia and Sunni source and schools.

CO1 B: Develop thinking concept of marriage and amp; divorce of muslim law and existing acts.

CO2: Evaluate & amp; gain skills of thinking, analysis, written and verbal presentation of ideas of argument concept of guardianship and maintenance.

CO3: Develop the approach towards the various provisions as related to property distribution in Mumbai.

CO4: Develop the approach towards the various provisions as related to property distribution in muslims.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Property and Easement Law
- (b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05

4	Assignment 3	05
5	Skill Development Workshops	05
Total		40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + SEMINAR PRESENTATION + COMPREHENSIVE VIVA And to be given by Concern coordinator.

Session Plan:

Syllabus of Unit-1		
Origin, school and sources of Muslim law <ul style="list-style-type: none"> e. Origin and development of Muslims f. B. Who is Muslim g. Conversation to Islam h. Nature and history of mohammedan law i. Schools of Muslim law j. Sources of Muslim law k. Siya and Sunni 		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the origin and development of Muslims, to understand the concept of conversation. To know about the schools and sources and division of Siya and Sunni.	REVISION, DISCUSSION..

Unit 2: Marriage and divorce <ul style="list-style-type: none"> f. Marriage g. Iddat h. Muta marriage i. Option of puberty j. Divorce k. Kinds of divorce l. Dissolution of marriage act,1939 		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To understand and know about the concept of marriage and divorce	REVISION, DISCUSSION.
Unit 3 Guardianship and maintenance <ul style="list-style-type: none"> g. Guardianship- elements h. Kinds of guardianship i. Maintenance j. Liability of maintenance k. Mehar l. Kinds of Mehar 		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept of guardianship and maintenance	REVISION, Research Articles, DISCUSSION
Unit-4 Muslim law of property <ul style="list-style-type: none"> a. Hiba: concept, formalities, capacity and revocability b. Wasiyat: concept, formalities c. waqf 		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Concept of hiba, Wasiyat and waqf.	REVISION, DISCUSSION.
Unit-5 Principles of Inheritance under Muslim law. <ul style="list-style-type: none"> i. Parentage and acknowledgement j. Principles of inheritance under Muslim law (Sunni law) 		

k. Succession and death bed transaction		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts and principles of inheritance	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Mulla, Mohammad law
2. Tahir Mahmood, the Muslim law of India, LAW book company, 1980
3. Dr. Paras Ahmed, Muslim Law in Modern India
4. Aquil Ahmed, Mohammedan law
5. Fyzee, Introduction to Mohammedan law
6. Schat, Mohammedan jurisprudence
7. Coulson, Principles of mohammedan

References:

1. B.M. Gandhi, Family law, Eastern book company, 2015.
2. Paras Diwan, family law, Allahabad law agency, 2001
3. Mulla, principles of mohammedan law, lexis nexis,2016
4. A.A.A. Fyzee, outlines of mohammedan law, oxford university press

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-Jun 2024

LAW (HONS.) II SEM

Course: Special Contract

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): AP Ashish Yadav

Telephone : 7999733915

E-Mail : ashish.yadav@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

<ul style="list-style-type: none">• CO1: explore the context and rationale of specific contracts of Indemnity, Guarantee, Bailment, Pledge and Agency.
<ul style="list-style-type: none">• CO2: demonstrate the principles and doctrines that guide such contracts.
<ul style="list-style-type: none">• CO3: correlate an understanding of the legal concepts involved in such contracts.
<ul style="list-style-type: none">• CO4: criticize what rights and duties parties acquire under such contracts.
<ul style="list-style-type: none">• CO5: collaborate the relation such specific contracts have with our day to day commercial activities and their impact on the social and economic front.

Course Pedagogy:

Lecture, PPT., Case study, Discussion

Course Readings:

Text Books:

1. Pollock & Mulla, *Indian Contract and Specific Relief Act*, Lexis Nexis, 2013(14th Edn)
2. Avtar Singh, *Law of Partnership*, Eastern Book Company, 2012 (4th Edn)
3. Avtar Singh, *Law of Contract and Specific Relief*, Eastern Book Company, 2013 (11th Edn)

References:

1. Avtar Singh, *Sale of Goods*, Eastern Book Company, 2011 (7th Edn)
2. Michael G. Bridge (ed.), Benjamin's *Sale of Goods*, Sweet & Maxwell, 2013 (8th Edn)
3. P.S. Atiyah, *Sale of Goods*, Pearson Education, 2010 (12th Edn)
4. B.M. Prasad and Manish Mohan, *Khergamvala on the Negotiable Instrument Act*, 2013, Lexis Nexis, 2013 (21st Edn)

5.P. Mulla, *The Sale of Goods and Indian Partnership Act*, Lexis Nexis, 2012 (10th Ed

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Written Assignments	
Presentation	
Research Paper Writing	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	UNIT1	Meaning, Distinction between Indemnity and Guarantee	PPT +Lecture
2.		Right / Duties of Indemnifier	PPT +Lecture
3.		Right / Duties of Indemnifier	PPT +Lecture
4.		Indemnified and Surety,	PPT +Lecture
5.		Discharge of Surety,	PPT +Lecture

6.		Kinds of Guarantee	PPT +Lecture
7.	UNIT 2	Meaning and Distinction,	PPT +Lecture
8.		Rights and Duties of Bailor/Bailee	PPT +Lecture
9.		Rights and Duties of Pawnor/Pawnee	PPT +Lecture
10.		Lien	PPT +Lecture
11.		Termination of Bailment	PPT +Lecture
12.		Kinds of Bailee	
13.	UNIT 3	Definitions of Agent and Principal Appointment of an Agent	PPT +Lecture
14.		Authority of an Agent, Creation of agency: by agreement, Ratification and law	PPT +Lecture
15.		Effects of Agency on Contracts with third person	PPT +Lecture
16.		Personal Liability of agents	PPT +Lecture
17.		Termination of agency	PPT +Lecture
18.	UNIT 4	Nature of Partnership Firm	PPT +Lecture
19.		Rights /Duties of Partners <i>inter se</i>	PPT +Lecture
20.		Rights /Duties of Partners <i>inter se</i>	PPT +Lecture
21.		Incoming and Outgoing Partners	PPT +Lecture
22.		Position of Minor	PPT +Lecture

23.		Dissolution and Consequences	
24.	UNIT 5	Definitions, Distinction between Sale and Agreement to Sale	PPT +Lecture
25.		Conditions and Warranties	PPT +Lecture
26.		Conditions and Warranties	PPT +Lecture
27.		Passing of Property	PPT +Lecture
28.		Passing of Property	PPT +Lecture
29.		Rights of Unpaid Seller and Remedies for Breach of Contract	PPT +Lecture
30.		Revision	

Teaching plan
Session 2023-24
PROGRAM – BBA LL.B.(HONS)

Class: BA, B.COM.,BBA LLB II	Subject Faculty: Dr. Amrapali Sapra
Subject: Legal English & Communication Skills II (BAL 204)	Subject Credit: 4
Session: January to June 2024	Lecture Hours: 32
Objective: This course introduces the basic concepts and practical applications of English language in real life situations and to communicate effectively by using four basic language skills i.e. Reading, Listening, Writing and Speaking.	
Teaching Pedagogy: Lectures, class room discussions, mini projects/assignments, students' presentations, Exercises	

S. No.	Particular Unit Wise	Detailed Topics	No.of Hours	Teaching Pedagogy	Learning Objectives
1	Unit 1	Certain set of expressions, phrases	2	Lecture/ PPT/ Exercises	Learning involves the fundamentals OF English Language and Vocabulary enhancement.
		Foreign words and phrases	2	Lecture/ PPT/ Exercises	
		Total Hours	04		
2	Unit 2	One word substitution	1	Lecture/ PPT/ Exercises	Learning involves enhancement of vocabulary in
		Synonyms	1	Lecture/ PPT/ Exercises	
		Antonyms	1	Lecture/ PPT/ Exercises	

		Homonyms	1	Lecture/ PPT/ Exercises	English language
		Total Hours	04		
3	Unit 3	Idioms and Phrases	2	Lecture/ PPT/Examples	Learning involves enhancement of vocabulary in English language
		Words often confused and misused	2	Lecture/ Text Reading with Explanation and Q & A	
		Total Hours	04		
4	Unit 4	Direct and Indirect Speech	4	Lecture/ PPT/Examples	Students will be able to understand aspects of functional grammar.
		Subject Verb Agreement	4	Lecture/ PPT/Examples	
		Total Hours	8		
5	Unit 5	Letter, Notice, Applications writing	3	Lecture/Summary/ Q & A	To familiarize students about practical aspects of language and enhance their writing skills.
		Report Writing, Notes Taking	2	Lecture/ Text Reading with Explanation and Q & A	
		Classroom Speech, Group Discussion	7	Lecture/ Text Reading with Explanation and Q & A	
		Total Hours	12		

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2024

B.A.LL.B./ BBA LL.B./ B.COM.LL.B. (Hons.) – Batch (2023-2028)

Course: Constitutional Law

Course Code: BAL/ BBL/ BCL-205

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Dr. Hariom Awasthi

Telephone: 8527169778

E-Mail: hariom.awasthi@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1A: Discuss the fundamental Right of Equality and Freedom with reasonable restrictions

CO1B: Describe the Fundamental Right to Life and individual liberties

CO2: Relate the Right to Constitutional Remedies and Judicial Review.

CO3: Illustrate the Directive Principles of State Policy and Fundamental Duties

CO4: Appraise the Procedure of Amendment to the Constitution of India

Course Pedagogy: Lectures method, Case study, Research Articles, PPTs

Course Readings:

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 Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

Unit-I: Fundamental Rights – I		
<p>(a) Definition of “State” for Enforcement of Fundamental Rights: Justifiability of Fundamental Rights, Doctrine of Eclipse, Severability, Waiver</p> <p>(b) Right to Equality (Articles14-18): Doctrine of Reasonable Classification and the Principle of Absence of Arbitrariness, Legitimate Expectations, Principle of Compensatory Discrimination</p> <p>(c) Fundamental Freedom (Article 19): Freedom of Speech and Expression, Freedom of Press and Media; Expansion by Judicial Interpretation of Article19; Reasonable Restrictions(Article19 clause (2) to (5))</p>		
UNIT I	Learning Objective	Assessment/ Evaluation
DAY (1-7)	To know the concepts of State, Right to Equality and fundamental right to freedom	Revision, Discussion
Unit-II: Fundamental Rights – II (Lectures-8)		
<p>a. Right to Life and Personal Liberty (Articles 20-22): Scope and Content (Expansive Interpretation- Right to Privacy, Gays’ Rights, Live-in Relationships, etc.)</p> <p>b. Right to Education (Article 21A): RTE Act, 2009</p> <p>c. Right against Exploitation (Articles23-24): Forced Labour, Child Employment and Human Trafficking</p> <p>d. Freedom of Religion and Cultural and Educational Rights of Minorities(Articles 25-30)</p>		

UNIT 2	Learning Objective	Assessment/ Evaluation
DAY(8-15)	To know the concept of Right to life and personal liberty, Right against exploitation and right to religion.	Revision, Discussion.
Unit-III: Right to Constitutional Remedies a. Writs: <i>Habeas Corpus</i> , <i>Mandamus</i> , <i>Certiorari</i> , Prohibition and <i>Quo-warranto</i> b. Art. 32 and Art. 226 c. Judicial Review d. Writ Jurisdiction and Private Sector		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept of right to constitutional remedies.	Revision, Research Articles, Discussion
Unit-IV: Directive Principles and Fundamental Duties a. Nature and Justiciability of the Directive Principles b. Detailed Analysis of Directive Principles (Articles 37-51) c. Fundamental Duties d. Inter-Relationship between Fundamental Rights and Directive Principles		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Concept of Directive Principles of State Policies.	Revision, Discussion.

Unit-V: Amendment of Constitution		
a. Procedure of Amendment of the Constitution		
b. Doctrine of Basic Structure		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Amendment process of Indian Constitution,	Revision, Discussion.

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2024

B.A.LL.B./ BBA LL.B./ B.COM.LL.B. (Hons.) – Batch (2020-2025)

Course: Environmental Law

Course Code: BAL/ BBL/ BCL-804

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Dr. Hariom Awasthi

Telephone: 8527169778

E-Mail: hariom.awasthi@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 A: Actuate the complex body of knowledge in the field of environmental law & water

CO1 B: Understand land pollution with international guidelines and relevant constitutional provision

CO2: Devise the capacity to identify new law and apply existing law in the rapidly evolving legal context for environmental law and Prevention and Control of Water, Air, Noise and Land Pollution

CO3: Develop the specialist area of environmental law and General Environment Legislations and Protection of Forests and Wild Life

CO4: Compare the environmental aspect on a national level with other countries reference with the relevant international conferences and Human Rights perceptive

Course Pedagogy: Lectures method, Case study, Research Articles, PPTs

Course Readings:

Text Books:

1. Shyam Diwan & Armin Rosencranz, *Environmental Law and Policy in India*, Oxford University Press, 2nd Edition, 2001.
2. P. Leelakrishnan, *Environmental Law in India*, Lexis Nexis, 3rd Edition, 2008
3. Sumeet Malik, *Environment Law*, Eastern Book Company,

References:

1. P. Leelakrishnan, *Environmental Law Case Book*, Lexis Nexis, 2nd Edition, 2006
2. S. C. Shastri, *Environmental Law*, Eastern Book Company, 4th Edition, 2012
3. Gurdip Singh, *Environmental Law in India*, MacMillan Publisher, 2005
4. Sneh Lata Verma, *Environmental Problems: Awareness and Attitude*, Academic Excellence Publishers & Distributors, Delhi, 2007
5. Benny Joseph, *Environment Studies*, Tata McGraw Hill, New Delhi, 2009
6. The Biological Diversity Act, 2002
7. Guidelines to Access to Biological Resources and Associated Knowledge and benefit sharing Regulations, 2014

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

Unit-I: Environmental Protection: International and National Perspective		
a. Introduction		
i. Environment: Meaning		
ii. Environment Pollution: Meaning and Issues		
b. Constitutional Guidelines		
i. Right to Wholesome Environment: Evolution and Application		
ii. Relevant Provisions: Art. 14, 19 (1) (g), 21, 48-A, 51-A(g)		
iii. Environment Protection through Public Interest Litigation		
c. Environmental Laws: India and International		
i. Law of Torts		
ii. Law of Crimes		
iii. Public Nuisance		
iv. Emergence of Environmental Legislations		
UNIT I	Learning Objective	Assessment/ Evaluation
DAY (1-7)	To know the concepts of elements of environmental Pollution and laws	Revision, Discussion
Unit-II: Prevention and Control of Water and Land Pollution		
a. The Water (Prevention and Control of Pollution) Act, 1974		
i. Water Pollution: Definition		
ii. Central and State Pollution Control Boards: Constitution, Powers and Functions		
iii. Water Pollution Control Areas		

iv. Sample of effluents: Procedure; Restraint Order v. Consent requirement: Procedure, Grant/Refusal, Withdrawal vi. Citizen Suit Provision b. Land Pollution		
UNIT 2	Learning Objective	Assessment/ Evaluation
DAY(8-15)	To know the concept of Water Pollution and Laws and Land Pollution and Laws	Revision, Discussion.
Unit-III: Prevention and Control of Water, Air, Noise and Land Pollution a. Air (Prevention and Control of Pollution) Act, 1981 i. Air Pollution: Definition ii. Central and State Pollution Control Boards: Constitution, Powers and Functions iii. Air Pollution Control Areas iv. Consent Requirement: Procedure, Grant/Refusal, Withdrawal v. Sample of Effluents: Procedure; Restraint Order vi. Citizen Suit Provision b. Noise Pollution Control Order, 2000		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept of Air Pollution and Laws and Noise Pollution and laws	Revision, Research Articles, Discussion
Unit-IV: Environment Legislations and Protection of Forests and Wild Life a. Environmental (Protection) Act, 1986 a. Meaning of „Environment“, „Environment Pollutant“, „Environment Pollution“ b. Powers and Functions of Central Govt. c. Important Notifications U/s 6: Hazardous Substance Regulation, Bio-Medical Waste Regulation and Coastal Zone Management, EIA d. Public Participation & Citizen Suit Provision		

b. Laws Related to Forest

- i. Forest Act, 1927
- ii. Kinds of forest – Private, Reserved, Protected and Village Forests
- iii. The Forest (Conservation) Act, 1980
- iv. Forest Conservation vis-a vis Tribals“ Rights

c. The Wild Life (Protection) Act, 1972

- i. Authorities to be Appointed and Constituted under the Act
- ii. Hunting of Wild Animals
- iii. Protection of Specified Plants
- iv. Protected Area
- v. Trade or Commerce in Wild Animals, Animal Articles and Trophies; Its Prohibition

UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Environmental Protection Act, 1986, Forest Act 1927, and Wild Life Protection Act, 1972	Revision, Discussion.

Unit-V: International Environment Laws and Current Trends

a. Introduction to International Environmental Laws

- i. Environmental Law: Human Rights Perspective
- ii. Stockholm Declaration: Brief overview
- iii. Rio-Declaration: Brief Overview
- iv. Important Doctrines: Sustainable Development – Meaning and Scope -

Precautionary Principle: Polluter pays Principle-Public Trust Doctrine

- v. UNEP

b. National Green Tribunal

- i. Constitution

ii. Functions and Powers c. Biological Diversity Act, 2002 i. National Biodiversity Authority (NBA) ii. State Biodiversity Boards (SBBs) iii. Biodiversity Management Committees (BMCs) iv. Access and Benefit Sharing Regulation, 2014		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of International Environmental Laws, NGT and Bio-Diversity Act, 2002	Revision, Discussion.

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2024

B.A.LL.B./ BBA LL.B./ B.COM.LL.B. (Hons.) – Batch (2019-2024)

Course: Law of Carriage

Course Code: BAL/ BBL-1003

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Dr. Hariom Awasthi

Telephone: 8527169778

E-Mail: hariom.awasthi@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1a: Demonstrate an understanding regarding various laws governing different mode of carriage of goods by land.

CO1b: Demonstrate an understanding regarding various laws governing different mode of carriage of goods by Air.

CO2 Deduce the regulatory framework involved in dealing with carriage of goods by sea.

CO3 Relate with these legislations in the current issues involving carriage of goods by ship.

CO4 Use the principles governing multimodal transportation of goods

Course Pedagogy: Lectures method, Case study, Research Articles, PPTs

Course Readings:

- 1) Carriage by Road Act, 2007;
- 2) The Railways Act, 1989.
- 3) The Carriage by Air Act, 1972.
- 4) The (Indian) Bills of Lading Act, 1856;
- 5) The Carriage of Goods by Sea Act, 1925;
- 6) The Merchant Shipping Act, 1958.
- 7) The Multimodal Transportation of Goods Act, 1993.

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

Unit-I: For Carriage of Goods by Land		
Carriage by Road Act, 2007; The Railways Act, 1989.		
UNIT I	Learning Objective	Assessment/ Evaluation
DAY (1-7)	To know the concepts of Carriage of Goods by Land	Revision, Discussion
Unit-II: For Carriage of Goods by Air		
The Carriage by Air Act, 1972.		
UNIT 2	Learning Objective	Assessment/ Evaluation
DAY(8-15)	To know the concept of Carriage by Air	Revision, Discussion.
Unit-III: For Carriage of Goods by Sea		
The (Indian) Bills of Lading Act, 1856; The Carriage of Goods by Sea Act, 1925;		
UNIT 3	Learning Objective	Assessment/Evaluation

DAY(16-25)	To understand the concept of Carriage by Sea	Revision, Research Articles, Discussion
Unit-IV: For Carriage of Goods by Sea by Ship		
The Merchant Shipping Act, 1958		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the concept of Carriage of Goods by Sea by Ship	Revision, Discussion.
Unit-V: For Multimodal Transportation of Goods		
The Multimodal Transportation of Goods Act, 1993.		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Multimodal Transportation of Goods	Revision, Discussion.

Session Plan

Prestige Institute of Management & Research, Gwalior

Session: Jan-Jun2024

BBALL.B – IV Sem

Course: Business Statistics

Course Code: BBL-401

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Dr. Amrita Bhadoriya

Telephone : 7000366121

E-Mail : amrita.bhadoriya86@prestigegwl.org

Office Hours: 09.00 am-4.20 pm

Consulting Hours: 9.00 am-4.20 pm (other than class timings)

Course Pedagogy:

Presentation, Lecture, Board

Course Readings:

Reference books:

Suggested Readings:

- *Agarwal, B.M. (2010). Business Mathematics & Statistics, Ane Books Pvt Ltd.*
- Gupta S.P., Statistics, Sultan Chand and Sons, New Delhi
- Varshaneyya R.P., Statistics, Jawahar Prakashan, Agra
- Shukla and Sahay, Sahitya Bhavan Publication, Agra
- Gupta B.N., Sahitya Bhavan Publication, Agra

Reference Readings:

- Ken Black - Business Statistics (Willey India)
- Gupta S.C. - Fundamental of Statistics (Sultan Chand & Sons)
- Sancheti D.C. - Business Statistics (Sultan Chand & Sons)
- Srivastava,T.N. &Rego, Shailaja-Statistics for Management (Tata McGraw Hill)

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Written Test	40
Assignment, EML, PD workshop and Memorial drafting	
Class Presentation & Quiz	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
PART-A: BUSINESS MATHEMATICS			

1.	UNIT 1	Concept, Scope, Importance and limitations of statistics	Lecture+ board
2.		Functions of statistics, misuse of statistics	Lecture+ board
3.		Planning of statistical enquiry. Collection of data, Editing, Classification and Tabulation of statistical data	Lecture+ board
4.		Census and Sample investigation, Frequency distributions	Lecture+ board
5.		Graphs- Bar diagram, Histograms, Pie diagrams	Lecture+ board
6.		Discussion	Lecture+ board
7.		Revision	Lecture+ board
8.		Revision	Lecture+ board
9.	UNIT 2	Arithmetic mean, weighted arithmetic	Lecture+ board
10.		Mean	Lecture+ board
11.		Median	Lecture+ board
12.		Mode	Lecture+ board
13.		Geometric mean and Harmonic mean	Lecture+ board

14.		Uses and limitations of averages	Lecture+ board
15.		Practice questions	Lecture+ board
16.	UNIT 3	Concept of Dispersion, Methods of measuring Dispersion- Range	Lecture+ board
17.		Quartile deviation	Lecture+ board
18.		Mean deviation	Lecture+ board
19.		Standard deviation	Lecture+ board
20.	UNIT 4	Coefficient of variation	Lecture + board
21.		Coefficient of Skewness- Karl Pearson's and Bowley's method.	Lecture + board
22.		Revision	Lecture + board
23.		Concept and Importance of correlation	Lecture + board
24.		Types of correlation	Lecture + board
25.		Coefficient of correlation by Karl Pearson's	Lecture + board
26.		Spearman's Rank	Lecture + board
27.		and Concurrent deviation method, Probable error	Lecture + board
28.		Revision	Lecture + board

29.	UNIT 5	Meaning, Types of index numbers and its uses,	Lecture + board
30.		Methods of constructing index numbers: Simple aggregative method,	Lecture + board
31.		weighted aggregative methods, Fisher's ideal method.	Lecture + board
32.		Test of adequacy of index number formula- Unit test, Time reversal,	Lecture + board
33.		Factor reversal test, and Circular test,	Lecture + board
34.		Consumer price index number and its implications	Lecture + board
35.		Revision	Discussion.

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan –June 2024

BBA LLB (HON)

Course Code: BBL 203

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Kavita Rana

Telephone: 8959720941

E-Mail: Kavita.rana@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Pedagogy:

Presentation, Lecture, Board

Course Readings:

Reference books:

1. Khan & Jain (2012). Cost Accounting, New Delhi: Tata Mc-Graw Hill Publishing House.
2. Sharma & Shashi K. Gupta (2014). Management Accounting, New Delhi: Kalyani Publishers.
3. Jain/Narangk, Advance Cost Accounting, 8th Rev ed. Kalyani publishers 2014.
4. Saxena V. Vasishth, C, Advance cost accounting and management accounting, 4th edition Sultan Chand and Sons 2015.
5. Cost and Management Accounting, Inamdar, S.M 14th ed. Everest publication 1991.

Course Evaluation Criteria:

Instruments	Marks (Sem II)
Mid-Term Exam	20
Assignment, Class Presentation & Quiz	15
Skill Enhancement	05
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
36.	UNIT1	Concept of cost accounting, Nature, Scope, Objectives and Functions of cost accounting, Advantages and Limitations of cost accounting	PPT +Lecture+board
37.		Methods and Techniques of cost accounting.	PPT +Lecture+board
38.		Advantages and Limitations of cost accounting	PPT +Lecture+board
39.		Elements and Classification of cost, Concept of material control,	PPT +Lecture+board

40.		Economic order quantity,	PPT +Lecture+board
41.		Economic order quantity	PPT +Lecture+board
42.		Methods of pricing material issues,	PPT +Lecture+board
43.		Introduction to Techniques of Costing.	Discussion
44.	UNIT 2	Labour cost management	PPT +Lecture+board
45.		Methods of remuneration	PPT +Lecture+board
46.		Labour turnover, Labour cost control.	PPT +Lecture+board
47.		Classification of overheads, Codification of overheads,	PPT +Lecture+board
48.		Sources of collection of overheads	PPT +Lecture+board
49.		Departmentalization of overhead, Allocation, Apportionment, and Absorption of overheads.	PPT +Lecture+board
50.		Departmentalization of overhead, Allocation, Apportionment, and Absorption of overheads.	PPT +Lecture+board
51.		Departmentalization of overhead, Allocation, Apportionment, and Absorption of overheads.	PPT +Lecture+board

52.	UNIT 3	Preparation of cost sheet Part 1	PPT +Lecture+board
53.		Preparation of cost sheet- Part 2	PPT +Lecture+board
54.		Preparation of cost sheet- Part 3	PPT +Lecture+board
55.		Statement of cost, Tender price, or Quotation price,	PPT +Lecture+board
56.		Statement of cost, Tender price, or Quotation price,	PPT +Lecture+board
57.		Cost Audit and Cost Reduction, Introduction to Job Costing: Batch Costing	PPT +Lecture+board
58.		Contract Costing – Part 1	PPT +Lecture+board
59.		Contract Costing - Part 1	PPT +Lecture+board
60.	UNIT 4	Process Costing- Meaning, Accounting	PPT +Lecture+board
61.		Process Costing- Procedure of costing, Wastage, Scrap, Defectives, and Spoilage	PPT +Lecture+board
62.		Process Costing- Procedure of costing, Wastage, Scrap, Defectives, and Spoilage	PPT +Lecture+board
63.		Treatment of normal, abnormal losses and abnormal gain,	PPT +Lecture+board

64.		Inter-process profit	PPT +Lecture+board
65.		Process Costing- Practical Question	PPT +Lecture+board
66.		Process Costing- Practical Question	PPT +Lecture+board
67.		Process Costing- Practical Question	PPT +Lecture+board
68.	UNIT 5	Concept and Objectives of operating cost	PPT +Lecture+board
69.		Transport services - Concept & Practical Question	PPT +Lecture+board
70.		Transport services – Concept & Practical Question	PPT +Lecture+board
71.		Transport services – Concept & Practical Question	PPT +Lecture+board
72.		Hotel Costing - Concept & Practical Question	PPT +Lecture+board
73.		Canteen Costing – Concept & Practical Question	PPT +Lecture+board
74.		Cinema Costing - Concept & Practical Question	PPT +Lecture+board
75.		Hospital Costing - Concept & Practical Question	PPT +Lecture+board

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-Jun 2024

LAW (HONS.) VI SEM

Course: Conflict of Laws

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): AP Ashish Yadav

Telephone : 7999733915

E-Mail : ashish.yadav@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1: articulate basic conceptual facets of the subject and the fundamental interpretations governing the field
<ul style="list-style-type: none">• CO2: critically analyze the different personal factors dominating the trans-national activities
<ul style="list-style-type: none">• CO3: evaluate crucial jurisdictional issues in the light of English rules and issues relating to sovereign immunity and the status of foreign judgements
<ul style="list-style-type: none">• CO4: develop an analogy with regard to the marital status and child care in the wake of various transactions across the borders and envisages the commercial and tortuous liability with reference to trans-national omissions and commissions

Course Pedagogy:

Lecture, PPT., Case study, Discussion

Course Readings:**Text Books:**

- Setalvad, Atul M. Conflict of Laws 2nd ed. New Delhi: LexisNexis Butterworths Wadhwa Nagpur, 2014
- Briggs, Adrian, The Conflict of Laws Oxford: Oxford University Press, 2002.
- McClean, David and Kisch Beavers, The Conflict of Laws, London: Sweet & Maxwell, 2009.
- Hood, Kirsty J., Conflict of Laws within the U.K. Oxford: Oxford University Press, 2007.

References:

- Collins, Sir Lawrence, Dicey, Morris & Collins on the Conflict of Laws 2 Vols. 14th ed. London: Sweet & Maxwell, 2006.
- Mayss, Abla, Principles of Conflict of Laws 3rd ed. London: Cavendish Publishing Limited, 1998.
- Collier, J. G. Conflict of Laws 3rd ed. London: Cambridge University Press, 2001.

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Written Assignments	
Presentation	
Research Paper Writing	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
76.	UNIT1	a) Meaning of conflict of laws	PPT +Lecture
77.		Definition of country	PPT +Lecture
78.		Need to plead and prove foreign law	PPT +Lecture
79.		Characterization	PPT +Lecture
80.		Challenges	PPT +Lecture
81.		Public policy	PPT +Lecture
82.	UNIT 2	Residence and Domicile, Domicile of corporations,	PPT +Lecture
83.		Domicile and Nationality, Persons liable for deportation and mentally disordered persons	PPT +Lecture
84.		Torts, Contracts and Property, Rome Conventions I and II	PPT +Lecture
85.		Product liability, Unfair competition	PPT +Lecture

86.		Environmental damage, Defamation- Consumer contracts	PPT +Lecture
87.		Jurisdiction over immovable property, Governmental seizure of property	PPT +Lecture
88.	UNIT 3	Traditional English rules, Principles and European rules	PPT +Lecture
89.		International Litigation	PPT +Lecture
90.		Substance and procedure	PPT +Lecture
91.		Parties and service of process	PPT +Lecture
92.		Evidence, Remedy	PPT +Lecture
93.	UNIT 4	Foreign state,	PPT +Lecture
94.		Foreign diplomat	PPT +Lecture
95.		Recognition and enforcement of foreign judgement,	PPT +Lecture
96.		Recognition and enforcement of foreign judgement,	PPT +Lecture

97.		Foreign arbitral awards	PPT +Lecture
98.		Foreign arbitral awards	
99.	UNIT 5	Formalities of marriage, Capacity to marry,	PPT +Lecture
100.		Consanguinity and affinity, Polygamous marriages,	PPT +Lecture
101.		Matrimonial causes, Recognition of divorces, Separations and annulments,	PPT +Lecture
102.		Financial relief	PPT +Lecture
103.		Child care and child abduction,	PPT +Lecture
104.		Child adoption	PPT +Lecture
105.		Revision	

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: CODE OF CIVIL PROCEDURE AND LIMITATION ACT BAL/BBL/BCL- 603	Name: Asst. Prof. Anurag Sharma
Semester : VI Semester	Length of Period:60 mins
Session: (Jan 2024-June 2024)	Total : 40 Hrs.

Course Objective: To equip students with knowledge and skills of the law regarding nature of Civil Suits, Proceeding which is followed in civil courts and knowledge of law of limitation.

Course Outcomes:

CO1 A: Understanding various concepts of civil procedural law such as plaint, written statement and distinction between decree and judgement and decree and order.

CO1 B: Understanding various rules of pleading, particulars of plaint and written statements.

CO2: Applying concepts related to appearance, examination, trial and suits in particular cases.

CO3: Analyze procedures related to appeals, review, revision and reference.

CO4: Evaluating objectives of Limitations Act and period of limitation within which suit has to be instituted in the court.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to civil proceedings

(b) Assignments/ Research Articles / Class participation/etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover

Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + RESEARCH ARTICLE And to be given by Concern coordinator.

Session Plan:

<p>Unit-I: Introduction Concepts. 1. Affidavit, order, judgment, degree, plaint, restitution, execution. decreeholder, judgment- debtor, mense profits, written statement. 2. Distinction between decree and judgment and between decree and order Jurisdiction 1. Kinds 2. Hierarchy of courts 3. Suit of civil nature- scope and limits 4. Res subjudice and resjudicata 5. Foreign judgment - enforcement 6. Place of suing 7. Institution of suit 8. Parties to suit: joinder mis- joinder or non-joinder of parties representative suit 9. Frame of suit: cause of action 10. Alternative disputes resolution (ADR) 11. Summons</p>		
	Learning Objective	Assessment/Evaluation

	Understanding various concepts of civil procedural law such as plaint, written statement and distinction between decree and judgement and decree and order.	REVISION, DISCUSSION..
UNIT 2 Pleading 1. Rules of pleading, signing and verification 2. Alternative pleading 3. Construction of pleadings 4. Plaint: particulars 5. Admission, return and rejection 6. Written statement: particulars, rules of Evidence 7. Set off and counter claim: distinction 8. Discovery, inspection and production of documents 9. Interrogatories 10. Privileged documents 11. Affidavits		
	Learning Objective	Assessment/Evaluation
DAY(8-15)	Understanding various rules of pleading, particulars of plaint and written statements.	REVISION, DISCUSSION.
Unit 3 Appearance, Examination, Trial and Suit in particular cases: 1. Appearance 2. Ex-parte procedure 3. Summary and attendance of witnesses 4. Trial 5. Adjournments 6. Interim orders: commission. arrest or attachment before judgment, injunction and appointment of receiver. 7. Interests or costs 8. Execution - concept General principles 9. Power for execution of decrees 10. Procedure for execution (section 52-54) 11. Enforcement, arrest and detection (ss 55-56) 12. Attachment (ss 65-64) 13. Sale (ss 65-97) 14. Delivery of property 15. Stay of execution Suits in Particular Cases – a. By or against government (ss 79-82). b. By aliens and by or against foreign rules or ambassadors (ss 83-87-A) c. Public nuisance (ss. 91-93) d. Suits by or against firm e. Mortgage f. Interpleader suits g. Suits relating to public charities h. Indigent (Pauper) suits		
UNIT 3	Learning Objective	Assessment/Evaluation

DAY(16-25)	Applying concepts related to appearance, examination, trial and suits in particular cases.	REVISION, Research Articles, DISCUSSION
Unit-4 Appeals, Review, Reference and Revision		1. Appeals from decree and order general provisions relating to appeal 2. Transfer of cases 3. Restitution 4. Caveat 5. Inherent powers of courts 6. Law Reform : Law Commission on Civil Procedure - Amendments
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	Analyze procedures related to appeals, review, revision and reference.	REVISION, DISCUSSION.
Unit-5		
Limitation assists the vigilant and not those who sleep over the rights. 3. Distinction with laches, acquiescence, prescription. 4. Extension and suspension of limitation. 5. Sufficient cause for not filing the proceedings. 6. Illness. 7. Mistaken legal advise. 8. Mistaken view of law. 9. Poverty, minority and purdha. 10. Imprisonment 11. Defective vakalatnama 12. Legal liabilities 13. Acknowledgement-essential requisites 14. Continuing tort and continuing breach of contract 15. Foreign rule of limitation : contract entered into under a foreign law		1. The concept- the law

UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	Evaluating objectives of Limitations Act and period of limitation within which suit has to be instituted in the court.	REVISION, DISCUSSION.

References 1. Mulla, Code of Civil procedure (1999), Universal Delhi 2. C.K. Thakker, Code of Civil Procedure (2015), Universal Delhi 3. M.R. Mallick (ed.) B.B. Mitra on Limitation Act (2016), Eastern Lucknow. 4. Majumdar P.K. and Kataria R.P. Commentary on the Code of Civil Procedure.1908 (1998), Universal Delhi. 5. Saha A.N. The Code of Civil Procedure (2019) Universal Delhi 6. Sarkar Law of Civil Procedure Vols. (2000) Universal Delhi. 7. Universal’s Code of Civil Procedure (2000). Universal’s Code of Civil Procedure, 1908 (Bare Act) 8. C.K. Takwani, Code of Civil Procedure, Eastern Book Company, 2016 9. M.R. Malik, Ganguly’s Civil Court, Practice and Procedure, Eastern Law House 10. M.P. Tandon, Code of Civil Procedure, Allahabad Law Agency, 2005

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR SESSION PLAN

1. Session Plan Information	
Subject & Code: Cyber Security and Law MBA-BA –402	Name: Asst. Prof. Anurag Sharma
Semester : IV Semester	Length of Period:60 mins

Session: (Jan 2024-June 2024)	Total : 40 Hrs.
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Course Objective: To equip students with knowledge and skills of the law regarding Information-technology including computers and the internet to legal informatics and supervises the digital circulation of information, software, information security, and e-commerce. This subject focuses on Cyber security and its applications.

CO1 A: Identify and resolve security issues in networks and computer system to secure any public and private organization

CO1 B: Understand the concept of cyberspace and regulation of cyberspace

CO2: Apply branches of law, jurisdictional boundaries and cyber security law enforcements

CO3: Analyze the concept and impact of E-commerce on business model and strategy

CO4: Recommend the legal defence against data breaches or cybercrime.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to cyber security
- (b) Assignments/ Research Articles / Class participation/etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05

5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + RESEARCH ARTICLE And to be given by Concern coordinator.

Session Plan:

Unit 1 Computers and Cyber Security Introduction to Computers, Classification, Computer Input-Output Devices, Computer Security Terms, Computer Ethics, Business and Professional Ethics, Need for cyber security; Cyber Frauds and crimes, Digital Payments, Various Search Engines.		
	Learning Objective	Assessment/Evaluation

	Identify and resolve security issues in networks and computer system to secure any public and private organization	REVISION, DISCUSSION..
UNIT 2 Cyberspace Introduction to Cyberspace, Regulation of cyber space – introducing cyber law, Scope of Cyber laws – e-commerce; online contracts, IPRs (copyright, trademarks and software patenting); e-taxation, e-governance and cyber crimes, Human rights in cyberspace, International Co-operation in investigating cybercrimes, Challenges to Fighting Cybercrime.		
	Learning Objective	Assessment/Evaluation
DAY(8-15)	Understand the concept of cyberspace and regulation of cyberspace	REVISION, DISCUSSION.
Unit 3 Cyber Laws Need for Cyber Rules & Regulations; Scope and Significance of Cyber laws: Information Technology Act 2000; Amendments in IT Act, Network and Network Security, Access and Unauthorized Access, Data Security, E Contracts and E Forms. Penal Provisions for Phishing, Spam, Virus, Worms, Malware, Hacking, Trespass and Stalking		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	Apply branches of law, jurisdictional boundaries and cyber security law enforcements	REVISION, Research Articles, DISCUSSION
Unit-4 E- Commerce Definition of E-commerce, Introduction to E-Commerce- UNCITRAL, Types of E-commerce, Important Issues in Global E-commerce, Electronic signatures – technical issues and legal issues, Electronic Contracts – E-Commerce Trends and Prospects, E-commerce and Taxation, E-commerce and Banking – Online Credit Card Payments, Ecommerce and Retailing – ECommerce and Corporate finance.		

UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	Analyze the concept and impact of E-commerce on business model and strategy	REVISION, DISCUSSION.
Unit-5 Cyber security & Data Privacy Laws Legal framework of Data Privacy, Need for Data Privacy Laws, Right to privacy under Indian Constitution, Data Privacy and Confidentiality.		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	Recommend the legal defence against data breaches or cybercrime.	REVISION, DISCUSSION.

Reference Books:

K.L. James, The Internet: A User's Guide, 2003, Prentice Hall of India, New Delhi. Brijendra Singh, Network Security and Management, Prentice Hall of India, New Delhi.

Trevor Arden, GNVQ core Skills-Information Technology, 2nd Ed, 1995, Pitman Publishing, London.

Kamlesh N. Agarwala&Murali D. Tiwari (Ed.) I.T. and Indian Legal System, Macmillan India Ltd. New Delhi

T. Ramappa, Legal Issues in Electronics Commerce, Macmillan India Ltd, New Delhi;

Indian Law Institute, Legal Dimensions of Cyber Space, New Delhi.

Rodney Ryder, Guide to Cyber Law 2003, Pro Law Publications.

Justice Yatindra Singh, Cyber Laws, Universal Law Publishing, UP, 2016.

Farouq Ahmed, Cyber Law in India, Allahabad Law Agency, 2015

Karnika Seth, Computers, Internet and New Technology Laws-A Comprehensive Reference Work With Special Focus On Developments In India, LexisNexis, Nagpur, 2016.

Kamath Nandan: Law relating to Computer, Internet and E-Commerce, Universal Law Publishing, UP, 2007.

Session Plan

Prestige Institute of Management & Research, Gwalior

Jan-June (2023-24)

MBA – Batch (2022-27)

Course: Human Resource Management

Course Code: BBA LLB IV

Credit: 4

Session Duration: 60 Minutes

FACULTY (Name): Dr. Abhijeet Singh Chauhan

Telephone : 7415321226

E-Mail : abhijeet.chauhan@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course outcomes: At the end of the course, students will be able to:

CO1A: develop the understanding of the concept of human resource management and to understand its relevance in organizations.

CO1B: Contribute to the development, implementation, and evaluation of employee recruitment, selection, placement and induction.

CO2: Understanding the Competency to appraise the performance of employees.

CO3: Understanding the importance and problem associated with promotion, transfer and learning the contemporary issues.

CO4: Develop the knowledge of compensation and its framing.

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Mid Term Exam	20
Quiz/Written Test	5
Case Analysis/Assignment	5

Class Presentation	5
PD, EML, Seminar Presentation and Comprehensive Viva	5
Final Exam	60
Total	100

Padagogy

PPT Presentations

Case studies

Classroom discussion and

Classroom Exercise

Session	Unit	Description
1		Introduction to HRM
2		Evolution of HRM
3		Functions, Scope & Significance of HRM
4		HRM policies
5		Strategic HRM
6		Indian perspective on HRM
7		HR planning

8		Job Analysis
		Job design
9		Recruitment: Methods
10		Selection: Techniques
11		Placement
12		Performance Management
13		Performance Management cont
14		Performance Appraisal
15		Importance
16		Methods of Appraisal
17		Promotion
18		Types of Promotion
19		Problems in promotion
20		Transfer
21		Types of Transfer and objectives
22		Demotion
23		Contemporary issues
24		Employee involvement
25		Flexible work schedules
26		Right sizing
27		Concept of compensation
28		Compensation structure
29		Managerial compensation
30		Factors affecting Compensation
31		Performance based Pay
32		Performance based Pay
33		VRS
34		VRS
35		Revision unit 1
36		Revision unit 2
37		Revision unit 3

38		Revision unit 4
39		Revision unit 5

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2024

BBA LLB– Batch (2023-28)

Course: Business Environment

Course Code: BBL 202

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Sugandha Muduli

Telephone : 7978410491

E-Mail : sugandha.muduli@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 A: Acquainted with business objectives, dynamics of business and environment, various types of the business environment and its analysis.

CO1 B: To enable students to understand business and to discuss the contemporary issues in business.

CO2: Analyze current economic conditions in developing emerging markets through industrial policy and evaluate present and future opportunities.

CO3: Appraise the importance of implicating fiscal and monetary policy and various economic reforms pertaining to India.

CO4: Understanding the various technical components through policy in association with environment.

Course Pedagogy:

Lecture, PPT, case & discussion.

Course Readings:

Suggested Readings:

- *Cherunilam, Francis. Business Environment-text and cases, Himalaya Publishing House, □ Aswathappa, K. Essentials of Business Environment, Himalaya Publishing House.*
- *Fernando, A.C., Business Environment, Pearson Education.*
- *Dutt & Sundaram. Indian Economy, S. Chand & Sons.*
- *Paul, Justin; Business Environment-Text and cases, Tata McGraw Hills Pvt. Ltd.*
- *Adhikary, M; Economic Environment of Business, Sultan Chand & Sons.s*

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	UNIT1	Concept, Nature and significance of Business Environment	Lecture, PPT, Discussion
2.		Classification of business environment, Basic indicators of economic development	Lecture, PPT, Discussion
3.		Indian economic planning-major objectives	Lecture, PPT, Discussion
4.		Assessment of five year plans	Lecture, PPT, Discussion
5.		Objectives and targets for the 5year plans	Lecture, PPT, Discussion
6.		Actual performances of these five year plans	Lecture, PPT, Discussion
7.		Revision/Discussion	Discussion

8.	UNIT 2	Meaning of social environment, need of assessing social environment for business	Lecture, PPT, Discussion
9.		Social responsibilities of business	Lecture, PPT, Discussion
10.		Meaning of business ethics	Lecture, PPT, Discussion
11.		Corporate governance	Lecture, PPT, Discussion
12.		Objectives of assessing ethical environment	Lecture, PPT, Discussion
13.		Case discussion	Discussion
14.	UNIT 3	Meaning, objective and importance of labour and industrial environment	Lecture, PPT, Discussion
15.		Industrial policy, Characteristics of good labour policy	Lecture, PPT, Discussion
16.		Impact of good industrial policy on performance of corporate	Lecture, PPT, Discussion
17.		Meaning of privatization and disinvestment	Lecture, PPT, Discussion
18.		Advantages and disadvantages of privatizing public sectors through disinvestment.	Lecture, PPT, Discussion
19.		Revision/Discussion	Discussion
20.	UNIT 4	Meaning of economic environment	Lecture, PPT, Discussion

21.		Indicators of economic performance	Lecture, PPT, Discussion
22.		Implications of Indian Fiscal and monetary policy	Lecture, PPT, Discussion
23.		Capital market in India	Lecture, PPT, Discussion
24.		Meaning of economic reforms and process of economic reforms in India	Lecture, PPT, Discussion
25.		Revision	Discussion
26.	UNIT 5	Meaning of technological environment	Lecture, PPT, Discussion
27.		Components and objectives of technological environment	Lecture, PPT, Discussion
28.		Importance of technological environment	Lecture, PPT, Discussion
29.		Technology policy and environment	Lecture, PPT, Discussion
30.		Selection and transfer issues	Lecture, PPT, Discussion
31.		Energy resource management	Lecture, PPT, Discussion
32.		Revision	Discussion

Session: Jan-June 2024
BBA LLB– Batch (2021-26)
Course: Financial Management
Course Code: BBL 601
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): Sugandha Muduli

Telephone : 7978410491

E-Mail : sugandha.muduli@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 A: Demonstrate a good understanding of concepts, goals and functions of financial management

CO1 B: Analyze the pattern of funds requirement

CO2: Evaluate the capital budgeting and dividend policy

CO3: Assess the capital structure planning CO4: Identify the working capital management

Course Pedagogy:

Lecture, numerical problems, PPT & discussion.

Course Readings:

Suggested Readings:

- *M.Y. Khan & P.K. Jain. (2013). Financial Management. New Delhi: Tata McGraw Hill.*

- *I.M. Pandey (2010). Financial Management, New Delhi: Vikas Publications.*
- *R.K. Sharma & Shashi K. Gupta (2014). Financial Management. Ludhiana: Kalyani Publications.*

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	UNIT1	Concept and nature of financial management	Lecture, PPT, Discussion
2.		Types of financial decisions	Lecture, PPT, Discussion

3.		Importance and objectives of financial management. Organisation and responsibilities of finance functions.	Lecture, PPT, Discussion
4.		Role and status of financial executives in organisation structure.	Lecture, PPT, Discussion
5.		Time value of money	Lecture, Numerical orientation, PPT, Discussion
6.		Calculation of Time value of money	Lecture, Numerical orientation, PPT, Discussion
7.		Revision	
8.	UNIT 2	Short-term, medium term and long term financial planning	Lecture, PPT, Discussion
9.		Capitalisation	Lecture, PPT, Discussion
10.		Types of securities and their evaluation of income	Lecture, PPT, Discussion
11.		Calculation of risk & return	Lecture, Numerical orientation, PPT, Discussion
12.		Calculation of risk & return	Lecture, Numerical orientation, PPT, Discussion
13.		Revision	

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14.	UNIT 3	Nature, importance and principles of capital budgeting	Lecture, PPT, Discussion
15.		Techniques of capital budgeting: nondiscounting techniques	Lecture, Numerical orientation, PPT, Discussion
16.		Techniques of capital budgeting: discounting techniques	Lecture, Numerical orientation, PPT, Discussion
17.		Numerical problems	Lecture, Numerical orientation, PPT, Discussion
18.		Capital budgeting practices in India.	Case Discussion
19.		Dividend theories	Lecture, Numerical orientation, PPT, Discussion
20.		Dividend factors	Lecture, PPT, Discussion
21.		Dividend policy in India.	Case Discussion
22.	UNIT 4	Concept of capital structure, objectives and determinants of optimum capital structure.	Lecture, Numerical orientation, PPT, Discussion

23.		Approaches to capital structure: Relevance	Lecture, Numerical orientation, PPT, Discussion
24.		Irrelevance theories	Lecture, Numerical orientation, PPT, Discussion
25.		Cost of capital	Lecture, Numerical orientation, PPT, Discussion
26.		Leverages	Lecture, Numerical orientation, PPT, Discussion
27.		Leverages	Lecture, Numerical orientation, PPT, Discussion
28.		Revision	Lecture, Numerical orientation, PPT, Discussion
29.	UNIT 5	Concepts of working capital and determinants of working capital	Lecture, Numerical orientation, PPT, Discussion
30.		Operating and cash cycles, risk-return trade off	Lecture, Numerical orientation, PPT, Discussion

31.		Cash management	Lecture, Numerical orientation, PPT, Discussion
32.		Inventory management	Lecture, Numerical orientation, PPT, Discussion
33.		Receivables management	Lecture, Numerical orientation, PPT, Discussion
34.		Tools for analysis of working capital	Lecture, Numerical orientation, PPT, Discussion
35.		Revision	Lecture, Numerical orientation, PPT, Discussion

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: PROFESSIONAL ETHICS & PROFESSIONAL ACCOUNTING	Name: Asst. Prof. Anurag Sharma

BAL/BBL/BCL- 804	
Semester : VIII Semester	Length of Period:60 mins
Session: (Jan 2024-June 2024)	Total : 40 Hrs.

Course Objective: To equip students with knowledge and skills of the law professional ethics and ethical standard of the legal profession by advocates in the course of their conduct.

Course Outcomes:

CO1 A: Understanding the professional ethics and ethical standard of the legal profession by advocates in the course of their conduct. Analyzing Supreme Court Rules 1966 and MP High Court Rules 1967 regarding code of conduct of advocates. Powers of registrar of Supreme Court, Role and power of single judge bench of High Court, petitions entertained by the Supreme Court of India and jurisdiction of HC.

CO1 B: Understanding provisions related to The Limitations Act, 1963 and Registration Act, 1908.

CO2: Understanding provisions related to BAR & BENCH RELATION

CO3: Analyze professional legal ethics of advocates.

CO4: Evaluating concept of contempt of court and its types and the powers of the courts to punish for the contempt..

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to professional ethics in legal field
- (b) Assignments/ Research Articles / Class participation/etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)

Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + RESEARCH ARTICLE And to be given by Concern coordinator.

Session Plan:

<p>Unit-I: Supreme Court Rules 1966 and Madhya Pradesh High Court Rules 1967 a. Supreme Court Rules 1966 i. Advocates and their Course of Conduct ii. Role of Single Judge and Registrar of the Supreme Court iii. Types of Petition Entertained by the Supreme Court, Writ petition, Election Petition b. Madhya Pradesh High Courts Rules i. Advocates and their Course of Conduct ii. Role and Power of Single Judge iii. Civil and Criminal Jurisdiction of the Court</p>		
	Learning Objective	Assessment/Evaluation
	Understanding the professional ethics and ethical standard of the legal profession by advocates in the course of their conduct. Analyzing Supreme Court Rules 1966 and MP High Court Rules 1967 regarding code of conduct of advocates. Powers of registrar of Supreme Court, Role	REVISION, DISCUSSION..

	and power of single judge bench of High Court, petitions entertained by the Supreme Court of India and jurisdiction of HC.	
UNIT 2 The Limitation Act, 1963 and The Registration Act, 1908		
a. Limitation i. Procedural Law: Section 5 Condonation of Delay, ss69 Legal Disability, ss14-15 Exclusion of Time of Proceeding in Good Faith in Wrong Court, ss18-19 Acknowledgement ii. Substantive Law: s25 Law of Prescription and s27 Adverse Possession, s 29 Saving Clause b. Registration i. Compulsory Registered Documents ss17 Optional Registrations 18 iii. Time and Place for Registrations ss23-31 iv. Effects of Registration and non Registration		
	Learning Objective	Assessment/Evaluation
DAY(8-15)	Understanding provisions related to The Limitations Act, 1963 and Registration Act, 1908.	REVISION, DISCUSSION.
Unit 3		
Bench- a. The Advocates Act, 1961 b. State Bar Council and Bar Council of India: Duties and Functions c. Professional Misconduct and Punishments ss35 d. Role and power of Disciplinary Committees ss36-42		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	Understanding provisions related to BAR & BENCH RELATION	REVISION, Research Articles, DISCUSSION

Unit-4 Legal Ethics a. Duty to Court, Client, Opponent, Colleagues Sec 7 and Sec 49, along with the Rules of the Bar Council India b. Duty towards Society		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	Analyze professional legal ethics of advocates.	REVISION, DISCUSSION.
Unit-5		
Meaning and Categories of Contempt of Court 1. Contempt of Court- Its meaning and Nature 2. Kinds of Contempt (i) Criminal Contempt (ii) Civil Contempt 3. Contempt by Lawyers 4. Contempt by Judges, Magistrates or other persons acting judicially 5. Contempt by State, Corporate bodies & other officers		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	Evaluating concept of contempt of court and its types and the powers of the courts to punish for the contempt.	REVISION, DISCUSSION.

Text Books: 1. P Ramanatha Aiyer, Legal and Professional Ethics: Legal Ethics, Duties and Privileges of a Lawyer, Lexis Nexis, 2003 2. The Advocates Act, 1960. 3. J.P.S. Sirohi : Professional Ethics, Lawyer's Accountability, Bench- Bar Relationship. 4. Kailash Rai : Legal Ethics, Accountability, for Lawyer's, Bar-Bench Relation. **References:** 1. Kailash Rai, Legal Ethics, CLP, 2016 (12thEdn) 2. Ramachandran Raju & Gaurav Agarwal ,B.R. Agarwala's Supreme Court Practice and Procedure, Eastern Book Company, 2014

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN

1. Session Plan Information	
Subject & Code: PROFESSIONAL ETHICS & PROFESSIONAL ACCOUNTING BAL/BBL- 1001	Name: Asst. Prof. Anurag Sharma
Semester : X Semester	Length of Period:60 mins
Session: (Jan 2024-June 2024)	Total : 40 Hrs.

Course Objective: To equip students with knowledge and skills of the law professional ethics and ethical standard of the legal profession by advocates in the course of their conduct.

Course Outcomes:

CO1 A: Understanding the professional ethics and ethical standard of the legal profession by advocates in the course of their conduct. Analyzing Supreme Court Rules 1966 and MP High Court Rules 1967 regarding code of conduct of advocates. Powers of registrar of Supreme Court, Role and power of single judge bench of High Court, petitions entertained by the Supreme Court of India and jurisdiction of HC.

CO1 B: Understanding provisions related to The Limitations Act, 1963 and Registration Act, 1908.

CO2: Understanding provisions related to BAR & BENCH RELATION

CO3: Analyze professional legal ethics of advocates.

CO4: Evaluating concept of contempt of court and its types and the powers of the courts to punish for the contempt..

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to professional ethics in legal field
- (b) Assignments/ Research Articles / Class participation/etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		10
2.	Assignment 1		02
3	Assignment 2		02
4	Assignment 3		02
5	Skill Development Workshops		04
Total			20

Conduct of Internals:

Internal Component	Total Number	Schedule
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Midterm Exam	10	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	2	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	2	Presentation (related to concerned course objective)
Assignment 3	2	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	4	EML + PD WORKSHOP + RESEARCH ARTICLE And to be given by Concern coordinator.

Session Plan:

Unit-I: Supreme Court Rules 1966 and Madhya Pradesh High Court Rules 1967
a. Supreme Court Rules 1966 i. Advocates and their Course of Conduct ii. Role of Single Judge and Registrar of the Supreme Court iii. Types of Petition Entertained by the Supreme Court, Writ petition, Election Petition b. Madhya Pradesh High Courts Rules i. Advocates and their Course of Conduct ii. Role and Power of Single Judge iii. Civil and Criminal Jurisdiction of the Court

	Learning Objective	Assessment/Evaluation
	Understanding the professional ethics and ethical standard of the legal profession by advocates in the course of their conduct. Analyzing Supreme Court Rules 1966 and MP High Court Rules 1967 regarding code of conduct of advocates. Powers of registrar of Supreme Court, Role and power of single judge bench of High Court, petitions entertained by the Supreme Court of India and jurisdiction of HC.	REVISION, DISCUSSION..
<p>UNIT 2 The Limitation Act, 1963 and The Registration Act, 1908</p> <p>a. Limitation i. Procedural Law: Section 5 Condonation of Delay, ss69 Legal Disability, ss14-15 Exclusion of Time of Proceeding in Good Faith in Wrong Court, ss18-19 Acknowledgement ii. Substantive Law: s25 Law of Prescription and s27 Adverse Possession, s 29 Saving Clause b. Registration i. Compulsory Registered Documents ss17 Optional Registrations 18 iii. Time and Place for Registrations ss23-31 iv. Effects of Registration and non Registration</p>		
	Learning Objective	Assessment/Evaluation
DAY(8-15)	Understanding provisions related to The Limitations Act, 1963 and Registration Act, 1908.	REVISION, DISCUSSION.
<p>Unit 3</p> <p>Bench- a. The Advocates Act, 1961 b. State Bar Council and Bar Council of India: Duties and Functions c. Professional Misconduct and Punishments ss35 d. Role and power of Disciplinary Committees ss36-42</p>		

UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	Understanding provisions related to BAR & BENCH RELATION	REVISION, Research Articles, DISCUSSION
Unit-4 Legal Ethics a. Duty to Court, Client, Opponent, Colleagues Sec 7 and Sec 49, along with the Rules of the Bar Council India b. Duty towards Society		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	Analyze professional legal ethics of advocates.	REVISION, DISCUSSION.
Unit-5		
Meaning and Categories of Contempt of Court 1. Contempt of Court- Its meaning and Nature 2. Kinds of Contempt (i) Criminal Contempt (ii) Civil Contempt 3. Contempt by Lawyers 4. Contempt by Judges, Magistrates or other persons acting judicially 5. Contempt by State, Corporate bodies & other officers		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	Evaluating concept of contempt of court and its types and the powers of the courts to punish for the contempt.	REVISION, DISCUSSION.

Text Books: 1. P Ramanatha Aiyer, Legal and Professional Ethics: Legal Ethics, Duties and Privileges of a Lawyer, Lexis Nexis, 2003 2. The Advocates Act, 1960. 3. J.P.S. Sirohi : Professional Ethics, Lawyer's Accountability, Bench- Bar Relationship. 4. Kailash Rai : Legal Ethics, Accountability, for Lawyer's, Bar-Bench Relation. **References:** 1. Kailash Rai, Legal Ethics, CLP, 2016 (12thEdn) 2. Ramachandran Raju & Gaurav Agarwal ,B.R. Agarwala's Supreme Court Practice and Procedure, Eastern Book Company, 2014

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: Competition Law BAL- 1002	Name: Asst. Prof. Aabil Husain
Semester : IX Semester	Length of Period: 60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1a: Articulate the regulatory framework of Competition Law

CO1b: Illustrate the role of Competition Commission of India in regulating competition law.

CO2 Deduce the importance of Competition Law in regulating the foreign trade, multinational companies.

CO3 Relate with the various legislations dealing with Foreign Exchange Management

CO4 Role of Information Technology in the investment market

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Competition Law
- (b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		10
2.	Assignment 1		02
3	Assignment 2		02
4	Assignment 3		02
5	Skill Development Workshops		04
Total			20

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	10	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	2	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	2	Presentation (related to concerned course objective)

Assignment 3	2	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	4	EML + PD WORKSHOP + Comprehensive Viva And to be given by Concern coordinator.

Session Plan:

Unit 1: Competition Law Background, Prohibitions, Competition Commission of India.		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts Competition Law Background, Prohibitions, Competition Commission of India.	REVISION, DISCUSSION..
Unit II: corporate Finance and regulatory frame SecuritY Contract (Regulation) Act 1956, SEBI Act 1992, Depositories Act 1996' The Securitisation and Reconstruction of Financial Assets and enforcement of security Interest Act, 2002.		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the corporate Finance and regulatory frame	REVISION, DISCUSSION.

Unit 3 Regulatory framework for foreign trade, multinational companies Foreign Trade (Development & Regulation) Act 1992, UNCTAD Draft Model on Trans - national Corporations, control and regulation of foreign companies in India' Foreign collaborations and joint ventures'		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the Regulatory framework for foreign trade, multinational companies	REVISION, Research Articles, DISCUSSION
Unit-4 Foreign Exchange Management Background, Policies, Authorities'		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Foreign Exchange Management Background, Policies, Authorities'	REVISION, DISCUSSION.
Unit-5 Role of Information Technology in the investment market, functioning of demat A/c portal. Investment through internet and virtual banking'		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Role of Information Technology in the investment market, functioning of demat A/c portal. Investment through internet and virtual banking'	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Competition Act 1001
2. SEBI Act 1992
3. Depositories Act 1996
4. Foreign Trade (Development & Regulation) Act 1992'
5. Foreign Exchange Management Act, 1999
6. Taxman's Student's Guide to Economic Laws
 - i. IDSA; CLAWS; RAND Corporation
 - ii. Rooks and Knights; Civil-Military relation in India, R Chandrashekhar,
 - iii. Safeguarding India: Essays on Security and Governance by N N Vohra.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information

Subject & Code: LAW OF COMMERCIAL DISPUTE RESOLUTION LLMB 204	Name: Asst. Prof. Aabil Husain
Semester : II Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1A: To identify and analyses the complex drivers of dispute in the community

CO1B: To understand the theoretical models of dispute resolution and capacity to analyses their operation in both legal and social contexts

CO2: Identify a thorough explanation of all the essential legal aspects of international business along with their nature and complexities

CO3: To develop basic mediation skills, including communication, analysis and issue identification to engage in simple dispute resolution systems design

CO4: To understand the ethical and legal ethical issues surrounding dispute resolution models and practice

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Consumer Dispute Resolution
- (b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20

2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML +Teaching Assitant And to be given by Concern coordinator.

Session Plan:

MODULE I - INTRODUCTION AND BASIC CONCEPTS

a. History & Evolution of ADR Dispute and its inevitability – Evolution of the concept of ADR with Historical Prospective – Origins of ADR – Ancient Times – Pre-Independence – Post Independence – Current Level of Pro ADR support in India and Globally – Definition, Scope, Genesis and Need of ADR

b. Introduction to different mechanisms Overview of Alternative Dispute Resolution – Arbitration – Mediation – Conciliation – Dispute Review Board – Lok Adalat – Judicial Settlements – Other ADRs – Advantages and Disadvantages – Comparison of ADR with Conventional Litigation – Challenges and Constrains of ADR, ADR Agreements

c. Need of ADR Agreements ‘–Life Vest Analogy – ’Pre-requisites to a draft – Essentials of an ADR Clause – Contents of a Clause – Adhoc ADR Vs. Institutional ADR – Advantages and Disadvantages of Institutional ADR – Hybrid ADR Clauses – Drafting ADR Clauses – Incorporation – Doctrine of Severability – Enforcement of ADR Clause – Pathological ADR Clauses

UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts of Consumer dispute Resolution	REVISION, DISCUSSION..

MODULE II – NEGOTIATION, MEDIATION AND CONCILIATION- THEORY AND PRACTICE

a. Theories Three Dimensions of any Negotiations – People, Problem, Process – Communication – Active Listening & Active Speaking – Cognitive Biases – Approaches/Theories of Negotiations – Structural Approach, Strategic Approach, Behavioral Approach, Processual Approach,

Integrative Approach

b. Preparation Awareness on instinctive pitfalls – Essentials of Preparation – 10 Point Check List

of the Dimensions – People – Personal Relationships, The Mandate, Stakeholders – Problem – Motivations, Solutions at the Table, Justifications, Solution away from the Table (SAFT) or BATNA – Process – Organisation, Communication, Logistics

c. Strategies and Tactics Why do Negotiations fail? – Zone of Possible Agreement (ZOPA) – Cognitive Biases – Coping with the failures – Value-Creating Vs. Value Claiming – Usual Bargaining Tactics – Negotiation Sequence – Principles of being an Effective Negotiator – Personalizing your Theory before Practice – Reaching the End – Agreement and Non-Agreement

d. Theories Scope of Mediation/Conciliation – Principles Underlying Mediation/Conciliation

–
Features of Mediation/Conciliation – Approaches/Theories of Mediation/Conciliation – Facilitative, Transformative, Analytical, Inclusive, Narrative – Ubuntu, Abunzi, Gacaca, Mahajans and Gandhian Approaches – Mediation Vs. Conciliation – Role of Mediators, Counsel

and Parties – Adhoc, Private, Annexed and Institutional Mediation/Conciliation

e. Procedure Agreement – Preparation – Pre-Mediation Conference – Relationship with and among

the parties – Opening of Process – Communication – Apology – Forgiveness – Exploring Issues

and Interests – Accumulating Information – Agenda Development – Encouraging party negotiations – Separate Session (Caucus) – Concluding – Ethics

f. Settlement Agreement and Governing Laws Purpose of Settlement Agreement – Reaching Settlement – Reality Testing – Components of Settlement Agreement – Revisions – Breach of Settlement Agreement – Enforcement – UNISA – Civil Procedure Law – Legal Services Authority – Sector-Specific Laws – Industrial Disputes, Company Law, Family Disputes, MSME,

Real Estate Law, Consumer Disputes, Commercial Court Disputes etc. – Upcoming Law

UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the negotiation, mediation and conciliation- theory and practice	REVISION, DISCUSSION.

MODULE III - LAW OF ARBITRATION

- a. Basic Concepts and Arbitrability Why Arbitrate? – Features of Arbitration – Validity of an Arbitration Agreement – Types of Arbitration – Ad Hoc Arbitration Vs. Institutional Arbitration
– Applicable Laws – Juridical Seat of Arbitration – Reference to Arbitration – Composition of Tribunal – Venue and Language of Arbitration – Jurisdiction of the Tribunal (*Kompetenz-Kompetenz*) – Equal Treatment of Parties – Arbitrability and Non-Arbitrability of a Dispute – Rights in Rem Vs. Rights in Persona
- b. Role of Courts, Parties, the Tribunal and other Stakeholders Before Commencement of Arbitration – During the Arbitral Proceedings – After the End of the Arbitration Proceedings –
Rights and Duties – Ethics
- c. International Commercial Arbitration Evolution and Basic Concepts – Theories in International Arbitration – Comparison to other International Dispute Resolution Mechanisms and Organisations – Agreement of Parties – Lex Arbitri (Law of Seat) – Lex Fori (Law of the forum)
– Other Applicable Laws – Ad hoc Arbitration Vs. Institutional Arbitration – Recognised Arbitral Institutions – Evolution from Geneva Convention to the New York Convention – Jurisdiction of the Enforcement Court – Required Documents – Limitations – Grounds for Non-Enforcement – Effects of Challenge – Hard Law Vs. Soft Law – UNCITRAL Model Law, Rules and Notes – IBA Guidelines – Other Applicable Laws
- d. Procedure – Commencement to Publication Notice Invoking Arbitration Agreement – Choosing and Appointment of Arbitrator – Case Management Conference – Terms of Reference – Interim Measures – Determination of Rules of Procedure and Communication – Statement of Claim and Defence – Counter Claims – Evidence – Admission and Examination – Challenge to Jurisdiction of Arbitrator – Challenge to Qualifications and Impartiality of Arbitrator – Procedural Orders – Termination of Mandate or Proceedings – Substitution – Conducting and Controlling of Arbitration Proceedings – Hearings and Written Proceedings – Publication of Award
- e. Arbitral Award and its Challenges or Enforcement Categories of Award – Remedies – Deliberations and Decisions of the Tribunal – Form and Content of Awards – Corrections, Interpretations and Additional Award – Effect of Awards– Proceedings after the Award –

Methods, Grounds & Effects of Challenge – Enforcement in Domestic Courts – Final Relief f. Specific Concepts Administrative Assistance – Waivers – Appointment of Expert – Limitations – Default of Party – Appealable Orders – Effect of death of party – Insolvency – Confidentiality – Immunity of Arbitrators – Cost of Arbitration Proceedings – Apportionment of Cost – Deposits – Lien of Award – Arbitration Council of India (ACI) – Accreditations		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand Basic concepts of Arbitration	REVISION, Research Articles, DISCUSSION
MODULE IV - EMERGING TRENDS		
a. ODR & VDR, ODR Vs. VDR – Agreement specifying ODR or VDR – Hybrid Mechanism of VDR – Request for Online Medium – Juridical Seat in the Online Process – Third-Party Support – Institutional ODR or VDR – Reliable Virtual Infrastructure – Cyber Security – Consideration of Cost – Document Storage and Sharing – Examination of Evidence and Witness – Recording and Transcription – Signing of Documents		
b. Contemporary Developments, Fast Track Procedure in Arbitration – Emergency Arbitration – Med-Arb-Med Process – Third-Party Funding – Mandatory ADR – Tribunal Secretary Practice – Transparency Vs. Confidentiality – Financial Institutions' Preference for Arbitration– Unilateral Appointment – Diversity in International ADR		
c. Sector Specific ADR Increasing specialization of ADR – Need and Purpose – Dispute Related – Investment Disputes, Securities and Stock Exchange Disputes, Commodity Disputes, Maritime Disputes, IP Disputes, Construction Disputes, Domain Name Disputes, Space Disputes, Agriculture Disputes, Sports Disputes, MSME Disputes, Art Disputes, Fashion Disputes etc. – Institution Related – IIT Arb, WIPO, ICANN, PRIME Finance, SHIACA, ICEA, FACT, CIAC, CAS, CAFA, ICSID, ICSOD etc.		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Contemporary developments in consumer dispute	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Madhusudan Sahay, Text Book on Arbitration & Conciliation with Alternative Dispute Resolution, 4th ed., Universal Law Publishing 2017.
2. N. VS. Paranjape, Law Relating to Arbitration and Conciliation in India, 7th ed., Central Law

Agency, 2016.

3. Avtar Singh, Law of Arbitration and Conciliation, 10th ed., Lucknow 2013

4. Malika Taly, Introduction to Arbitration, Eastern book Company, 2015

5. Vishnu Warriar, Arbitration, Conciliation and Mediation, Lexis Nexis, 2015

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: Corporate Laws B.Com(H)-205	Name: Asst. Prof. Aabil Husain
Semester : II Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1a: Understand Company, its formation, registration, incorporation, its types and different functionalities, and winding up and its provisions.

CO1b: Prepare and importance of Memorandum of Association, Article of Association and Prospectus

CO2: Understand the Management of company and all the key committees, positions and their respective roles.

CO3: Interpret provisions of Dividends, its payments, Books of accounts and Audit.

CO4: Understand The Depositories Act 1996 for the proper function of Company

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to Investigation, Inquiry and Trial in Bhartiya Nagarik Surkasha Sahinta 2023

(b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + Comprehensive Viva And to be given by Concern coordinator.

Session Plan:

**Syllabus of Unit-1
Introduction**

Administration of Company Law [including National Company Law Tribunal (NCLT), National Company Law Appellate Tribunal (NCLAT), Special Courts]; Characteristics of a company; lifting of corporate veil; types of companies including one person company, small company, and dormant company; association not for profit; illegal association; formation of company, on-line filing of documents, promoters, their legal position, pre-incorporation contract; on-line registration of a company.

UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts of a Company the characteristics of a company and the formation of the company	REVISION, DISCUSSION..

Unit 2: Documents
 Memorandum of association, Articles of association, Doctrine of constructive notice and indoor management, prospectus and red herring prospectus, misstatement in prospectus, GDR; book-building; issue, allotment and forfeiture of share, transmission of shares, buyback and provisions regarding buyback; issue of bonus shares.

UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the Company Memorandum and article of association etc.	REVISION, DISCUSSION.

Unit 3

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Management

Classification of directors, women directors, independent director, small shareholder's director; disqualifications, director identity number (DIN); appointment; Legal positions, powers and duties; removal of directors; Key managerial personnel, managing director, manager;

Meetings: Meetings of shareholders and board of directors; Types of meetings, Convening and conduct of meetings, Requisites of a valid meeting, postal ballot, meeting through video conferencing, e-voting. Committees of Board of Directors - Audit Committee, Nomination and Remuneration Committee, Stakeholders Relationship Committee, Corporate Social Responsibility Committee.

UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the classification of directors and meetings and audit	REVISION, Research Articles, DISCUSSION

Unit-4**Dividends, Accounts, Audit**

Provisions relating to payment of Dividend, Provisions relating to Books of Account, Provisions relating to Audit, Auditors' Appointment, Rotation of Auditors, Auditors' Report, Secretarial Audit.

Winding Up

Concept and modes of Winding Up. Insider Trading, Whistle Blowing: Insider Trading; meaning & legal provisions; Whistleblowing: Concept and Mechanism.

UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Dividends, accounts, and audit of the company	REVISION, DISCUSSION.

Unit-5		
Depositories Law		
The Depositories Act 1996 – Definitions; rights and obligations of depositories; participants issuers and beneficial owners; inquiry and inspections, penalty.		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Depositories Laws with the help of existing Acts.	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Kuchhal, M.C. (2013). Modern Indian Company Law. Shree Mahavir Book Depot (Publishers), New Delhi, India.
2. Sharma, J.P. (2012). An easy approach to Corporate Laws. Ane Books Pvt. Ltd. New Delhi, India.
3. Kapoor, G. K., & Dhamija, S. (2019). Company Law and Practise 24th ed.
4. Ramaiya, A., Chandrachud, Y. V., & Nain, J. L. (2008). Guide to the Companies Act: Act of 1956... LexisNexis Butterworths Wadhwa Nagpur.
5. Chadha, R. & Chadha, S. (2017). Corporate Laws. Scholar Tech Press, Delhi.
6. Gower, L. C. B. (2003). Gower and Davies' principles of modern company law. London: Sweet & Maxwell.
7. Sharma, J. P. (2012). An easy approach to Corporate Laws.
8. Taxmann's, Taxmann, 2014. Company Law, Volume 1[Sections 1-61]. 1st ed. New Delhi: Taxmann Publications (P.) Ltd.
9. Taxmann's, Taxmann, 2014. Company Law, Volume 2[Sections 62-132]. 1st ed. New Delhi: Taxmann Publications (P.) Ltd.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: International Trade Law LLMB 402	Name: Asst. Prof. Aabil Husain
Semester : IV Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1A: Understand a complete grasp and understanding of the Legal Framework of International business and gain mastery over the subject.

CO1B: Understand the legal framework of private international business transactions

CO2: Identify a thorough explanation of all the essential legal aspects of international business along with their nature and complexities

CO3: Develop the international business laws for the current business environment

CO4: Develop the thought process related to international banking-legal and regulatory aspects

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to International Trade Law

(b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20

2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML +Teaching Assitant And to be given by Concern coordinator.

Session Plan:

MODULE I INTRODUCTION AND GENERAL PRINCIPLES		
a. The genesis of International Business Law-Nature, importance and scope of international business law		
b. Factors causing globalization of business		
c. Legal Framework of International Business and the United Nations' role in its development		
d. General Principles of Law of Contract as applicable to International Business-Types of International Commercial Contracts and the Importance of Standard Form Contracts in International Business		
e. Legal issues arising out of International Contracts and the determination of the applicable law.		
f. UNIDROIT Principles of International Commercial Contracts 2016- Preamble and General Principles		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts of International and general principles of trade law	REVISION, DISCUSSION..
MODULE II - SALE OF GOODS AND CONSUMER LAW- AN INTERNATIONAL PERSPECTIVE		
a. Meaning of International Sale of Goods-Parties- Buyer and seller and their rights and duties		
b. Uniform Law on the Formation of Contracts for International Sale of Goods		
c. International Sales Contract with special reference to The United Nations Convention on Contracts for the International Sale of Goods (CISG)		
d. Introduction to International Consumer Law-The Principal Functions of International Consumer Law		
e. The Importance of the UN Guidelines on Consumer Protection-The Role of ICPENInternational Consumer Protection and Enforcement Network- Legal Challenges.		
f. The Consumer Protection Act 2019 and its impact on international covenants		

UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the Sale of goods and consumer laws in international perspectives	REVISION, DISCUSSION.

Unit 3

MODULE III - INTERNATIONAL TRADE AND CARRIAGE OF GOODS

a. Introduction and theories of International Trade Law-Principles of International Trade Law- Export and Import Regulations-Tariff and non- tariff restrictions -Quota restrictions- Anti Dumping-Permissible Regulation-Quarantine Regulation-Customs Unions-Free Trade Areas- Preferential trade agreements

b. Evolution of GATT as a trading institution and transition of GATT to WTO-World Trade Organization as a regulator of International Trade-Instruments of International Trade Laws- Agreements, Treaties, Conventions, Model Laws, Rules- GATS-TRIMS-ASEAN- AIFTASAFTA

-NAFTA, USMCA, MERCOSUR and FTAA-An overview of International Trade Laws in India with special reference to Foreign Trade Policy 2015-2020

c. Definition and classification of Carriers-Carriage of Goods by Sea, Land and Air and the application of international Law-Documents of Carriage of Good-Bills of Lading- Kinds, Nature, Features-Seaway Bill-Airway Bill-Consignment Note-International consignment note- An overview on Brussels Convention, Hague Rules, Hague- Visby Rules, International Transport by Sea- Provisions under Hamburg Rules, Conventions on Carriage by Air- The Warsaw Convention & Montreal Convention. Convention on Carriage by land- Convention on the Contract for the International Carriage of Goods by Road-INCOTERMS 2020 and international transactions.

UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand International Trade and Carriage of goods	REVISION, Research Articles, DISCUSSION

Unit-4

MODULE IV - INTERNATIONAL BANKING-LEGAL AND REGULATORY ASPECTS

<p>a. International Banking Regulation-BASEL NORMS -International law, choice of law, conflict of laws, jurisdictional issues -Exchange management and controls, international loan agreements, covenants and clauses</p> <p>b. Role of International Monetary Fund and World Bank in International debt crisis Management- International Anti Money Laundering Laws and Regulations- The Financial Action Task Force- International Competitiveness-Implications and effectiveness</p> <p>c. Arbitration and mediation in the international banking business</p>		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the International Banking legal and Regulatory aspects	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Giuditta Cordero-Moss, International Commercial Contracts, Cambridge University Press,2014
2. Carole Murray, David Holloway, The Law and Practice of International Trade, Sweet & Maxwell,1 Edition 2015
3. Brian Harris, Ridley's Law of the Carriage of Goods by Land, Sea and Air, Sweet & Maxwell. 8th Edition
4. Indian Institute of Banking & Finance, International Banking - Legal & Regulatory Aspects, Macmillan Education,2nd Edition 2017
5. Charles E. F. Rickett and Thomas G. W. Telfer, International Perspectives on Consumers' Access to Justice, Cambridge University Press, 2009

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: JURISPRUDENCE (LEGAL METHOD, INDIAN LEGAL SYSTEM AND BASIC THEORY OF LAW) BBL/BCL/BAL- 405	Name: Asst. Prof. Charu Bhardwaj
Semester : IV Semester	Length of Period:60 Mins
Session: (Jan 2024-June2024)	Total : 32 Hrs.

Objective: The students should get familiar with various approaches to law and legal processes. They should be able to appreciate dynamic character of the law and legal systems particularly in the context of socio-political history of the society. Endeavour should be made to develop among students critical thinking about the law, legal system and legal processes. The students should be in position to appreciate how diverse approaches to law influence decision-making in judicial courts.

Course Outcomes: At the end of the course, student will be able to:

CO1: Demonstrate an advanced and integrated understanding of the political, social, historical, philosophical, and economic context of law.

CO2: Relate evaluation of legal theory and their implications for policy.

CO3: Critically analyse and research complex problems relating to law and legal theory and make reasoned and appropriate choices amongst alternatives.

CO4: Develop the thought process related to Legal System

PEDAGOGY: Lectures method, Case study etc.

Teaching Aids: PPTs, Word Files, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Legal and Constitutional History
 (b) Assignments/ Case study/ Class participation etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)

Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + Seminar Presentation + Viva

Session Plan:

Unit-I: Introduction a. Meaning, Content and Nature of Jurisprudence b. Definition of Law, Kinds of Law c. Justice and It's kinds d. Concept of Property		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-8)	Demonstrate an advanced and integrated understanding of the political, social, historical, philosophical, and economic context of law.	REVISION, DISCUSSION.
UNIT-II Schools of Jurisprudence a. Natural law School b. Analytical School c. Historical School d. Sociological School e. Realistic School		
UNIT 2	Learning Objective	Assessment/Evaluation

DAY(9-16)	Understanding of ideologies or various schools	REVISION, CASE LAWS DISCUSSION.
UNIT III Source of Law a. Legislation b. Precedents c. Customs d. Juristic Writings		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(17-24)	Relate evaluation of legal theory and their implications for policy.	REVISION, CASE LAWS , DISCUSSION
UNIT-IV Legal Concepts a. Personality b. Property, c. Possession and d. Ownership e. Title		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(24-32)	Critically analyze and research complex problems relating to law and legal theory and make reasoned and appropriate choices amongst alternatives	REVISION, DISCUSSION, CASE LAWS

UNIT-V Rights, Duties, Liability and Obligations		
a. Rights,		
b. Duties,		
c. Condition for imposing liability		
d. Strict liability		
e. Vicarious liability		
f. Obligations - Nature and kind		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(33-40)	Develop an analogy with regard to growth of Administrative, Judicial and Legislative institutions in Colonial India to get an appropriate insight of the present institutions	REVISION, DISCUSSION, CASE LAWS

Text Books:

1. R.W.M. Dias, *Jurisprudence*, Aditya Prakashan, 2017
2. Patrick John Fitzgerald (ed.), *Salmond on Jurisprudence*, Tripathi, 2016
3. Edgar Bodenheimer, *Jurisprudence*, Harvard University Press, 1974 (Revised Edn)

References:

1. Amartya Sen, *The Idea of Justice*, Cambridge, Mass.: Belknap Press/Harvard University Press, 2009
2. Chandran Kukathas and Philip Pettit, *Rawls: A Theory of Justice and its Critics*, Cambridge : Polity Press, 1990
3. Jonathan Wolff , Robert Nozick, *Property, Justice, and the Minimal State*, Stanford University Press, 1991
4. Granville Austin, *Indian Constitution, The Cornerstone of a Nation*, New Delhi, Oxford University Press, 2007

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: INDIAN LEGAL & CONSTITUTIONAL HISTORY BBL/BCL/BAL- 602/603/604	Name: Asst. Prof. Charu Bhardwaj
Semester : VI Semester	Length of Period:60 Mins
Session: (Jan 2024-June2024)	Total : 32 Hrs.

Course Outcomes: At the end of the course students will be able to:

CO1: relate to law, legal institutions and administration system in India during British Rule

CO2: critically analyse the colonial rule till independent India

CO3: evaluate the present legal system in context of the Legal and Constitutional History of the colonial period

CO4: develop an analogy with regard to growth of Administrative, Judicial and Legislative institutions in Colonial India to get an appropriate insight of the present institutions

PEDAGOGY: Lectures method, Case study etc.

Teaching Aids: PPTs, Word Files, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to Legal and Constitutional History

(b) Assignments/ Case study/ Class participation etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)

Skill Development Workshops	5	EML + Judgment writing and Presentation + Viva
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Session Plan:

UNIT-I Legal System in Ancient India - Legal literature, Role of Smriikaras - Manu, Brihaspati, Narada, Yagyavalakya, Sources of law, Concept of Dharma, Law making and Custom Human and Divine law		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-8)	CO1: relate to law, legal institutions and administration system in India during British Rule	REVISION, DISCUSSION.
UNIT-II Administration of Justice in India - Judicial Institutions, Court of Guilds, Role of Village Panchayats, Government setup under Mughal Rulers, Sources and Character of Muslim Law		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(9-16)	critically analyze the colonial rule till independent India	REVISION, CASE LAWS DISCUSSION.
UNIT III Administration of Justice in the Presidency Towns, Development of Courts and Judicial Institutions under East India Company. Adalat system of Warren Hastings and his Judicial Plans, Regulating Act, Formation of Supreme Court		
UNIT 3	Learning Objective	Assessment/Evaluation

DAY(17-24)	critically analyze the colonial rule till independent India	REVISION, CASE LAWS , DISCUSSION
UNIT-IV The Indian High Court Act 1861 and 1911, High Court under Indian Constitution Government of India Act 1915, Privy Council as a Court of Appeal, Federal Court		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(24-31)	Evaluate the present legal system in context of the Legal and Constitutional History of the colonial period	REVISION, DISCUSSION, CASE LAWS
UNIT-V Act of 1813, 1833, Indian Council Act 1861, Government of India Act 1909, 1919, 1935, Legal Profession and Indian Bar Council Act 1926, the Advocate and 1961.		
UNIT 4	Learning Objective	
DAY(31-38)	Develop an analogy with regard to growth of Administrative, Judicial and Legislative institutions in Colonial India to get an appropriate insight of the present institutions	

REFERENCE

- 1 M.P. Jam, Outlines of Indian Legal History
- 2 Abdul Hamid, Constitutional and Legal History of India
- 3 A.B. Keith, Constitutional History of India
- 4 V.D. Kulshreshtra - Legal and Constitutional History of India
- 5 FI.V. Sreerivasaamurthy, History for Law Students, Vol. II India
- 6 Kailash Rai History of Courts Legislature and legal Profession in India

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN

1. Session Plan Information	
Subject & Code: NATIONAL AND INTERNATIONAL SECURITY LAWS BAL/BBL/BCL-801	Name: Asst. Prof. Aabil Husain
Semester : VIII Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: demonstrate basic conceptual facets of national security and how nations look into this critical element in their policy and strategy

CO1 B: critically analyze the basic instruments of national security and how institutions work in close coordination to define the challenges and address them to secure their national interests both within the borders and at international level

CO2: evaluate national security apparatus of different countries and how they coordinate among themselves.

CO3: write upon security scenario at the international level in terms of terror networks, military modernization, rogue states, nuclear proliferation and environmental security.

CO4: Develop the thought process related to Piracy and Transnational Crime
Food, Water, Environmental Degradation, Drugs and Human Trafficking Cyber Security

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Investigation, Inquiry and Trial in Bhartiya Nagarik Surkasha Sahinta 2023
- (b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)

Skill Development Workshops	5	EML + PD WORKSHOP + Comprehensive Viva+ Legal Awareness And to be given by Concern coordinator.
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Session Plan:

Syllabus of Unit-1 National Security <ul style="list-style-type: none"> • Nation and Its Security –Defining the Parameters • Role of Institutions and Processes • Role of Planning and Strategy- Country Specific Studies 		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts of National Security and the role of Institutions.	REVISION, DISCUSSION..
Unit 2: International Security <ul style="list-style-type: none"> a) International and Regional Security Institutions- Collective and Cooperative Security b) Military Modernization and its effects on Regional Security c) Coastal and Maritime Security d) Mechanisms and Counter measures 		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the International and Regional Institutions and Military Modernization and mechanisms	REVISION, DISCUSSION.

Unit 3
International Security in different theatres
 a) International Security Challenges in
 i. West Asia,
 ii. Central Asia,
 iii. East Asia,
 iv. Southeast Asia,
 v. Europe,
 vi. Americas
 vii. Africa

UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the International Security and different theatres and challenges	REVISION, Research Articles, DISCUSSION

Unit-4
Terrorism and Terror Networks
 a) Insurgency, Terrorism and Militancy-The Conceptual Understanding
 b) Case Study of Select Terror Networks and its Affiliates
 c) Terror Financing, Social Media and Counter-Measures
 d) Role of NGOs and Front Office Organizations
 e) Deradicalization, Civil Society and Negotiations
 f) Counter-Terrorism Initiatives-India, Saudi Arabia, Indonesia, UK and the US.

UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Terrorism and terror networks and role of NGOs	REVISION, DISCUSSION.

Unit-5
Non-Traditional Security Issues
 a) Piracy and Transnational Crime
 b) Food, Water, Environmental Degradation, Drugs and Human Trafficking

c) Cyber Security		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Non-Traditional Security Laws and piracy and Transnational Crime	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Peter Hough, Shahin Malik , Andrew Moran and, Bruce Pilbeam, International Security Studies: Theory and Practice 1st Edition,2015
2. Sean Kay, Global Security in the Twenty-First Century: The Quest for Power and the Search for Peace 3rd Edition,
3. Roland Dannreuther, International Security: The Contemporary Agenda 2nd Edition 4.
Hough Peter A, Understanding Global Security, London, Routledge, 2008

References:

1. Various Essays and Publications on Civil-Military relations in India, from the following institutes :
 - i. IDSA; CLAWS; RAND Corporation
 - ii. Rooks and Knights; Civil-Military relation in India, R Chandrashekhar,
 - iii. Safeguarding India: Essays on Security and Governance by N N Vohra.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: NATIONAL SECURITY GOVERNANCE AND LAWS BBL/BCL/BAL- 802	Name: Asst. Prof. Charu Bhardwaj
Semester : VIII Semester	Length of Period:60 Mins
Session: (Jan 2024-June2024)	Total : 32 Hrs.

Course Learning Outcomes: At the end of the course Students will be able to;

- **CO1:** demonstrate basic conceptual facets of National Security and its essential attributes
- **CO2:** critically analyze the asymmetrical challenges both at national front and international level
- **CO3:** evaluate crucial jurisdictional issues in the light of new challenges coming in digital era
- **CO4:** develop an analogy in relation to national response to these challenges

PEDAGOGY: Lectures method, Case study etc.

Teaching Aids: PPTs, Word Files, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Legal and Constitutional History
- (b) Assignments/ Case study/ Class participation etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)

Skill Development Workshops	5	EML + PR Legal Awareness Program + Viva
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Session Plan:

Unit-I: Exploring concepts of National Security		
<ul style="list-style-type: none"> • Dimensions of National Security • Military • Political • Economic • Societal and • Environmental Security 		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-8)	Demonstrate basic conceptual facets of National Security and its essential attributes	REVISION, DISCUSSION.
UNIT-II Asymmetrical Challenges – 1		
<ul style="list-style-type: none"> • Cross Border Terrorism in Jammu and Kashmir • Rise of Ideological conflict-Naxalism • Insurgency Problems in North East 		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(9-16)	Critically analyse the asymmetrical challenges both at national front and international level	REVISION, CASE LAWS DISCUSSION.

UNIT III Asymmetrical Challenges – 2		
a) Environmental Security i. Global Warming; ii. types of Water Conflict, iii. Coastal security. b) Economic Security i. Money Laundering-funding terror & Corruption. ii. Substance and procedure, iii. Parties and service of process, iv. Evidence, Remedy.		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(17-24)	Critically analyse the asymmetrical challenges both at national front and international level	REVISION, CASE LAWS , DISCUSSION
UNIT-IV Asymmetrical challenges-3		
a) Small Arms Trafficking b) Drug Trafficking c) Human Trafficking d) Cyber Crime		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(24-32)	Evaluate crucial jurisdictional issues in the light of new challenges coming in digital era	REVISION, DISCUSSION, CASE LAWS
UNIT-V Responses (Lectures-08)		
a) Legal and Institutional Measures b) Societal and Cultural Engineering c) Defence and Security measures		

UNIT 5	Learning Objective	Assessment/Evaluation
DAY(33-40)	Develop an analogy in relation to national response to these challenges	REVISION, DISCUSSION, CASE LAWS

Text Books:

1. India's Internal Security: Issues and Perspectives by Shrikant Paranjpe
2. Maoist Insurgency and India's Internal Security Architecture By E M Rammohun, Amritpal Singh, A K Agarwal
3. India's Security in a Turbulent World by Jasjit Singh
4. India's National Security: A Reader by Kanti P. Bajpai, Harsh V. Pant
5. India in Turmoil: Jammu & Kashmir, the Northeast and Left Extremism by Ved Marwah
6. Indian National Security and Counter-Insurgency: The Use of Force Vs Non-violence By Namrata Goswami
7. Military Strategy for India in the 21st Century, Edited by Lt Gen A K Singh and Lt Gen B S Nagal, Jan 2019, Karvy Publishers, New Delhi.
8. B.H Liddell Hart, Strategy (Second Revised Edition),1991.
9. The New Arthshastra: A Security strategy for India, edited by Gurmeet Kanwal, Harpar Collins.
10. A History of Warfare, John Keegan, 1993
11. The Oxford Handbook of India's National Security, Oxford University Press, 2018
12. On War & Leadership : The Words of Combat Commanders, Owen Connelly, Princeton University Press, 2002
13. Lt Gen A K Singh, Perspective on War in the 21st century, B C Joshi, Memorial Lecture at University of Pune, 2012
14. Grahm Allison, Destined for War- Can America and China Escape Thusydide's Trap, Houghton Mifflin Harcourt.
15. Arun Prakash, "A Strategic Encirclement," The Indian Express November 6, 2017.
16. Sharpening the Arsenal : India's Evolving Nuclear Deterrence Policy, Gurmeet Kanwal, 2017
17. Field Marshall Sam Manekshaw : The Man and his Times, Behram Panthaki, 2014.
18. National Security- Challenges and Priorities, lecture by P Chidambaram, Fen 2013.
19. Threats to India in the coming years, Maj Gen Afsir Kareem, Mar 2015.
20. India's Internal Security : Issues and Perspectives, Shrikant Paranjpe,2009

21. Indian Defence Industry : An Agenda for Making in India, Laxman Behera, 2016.
 22. Pushpita Das, Coastal Security: The Indian Experience, IDSA Monograph Series No. 22,2013
 23. Essays on Aerospace Power, Air Marshal, Vinod Patney, Lancer Publications.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: PROBATION AND PAROLE BBL/BAL- 1002	Name: Asst. Prof. Charu Bhardwaj
Semester : X Semester	Length of Period:60 Mins
Session: (Jan 2024-June2024)	Total : 32 Hrs.

Course Outcomes: At the end of the course, students will be able to:

CO1: Demonstrate the significance of Probation & Parole.

CO2: Analyse the prison reform system in India- post and pre independence

CO3: Evaluate the regulatory framework of the probation of offenders act

CO4: Develop knowledge of various laws related to Probation & Parole along with the prescribed formalities

PEDAGOGY: Lectures method, Case study etc.

Teaching Aids: PPTs, Word Files, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Legal and Constitutional History
- (b) Assignments/ Case study/ Class participation etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)

Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + Mock Interview and Viva

Session Plan:

Unit-I: Introduction: The Relevance of Probation to Prison Reform: An Approach to Restorative Justice		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-8)	Demonstrate the significance of Probation & Parole	REVISION, DISCUSSION.
UNIT-II Law of Probation in India: Probation of Offenders Act, 1958		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(9-16)	Analyze the prison reform system in India- post and pre independence	REVISION, CASE LAWS DISCUSSION.

UNIT III Powers and Obligations under Probation of Offenders Act, 1958		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(17-24)	Analyze the prison reform system in India- post and pre independence	REVISION, CASE LAWS , DISCUSSION
UNIT-IV Parole, Nature of Parole, Authority for granting parole, Supervision paroles, Parole and conditional release, Release of the offender		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(24-32)	Evaluate the regulatory framework of the probation of offenders act	REVISION, DISCUSSION, CASE LAWS
UNIT-V Parole system: Concept and distinction with the probation system		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(33-40)		REVISION, DISCUSSION, CASE LAWS

	Develop knowledge of various laws related to Probation & Parole along with the prescribed formalities	

Books Recommended:

1. Ahmmad s, criminology aand penology, Central law Agency, Alhabadiddiqui
2. Iyer, Prospective in Criminology, Law and Social Change;
3. Ross, H. Lawrence (Ed.), Law and Deviance (1981); 64
- 4 Sutherland, E. and Cressy, Principles of Criminology (1989);
5. Walker, N., Crime and Criminology (1961): A Critical Introduction (1987);
6. J.M. Sethna, Society and to Criminal (2003); A. Siddique, Criminology: Problems and Perspectives, Central Law Agency. Lucknow

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: White Cooler Crime BBL- CCG 1004	Name: Asst. Prof. Aabil Husain
Semester : IX Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1A: Demonstrate familiarity with the various definitions of white-collar crime.

CO1 B: Study the white collar crimes in India

CO2: Explain the remedies to combat against white collar crime

CO3: Evaluate the prevention of corruption act

CO4: Develop the knowledge of The Money laundering act 2002

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to white Cooler Crime

(b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		10
2.	Assignment 1		02
3	Assignment 2		02
4	Assignment 3		02
5	Skill Development Workshops		04
Total			20

Conduct of Internals:

Internal Component	Total Number	Schedule
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Midterm Exam	10	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	2	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	2	Presentation (related to concerned course objective)
Assignment 3	2	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	4	EML + PD WORKSHOP + Comprehensive Viva And to be given by Concern coordinator.

Session Plan:

UNIT-I Introduction a. Nature, Concept & Scope of White Collar Crime b. Classification of White Collar Crime c. Sutherland's view on White Collar Crime d' Criticism of Sutherland,s view on White Collar Crime		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts of White Cooler Crime	REVISION, DISCUSSION..
Unit 2:		

<p>White Collar Crime in India</p> <p>a. Hoarding, Black-marketing & Adulteration</p> <p>b. Tax evasion</p> <p>c. white collar crime in different professions Medical, Engineering' Legal' Educational Institutions</p> <p>d. White collar crime in Business e. Fake employment / placement rackets</p>		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the White collar crime in Business e. Fake employment / placement rackets	REVISION, DISCUSSION.
<p>Unit 3</p> <p>Remedies to combat White Collar crime a. White collar crime vs' Traditional crime</p> <p>b. Judicial response to White collar crime</p> <p>c. Remedial measures to curb White Collar Crimes</p>		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the Remedial measures to curb White Collar Crimes	REVISION, Research Articles, DISCUSSION
<p>Unit-4</p> <p>the Prevention of Corruption Act, 1988</p> <p>a. b. C. d. e. Salient features of the Act Offences committed by Public Servant & bribe giver Sanction for Prosecution Presumption where public servant accepts gratification Prosecution and Penalties</p>		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Salient features of the Act Offences.	REVISION, DISCUSSION.
<p>Unit-5</p> <p>The Prevention of Money Laundering Act, 2002</p>		

a. Salient features of the Act b, Definition & Scope of Money Laundering c. Survey, Search & Seizure, Attachment Powers to arrest under the Act Adjudication by the Adjudicating authorities & Special Courts Obligation of banking companies, financial institutions and Intermediaries		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Powers to arrest under the Act Adjudication by the Adjudicating authorities & Special Courts Obligation of banking companies, financial institutions and Intermediaries	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. S.P. Singh, Socio- Economic Offences (Lst Ed., 2005, Reprint 2015)
2. Ahmed Siddiqui, Criminology: Problems and Perspectives (4th Ed., L997)
3. Seth and Capoor, Prevention of Corruption Act with a treatise on Anti- Corruption Laws (3rd Ed., 2000)
4. C. Mehanathan, Law on Prevention of Money Laundering in India (201'41
5. N,V Paranjap

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN

1. Session Plan Information	
Subject & Code : Business Mathematics BBL-201	Name:Asst. Prof. AMRITA BHADORIYA
Semester : II Semester	Length of Period:1 hour
Session: (January2023-Jun 2023)	Total : 40Hrs.

Course Objective: The objective of this course is to familiarize students with the elementary concept of mathematics and develop understanding of utility and its applications in business and commerce environment.

Course Outcomes: On completion of the course students will be able to:

CO1. Relate the concepts and use equations, formulae, and mathematical expressions and relationships in a variety of contexts.

CO2. Adapt the knowledge in mathematics (algebra, matrices, calculus) in solving business problems.

CO3. Refine the mathematical skills required in mathematically intensive areas in Economics and business.

CO4. Design concept in international business concepts with functioning of global trade.

PEDAGOGY: Lectures method demonstration method using PPTS, Assignment, Quiz etc.

Teaching Aids: PPTs, White Board,

Teaching Methods:

The course will use the following pedagogical tools:.

(a) Discussions on issues and topics.

(b) Assignments/ Quizzes/ Class participation/Assignment etc.

Course Evaluation Criteria:

Instruments	Marks (Sem 1)
Written Test	40
Assignment, EML, PD workshop and Memorial drafting	
Class Presentation & Quiz	
Final Exam	60

Total	100
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Session Plan:

Syllabus of Unit-1 Introduction Basic Mathematics -1 <ul style="list-style-type: none"> • Ratio and • Proportion • Logarithms • Percentage • Average • Permutation and Combination • Revision 		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To understand the basic mathematics concept.	REVISION, QUIZ, PRESENTATION, DISCUSSION.
Unit 2 Basic Mathematics-2 <ul style="list-style-type: none"> • Commission • Brokerage and Discount • Rates and taxes • Stocks and shares • Simple annuities • Present value and Discount • Simple and Compound interest • Profit and loss account • Revision 		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-16)	To understand the formula and implications of interest.	REVISION, QUIZ, PRESENTATION, DISCUSSION.
Unit 3 <ul style="list-style-type: none"> • Functions • Types of functions • Applications of linear functions in business • Simple equations • Quadratic equations • Simultaneous equations and problems 		

<ul style="list-style-type: none"> • Revision
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UNIT 3	Learning Objective	Assessment/Evaluation
DAY(17-23)	To understand the different types of functions and the solution of simultaneous equation.	REVISION,QUIZ,PRESENTATION,DISCUSSION.

**unit-4:
Matrices:**

- Addition, Subtraction
- Multiplication of matrices
- Questions
- Inverse of matrices
- System of linear equations and its applications
- Revision
- Revision

UNIT IV	Learning Objective	Assessment/Evaluation
DAY(24-30)	To understand the Matrix and its solution.	REVISION,QUIZ,PRESENTATION,DISCUSSION.

Subject Quiz

unit-5

- Differentiation of functions of single variable (excluding trigonometric functions)
- Questions
- Questions
- Break-even analysis
- Simple problems of maxima and minima
- Revision
- Revision
- Revision
- Revision
- Discussion of all units.

UNIT V	Learning Objective	Assessment/Evaluation
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DAY(31-40)	To learn the basic concepts of Differentiation.	REVISION, QUIZ, PRESENTATION, DISCUSSION.

Reference Books:

1. Allel R.G.a: Basic Mathematics: Macmillan' New Delhi
2. Dowling, E.T. Mathematics for Economics: Schaum Series, Mc Graw Hill, London.
3. Lombar, Paul: Linear Programming: Tata McGraw Hill' New Delhi'
4. Vohra, N.D.: Quantitative Techniques in Management: Tata McGraw Hill'
5. Soni R.S.: Business Mathematics: Pitamber Publishing House, Delhi

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & code: Bankruptcy and Insolvency BAL -1004	Name: Asst. Prof. Ishani Pathak
Semester: X Semester	Length of Period: 60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: Relate with the provisions and evolution of the insolvency and Bankruptcy code, 2016.

CO1 B: Understand the concept of corporate insolvency resolution process: legal provisions.

CO2: Appraise the process of liquidation of corporate person: Initiation of liquidation.

CO3: Illustrate the regulatory framework of bankruptcy order for individuals and partnership firms.

CO4: Demonstrate the regulatory framework of professional and ethical practices for insolvency practitioners.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Bankruptcy and Insolvency.
- (b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)

Skill Development Workshops	5	EML + PD WORKSHOP + PR-LEGAL AWARENESS PROGRAM AND PRESENTATION + COMPREHENSIVE VIVA And to be given by Concern coordinator.
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Session Plan:

Syllabus of Unit-1		
Bankruptcy and insolvency-concept and evolution, historical development of insolvency laws in India, reports of the insolvency reforms committee, need for the insolvency and bankruptcy code, 2016, overall scheme for insolvency and bankruptcy code,2016. Important definitions, institutions under insolvency and bankruptcy code, 2016.		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concept and evolution of bankruptcy and insolvency.	REVISION, DISCUSSION..
Unit 2:		
Corporate insolvency resolution process: Legal provisions, Committee of Creditors, Procedure, Documentation, Appearance, Approval, Insolvency resolution of corporate person: contents of resolution plan, submission of resolution plan and approval of resolution plan.		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To understand the concept and working of corporate insolvency resolution process and insolvency resolution of corporate person.	REVISION, DISCUSSION.
Unit 3		
Liquidation of a corporate person: initiation of liquidation, powers and duties of liquidator, Liquidation estate: dissolution of corporate debtor; distribution of assets Voluntary liquidation of companies: procedure for voluntary liquidation; initiation of liquidation; effect of liquidation; appointment; remuneration; powers and duties of liquidator, completion of liquidation.		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept of liquidation, powers and its various procedures.	REVISION, Research Articles, DISCUSSION
Unit-4		

Bankruptcy order for individuals and partnerships firms: background; overview of the provisions; adjudicating authority; appeal against order of DRT; Appeal to supreme court.		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the bankruptcy order for individuals and partnership firms.	REVISION, DISCUSSION.
Unit-5 .Professional and ethical practices for insolvency practitioners: responsibility and accountability of insolvency practitioners, code of conduct; case studies; and practical aspects.		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand the professional and ethical practices for insolvency practitioners.	REVISION, DISCUSSION.

Suggested Reading:

References:

1. V.S. Datey, guide to insolvency and bankruptcy code, Taxmann, 7th Edition,2019.
2. Dr. Avadesh Ojha & CS Amit Baxi, insolvency & bankruptcy code, law and practice with insolvency courts-Nelt & Nelat, IBC Vis-à-vis companies Act, Sarfaesi, Drt & other laws(2020) , Tax publishers.
3. V.S. Wahi, Treatise on insolvency and bankruptcy code, Wadhwa publishing house, 3rd edition,2019.
4. CS (Dr.) D.K. Jain, Bharat's guide to insolvency and bankruptcy code, bhara law house Pvt. Ltd, 2nd edition, 2019.
5. Ashish Makhija, Insolvency and bankruptcy code case digest, Bloomsbury Professional India, 2nd Edition, 2020.

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR SESSION PLAN

1. Session Plan Information	
Subject & Code: Criminal Law-II (Criminal Procedure Code & Juvenile Delinquency) BAL/BBL/BCL-404	Name: Dr. Sunita Arya
Semester : IV Semester	Length of Period:60 mins
Session: (JAN2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: Understand of the aspects of criminal justice or law and its relationship to larger social issues and constitutional perspectives

CO1 B: Develop the capacity how can register a F.I.R and fair trial process and rights and duties of police & arrested person

CO2: Identify and apply the principles of criminal law covered in the course which are related to the Framing of Charge and Session Trial, warrant Trial, Summons Trial and Summary Trial

CO3: Explain and apply concept related to the Appeal, revision and Review in Criminal Law

CO4: Develop the thought process related to Juvenile Justice and Probation with laws and latest amendments

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, Mock trial

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Investigation, Inquiry and Trial in BhartiyaNagarikSurkashaSahinta 2023
- (b) Compare BNSS Provisions with CR.P.C 1973 provisions.
- (c) Assignments/ Research Articles / Class participation/ Mock trial etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule

Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + Comprehensive Viva And to be given by Concern coordinator.

Session Plan:

Syllabus of Unit-1

Introductory, Pre – Trial processes

Introductory

1. The rationale of criminal procedure the importance of Fair Trial
2. Constitutional perspectives of fair trial: Articles 14, 20, 21,
3. Organization of Police, Prosecutor, Defense Counsel and Prison Authorities along with their duties, functions and powers.

Pre – Trial processes: Arrest

1. The distinction between cognizable and non-cognizable offences: relevance and adequacy problems
2. Steps to ensure accuser's presence at trial: warrant and summons
3. Arrest with and without warrant (Section 70-73 and 41)
4. The absconder's status (82, 83and 85)
5. Rights of an arrested person
6. Right to know ground of arrest (sec 50(1), 55, 75)
7. Right to be taken to magistrate without delay (Sec 56-57)
8. Right to not being detained for more than 24 hours (Sec 57); Article 22 (2) of the Constitution of India
9. Right to consult legal practitioner, legal aid and the right to be told of rights to bail
10. Right to be examined by a medical practitioner (Sec 54)

Search and Seizure

1. Search warrant (Sec 83, 94, 97, 98) and search without warrant (Sec 103)
2. Police search during investigation (Sec 153, 165, 166)
3. General principles of search (Sec 100)
4. Seizure (Sec 102)
5. Constitutional aspects of validity of search and seizure proceedings

UNIT I	Learning Objective	Assessment/Evaluation
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DAY(1-7)	To know the concepts of Fair Trial and and General Principals of investigation and arrest by the police officer	REVISION, DISCUSSION..
<p>Unit 2: FIR, Trial Process Pre-Trial Process: FIR 1. F.I.R. (sec. 154) 2. Evidentiary value of F.I.R. (See Section 145 and 157 of Indian Evidence Act Trial Process 1. Commencement of proceedings: Section 200, 201, 202) 2. Dismissal of complaints (Sec 203, 204) 3. Bail: concept, purpose: constitutional overtones 4. Bailable and non-bailable offences (Sec. 436, 437, 439) 5. Cancellation of bail (Sec 437(5)) 6. Anticipatory Bail (Sec. 438) 7. Appellate bail Powers (Sec 389(1), 395(1), 437(5)) 8. General principles concerning Bond (Sec 441-450)</p>		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the F.I.R and how to register F.I.R by the police officer and Bail Provisions and anticipatory Bail	REVISION, DISCUSSION.
<p>Unit 3 Fair Trial 1. Conception of fair trial 2. Presumption of innocence 3. Venue of trial 4. Right of the accused to know the accusation (Section 221-224) 5. The right must generally be told to the accused's presence (Sec 221-224) 6. Right to cross-examination and offering evidence in defense: the accused's statement 7. Right to speedy trial Charge 1. Framing of charges 2. Form and content of Charge (Sec 211, 212,216) 3. Separate charge for distinct offence (Sec 218-223) 4. Discharge- Pre-Charge evidence Preliminary Pleas to Bar the Trial 1. Jurisdiction (Sec 26, 177-188, 461-462, 479) 2. Time limitations: rationale and Scope (Sec 468-473) 3. Pleas of autrefois acquit and autrefois convict (Sec 300 and 22 (d)) 4. Issue estoppel</p>		

5. Compounding of offences

UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand Trial Stage and know about the session trial, warrant trial, summary trial and summons trial	REVISION, Research Articles, DISCUSSION

Unit-4

1. Form and content (Sec. 354.)
 2. Summary trial
 3. Post conviction orders in lieu of punishment: emerging penal policy (Sec 360-361 and 31)
 4. Compensation and cost (Sec 357, 358)
 5. Modes of providing judgments (Sec 353, 362, 363)
- Appeal , Review and Revision
1. No appeal in certain cases (Sec 372, 375 and 376)
 2. The rationale of appeals, Review, revision
 3. The multiple range of appellate remedies
 4. Supreme court of India (Sec. 374,379, Art. 31, 132, 134, 136)
 5. High Courts (Sec 374)
 6. Session Court (Sec 374)
 7. Special right to appeal (Sec 380)
 8. Government appeal against sentencing (Sec 377, 378)
 9. Judicial power in disposal of appeal (Sec 368)
 10. Legal aid in appeals
 11. Revisional jurisdiction (Sec 397-405)
 12. Transfer of cases (Sec 406, 407)

UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Judgment given by the Court and know that Appeal Review and Revision	REVISION, DISCUSSION.

Unit-5

Juvenile Delinquency

1. Nature and magnitude of the problem
2. Causes
3. Juvenile court system
4. Treatment and rehabilitation of juvenile offenders
5. Juvenile and adult crimes
6. Legislative and judicial protection of juvenile offenders
7. Juvenile justice (Protection and Care of Children) Act 2000

Probation

1. Probation of offender's law
2. The judicial attitude

3. Mechanism of probation: standard of probation services		
4. Problems and prospects of probation		
5. The suspended sentences		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Juvenile Delinquency and Juvenile Justice Protection and Care of Children Act 2000	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. RatanLal and DheerajLal, Criminal Procedure Code (2017)
2. D.D. Basu, Criminal Procedure Code (2019) Lexisnexis
3. R.V. Kelkar, Lectures on Criminal Procedure Code (2020), EBC
4. R.V. Kelkar, Code of Criminal Procedure
5. Woodroffe: commenteries on Code of Criminal Procedure, 2Vol. (2000) Universal

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & code: Information and Technology offences BCL -1001	Name: Asst. Prof. Ishani Pathak
Semester: X Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: Demonstrate the scope and significance of IT.

CO1 B: Understanding the cyber space, digital security, online privacy etc.

CO2: Analyze the Information Technology Act 2000

CO3: Study the evolution of the cybercrime and real-world cases.

CO4: Evaluate the National Cyber security policy 2013

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to IT Offences

(b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)

Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + PR-LEGAL AWARENESS PROGRAM AND PRESENTATION + COMPREHENSIVE VIVA And to be given by Concern coordinator.

Session Plan:

Syllabus of Unit-1 Scope and significance- Information technology-international endeavors-Indian scenario		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concept of information and technology in international and Indian scenario	REVISION, DISCUSSION..
Unit 2: Definitions- Cyber space, cybersquatting, cyber privacy, database, domain name, digital signatures, digital security, e-governance, encryption, online privacy, online dispute resolution, world wide web.		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To understand the concept of cyber space, cybersquatting, cyber privacy, database, domain name, digital signatures, digital security, e-governance, encryption, online privacy, online dispute resolution, world wide web.	REVISION, DISCUSSION.
Unit 3 Information Technology Act, 2000, -object and scope-prospects, problems and drawbacks of the IT Act-Jurisdictional perspectives and challenges-Adjudication and dispute resolution, Authorities under the Act-Liabilities under the Act.		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept, object and scope and various challenges of Information technology act, 2000	REVISION, Research Articles, DISCUSSION

Unit-4 Evolution of Cyber Crimes and Real-World cases: Definition and nature, evolution of cybercrime, classification of cybercrimes, reasons for computer vulnerability, computer contaminant, Real world cases-Online banking, credit card frauds, Identity theft, crime relating to social networking websites and social media.		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To	REVISION, DISCUSSION.
Unit-5 National Cyber security policy, 2013: History, aim and objectives, Nature and scope, strategies, securing e-governance service, cyber terrorism and cyber security, Promotion research and development in cyber security.		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts, aim and objectives, nature and scope and strategies of National Cyber security policy, 2013.	REVISION, DISCUSSION.

Suggested Reading:

References:

1. Information Technology Act, 2000.
2. Information Technology (certifying authorities) rules.
3. The cyber regulations appellate tribunal (procedural) rules
4. Cyber law, Pawan Duggal, university law publication, 2017.
5. Cyber forensics in India: A legal perspective, universal law publications, 2019.
6. Relevant provisions of IPC, IEA & Cr, P.C

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR SESSION PLAN

1. Session Plan Information	
Subject & code: Labour & Industrial law-II BAL-801	Name: Asst. Prof. Ishani Pathak
Semester: VIII Semester	Length of Period:60 mins

Session: (Jan2024-June 2024)

Total : 40 Hrs.

Course Outcomes:

CO1 A: Actuate the laws relating to industrial relations

CO1 B: Analyze the basic and use of minimum wages act, 1948 for the protection of rights of Labour.

CO2: Devise the skills to adhere the concepts of social security and wages problems in industries.

CO3: Solve the Labour welfare problems with the help of proper mechanism.

CO4: Develop the approach to learn the enquiry procedural and industrial discipline.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Labour & Industrial Law
- (b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)

Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + PR-LEGAL AWARENESS PROGRAM AND PRSENTATION + COMPREHENSIVE VIVA And to be given by Concern coordinator.

Session Plan:

Syllabus of Unit-1 General Introduction a. Industrial Jurisprudence b. Labour policy in India c. Industrial revolution in India, evils of industrialization, labour problems d. Growth of Labour legislation in India.		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the origin and development of industries I India and to know the concept of industrial jurisprudence.	REVISION, DISCUSSION..
Unit 2: Minimum Wages Act, 1948 a. Concept of minimum wage, fair wage, living wage and need based minimum wage. b. Constitutional validity of the minimum wages act, 1948 c. Procedure for fixation and revision of minimum wages act,1948 d. Fixation of minimum rates of wage by time rate or by piece rate. e. Procedure for hearing and deciding claims.		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To understand the concept and working of minimum wages act 1948.	REVISION, DISCUSSION.
Unit 3 The Payment of wages act, 1948 a. Object, scope and application of the act.		

<ul style="list-style-type: none"> b. Definition of wage c. Responsibility for payment of wages. d. Fixation of wage period. e. Time of payment of wage. f. Deduction which may be made from wages. 		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept of payment of wages act,1948	REVISION, Research Articles, DISCUSSION
<p>Unit-4 Child labour (prohibition & regulation act,1986)</p> <ul style="list-style-type: none"> a. Definition, object, scope of the act b. Prohibition of employment of children in certain occupation & process. c. Regulation of condition of work of children d. Miscellaneous e. Penalties, procedures f. Employment of inspector, power g. Repeal and savings 		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the importance of child Labour act and its provisions.	REVISION, DISCUSSION.
<p>Unit-5 The Employee's compensation act, 1923</p> <ul style="list-style-type: none"> a. Definition of dependent, workman, partial disablement and total disablement. b. Employer's liability for compensation <ul style="list-style-type: none"> i. Scope of arising out and in the course of employment. ii. Doctrine of notional extension iii. When employer is not liable. c. Employer's liability when contract or is engaged. d. Amount of compensation e. Distribution of compensation f. Procedure in proceedings before commissioner. g. Appeals h. Retirement benefits <ul style="list-style-type: none"> i. Employee's provident fund and miscellaneous provisions Act ii. Employee's pension scheme, 1995 and family pension scheme iii. Social security for the unorganized sector 		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts and provisions of employee's compensation Act, 1923	REVISION, DISCUSSION.

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Suggested Reading:

Text Books:

1. Indian Law Institute, cases and materials on Labour law and Labour relations
2. P.L. Malik, industrial law, eastern book company, 2013
3. Dr. Goswami, Labour and industrial law, central law agency, 2011

References:

6. Surya Narayan Misra, an introduction to Labour and industrial law, Allahabad law agency, 1978
7. S.C. Srivastava, industrial relations and Labour law, Vikas publishing house, new Delhi.
8. Chaturvedi, Labour and industrial law, 2004
9. S.C. Srivastava, commentaries on the factories act, 1948, universal law publishing house, Delhi.
10. H.L. Kumar, workmen's compensation Act, 1923.

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR SESSION PLAN

1. Session Plan Information	
Subject & code: Mergers and Acquisitions BCL -1001	Name: Asst. Prof. Ishani Pathak
Semester: X Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: Relate with various procedural aspects of mergers and acquisitions of companies.

CO1 B: Understanding the difference between merger and amalgamation, managerial challenges of mergers and acquisitions.

CO2: correlate with the legal framework involving mergers and acquisitions.

CO3: Formulate the solution to the mergers and acquisitions and intellectual property.

CO4: Illustrate the procedural aspect of cross border mergers and acquisitions.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Mergers and acquisitions
- (b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + PR-LEGAL AWARENESS PROGRAM AND PRSENTATION + COMPREHENSIVE VIVA And to be given by Concern coordinator.

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Session Plan:

Syllabus of Unit-1		
Understanding the basic concept of mergers and acquisitions, types of mergers, reasons of mergers.		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concept of mergers and acquisitions.	REVISION, DISCUSSION..
Unit 2:		
Strategies of mergers and acquisitions, difference between mergers and amalgamation, managerial challenges of mergers and acquisitions.		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To understand the concept and working of mergers and acquisitions	REVISION, DISCUSSION.
Unit 3		
Procedure, stages for mergers and acquisitions, legal framework governing mergers and acquisitions.		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the procedure of stages of mergers and acquisitions.	REVISION, Research Articles, DISCUSSION
Unit-4		
Mergers and acquisitions and intellectual property, corporate restructuring after a merger or an acquisition.		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the restructuring of company after a merger or an acquisition.	REVISION, DISCUSSION.
Unit-5		
Cross border merger or acquisition, case studies on mergers and acquisitions.		

UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of cross border merger or acquisitions and to go through cases of merger and acquisitions.	REVISION, DISCUSSION.

Suggested Reading:

References:

1. Mergers and Acquisitions by A.P. Dash.
2. Patrick A, Gaughan (2007), mergers, acquisitions and corporate restructuring , 4/e Wiley India, New Delhi.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: MUSLIM LAW BCL-406	Name: Asst. Prof. Ishani Pathak
Semester : IV Semester	Length of Period:60 mins
Session: (Jan 2024-June2024)	Total : 40 Hrs.

Course Objective: The objective of this paper is to apprise the students with the laws relating to Muslim family matters governing inheritance, succession, partition, with practical approach.

Course Outcomes:

CO1 A: Understand the origin of muslim law and difference between Shia and Sunni source and schools.

CO1 B: Develop thinking concept of marriage and amp; divorce of muslim law and existing acts.

CO2: Evaluate & amp; gain skills of thinking, analysis, written and verbal presentation of ideas of argument concept of guardianship and maintenance.

CO3: Develop the approach towards the various provisions as related to property distribution in Mumbai.

CO4: Develop the approach towards the various provisions as related to property distribution in muslims.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Property and Easement Law
- (b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)

Skill Development Workshops	5	EML + PD WORKSHOP + SEMINAR PRESENTATION + COMPREHENSIVE VIVA And to be given by Concern coordinator.
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Session Plan:

<p>Syllabus of Unit-1 Origin, school and sources of Muslim law</p> <ul style="list-style-type: none"> e. Origin and development of Muslims f. B. Who is Muslim g. Conversation to Islam h. Nature and history of mohammedan law i. Schools of Muslim law j. Sources of Muslim law k. Siya and Sunni 		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the origin and development of Muslims, to understand the concept of conversation. To know about the schools and sources and division of Siya and Sunni.	REVISION, DISCUSSION..
<p>Unit 2: Marriage and divorce</p> <ul style="list-style-type: none"> f. Marriage g. Iddat h. Muta marriage i. Option of puberty j. Divorce k. Kinds of divorce l. Dissolution of marriage act,1939 		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To understand and know about the concept of marriage and divorce	REVISION, DISCUSSION.
<p>Unit 3 Guardianship and maintenance</p> <ul style="list-style-type: none"> g. Guardianship- elements h. Kinds of guardianship i. Maintenance j. Liability of maintenance k. Mehar 		

l. Kinds of Mehar		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept of guardianship and maintenance	REVISION, Research Articles, DISCUSSION
Unit-4 Muslim law of property <ul style="list-style-type: none"> a. Hiba: concept, formalities, capacity and revocability b. Wasayat: concept, formalities c. waqf 		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Concept of hiba, Wasiyat and waqf.	REVISION, DISCUSSION.
Unit-5 Principles of Inheritance under Muslim law. <ul style="list-style-type: none"> i. Parentage and acknowledgement j. Principles of inheritance under Muslim law (Sunni law) k. Succession and death bed transaction 		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts and principles of inheritance	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Mulla, Mohammad law
2. Tahir Mahmood, the Muslim law of India, LAW book company, 1980
3. Dr. Paras Ahmed, Muslim Law in Modern India
4. Aquil Ahmed, Mohammedan law
5. Fyzee, Introduction to Mohammedan law
6. Schat, Mohammedan jurisprudence
7. Coulson, Principles of mohammedan

References:

1. B.M. Gandhi, Family law, Eastern book company, 2015.
2. Paras Diwan, family law, Allahabad law agency, 2001
3. Mulla, principles of mohammedan law, lexis nexis,2016
4. A.A.A. Fyzee, outlines of mohammedan law, oxford university press

COURSE OUTLINE**Prestige Institute of Management & Research, Gwalior****Session: Jan-Jun 2024****LAW (HONS.) II SEM****Course: Special Contract****Credit: 04****Session Duration: 60 Minutes**

FACULTY (Name): AP Ashish Yadav

Telephone : 7999733915

E-Mail : ashish.yadav@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

<ul style="list-style-type: none">• CO1: explore the context and rationale of specific contracts of Indemnity, Guarantee, Bailment, Pledge and Agency.
<ul style="list-style-type: none">• CO2: demonstrate the principles and doctrines that guide such contracts.
<ul style="list-style-type: none">• CO3: correlate an understanding of the legal concepts involved in such contracts.
<ul style="list-style-type: none">• CO4: criticize what rights and duties parties acquire under such contracts.
<ul style="list-style-type: none">• CO5: collaborate the relation such specific contracts have with our day to day commercial activities and their impact on the social and economic front.

Course Pedagogy:

Lecture, PPT., Case study, Discussion

Course Readings:**Text Books:**

1. Pollock & Mulla, *Indian Contract and Specific Relief Act*, Lexis Nexis, 2013(14th Edn)
2. Avtar Singh, *Law of Partnership*, Eastern Book Company, 2012 (4th Edn)
3. Avtar Singh, *Law of Contract and Specific Relief*, Eastern Book Company, 2013 (11th Edn)

References:

1. Avtar Singh, *Sale of Goods*, Eastern Book Company, 2011 (7th Edn)
2. Michael G. Bridge (ed.), Benjamin`s *Sale of Goods*, Sweet & Maxwell, 2013(8th Edn)
3. P.S. Atiyah, *Sale of Goods*, Pearson Education, 2010 (12th Edn)
4. B.M. Prasad and Manish Mohan, *Khergamvala on the Negotiable Instrument Act*, 2013, Lexis Nexis, 2013 (21st Edn)
- 5.P. Mulla, *The Sale of Goods and Indian Partnership Act*, Lexis Nexis, 2012 (10th Edn)

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Written Assignments	
Presentation	
Research Paper Writing	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
106.	UNIT1	Meaning, Distinction between Indemnity and Guarantee	PPT +Lecture
107.		Right / Duties of Indemnifier	PPT +Lecture
108.		Right / Duties of Indemnifier	PPT +Lecture
109.		Indemnified and Surety,	PPT +Lecture
110.		Discharge of Surety,	PPT +Lecture
111.		Kinds of Guarantee	PPT +Lecture
112.	UNIT 2	Meaning and Distinction,	PPT +Lecture
113.		Rights and Duties of Bailor/Bailee	PPT +Lecture
114.		Rights and Duties of Pawnor/Pawnee	PPT +Lecture
115.		Lien	PPT +Lecture
116.		Termination of Bailment	PPT +Lecture
117.		Kinds of Bailee	
118.	UNIT 3	Definitions of Agent and Principal Appointment of an Agent	PPT +Lecture
119.		Authority of an Agent, Creation of agency: by agreement, Ratification and law	PPT +Lecture
120.		Effects of Agency on Contracts with third person	PPT +Lecture

121.		Personal Liability of agents	PPT +Lecture
122.		Termination of agency	PPT +Lecture
123.	UNIT 4	Nature of Partnership Firm	PPT +Lecture
124.		Rights /Duties of Partners <i>inter se</i>	PPT +Lecture
125.		Rights /Duties of Partners <i>inter se</i>	PPT +Lecture
126.		Incoming and Outgoing Partners	PPT +Lecture
127.		Position of Minor	PPT +Lecture
128.		Dissolution and Consequences	
129.	UNIT 5	Definitions, Distinction between Sale and Agreement to Sale	PPT +Lecture
130.		Conditions and Warranties	PPT +Lecture
131.		Conditions and Warranties	PPT +Lecture
132.		Passing of Property	PPT +Lecture
133.		Passing of Property	PPT +Lecture
134.		Rights of Unpaid Seller and Remedies for Breach of Contract	PPT +Lecture
135.		Revision	

Teaching plan
Session 2023-24
PROGRAM – B.A.LL.B.(HONS)

Session Plan

Class: BA, B.COM.,BBA LLB II	Subject Faculty: Dr. Amrapali Sapra
Subject: Legal English & Communication Skills II (BAL 204)	Subject Credit: 4
Session: January to June 2024	Lecture Hours: 32
Objective: This course introduces the basic concepts and practical applications of English language in real life situations and to communicate effectively by using four basic language skills i.e. Reading, Listening, Writing and Speaking.	
Teaching Pedagogy: Lectures, class room discussions, mini projects/assignments, students' presentations, Exercises	

S. No.	Particular Unit Wise	Detailed Topics	No.of Hours	Teaching Pedagogy	Learning Objectives
1	Unit 1	Certain set of expressions, phrases	2	Lecture/ PPT/ Exercises	Learning involves the fundamentals OF English Language and Vocabulary enhancement.
		Foreign words and phrases	2	Lecture/ PPT/ Exercises	
		Total Hours	04		
2	Unit 2	One word substitution	1	Lecture/ PPT/ Exercises	Learning involves enhancement of vocabulary in English language
		Synonyms	1	Lecture/ PPT/ Exercises	
		Antonyms	1	Lecture/ PPT/ Exercises	
		Homonyms	1	Lecture/ PPT/ Exercises	
		Total Hours	04		
3	Unit 3	Idioms and Phrases	2	Lecture/ PPT/Examples	Learning involves enhancement of vocabulary in English language
		Words often confused and misused	2	Lecture/ Text Reading with Explanation and Q & A	
		Total Hours	04		
4	Unit 4	Direct and Indirect Speech	4	Lecture/ PPT/Examples	Students will be able to understand aspects of functional grammar.
		Subject Verb Agreement	4	Lecture/ PPT/Examples	

		Total Hours	8		
5	Unit 5	Letter, Notice, Applications writing	3	Lecture/Summary/ Q & A	To familiarize students about practical aspects of language and enhance their writing skills.
		Report Writing, Notes Taking	2	Lecture/ Text Reading with Explanation and Q & A	
		Classroom Speech, Group Discussion	7	Lecture/ Text Reading with Explanation and Q & A	
			12		

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2024

B.A.LL.B./ BBA LL.B./ B.COM.LL.B. (Hons.) – Batch (2023-2028)

Course: Constitutional Law

Course Code: BAL/ BBL/ BCL-205

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Dr. Hariom Awasthi

Telephone: 8527169778

E-Mail: hariom.awasthi@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1A: Discuss the fundamental Right of Equality and Freedom with reasonable restrictions

CO1B: Describe the Fundamental Right to Life and individual liberties

CO2: Relate the Right to Constitutional Remedies and Judicial Review.

CO3: Illustrate the Directive Principles of State Policy and Fundamental Duties

CO4: Appraise the Procedure of Amendment to the Constitution of India

Course Pedagogy: Lectures method, Case study, Research Articles, PPTs **Course Readings:**

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 Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

<p>Unit-I: Fundamental Rights – I</p> <p>(a) Definition of “State” for Enforcement of Fundamental Rights: Justifiability of Fundamental Rights, Doctrine of Eclipse, Severability, Waiver</p> <p>(b) Right to Equality (Articles 14-18): Doctrine of Reasonable Classification and the Principle of Absence of Arbitrariness, Legitimate Expectations, Principle of Compensatory Discrimination</p> <p>(c) Fundamental Freedom (Article 19): Freedom of Speech and Expression, Freedom of Press and Media; Expansion by Judicial Interpretation of Article 19; Reasonable Restrictions (Article 19 clause (2) to (5))</p>		
UNIT I	Learning Objective	Assessment/ Evaluation
DAY (1-7)	To know the concepts of State, Right to Equality and fundamental right to freedom	Revision, Discussion
<p>Unit-II: Fundamental Rights – II (Lectures-8)</p> <p>a. Right to Life and Personal Liberty (Articles 20-22): Scope and Content (Expansive Interpretation- Right to Privacy, Gays’ Rights, Live-in Relationships, etc.)</p> <p>b. Right to Education (Article 21A): RTE Act, 2009</p> <p>c. Right against Exploitation (Articles 23-24): Forced Labour, Child Employment and Human Trafficking</p> <p>d. Freedom of Religion and Cultural and Educational Rights of Minorities (Articles 25-30)</p>		
UNIT 2	Learning Objective	Assessment/ Evaluation
DAY(8-15)	To know the concept of Right to life and personal liberty, Right against exploitation and right to religion.	Revision, Discussion.
<p>Unit-III: Right to Constitutional Remedies</p> <p>a. Writs: <i>Habeas Corpus, Mandamus, Certiorari</i>, Prohibition and <i>Quo-warranto</i></p> <p>b. Art. 32 and Art. 226</p> <p>c. Judicial Review</p> <p>d. Writ Jurisdiction and Private Sector</p>		

UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept of right to constitutional remedies.	Revision, Research Articles, Discussion
Unit-IV: Directive Principles and Fundamental Duties		
a. Nature and Justiciability of the Directive Principles b. Detailed Analysis of Directive Principles (Articles 37-51) c. Fundamental Duties d. Inter-Relationship between Fundamental Rights and Directive Principles		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Concept of Directive Principles of State Policies.	Revision, Discussion.
Unit-V: Amendment of Constitution		
a. Procedure of Amendment of the Constitution b. Doctrine of Basic Structure		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Amendment process of Indian Constitution,	Revision, Discussion.

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2024

B.A.LL.B./ BBA LL.B./ B.COM.LL.B. (Hons.) – Batch (2021-2026)

Course: Administrative Law

Course Code: BAL/ BBL/ BCL-605

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Dr. Hariom Awasthi

Telephone: 8527169778

E-Mail: hariom.awasthi@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 A: Discuss the Evolution and Scope of Administrative Law

CO1 B: Describe the Legislative functions Administration Bodies

CO2: Relate the judicial functions of Administrative bodies

CO3: Illustrate the Discretionary powers of Administrative bodies

CO4: Appraise the Judicial Control of Administrative Actions and Procedures

Course Pedagogy: Lectures method, Case study, Research Articles, PPTs

Course Readings:

Text Books:

1. H.W.R. Wade & C.F. Forsyth, *Administrative Law*, Oxford University Press, 2009 (12th Edn)
2. M.P. Jain & S.N. Jain, *Principles of Administrative Law*, Lexis Nexis, 2013 (7th Edn)

References:

1. I.P. Massey, *Administrative Law*, Eastern Book Company, 2012, (8th Ed.)
2. C.K. Takwani, *Lectures on Administrative Law*, Eastern Book Company, 2012 (5th Edn)
3. S.P. Sathe, *Administrative Law*, Lexis Nexis Butterworths Wadhwa, 2010 (7th Edn)

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

Unit-I: Evolution and Scope of Administrative Law		
<ul style="list-style-type: none"> a. Nature, Scope and Development of Administrative Law b. Rule of Law and Administrative Law c. Separation of Powers and its Relevance d. Relationship between Constitutional Law and Administrative Law e. Classification of Administrative Law 		
UNIT I	Learning Objective	Assessment/ Evaluation
DAY (1-7)	To know the concepts of Administrative Law, Rule of Law, Separation of Power	Revision, Discussion
Unit-II: Legislative Functions of Administration		
<ul style="list-style-type: none"> a. Meaning and Concept of Delegated Legislation b. Constitutionality of Delegated Legislation c. Control Mechanism <ul style="list-style-type: none"> i. Parliamentary Control of Delegated Legislation ii. Judicial Control of Delegated Legislation 		

iii. Procedural control of Delegated Legislation		
d. Sub-Delegation		
UNIT 2	Learning Objective	Assessment/ Evaluation
DAY(8-15)	To know the concept of Delegated Legislation and Control Mechanism	Revision, Discussion.
Unit-III: Judicial Functions of Administration		
<p>a. Need for Devolution of Adjudicatory Authority on Administration</p> <p>b. Problems of Administrative Decision Making</p> <p>c. Nature of Administrative Tribunals: Constitution, Powers, Procedures, Rules of Evidence</p> <p>d. Principles of Natural Justice</p> <p>i. Rule against Bias</p> <p>ii. Audi Alteram Partem</p> <p>iii. Speaking Order (Reasoned Decisions)</p>		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept of Administrative Adjudication	Revision, Research Articles, Discussion
Unit-IV: Administrative discretion		
<p>a. Act of State,</p> <p>b. Tortious liability of the State.</p> <p>c. Contractual liability of the State</p>		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Administrative Discretion, Tortious and Contractual Liability of State	Revision, Discussion.
Unit-V: Administrative Discretion and Judicial Control of Administrative Action		
<p>a. Need and its Relationship with Rule of Law</p> <p>i. Judicial Review of Administrative Action and Grounds of Judicial Review Failure to Exercise Discretion</p>		

ii. Illegality, Irrationality, Procedure Impropriety b. Doctrine of Legitimate Expectations c. Evolution of Concept of Ombudsmen d. Lokpal and Lokayukta Act and other Anti		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Administrative Discretion, Legitimate expectation, Ombudsman	Revision, Discussion.

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2024

B.A.LL.B./ BBA LL.B./ B.COM.LL.B. (Hons.) – Batch (2020-2025)

Course: Environmental Law

Course Code: BAL/ BBL/ BCL-804

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Dr. Hariom Awasthi

Telephone: 8527169778

E-Mail: hariom.awasthi@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

- CO1 A: Actuate the complex body of knowledge in the field of environmental law & water
CO1 B: Understand land pollution with international guidelines and relevant constitutional provision
- CO2: Devise the capacity to identify new law and apply existing law in the rapidly evolving legal context for environmental law and Prevention and Control of Water, Air, Noise and Land Pollution
- CO3: Develop the specialist area of environmental law and General Environment Legislations and Protection of Forests and Wild Life
- CO4: Compare the environmental aspect on a national level with other countries reference with the relevant international conferences and Human Rights perceptive

Course Pedagogy: Lectures method, Case study, Research Articles, PPTs

Course Readings:**Text Books:**

1. Shyam Diwan & Armin Rosencranz, *Environmental Law and Policy in India*, Oxford University Press, 2nd Edition, 2001.
2. P. Leelakrishnan, *Environmental Law in India*, Lexis Nexis, 3rd Edition, 2008
3. Sumeet Malik, *Environment Law*, Eastern Book Company,

References:

1. P. Leelakrishnan, *Environmental Law Case Book*, Lexis Nexis, 2nd Edition, 2006
2. S. C. Shastri, *Environmental Law*, Eastern Book Company, 4th Edition, 2012
3. Gurdip Singh, *Environmental Law in India*, MacMillan Publisher, 2005
4. Sneh Lata Verma, *Environmental Problems: Awareness and Attitude*, Academic Excellence Publishers & Distributors, Delhi, 2007
5. Benny Joseph, *Environment Studies*, Tata McGraw Hill, New Delhi, 2009
6. The Biological Diversity Act, 2002
7. Guidelines to Access to Biological Resources and Associated Knowledge and benefit sharing Regulations, 2014

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60

Total	100
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Session Details:

Unit-I: Environmental Protection: International and National Perspective		
a. Introduction		
i. Environment: Meaning		
ii. Environment Pollution: Meaning and Issues		
b. Constitutional Guidelines		
i. Right to Wholesome Environment: Evolution and Application		
ii. Relevant Provisions: Art. 14, 19 (1) (g), 21, 48-A, 51-A(g)		
iii. Environment Protection through Public Interest Litigation		
c. Environmental Laws: India and International		
i. Law of Torts		
ii. Law of Crimes		
iii. Public Nuisance		
iv. Emergence of Environmental Legislations		
UNIT I	Learning Objective	Assessment/ Evaluation
DAY (1-7)	To know the concepts of elements of environmental Pollution and laws	Revision, Discussion
Unit-II: Prevention and Control of Water and Land Pollution		
a. The Water (Prevention and Control of Pollution) Act, 1974		
i. Water Pollution: Definition		
ii. Central and State Pollution Control Boards: Constitution, Powers and Functions		
iii. Water Pollution Control Areas		
iv. Sample of effluents: Procedure; Restraint Order		
v. Consent requirement: Procedure, Grant/Refusal, Withdrawal		
vi. Citizen Suit Provision		
b. Land Pollution		
UNIT 2	Learning Objective	Assessment/ Evaluation

DAY(8-15)	To know the concept of Water Pollution and Laws and Land Pollution and Laws	Revision, Discussion.
Unit-III: Prevention and Control of Water, Air, Noise and Land Pollution		
a. Air (Prevention and Control of Pollution) Act, 1981 i. Air Pollution: Definition ii. Central and State Pollution Control Boards: Constitution, Powers and Functions iii. Air Pollution Control Areas iv. Consent Requirement: Procedure, Grant/Refusal, Withdrawal v. Sample of Effluents: Procedure; Restraint Order vi. Citizen Suit Provision b. Noise Pollution Control Order, 2000		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept of Air Pollution and Laws and Noise Pollution and laws	Revision, Research Articles, Discussion
Unit-IV: Environment Legislations and Protection of Forests and Wild Life		
a. Environmental (Protection) Act, 1986 a. Meaning of „Environment“, „Environment Pollutant“, „Environment Pollution“ b. Powers and Functions of Central Govt. c. Important Notifications U/s 6: Hazardous Substance Regulation, Bio-Medical Waste Regulation and Coastal Zone Management, EIA d. Public Participation & Citizen Suit Provision b. Laws Related to Forest i. Forest Act, 1927 ii. Kinds of forest – Private, Reserved, Protected and Village Forests iii. The Forest (Conservation) Act, 1980 iv. Forest Conservation vis-a vis Tribals“ Rights c. The Wild Life (Protection) Act, 1972 i. Authorities to be Appointed and Constituted under the Act ii. Hunting of Wild Animals iii. Protection of Specified Plants iv. Protected Area v. Trade or Commerce in Wild Animals, Animal Articles and Trophies; Its Prohibition		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Environmental Protection Act, 1986, Forest Act 1927, and Wild Life Protection Act, 1972	Revision, Discussion.

Unit-V: International Environment Laws and Current Trends

a. Introduction to International Environmental Laws

- i. Environmental Law: Human Rights Perspective
- ii. Stockholm Declaration: Brief overview
- iii. Rio-Declaration: Brief Overview
- iv. Important Doctrines: Sustainable Development – Meaning and Scope -
Precautionary Principle: Polluter pays Principle-Public Trust Doctrine
- v. UNEP

b. National Green Tribunal

- i. Constitution
- ii. Functions and Powers

c. Biological Diversity Act, 2002

- i. National Biodiversity Authority (NBA)
- ii. State Biodiversity Boards (SBBs)
- iii. Biodiversity Management Committees (BMCs)
- iv. Access and Benefit Sharing Regulation, 2014

UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of International Environmental Laws, NGT and Bio-Diversity Act, 2002	Revision, Discussion.

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-June 2024

B.A.LL.B./ BBA LL.B./ B.COM.LL.B. (Hons.) – Batch (2019-2024)

Course: Law of Carriage

Course Code: BAL/ BBL-1003

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): Dr. Hariom Awasthi

Telephone: 8527169778

E-Mail: hariom.awasthi@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1a: Demonstrate an understanding regarding various laws governing different mode of

carriage of goods by land.

CO1b: Demonstrate an understanding regarding various laws governing different mode of carriage of goods by Air.

CO2 Deduce the regulatory framework involved in dealing with carriage of goods by sea.

CO3 Relate with these legislations in the current issues involving carriage of goods by ship.

CO4 Use the principles governing multimodal transportation of goods

Course Pedagogy: Lectures method, Case study, Research Articles, PPTs **Course Readings:**

- 1) Carriage by Road Act, 2007;
- 2) The Railways Act, 1989.
- 3) The Carriage by Air Act, 1972.
- 4) The (Indian) Bills of Lading Act, 1856;
- 5) The Carriage of Goods by Sea Act, 1925;
- 6) The Merchant Shipping Act, 1958.
- 7) The Multimodal Transportation of Goods Act, 1993.

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Case Analysis and Presentation	
Class Participation	
Final Exam	60
Total	100

Session Details:

Unit-I: For Carriage of Goods by Land		
Carriage by Road Act, 2007; The Railways Act, 1989.		
UNIT I	Learning Objective	Assessment/ Evaluation
DAY (1-7)	To know the concepts of Carriage of Goods by Land	Revision, Discussion
Unit-II: For Carriage of Goods by Air		
The Carriage by Air Act, 1972.		
UNIT 2	Learning Objective	Assessment/ Evaluation
DAY(8-15)	To know the concept of Carriage by Air	Revision, Discussion.
Unit-III: For Carriage of Goods by Sea		
The (Indian) Bills of Lading Act, 1856; The Carriage of Goods by Sea Act, 1925;		

UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept of Carriage by Sea	Revision, Research Articles, Discussion
Unit-IV: For Carriage of Goods by Sea by Ship		
The Merchant Shipping Act, 1958		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the concept of Carriage of Goods by Sea by Ship	Revision, Discussion.
Unit-V: For Multimodal Transportation of Goods		
The Multimodal Transportation of Goods Act, 1993.		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Multimodal Transportation of Goods	Revision, Discussion.

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-Jun 2024
LAW (HONS.) VI SEM
Course: Conflict of Laws
Credit: 04
Session Duration: 60 Minutes

FACULTY (Name): AP Ashish Yadav

Telephone : 7999733915

E-Mail : ashish.yadav@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1: articulate basic conceptual facets of the subject and the fundamental interpretations governing the field
• CO2: critically analyze the different personal factors dominating the trans-national activities
• CO3: evaluate crucial jurisdictional issues in the light of English rules and issues relating to sovereign immunity and the status of foreign judgements
• CO4: develop an analogy with regard to the marital status and child care in the wake of various transactions across the borders and envisages the commercial and tortuous liability with reference to trans-national omissions and commissions

Course Pedagogy:

Lecture, PPT., Case study, Discussion

Course Readings:

Text Books:

- Setalvad, Atul M. Conflict of Laws 2nd ed. New Delhi: LexisNexis Butterworths Wadhwa Nagpur, 2014
- Briggs, Adrian, The Conflict of Laws Oxford: Oxford University Press, 2002.
- McClean, David and Kisch Beevers, The Conflict of Laws, London: Sweet & Maxwell, 2009.
- Hood, Kirsty J., Conflict of Laws within the U.K. Oxford: Oxford University Press, 2007.

References:

- Collins, Sir Lawrence, Dicey, Morris & Collins on the Conflict of Laws 2 Vols. 14th ed. London: Sweet & Maxwell, 2006.
- Mayss, Abla, Principles of Conflict of Laws 3rd ed. London: Cavendish Publishing Limited, 1998.
- Collier, J. G. Conflict of Laws 3rd ed. London: Cambridge University Press, 2001.

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	40
Quiz/Written Test	
Written Assignments	
Presentation	
Research Paper Writing	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	UNIT1	a) Meaning of conflict of laws	PPT +Lecture
2.		Definition of country	PPT +Lecture
3.		Need to plead and prove foreign law	PPT +Lecture
4.		Characterization	PPT +Lecture
5.		Challenges	PPT +Lecture

6.		Public policy	PPT +Lecture
7.	UNIT 2	Residence and Domicile, Domicile of corporations,	PPT +Lecture
8.		Domicile and Nationality, Persons liable for deportation and mentally disordered persons	PPT +Lecture
9.		Torts, Contracts and Property, Rome Conventions I and II	PPT +Lecture
10.		Product liability, Unfair competition	PPT +Lecture
11.		Environmental damage, Defamation-Consumer contracts	PPT +Lecture
12.		Jurisdiction over immovable property, Governmental seizure of property	PPT +Lecture
13.	UNIT 3	Traditional English rules, Principles and European rules	PPT +Lecture
14.		International Litigation	PPT +Lecture
15.		Substance and procedure	PPT +Lecture
16.		Parties and service of process	PPT +Lecture
17.		Evidence, Remedy	PPT +Lecture
18.	UNIT 4	Foreign state,	PPT +Lecture
19.		Foreign diplomat	PPT +Lecture
20.		Recognition and enforcement of foreign judgement,	PPT +Lecture

21.		Recognition and enforcement of foreign judgement,	PPT +Lecture
22.		Foreign arbitral awards	PPT +Lecture
23.		Foreign arbitral awards	
24.	UNIT 5	Formalities of marriage, Capacity to marry,	PPT +Lecture
25.		Consanguinity and affinity, Polygamous marriages,	PPT +Lecture
26.		Matrimonial causes, Recognition of divorces, Separations and annulments,	PPT +Lecture
27.		Financial relief	PPT +Lecture
28.		Child care and child abduction,	PPT +Lecture
29.		Child adoption	PPT +Lecture
30.		Revision	

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information

Subject & Code: CODE OF CIVIL PROCEDURE AND LIMITATION ACT BAL/BBL/BCL- 603	Name: Asst. Prof. Anurag Sharma
Semester : VI Semester	Length of Period:60 mins
Session: (Jan 2024-June 2024)	Total : 40 Hrs.

Course Objective: To equip students with knowledge and skills of the law regarding nature of Civil Suits, Proceeding which is followed in civil courts and knowledge of law of limitation.

Course Outcomes:

CO1 A: Understanding various concepts of civil procedural law such as plaint, written statement and distinction between decree and judgement and decree and order.

CO1 B: Understanding various rules of pleading, particulars of plaint and written statements.

CO2: Applying concepts related to appearance, examination, trial and suits in particular cases.

CO3: Analyze procedures related to appeals, review, revision and reference.

CO4: Evaluating objectives of Limitations Act and period of limitation within which suit has to be instituted in the court.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to civil proceedings

(b) Assignments/ Research Articles / Class participation/etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05

3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + RESEARCH ARTICLE And to be given by Concern coordinator.

Session Plan:

<p>Unit-I: Introduction Concepts. 1. Affidavit, order, judgment, degree, plaint, restitution, execution. decreeholder, judgment- debtor, mense profits, written statement. 2. Distinction between decree and judgment and between decree and order Jurisdiction 1. Kinds 2. Hierarchy of courts 3. Suit of civil nature- scope and limits 4. Res subjudice and resjudicata 5. Foreign judgment - enforcement 6. Place of suing 7. Institution of suit 8. Parties to suit: joinder mis- joinder or non-joinder of parties representative suit 9. Frame of suit: cause of action 10. Alternative disputes resolution (ADR) 11. Summons</p>		
	Learning Objective	Assessment/Evaluation
	Understanding various concepts of civil procedural law such as plaint, written statement and distinction between decree and judgement and decree and order.	REVISION, DISCUSSION..
<p>UNIT 2 Pleading 1. Rules of pleading, signing and verification 2. Alternative pleading 3. Construction of pleadings 4. Plaint: particulars 5. Admission, return and rejection 6. Written statement: particulars, rules of Evidence 7. Set off and counter claim: distinction 8. Discovery, inspection and production of documents 9. Interrogatories 10. Privileged documents 11. Affidavits</p>		
	Learning Objective	Assessment/Evaluation
DAY(8-15)	Understanding various rules of pleading, particulars of plaint and written statements.	REVISION, DISCUSSION.
<p>Unit 3 Appearance, Examination, Trial and Suit in particular cases: 1. Appearance 2. Ex-parte procedure 3. Summary and attendance of witnesses 4. Trial 5. Adjournments 6. Interim orders: commission. arrest or attachment before judgment, injunction and appointment of receiver. 7. Interests or costs 8. Execution - concept General principles 9. Power for execution of decrees 10. Procedure for execution (section 52-54) 11. Enforcement, arrest and detection (ss 55-56) 12. Attachment (ss 65-64) 13. Sale (ss 65-97) 14. Delivery of property 15. Stay of execution Suits in Particular Cases – a. By or against government (ss 79-82). b. By aliens and by or against foreign rules or ambassadors (ss 83-87-A) c. Public nuisance (ss. 91-93) d. Suits by or against firm e. Mortgage f. Interpleader suits g. Suits relating to public charities h. Indigent (Pauper) suits</p>		
UNIT 3	Learning Objective	Assessment/Evaluation

DAY(16-25)	Applying concepts related to appearance, examination, trial and suits in particular cases.	REVISION, Research Articles, DISCUSSION
Unit-4 Appeals, Review, Reference and Revision		1. Appeals from decree and order general provisions relating to appeal 2. Transfer of cases 3. Restitution 4. Caveat 5. Inherent powers of courts 6. Law Reform : Law Commission on Civil Procedure - Amendments
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	Analyze procedures related to appeals, review, revision and reference.	REVISION, DISCUSSION.
Unit-5		
Limitation		1. The concept- the law assists the vigilant and not those who sleep over the rights. 2. object of the law of Limitation 3. Distinction with laches, acquiescence, prescription. 4. Extension and suspension of limitation. 5. Sufficient cause for not filing the proceedings. 6. Illness. 7. Mistaken legal advise. 8. Mistaken view of law. 9. Poverty, minority and purdha. 10. Imprisonment 11. Defective vakalatnama 12. Legal liabilities 13. Acknowledgement-essential requisites 14. Continuing tort and continuing breach of contract 15. Foreign rule of limitation : contract entered into under a foreign law
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	Evaluating objectives of Limitations Act and period of limitation within which suit has to be instituted in the court.	REVISION, DISCUSSION.

References 1. Mulla, Code of Civil procedure (1999), Universal Delhi 2. C.K. Thakker, Code of Civil Procedure (2015), Universal Delhi 3. M.R. Mallick (ed.) B.B. Mitra on Limitation Act (2016), Eastern Lucknow. 4. Majumdar P.K. and Kataria R.P. Commentary on the Code of Civil Procedure.1908 (1998), Universal Delhi. 5. Saha A.N. The Code of Civil Procedure (2019) Universal Delhi 6. Sarkar Law of Civil Procedure Vols. (2000) Universal Delhi. 7.

Universal's Code of Civil Procedure (2000). Universal's Code of Civil Procedure, 1908 (Bare Act) 8. C.K. Takwani, Code of Civil Procedure, Eastern Book Company, 2016 9. M.R. Malik, Ganguly's Civil Court, Practice and Procedure, Eastern Law House 10. M.P. Tandon, Code of Civil Procedure, Allahabad Law Agency, 2005

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: Cyber Security and Law MBA-BA –402	Name: Asst. Prof. Anurag Sharma
Semester : IV Semester	Length of Period:60 mins
Session: (Jan 2024-June 2024)	Total : 40 Hrs.

Course Objective: To equip students with knowledge and skills of the law regarding Information-technology including computers and the internet to legal informatics and supervises the digital circulation of information, software, information security, and e-commerce. This subject focuses on Cyber security and its applications.

CO1 A: Identify and resolve security issues in networks and computer system to secure any public and private organization

CO1 B: Understand the concept of cyberspace and regulation of cyberspace

CO2: Apply branches of law, jurisdictional boundaries and cyber security law enforcements

CO3: Analyze the concept and impact of E-commerce on business model and strategy

CO4: Recommend the legal defence against data breaches or cybercrime.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to cyber security
- (b) Assignments/ Research Articles / Class participation/etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + RESEARCH ARTICLE And to be given by Concern coordinator.

Session Plan:

<p>Unit 1 Computers and Cyber Security Introduction to Computers, Classification, Computer Input-Output Devices, Computer Security Terms, Computer Ethics, Business and Professional Ethics, Need for cyber security; Cyber Frauds and crimes, Digital Payments, Various Search Engines.</p>		
	Learning Objective	Assessment/Evaluation
	Identify and resolve security issues in networks and computer system to secure any public and private organization	REVISION, DISCUSSION..
<p>UNIT 2 Cyberspace Introduction to Cyberspace, Regulation of cyber space – introducing cyber law, Scope of Cyber laws – e-commerce; online contracts, IPRs (copyright, trademarks and software patenting); e-taxation, e-governance and cyber crimes, Human rights in cyberspace, International Co-operation in investigating cybercrimes, Challenges to Fighting Cybercrime.</p>		
	Learning Objective	Assessment/Evaluation
DAY(8-15)	Understand the concept of cyberspace and regulation of cyberspace	REVISION, DISCUSSION.
<p>Unit 3 Cyber Laws Need for Cyber Rules & Regulations; Scope and Significance of Cyber laws: Information Technology Act 2000; Amendments in IT Act, Network and Network Security, Access and Unauthorized Access, Data Security, E Contracts and E Forms. Penal Provisions for Phishing, Spam, Virus, Worms, Malware, Hacking, Trespass and Stalking</p>		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	Apply branches of law, jurisdictional boundaries and cyber security law enforcements	REVISION, Research Articles, DISCUSSION
<p>Unit-4 E- Commerce Definition of E-commerce, Introduction to E-Commerce- UNCITRAL, Types of E-commerce, Important Issues in Global E-commerce, Electronic signatures – technical issues and legal issues, Electronic Contracts – E-Commerce Trends and Prospects, E-commerce and Taxation, E-commerce and Banking – Online Credit Card Payments, Ecommerce and Retailing – ECommerce and Corporate finance.</p>		
UNIT 4	Learning Objective	Assessment/Evaluation

DAY(26-34)	Analyze the concept and impact of E-commerce on business model and strategy	REVISION, DISCUSSION.
Unit-5 Cyber security & Data Privacy Laws Legal framework of Data Privacy, Need for Data Privacy Laws, Right to privacy under Indian Constitution, Data Privacy and Confidentiality.		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	Recommend the legal defence against data breaches or cybercrime.	REVISION, DISCUSSION.

Reference Books:

K.L. James, The Internet: A User's Guide, 2003, Prentice Hall of India, New Delhi. Brijendra Singh, Network Security and Management, Prentice Hall of India, New Delhi.

Trevor Arden, GNVQ core Skills-Information Technology, 2nd Ed, 1995, Pitman Publishing, London.

Kamlesh N. Agarwala&Murali D. Tiwari (Ed.) I.T. and Indian Legal System, Macmillan India Ltd. New Delhi

T. Ramappa, Legal Issues in Electronics Commerce, Macmillan India Ltd, New Delhi;

Indian Law Institute, Legal Dimensions of Cyber Space, New Delhi.

Rodney Ryder, Guide to Cyber Law 2003, Pro Law Publications.

Justice Yatindra Singh, Cyber Laws, Universal Law Publishing, UP, 2016.

Farouq Ahmed, Cyber Law in India, Allahabad Law Agency, 2015

Karnika Seth, Computers, Internet and New Technology Laws-A Comprehensive Reference Work With Special Focus On Developments In India, LexisNexis, Nagpur, 2016.

Kamath Nandan: Law relating to Computer, Internet and E-Commerce, Universal Law Publishing, UP, 2007.

SESSION PLAN

1. Session Plan Information	
Subject & Code: PROFESSIONAL ETHICS & PROFESSIONAL ACCOUNTING BAL/BBL/BCL- 804	Name: Asst. Prof. Anurag Sharma
Semester : VIII Semester	Length of Period:60 mins
Session: (Jan 2024-June 2024)	Total : 40 Hrs.

Course Objective: To equip students with knowledge and skills of the law professional ethics and ethical standard of the legal profession by advocates in the course of their conduct.

Course Outcomes:

CO1 A: Understanding the professional ethics and ethical standard of the legal profession by advocates in the course of their conduct. Analyzing Supreme Court Rules 1966 and MP High Court Rules 1967 regarding code of conduct of advocates. Powers of registrar of Supreme Court, Role and power of single judge bench of High Court, petitions entertained by the Supreme Court of India and jurisdiction of HC.

CO1 B: Understanding provisions related to The Limitations Act, 1963 and Registration Act, 1908.

CO2: Understanding provisions related to BAR & BENCH RELATION

CO3: Analyze professional legal ethics of advocates.

CO4: Evaluating concept of contempt of court and its types and the powers of the courts to punish for the contempt..

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- Discussions on theories, and facts related to professional ethics in legal field
- Assignments/ Research Articles / Class participation/etc.

Internal Evaluation:

S. No.	Internal Components	Marks
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1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)

Skill Development Workshops	5	EML + PD WORKSHOP + RESEARCH ARTICLE And to be given by Concern coordinator.
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Session Plan:

Unit-I: Supreme Court Rules 1966 and Madhya Pradesh High Court Rules 1967 a. Supreme Court Rules 1966 i. Advocates and their Course of Conduct ii. Role of Single Judge and Registrar of the Supreme Court iii. Types of Petition Entertained by the Supreme Court, Writ petition, Election Petition b. Madhya Pradesh High Courts Rules i. Advocates and their Course of Conduct ii. Role and Power of Single Judge iii. Civil and Criminal Jurisdiction of the Court		
	Learning Objective	Assessment/Evaluation
	Understanding the professional ethics and ethical standard of the legal profession by advocates in the course of their conduct. Analyzing Supreme Court Rules 1966 and MP High Court Rules 1967 regarding code of conduct of advocates. Powers of registrar of Supreme Court, Role and power of single judge bench of High Court, petitions entertained by the Supreme Court of India and jurisdiction of HC.	REVISION, DISCUSSION..
UNIT 2 The Limitation Act, 1963 and The Registration Act, 1908 a. Limitation i. Procedural Law: Section 5 Condonation of Delay, ss69 Legal Disability, ss14-15 Exclusion of Time of Proceeding in Good Faith in Wrong Court, ss18-19 Acknowledgement ii. Substantive Law: S25 Law of Prescription and s27 Adverse Possession, s 29 Saving Clause b. Registration i. Compulsory Registered Documents ss17 Optional Registrations 18 iii. Time and Place for Registrations ss23-31 iv. Effects of Registration and non Registration		
	Learning Objective	Assessment/Evaluation
DAY(8-15)	Understanding provisions related to The Limitations Act, 1963 and Registration Act, 1908.	REVISION, DISCUSSION.
Unit 3		

Bench- a. The Advocates Act,1961 b. State Bar Council and Bar Council of India: Duties and Functions c. Professional Misconduct and Punishmentss35 d. Role and power of Disciplinary Committees36-42		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	Understanding provisions related to BAR & BENCH RELATION	REVISION, Research Articles, DISCUSSION
Unit-4 Legal Ethics a. Duty to Court, Client, Opponent, Colleagues Sec 7 and Sec 49, along with the Rules of the Bar Council India b. Duty towards Society		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	Analyze professional legal ethics of advocates.	REVISION, DISCUSSION.
Unit-5		
Meaning and Categories of Contempt of Court 1. Contempt of Court- Its meaning and Nature 2. Kinds of Contempt (i) Criminal Contempt (ii) Civil Contempt 3. Contempt by Lawyers 4. Contempt by Judges, Magistrates or other persons acting judicially 5. Contempt by State, Corporate bodies & other officers		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	Evaluating concept of contempt of court and its types and the powers of the courts to punish for the contempt.	REVISION, DISCUSSION.

Text Books: 1. P Ramanatha Aiyer, Legal and Professional Ethics: Legal Ethics, Duties and Privileges of a Lawyer, Lexis Nexis, 2003 2. The Advocates Act, 1960. 3. J.P.S. Sirohi : Professional Ethics, Lawyer's Accountability, Bench- Bar Relationship. 4. Kailash Rai : Legal Ethics, Accountability, for Lawyer's, Bar-Bench Relation. **References:** 1. Kailash Rai, Legal Ethics, CLP, 2016 (12th Edn) 2. Ramachandran Raju & Gaurav Agarwal ,B.R. Agarwala's Supreme Court Practice and Procedure, Eastern Book Company, 2014

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: PROFESSIONAL ETHICS & PROFESSIONAL ACCOUNTING BAL/BBL- 1001	Name: Asst. Prof. Anurag Sharma
Semester : X Semester	Length of Period:60 mins
Session: (Jan 2024-June 2024)	Total : 40 Hrs.

Course Objective: To equip students with knowledge and skills of the law professional ethics and ethical standard of the legal profession by advocates in the course of their conduct.

Course Outcomes:

CO1 A: Understanding the professional ethics and ethical standard of the legal profession by advocates in the course of their conduct. Analyzing Supreme Court Rules 1966 and MP High Court Rules 1967 regarding code of conduct of advocates. Powers of registrar of Supreme Court, Role and power of single judge bench of High Court, petitions entertained by the Supreme Court of India and jurisdiction of HC.

CO1 B: Understanding provisions related to The Limitations Act, 1963 and Registration Act, 1908.

CO2: Understanding provisions related to BAR & BENCH RELATION

CO3: Analyze professional legal ethics of advocates.

CO4: Evaluating concept of contempt of court and its types and the powers of the courts to punish for the contempt..

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to professional ethics in legal field
- (b) Assignments/ Research Articles / Class participation/etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		10
2.	Assignment 1		02
3	Assignment 2		02
4	Assignment 3		02
5	Skill Development Workshops		04
Total			20

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	10	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	2	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	2	Presentation (related to concerned course objective)

Assignment 3	2	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	4	EML + PD WORKSHOP + RESEARCH ARTICLE And to be given by Concern coordinator.

Session Plan:

Unit-I: Supreme Court Rules 1966 and Madhya Pradesh High Court Rules 1967 a. Supreme Court Rules 1966 i. Advocates and their Course of Conduct ii. Role of Single Judge and Registrar of the Supreme Court iii. Types of Petition Entertained by the Supreme Court, Writ petition, Election Petition b. Madhya Pradesh High Courts Rules i. Advocates and their Course of Conduct ii. Role and Power of Single Judge iii. Civil and Criminal Jurisdiction of the Court		
	Learning Objective	Assessment/Evaluation
	Understanding the professional ethics and ethical standard of the legal profession by advocates in the course of their conduct. Analyzing Supreme Court Rules 1966 and MP High Court Rules 1967 regarding code of conduct of advocates. Powers of registrar of Supreme Court, Role and power of single judge bench of High Court, petitions entertained by the Supreme Court of India and jurisdiction of HC.	REVISION, DISCUSSION..
UNIT 2 The Limitation Act, 1963 and The Registration Act, 1908 a. Limitation i. Procedural Law: Section 5 Condonation of Delay, ss69 Legal Disability, ss14-15 Exclusion of Time of Proceeding in Good Faith in Wrong Court, ss18-19 Acknowledgement ii. Substantive Law: S25 Law of Prescription and s27 Adverse Possession, s 29 Saving Clause b. Registration i. Compulsory Registered Documents ss17 Optional Registrations 18 iii. Time and Place for Registrations ss23-31 iv. Effects of Registration and non Registration		
	Learning Objective	Assessment/Evaluation
DAY(8-15)	Understanding provisions related to The Limitations Act, 1963 and Registration Act, 1908.	REVISION, DISCUSSION.

Unit 3		
Bench- a. The Advocates Act,1961 b. State Bar Council and Bar Council of India: Duties and Functions c. Professional Misconduct and Punishments35 d. Role and power of Disciplinary Committees36-42		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	Understanding provisions related to BAR & BENCH RELATION	REVISION, Research Articles, DISCUSSION
Unit-4 Legal Ethics a. Duty to Court, Client, Opponent, Colleagues Sec 7 and Sec 49, along with the Rules of the Bar Council India b. Duty towards Society		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	Analyze professional legal ethics of advocates.	REVISION, DISCUSSION.
Unit-5		
Meaning and Categories of Contempt of Court 1. Contempt of Court- Its meaning and Nature 2. Kinds of Contempt (i) Criminal Contempt (ii) Civil Contempt 3. Contempt by Lawyers 4. Contempt by Judges, Magistrates or other persons acting judicially 5. Contempt by State, Corporate bodies & other officers		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	Evaluating concept of contempt of court and its types and the powers of the courts to punish for the contempt.	REVISION, DISCUSSION.

Text Books: 1. P Ramanatha Aiyer, Legal and Professional Ethics: Legal Ethics, Duties and Privileges of a Lawyer, Lexis Nexis, 2003 2. The Advocates Act, 1960. 3. J.P.S. Sirohi : Professional Ethics, Lawyer's Accountability, Bench- Bar Relationship. 4. Kailash Rai : Legal Ethics, Accountability, for Lawyer's, Bar-Bench Relation. **References:** 1. Kailash Rai, Legal Ethics, CLP, 2016 (12thEdn) 2. Ramachandran Raju & Gaurav Agarwal ,B.R. Agarwala's Supreme Court Practice and Procedure, Eastern Book Company, 2014

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: January- June 2024

B.A. LL.B./BBA LL.B./B.COM. LL.B. HONS. VIII SEM

Course: Public International Law

Course Code: BAL/BBL/BCL- 806

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): AP Ashish Yadav

Telephone: 7999733195

E-Mail: Ashish.Yadav@prestigegwl.org

Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

CO1 A: Demonstrate knowledge, Evolution and Subject matter of Public International Law;

CO 1 B: Understanding of the international rights frame work, its origins and justifying theories;

CO2: Differentiate the various contemporary international issues including Recognition,

Extradition and Law of the Sea;

CO3: Differentiate the various contemporary international issues including Use of Force, Prohibition and Collective Self-Defence;

CO4: Develop the capacity to assess how specific human rights may be asserted, enforced or violated.

Course Pedagogy:

Lecture, PPT, Case study, Hand-Outs, Case Notes

Course Readings:

Text Books:

1. Oppenheim, International Law, Biblio Bazaar, LIC, 2010
2. James Crawford Brownlie, Principles of International Law, Oxford University Press, 2013
3. Public International Law by Malcolm Shaw 7th Edition , Cambridge Publications.
4. Cases and Materials on Public International Law by D J Harris, Sweet Maxwell Publications.
5. Modern Introduction to International Law (edited by Peter Malanczuk), Routledge Publications, 1997.
6. The Power and Purpose of International Law: Insights from The Theory and Practice of Enforcement by Mary Ellen O' Connell, Oxford Publications, 2008.
7. Theory of International Law by Robert Kolb, Hart Publications, 2016.
8. International Law and World Order: A Critique of Contemporary Approaches, Sage Publications, 1993.
9. Introduction to International Relations: Theories and Approaches, Robert Jackson Oxford University Press, 1973.
10. Collective Security under International Law by Hans Kelsen, Law Books Exchange Ltd, 1957.
- 109
11. Humanitarian Intervention : The United Nations in An Evolving World Order by Sean Murphy , University of Pennsylvania Press , 1996 .
12. The Public International Law Theory of Hans Kelsen: Believing in Universal Law by Jochen Von Bernstorff, Cambridge Publications, 2010 .
13. Law of Extradition in India by V K Bansal, Buttersworth Publications.
14. Textbook on Public International Law, Dr. R.K. Singh, Universal Publications.
15. Parry and Grant Encyclopedic Dictionary of International Law, Oxford Publication, 2009

References:

1. Starke, Introduction to International Law, Oxford University Press, 2013
2. Shaw, International Law, Cambridge University Press, 2008 (6th Edn)
3. A. Boyle & C. Chinkin, The Making of International Law, Foundations of Public International Law, Oxford University Press, 2007
4. R. P. Dhokalia, The Codification of Public International Law, United Kingdom: Manchester University Press, 1970
5. Mark Villiger, "The Factual Framework: Codification in Past and Present", in Customary International Law and Treaties, Mark Villiger, pp.63-113, The Netherlands: Martinus Nijhoff, 1985
6. S.K. Kapoor, International Law, Human Rights, Central Law Agency, 2009
7. Brownlie, International Law and the Use of Force by States, Oxford: Clarendon Press, 1991

Course Evaluation Criteria:

Instruments	Marks
Mid Term Exam	20
Quiz/Written Test	
Written Assignments	
Presentation	
Legal Awareness Project	
Final Exam	80
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
1.	UNIT1	Nature and Development of International Law	PPT +Lecture
2.		Subject of International Law i. Concept of Subject of Law And of Legal Personality	PPT +Lecture

3.		Subject of International Law ii. States : Condition of Statehood, Territory And Underlying Principles, Sovereignty	PPT +Lecture
4.		Subject of International Law iii. International Organisation: Concept, Right and Duties under International Law	PPT +Lecture
5.		Subject of International Law iv. Status of Individual v. Other Non State Actors	PPT +Lecture
6.		Relationship Between International Law and Municipal Law (UK, USA, India, China & Russia)	Discussion
7.		Codification of International Law	Discussion
8.	UNIT 2	Sources of International Law a. Treaties	PPT +Lecture
9.		b. Custom	PPT +Lecture
10.		c. General Principles	PPT +Lecture
11.		d. Jurist Works	PPT +Lecture
12.		e. General Assembly Resolutions, Security Council Resolutions	PPT +Lecture
13.		f. Other Sources	PPT +Lecture
14.	UNIT 3	Recognition, Extradition and the Law of the Sea: General Introduction	PPT +Lecture
15.		Recognition i. Theories of Recognition ii. Defacto, Dejure Recognition iii. Implied Recognition iv. Withdrawal of Recognition v. Retroactive Effects of Recognition	PPT +Lecture
16.		Extradition and Asylum i. State Jurisdiction ii. Customary Law Basis iii. Treaty Law iv. The Nature of Obligation	PPT +Lecture
17.		Law of The Sea i. Territorial Sea	PPT +Lecture

		ii. Contiguous Zone iii. Exclusive Economic Zone iv. Continental Shelf v. High Sea	
18.		e. Case Study	PPT +Lecture
19.	UNIT 4	Contemporary International Issues	PPT +Lecture
20.		Exceptions to the Prohibition:	PPT +Lecture
21.		Individual and Collective Self Defence,	PPT +Lecture
22.		Authorized or Recognized Military Actions	PPT +Lecture
23.		Responsibility to Protect	PPT +Lecture
24.	UNIT 5	Extradition : Definition, Purpose of Extradition, Legal Duty to Extradite Duty, Extradition of Political offender, Doctrine of Double Criminality, Rule of Specialty.	PPT +Lecture
25.		Extradition : Definition, Purpose of Extradition, Legal Duty to Extradite Duty, Extradition of Political offender, Doctrine of Double Criminality, Rule of Specialty.	PPT +Lecture
26.		Diplomatic Agent: Meaning and Functions, Immunities and Privileges, Waiver of Immunity, Termination of Diplomatic Mission.	PPT +Lecture
27.		Diplomatic Agent: Meaning and Functions, Immunities and Privileges, Waiver of Immunity, Termination of Diplomatic Mission.	PPT +Lecture
28.		Consuls: Meaning, function, privileges and immunities.	PPT +Lecture
29.		Basic Principles of International Criminal Law.	PPT +Lecture
30.		Basic Principles of International Criminal Law.	Discussion

COURSE OUTLINE
Prestige Institute of Management & Research, Gwalior
BA.LL.B H SEMESTER 2 – (Jan-June. 2024)
Course: POLITICAL SCIENCE — II
Course Code: BAL - 201
Credit: 04
Session Duration: 60 Minutes

Faculty: Poonam Shrivastava

Telephone: +91 9425712020

E-Mail: poonamcall@gmail.com

Office Hours: 10:00 am to 5:30 pm

Consulting Hours: 10:00 am to 5:30 pm

Course Outcomes: At the end of the course, students will be able to:

- CO1A Demonstrate the forms that governments acquire along with the nature and conflicts encountered by different forms of governments.
- CO1B Connect to look into center-state conflicts and legislature-executive — judiciary conflicts.
- CO2 Learn how to start an enterprise and design business plans.
- CO3 Criticize political organization, its principles (State, Law and Sovereignty) in relation with Constitutions
- CO4 Develop into how emerging issues in international relations become important in the legal context and prepare the students to understand

PEDAGOGY: Lectures method demonstration method using PPTS, Case study etc.

Teaching Aids: PPTs, White Board.

Text Books:

1. Peu Ghosh, *International Relations*, Prentice Hall of India, 2009
2. Rumki Basu, *The United Nation: Structure and Function of an International Organisation*, South Asia Books, 2008

Course Evaluation Criteria:

Assessment	Marks
Mid Term	40
Quiz	
Case Study	
Seminar	
EML	
PD workshop	
Class Participation	
External Exam	60
Total	100

Session Plan Details:

Session	Unit	Topic	Pedagogy
1	Unit 1	Types of Government: Democracy	PPT, Board Examples
2		Federal form of Government: Concept, Features, Merits and Demerits	PPT, Board, Examples
3		Cooperative federal and Quasi Federal Form (Indian Federalism)	PPT, Board Examples
4		Parliamentary Form of Government.	PPT, Board Examples
5		Presidential Form of Government	PPT, Board Examples

6	Unit 2	Concepts in International Relations (Lectures- 8)	PPT, Board Examples
7		Power	PPT, Board Examples
8		Elements of National Power: Population, Geography Resources.	PPT, Board Examples
9		Economy, Technology and Military	PPT, Board Examples
10		Limitations on National Power	PPT, Board Examples
11		International morality.	PPT, Board Examples
12		Public Opinion and International Law	PPT, Board Examples
13		Balance of Power	PPT, Board Examples
14	Unit 3	United Nations (Lectures-8)	PPT, Board Examples
15		Diplomacy: Old World and New World..	PPT, Board Examples
16		Legal conflicts.	PPT, Board Examples
17		UN Principal Organs: General Assembly.	PPT, Board Examples
18		UN Principal Organs: Security Council and International Court of Justice	PPT, Board Examples
19		UN Principal Organs: International Court of Justice	PPT, Board Examples
20	Unit 4	International Relations (Lectures- 8)	PPT, Board Examples
21		Peaceful Settlement of Disputes.	PPT, Board Examples
22		Negotiations.	PPT, Board Examples
23		Mediation	PPT, Board Examples
24		Conciliation	PPT, Board Examples

25		Arbitration	PPT, Board Examples
26		Judicial Settlement	PPT, Board Examples
27		Collective Security Mechanism	PPT, Board, Examples
28	Unit 5	Critical Global Concerns	PPT, Board Examples
29		Cold War: Causes, Phases and Case Studies (Korean Crisis, Vietnam Crisis, Cuban Crisis and Gulf War)	PPT, Board Examples
30		Post-Cold War: Iraq War	PPT, Board Examples
31		US Hegemony	PPT, Board Examples
32		Rise of Japan	PPT, Board Examples
33		Rise of China	PPT, Board Examples
34		Alliances: NATO	PPT, Board, Examples
35		Non-Aligned Movement.	PPT, Board Examples
36		Supra-National Organizations: EU, OAS, AU and ASEAN	PPT, Board Examples
37		International Terrorism	PPT, Board Examples
38		Reasons for Emergence (Issues of Resources, Territorial Claims, Culture and Religion),	PPT, Board Examples
39		Forms	PPT, Board Examples
40		Combating Terrorism	PPT, Board, Examples

COURSE OUTLINE
Prestige Institute of Management & Research, Gwalior
BA LL.B H SEMESTER 2 – (Jan-June. 2024)
Course: HISTORY (MINOR)-II
Course Code: BAL - 202
Credit: 04
Session Duration: 60 Minutes

Faculty: Poonam Shrivastava

Telephone: +91 9425712020

E-Mail: poonamcall@gmail.com

Office Hours: 10:00 am to 5:30 pm

Consulting Hours: 10:00 am to 5:30 pm

Course Outcomes: At the end of the course, students will be able to:

- CO1 articulate the India of modern times; the developments of modern legal
- CO2 relate the emergence of present judicial system can be traced to the historical developments in colonial India.
- CO3 appraise the framing of Indian Constitution..
- CO4 write about the postcolonial developments in India, by examining some of the current events of significance.

PEDAGOGY: Lectures method demonstration method using PPTS, Case study etc.

Teaching Aids: PPTs, White Board.

Text Books:

1. Peu Ghosh, *International Relations*, Prentice Hall of India, 2009
2. Rumki Basu, *The United Nation: Structure and Function of an International Organisation*, South Asia Books, 2008

Course Evaluation Criteria:

Assessment	Marks
Mid Term	40
Quiz	
Case Study	
Seminar	
EML	
PD workshop	
Class Participation	
External Exam	60
Total	100

Session Plan Details:

Session	Unit	Topic	Pedagogy
1	Unit 1	Early Developments (1600-1836)	PPT, Board Examples
2		Charters of the East India Company: 1600, 1661	PPT, Board, Examples
3		Settlements: Surat, Madras, Bombay	PPT, Board Examples
4		Courts: Mayors Court of 1726 and Supreme Court of 1774.	PPT, Board Examples
5		Statutes: Regulating Act, 1773; The Act of Settlement 1781	PPT, Board Examples
6		Conflict: Raja Nand Kumar, Kamaluddin, Patn Case	PPT, Board Examples
7		Cossijurah	PPT, Board Examples
8		Adalat System: Warren Hastings's Judicial Plans of 1772, 1774 and 1780	PPT, Board Examples
9		Lord Comwallis's Judicial Plans of 1787, 1790 and 1793	PPT, Board Examples
10		Lord William Bentinck's Judicial Reforms	PPT, Board Examples
11		Lord William Bentinck's Judicial Reforms	PPT, Board Examples
12	Unit 2	Evolution of Law and Legal Institutions (Lectures- 8)	PPT, Board Examples
13		Development of Personal Laws	PPT, Board Examples
14		Development of Criminal Law	PPT, Board Examples
15		Development of Civil law in Presidency towns <i>Iviufassil</i>	PPT, Board Examples
16		Special Emphasis on Justice, Equity and Good Conscience	PPT, Board Examples
17	Unit 3	Evolution of Law and Legal Institutions (Lectures-8)	PPT, Board Examples
18		Codification of Laws: Charter of 1833	PPT, Board Examples
20		The First Law Commission, The Second Law Commission	PPT, Board Examples
21		Establishment of High Courts under The Indian High Courts Act, 1861	PPT, Board Examples
22		Privy Council and Federal Court: An Appraisal	PPT, Board Examples
23	Unit 4	Constitutional Developments and Framing of Indian Constitution (Lectures- 8)	PPT, Board Examples
24		Constitutional Developments and Framing of Indian Constitution	PPT, Board Examples
25		The Indian Councils" Act, 1861	PPT, Board Examples
26		The Government of India Act, 1909	PPT, Board Examples

27		The Government of India Acts, 1919 and 1935	PPT, Board Examples
28		Accession of Princely States and Reorganization of the States	PPT, Board Examples
29	Unit 5	Modern and Contemporary India	PPT, Board Examples
30		Colonialism and Imperialism	PPT, Board Examples
31		Colonialism and Imperialism	PPT, Board Examples
32		Stages of Colonialism	PPT, Board Examples
33		Stages of Colonialism	PPT, Board Examples
34		Impact on Economy (Industry, Agriculture and Trade),	PPT, Board Examples
35		Permanent Settlement and Emergence of the idea of land as a commodity	PPT, Board Examples
36		Permanent Settlement and Emergence of the idea of land as a commodity	PPT, Board Examples
37		Nationalist and Civil Disobedience Movement: Only Gandhian Movements	PPT, Board Examples
38		Partition: Politics and Communalism	PPT, Board Examples
39		Partition: Politics and Communalism	PPT, Board Examples
40		Changing notions of Justice and Gender from Ancient to Modern times: A Post- Colonial Discourse	PPT, Board Examples

COURSE OUTLINE
Prestige Institute of Management & Research, Gwalior
BA LL.B H SEMESTER 2 – (Jan-June. 2024)
Course: POLITICAL SCIENCE (MAJOR) - IV
Course Code: BAL- 401
Credit: 04

Session Duration: 60 Minutes

Faculty: Poonam Shrivastava

Telephone: +91 9425712020

E-Mail: poonamcall@gmail.com

Office Hours: 10:00 am to 5:30 pm

Consulting Hours: 10:00 am to 5:30 pm

Course Outcomes: At the end of the course, students will be able to

- CO1 Connect to the major Political thoughts of Greek Philosophers and Indian Philosophers
- CO2 Appraise the theories of individualism
- CO3 Write about the rights and duties perceived in the political school of thoughts.

PEDAGOGY: Lectures method demonstration method using PPTS, Case study etc.

Teaching Aids: PPTs, White Board.

Text Books:

1. Peu Ghosh, *International Relations*, Prentice Hall of India, 2009
2. Rumki Basu, *The United Nation: Structure and Function of an International Organisation*, South Asia Books, 2008

Course Evaluation Criteria:

Assessment	Marks
Mid Term	40
Quiz	
Case Study	
Seminar	
EML	
PD workshop	
Class Participation	
External Exam	60
Total	100

Session Plan Details:

Session	Unit	Topic	Pedagogy
1	Unit 1	Greek Political Thought	PPT, Board Examples
2		Plato-Ideal State	PPT, Board, Examples
3		Communism	PPT, Board Examples
4		Communism	PPT, Board Examples
5		Education Aristotle- State	PPT, Board Examples
6		Slavery	PPT, Board Examples
7		Slavery	PPT, Board Examples
8		Revolution	PPT, Board Examples
9		Revolution	PPT, Board Examples
10		Cossijurah	PPT, Board Examples
11		Cossijurah	PPT, Board Examples
12		Lord Comwallis"s Judicial Plans of 1787, 1790 and 1793	PPT, Board Examples
13		Lord William Bentinck"s Judicial Reforms	PPT, Board Examples
14		Lord William Bentinck"s Judicial Reforms	PPT, Board Examples
15	Unit 2	Machiavelli (Lectures- 8)	PPT, Board Examples
16		Jerechy	PPT, Board Examples
17		Bentham	PPT, Board Examples
18		J.S.Mill	PPT, Board Examples
20		Special Emphasis on Justice, Equity and Good Conscience	PPT, Board Examples
21	Unit 3	Raja Ram Mohan Roy, Swami Vivekananda, M.K.Gandhi, B.R.Ambedkar	PPT, Board Examples
22		Raja Ram Mohan Roy,	PPT, Board Examples
23		Swami Vivekananda	PPT, Board Examples

24		Swami Vivekananda,	PPT, Board Examples
25		M.K.Gandhi, B.R.Ambedkar	PPT, Board Examples
26		M.K.Gandhi,	PPT, Board Examples
27		B.R.Ambedkar	PPT, Board Examples
28		B.R.Ambedkar	PPT, Board Examples
29	Unit 4	Individualism (Lectures- 8)	PPT, Board Examples
30		Individualism	PPT, Board Examples
31		Fascism	PPT, Board Examples
32		Fascism	PPT, Board Examples
33		The Government of India Acts, 1919 and 1935	PPT, Board Examples
34		Accession of Princely States and Reorganization of the States	PPT, Board Examples
35	Unit 5	Marxism	PPT, Board Examples
36		Marxism	PPT, Board Examples
37		Marxism	PPT, Board Examples
38		Socialism	PPT, Board Examples
39		Socialism	PPT, Board Examples
40		Socialism	PPT, Board Examples

COURSE OUTLINE
Prestige Institute of Management & Research, Gwalior
BA LL.B H (POLITICAL SCIENCE (MAJOR) — VI – (Jan-June. 2024)

**Course: INTERNATIONAL RELATION &
ORGANISATION**
Course Code: BAL- 601
Credit: 04
Session Duration: 60 Minutes

Faculty: Poonam Shrivastava

Telephone: +91 9425712020

E-Mail: poonamcall@gmail.com

Office Hours: 10:00 am to 5:30 pm

Consulting Hours: 10:00 am to 5:30 pm

Course Outcomes: At the end of the course, students will be able to

- CO1 Contrast the International Organizations and Institutional affiliations regarding International relations. Procedures, laws and institutions and how they impacted
- CO2 Appraise Indian relations with international community especially neighbor countries
- CO3 Develop the key terms of International Political organizations

PEDAGOGY: Lectures method demonstration method using PPTS, Case study etc.

Teaching Aids: PPTs, White Board.

Text Books:

Earnest, Barker - Plato and Predecessor

George H. Sabine - Political Theory

Awasthi & Awasthi - Modern Indian Political Theory P.Verma - Indian Political Theory

Course Evaluation Criteria:

Assessment	Marks
Mid Term	40
Quiz	
Case Study	
Seminar	
EML	
PD workshop	

Class Participation	
External Exam	60
Total	100

Session Plan Details:

Session	Unit	Topic	Pedagogy
1	Unit 1	Meaning of International Relations	PPT, Board Examples
2		Different approaches (Theory of Power),	PPT, Board Examples
3		International Organization - UNO	PPT, Board Examples
4		Slavery	PPT, Board Examples
5		Revolution	PPT, Board Examples
6		Cossijurah	PPT, Board Examples
7		Lord Comwallis"s Judicial Plans of 1787, 1790 and 1793	PPT, Board Examples
8		Lord William Bentinck"s Judicial Reforms	PPT, Board Examples
9	Unit 2	National power meaning and elements	PPT, Board Examples
10		Population	PPT, Board Examples
11		Geography	PPT, Board Examples
12		Resources technology	PPT, Board Examples
13		Military Force	PPT, Board Examples
14		Economic organization	PPT, Board Examples
15		Ideology.	PPT, Board Examples
16		Limitation on National power	PPT, Board Examples
17		International morality	PPT, Board Examples
18		Public opinion	PPT, Board Examples
20		Conventional and modern welfare	PPT, Board Examples

21		Disarmament	PPT, Board Examples
22		Balance of power and collective security	PPT, Board Examples
23	Unit 3	National Interest	PPT, Board Examples
24		Meaning	PPT, Board Examples
25		Instruments for the Promotion	PPT, Board Examples
26		Imperialism diplomacy	PPT, Board Examples
27		Role of media (Propaganda)	PPT, Board Examples
28		Indian Foreign Policy	PPT, Board Examples
29		Unit 4	Major Problems
30	North and South Rivalries		PPT, Board Examples
31	Indian Ocean Regional organization in International Politics		PPT, Board Examples
32	NATO		PPT, Board Examples
33	ARAB League		PPT, Board Examples
34	SAARC		PPT, Board Examples
35	NAM		PPT, Board Examples
36	Unit 5	India's relations with USA and neighboring countries	PPT, Board Examples
37		Pakistan	PPT, Board Examples
38		Bangladesh	PPT, Board Examples
39		China	PPT, Board Examples
40		Nepal, Srilanka	PPT, Board Examples

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information

Subject & Code: Competition Law

Name: Asst. Prof. Aabil Husain

BAL- 1002	
Semester : IX Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1a: Articulate the regulatory framework of Competition Law

CO1b: Illustrate the role of Competition Commission of India in regulating competition law.

CO2 Deduce the importance of Competition Law in regulating the foreign trade, multinational companies.

CO3 Relate with the various legislations dealing with Foreign Exchange Management

CO4 Role of Information Technology in the investment market

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to Competition Law

(b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		10
2.	Assignment 1		02
3	Assignment 2		02
4	Assignment 3		02
5	Skill Development Workshops		04
Total			20

Conduct of Internals:

Internal Component	Total Number	Schedule

Midterm Exam	10	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	2	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	2	Presentation (related to concerned course objective)
Assignment 3	2	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	4	EML + PD WORKSHOP + Comprehensive Viva And to be given by Concern coordinator.

Session Plan:

Unit 1: Competition Law Background, Prohibitions, Competition Commission of India.		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts Competition Law Background, Prohibitions, Competition Commission of India.	REVISION, DISCUSSION..
Unit II: corporate Finance and regulatory frame Securities Contract (Regulation) Act 1956, SEBI Act 1992, Depositories Act 1996' The Securitisation and Reconstruction of Financial Assets and enforcement of security Interest Act, 2002.		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the corporate Finance and regulatory frame	REVISION, DISCUSSION.
Unit 3 Regulatory framework for foreign trade, multinational companies Foreign Trade (Development & Regulation) Act 1992, UNCTAD Draft Model on Trans - national Corporations, control and regulation of foreign companies in India' Foreign collaborations and joint ventures'		
UNIT 3	Learning Objective	Assessment/Evaluation

DAY(16-25)	To understand the Regulatory framework for foreign trade, multinational companies	REVISION, Research Articles, DISCUSSION
Unit-4 Foreign Exchange Management Background, Policies, Authorities'		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Foreign Exchange Management Background, Policies, Authorities'	REVISION, DISCUSSION.
Unit-5 Role of Information Technology in the investment market, functioning of demat A/c portal. Investment through internet and virtual banking'		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Role of Information Technology in the investment market, functioning of demat A/c portal. Investment through internet and virtual banking'	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Competition Act 1001
2. SEBI Act 1992
3. Depositories Act 1996
4. Foreign Trade (Development & Regulation) Act 1992'
5. Foreign Exchange Management Act, 1999
6. Taxman's Student's Guide to Economic Laws
 - i. IDSA; CLAWS; RAND Corporation
 - ii. Rooks and Knights; Civil-Military relation in India, R Chandrashekhar,
 - iii. Safeguarding India: Essays on Security and Governance by N N Vohra.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: LAW OF COMMERCIAL DISPUTE RESOLUTION LLMB 204	Name: Asst. Prof. Aabil Husain
Semester : II Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1A: To identify and analyses the complex drivers of dispute in the community

CO1B: To understand the theoretical models of dispute resolution and capacity to analyses their operation in both legal and social contexts

CO2: Identify a thorough explanation of all the essential legal aspects of international business along with their nature and complexities

CO3: To develop basic mediation skills, including communication, analysis and issue identification to engage in simple dispute resolution systems design

CO4: To understand the ethical and legal ethical issues surrounding dispute resolution models and practice

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to Consumer Dispute Resolution

(b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML +Teaching Assitant And to be given by Concern coordinator.

Session Plan:

MODULE I - INTRODUCTION AND BASIC CONCEPTS

a. History & Evolution of ADR Dispute and its inevitability – Evolution of the concept of ADR

with Historical Prospective – Origins of ADR – Ancient Times – Pre-Independence – Post Independence – Current Level of Pro ADR support in India and Globally – Definition, Scope, Genesis and Need of ADR

b. Introduction to different mechanisms Overview of Alternative Dispute Resolution – Arbitration

– Mediation – Conciliation – Dispute Review Board – Lok Adalat – Judicial Settlements – Other
 ADRs – Advantages and Disadvantages – Comparison of ADR with Conventional Litigation –
 Challenges and Constrains of ADR, ADR Agreements
 c. Need of ADR Agreements ‘–Life Vest Analogy – ’Pre-requisites to a draft – Essentials of an
 ADR Clause – Contents of a Clause – Adhoc ADR Vs. Institutional ADR – Advantages and
 Disadvantages of Institutional ADR – Hybrid ADR Clauses – Drafting ADR Clauses –
 Incorporation – Doctrine of Severability – Enforcement of ADR Clause – Pathological ADR
 Clauses

UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts of Consumer dispute Resolution	REVISION, DISCUSSION..

MODULE II – NEGOTIATION, MEDIATION AND CONCILIATION- THEORY AND PRACTICE

a. Theories Three Dimensions of any Negotiations – People, Problem, Process – Communication –
 Active Listening & Active Speaking – Cognitive Biases – Approaches/Theories of Negotiations
 – Structural Approach, Strategic Approach, Behavioral Approach, Processual Approach, Integrative Approach
 b. Preparation Awareness on instinctive pitfalls – Essentials of Preparation – 10 Point Check List
 of the Dimensions – People – Personal Relationships, The Mandate, Stakeholders – Problem – Motivations, Solutions at the Table, Justifications, Solution away from the Table (SAFT) or BATNA – Process – Organisation, Communication, Logistics
 c. Strategies and Tactics Why do Negotiations fail? – Zone of Possible Agreement (ZOPA) – Cognitive Biases – Coping with the failures – Value-Creating Vs. Value Claiming – Usual Bargaining Tactics – Negotiation Sequence – Principles of being an Effective Negotiator – Personalizing your Theory before Practice – Reaching the End – Agreement and Non-Agreement
 d. Theories Scope of Mediation/Conciliation – Principles Underlying Mediation/Conciliation –
 Features of Mediation/Conciliation – Approaches/Theories of Mediation/Conciliation – Facilitative, Transformative, Analytical, Inclusive, Narrative – Ubuntu, Abunzi, Gacaca, Mahajans and Gandhian Approaches – Mediation Vs. Conciliation – Role of Mediators, Counsel
 and Parties – Adhoc, Private, Annexed and Institutional Mediation/Conciliation
 e. Procedure Agreement – Preparation – Pre-Mediation Conference – Relationship with and among

the parties – Opening of Process – Communication – Apology – Forgiveness – Exploring Issues and Interests – Accumulating Information – Agenda Development – Encouraging party negotiations – Separate Session (Caucus) – Concluding – Ethics
 f. Settlement Agreement and Governing Laws Purpose of Settlement Agreement – Reaching Settlement – Reality Testing – Components of Settlement Agreement – Revisions – Breach of Settlement Agreement – Enforcement – UNISA – Civil Procedure Law – Legal Services Authority – Sector-Specific Laws – Industrial Disputes, Company Law, Family Disputes, MSME, Real Estate Law, Consumer Disputes, Commercial Court Disputes etc. – Upcoming Law

UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the negotiation, mediation and conciliation- theory and practice	REVISION, DISCUSSION.

MODULE III - LAW OF ARBITRATION

a. Basic Concepts and Arbitrability Why Arbitrate? – Features of Arbitration – Validity of an Arbitration Agreement – Types of Arbitration – Ad Hoc Arbitration Vs. Institutional Arbitration
 – Applicable Laws – Juridical Seat of Arbitration – Reference to Arbitration – Composition of Tribunal – Venue and Language of Arbitration – Jurisdiction of the Tribunal (*Kompetenz-Kompetenz*) – Equal Treatment of Parties – Arbitrability and Non-Arbitrability of a Dispute – Rights in Rem Vs. Rights in Persona
 b. Role of Courts, Parties, the Tribunal and other Stakeholders Before Commencement of Arbitration – During the Arbitral Proceedings – After the End of the Arbitration Proceedings – Rights and Duties – Ethics
 c. International Commercial Arbitration Evolution and Basic Concepts – Theories in International Arbitration – Comparison to other International Dispute Resolution Mechanisms and Organisations – Agreement of Parties – Lex Arbitri (Law of Seat) – Lex Fori (Law of the forum)
 – Other Applicable Laws – Ad hoc Arbitration Vs. Institutional Arbitration – Recognised Arbitral Institutions – Evolution from Geneva Convention to the New York Convention – Jurisdiction of the Enforcement Court – Required Documents – Limitations – Grounds for Non-Enforcement – Effects of Challenge – Hard Law Vs. Soft Law – UNCITRAL Model Law, Rules and Notes – IBA Guidelines – Other Applicable Laws
 d. Procedure – Commencement to Publication Notice Invoking Arbitration Agreement – Choosing and Appointment of Arbitrator – Case Management Conference – Terms of Reference – Interim Measures – Determination of Rules of Procedure and Communication – Statement of Claim and Defence – Counter Claims – Evidence – Admission and Examination – Challenge to Jurisdiction of Arbitrator – Challenge to Qualifications and Impartiality of Arbitrator – Procedural Orders – Termination of Mandate or Proceedings – Substitution – Conducting and Controlling

of Arbitration Proceedings – Hearings and Written Proceedings – Publication of Award e. Arbitral Award and its Challenges or Enforcement Categories of Award – Remedies – Deliberations and Decisions of the Tribunal – Form and Content of Awards – Corrections, Interpretations and Additional Award – Effect of Awards– Proceedings after the Award – Methods, Grounds & Effects of Challenge – Enforcement in Domestic Courts – Final Relief f. Specific Concepts Administrative Assistance – Waivers – Appointment of Expert – Limitations – Default of Party – Appealable Orders – Effect of death of party – Insolvency – Confidentiality – Immunity of Arbitrators – Cost of Arbitration Proceedings – Apportionment of Cost – Deposits – Lien of Award – Arbitration Council of India (ACI) – Accreditations		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand Basic concepts of Arbitration	REVISION, Research Articles, DISCUSSION
MODULE IV - EMERGING TRENDS		
a. ODR & VDR, ODR Vs. VDR – Agreement specifying ODR or VDR – Hybrid Mechanism of VDR – Request for Online Medium – Juridical Seat in the Online Process – Third-Party Support – Institutional ODR or VDR – Reliable Virtual Infrastructure – Cyber Security – Consideration of Cost – Document Storage and Sharing – Examination of Evidence and Witness – Recording and Transcription –Signing of Documents		
b. Contemporary Developments, Fast Track Procedure in Arbitration – Emergency Arbitration – Med-Arb-Med Process – Third-Party Funding – Mandatory ADR – Tribunal Secretary Practice – Transparency Vs. Confidentiality – Financial Institutions' Preference for Arbitration– Unilateral Appointment – Diversity in International ADR		
c. Sector Specific ADR Increasing specialization of ADR – Need and Purpose – Dispute Related – Investment Disputes, Securities and Stock Exchange Disputes, Commodity Disputes, Maritime Disputes, IP Disputes, Construction Disputes, Domain Name Disputes, Space Disputes, Agriculture Disputes, Sports Disputes, MSME Disputes, Art Disputes, Fashion Disputes etc. – Institution Related – IIT Arb, WIPO, ICANN, PRIME Finance, SHIACA, ICEA, FACT, CIAC, CAS, CAFA, ICSID, ICSOD etc.		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Contemporary developments in consumer dispute	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Madhusudan Sahay, Text Book on Arbitration & Conciliation with Alternative Dispute Resolution, 4th ed., Universal Law Publishing 2017.
2. N. VS. Paranjape, Law Relating to Arbitration and Conciliation in India, 7th ed., Central Law Agency, 2016.
3. Avtar Singh, Law of Arbitration and Conciliation, 10th ed., Lucknow 2013
4. Malika Taly, Introduction to Arbitration, Eastern book Company, 2015
5. Vishnu Warriar, Arbitration, Conciliation and Mediation, Lexis Nexis, 2015

SESSION PLAN

1. Session Plan Information	
Subject & Code: Corporate Laws B.Com(H)-205	Name: Asst. Prof. Aabil Husain
Semester : II Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1a: Understand Company, its formation, registration, incorporation, its types and different functionaries, and winding up and its provisions.

CO1b: Prepare and importance of Memorandum of Association, Article of Association and Prospectus

CO2: Understand the Management of company and all the key committees, positions and their respective roles.

CO3: Interpret provisions of Dividends, its payments, Books of accounts and Audit.

CO4: Understand The Depositories Act 1996 for the proper function of Company

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to Investigation, Inquiry and Trial in Bhartiya Nagarik Surkasha Sahinta 2023

(b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + Comprehensive Viva And to be given by Concern coordinator.

Session Plan:

Syllabus of Unit-1 Introduction		
Administration of Company Law [including National Company Law Tribunal (NCLT), National Company Law Appellate Tribunal (NCLAT), Special Courts]; Characteristics of a company; lifting of corporate veil; types of companies including one person company, small company, and dormant company; association not for profit; illegal association; formation of company, on-line filing of documents, promoters, their legal position, pre-incorporation contract; on-line registration of a company.		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts of a Company the characteristics of a company and the formation of the company	REVISION, DISCUSSION..

Unit 2: Documents

Memorandum of association, Articles of association, Doctrine of constructive notice and indoor management, prospector-shelf and red herring prospectus, misstatement in prospectus, GDR; book-building; issue, allotment and forfeiture of share, transmission of shares, buyback and provisions regarding buyback; issue of bonus shares.

UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the Company Memorandum and article of association etc.	REVISION, DISCUSSION.

Unit 3**Management**

Classification of directors, women directors, independent director, small shareholder's director; disqualifications, director identity number (DIN); appointment; Legal positions, powers and duties; removal of directors; Key managerial personnel, managing director, manager;

Meetings: Meetings of shareholders and board of directors; Types of meetings, Convening and conduct of meetings, Requisites of a valid meeting, postal ballot, meeting through video conferencing, e-voting. Committees of Board of Directors - Audit Committee, Nomination and Remuneration Committee, Stakeholders Relationship Committee, Corporate Social Responsibility Committee.

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UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the classification of directors and meetings and audit	REVISION, Research Articles, DISCUSSION

Unit-4**Dividends, Accounts, Audit**

Provisions relating to payment of Dividend, Provisions relating to Books of Account, Provisions relating to Audit, Auditors' Appointment, Rotation of Auditors, Auditors' Report, Secretarial Audit.

Winding Up

Concept and modes of Winding Up. Insider Trading, Whistle Blowing: Insider Trading; meaning & legal provisions; Whistleblowing: Concept and Mechanism.

UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Dividends, accounts, and audit of the company	REVISION, DISCUSSION.

Unit-5**Depositories Law**

The Depositories Act 1996 – Definitions; rights and obligations of depositories; participants issuers and beneficial owners; inquiry and inspections, penalty. _____

UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Depositories Laws with the help of existing Acts.	REVISION, DISCUSSION.

Suggested Reading:**Text Books:**

1. Kuchhal, M.C. (2013). Modern Indian Company Law. Shree Mahavir Book Depot (Publishers), New Delhi, India.
2. Sharma, J.P. (2012). An easy approach to Corporate Laws. Ane Books Pvt. Ltd. New Delhi, India.
3. Kapoor, G. K., & Dhamija, S. (2019). Company Law and Practise 24th ed.
4. Ramaiya, A., Chandrachud, Y. V., & Nain, J. L. (2008). Guide to the Companies Act: Act of 1956... LexisNexis Butterworths Wadhwa Nagpur.
5. Chadha, R. & Chadha, S. (2017). Corporate Laws. Scholar Tech Press, Delhi.
6. Gower, L. C. B. (2003). Gower and Davies' principles of modern company law. London: Sweet & Maxwell.
7. Sharma, J. P. (2012). An easy approach to Corporate Laws.
8. Taxmann's, Taxmann, 2014. Company Law, Volume 1[Sections 1-61]. 1st ed. New Delhi: Taxmann Publications (P.) Ltd.
9. Taxmann's, Taxmann, 2014. Company Law, Volume 2[Sections 62-132]. 1st ed. New Delhi: Taxmann Publications (P.) Ltd.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: International Trade Law LLMB 402	Name: Asst. Prof. Aabil Husain
Semester : IV Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1A: Understand a complete grasp and understanding of the Legal Framework of International business and gain mastery over the subject.

CO1B: Understand the legal framework of private international business transactions

CO2: Identify a thorough explanation of all the essential legal aspects of international business along with their nature and complexities

CO3: Develop the international business laws for the current business environment

CO4: Develop the thought process related to international banking-legal and regulatory aspects

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to International Trade Law

(b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)

Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML +Teaching Assitant And to be given by Concern coordinator.

Session Plan:

MODULE I INTRODUCTION AND GENERAL PRINCIPLES

- a. The genesis of International Business Law-Nature, importance and scope of international business law
- b. Fact others causing globalization of business
- c. Legal Framework of International Business and the United Nation’s role in its development
- d. General Principles of Law of Contract as applicable to International Business-Types of International Commercial Contracts and the Importance of Standard Form Contracts in International Business
- e. Legal issues arising out of International Contracts and the determination of the applicable law.
- f. UNIDROIT Principles of International Commercial Contracts 2016- Preamble and General Principles

UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts of International and general principles of trade law	REVISION, DISCUSSION..

MODULE II - SALE OF GOODS AND CONSUMER LAW- AN INTERNATIONAL PERSPECTIVE

- a. Meaning of International Sale of Goods-Parties- Buyer and seller and their rights and duties
- b. Uniform Law on the Formation of Contracts for International Sale of Goods
- c. International Sales Contract with special reference to The United Nations Convention on Contracts for the International Sale of Goods (CISG)
- d. Introduction to International Consumer Law-The Principal Functions of International Consumer Law

- e. The Importance of the UN Guidelines on Consumer Protection-The Role of ICPENInternational
Consumer Protection and Enforcement Network- Legal Challenges.
- f. The Consumer Protection Act 2019 and its impact on international covenants

UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the Sale of goods and consumer laws in international perspectives	REVISION, DISCUSSION.

Unit 3

MODULE III - INTERNATIONAL TRADE AND CARRIAGE OF GOODS

- a. Introduction and theories of International Trade Law-Principles of International Trade Law-Export and Import Regulations-Tariff and non- tariff restrictions -Quota restrictions- Anti Dumping-Permissible Regulation-Quarantine Regulation-Customs Unions-Free Trade Areas- Preferential trade agreements
- b. Evolution of GATT as a trading institution and transition of GATT to WTO-World Trade Organization as a regulator of International Trade-Instruments of International Trade Laws- Agreements, Treaties, Conventions, Model Laws, Rules- GATS-TRIMS-ASEAN- AIFTASAFTA
-NAFTA, USMCA, MERCOSUR and FTAA-An overview of International Trade Laws in India with special reference to Foreign Trade Policy 2015-2020
- c. Definition and classification of Carriers-Carriage of Goods by Sea, Land and Air and the application of international Law-Documents of Carriage of Good-Bills of Lading- Kinds, Nature,
Features-Seaway Bill-Airway Bill-Consignment Note-International consignment note- An overview on Brussels Convention, Hague Rules, Hague- Visby Rules, International Transport by Sea- Provisions under Hamburg Rules, Conventions on Carriage by Air- The Warsaw Convention & Montreal Convention. Convention on Carriage by land- Convention on the Contract for the International Carriage of Goods by Road-INCOTERMS 2020 and international transactions.

UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand International Trade and Carriage of goods	REVISION, Research Articles, DISCUSSION

Unit-4

MODULE IV - INTERNATIONAL BANKING-LEGAL AND REGULATORY ASPECTS

- a. International Banking Regulation-BASEL NORMS -International law, choice of law, conflict of laws, jurisdictional issues -Exchange management and controls, international loan agreements, covenants and clauses
- b. Role of International Monetary Fund and World Bank in International debt crisis Management-
International Anti Money Laundering Laws and Regulations- The Financial Action Task Force-
International Competitiveness-Implications and effectiveness

c. Arbitration and mediation in the international banking business		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the International Banking legal and Regulatory aspects	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Giuditta Cordero-Moss, International Commercial Contracts, Cambridge University Press, 2014
2. Carole Murray, David Holloway, The Law and Practice of International Trade, Sweet & Maxwell, 1st Edition 2015
3. Brian Harris, Ridley's Law of the Carriage of Goods by Land, Sea and Air, Sweet & Maxwell. 8th Edition
4. Indian Institute of Banking & Finance, International Banking - Legal & Regulatory Aspects, Macmillan Education, 2nd Edition 2017
5. Charles E. F. Rickett and Thomas G. W. Telfer, International Perspectives on Consumers' Access to Justice, Cambridge University Press, 2009

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR SESSION PLAN

1. Session Plan Information	
Subject & Code: JURISPRUDENCE (LEGAL METHOD, INDIAN LEGAL SYSTEM AND BASIC THEORY OF LAW) BBL/BCL/BAL- 405	Name: Asst. Prof. Charu Bhardwaj
Semester : IV Semester	Length of Period: 60 Mins
Session: (Jan 2024-June 2024)	Total : 32 Hrs.

Objective: The students should get familiar with various approaches to law and legal processes. They should be able to appreciate dynamic character of the law and legal systems particularly in the context of socio-political history of the society. Endeavour should be made to develop among

students critical thinking about the law, legal system and legal processes. The students should be in position to appreciate how diverse approaches to law influence decision-making in judicial courts.

Course Outcomes: At the end of the course, student will be able to:

CO1: Demonstrate an advanced and integrated understanding of the political, social, historical, philosophical, and economic context of law.

CO2: Relate evaluation of legal theory and their implications for policy.

CO3: Critically analyse and research complex problems relating to law and legal theory and make reasoned and appropriate choices amongst alternatives.

CO4: Develop the thought process related to Legal System

PEDAGOGY: Lectures method, Case study etc.

Teaching Aids: PPTs, Word Files, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Legal and Constitutional History
- (b) Assignments/ Case study/ Class participation etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)

Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + Seminar Presentation + Viva

Session Plan:

Unit-I: Introduction a. Meaning, Content and Nature of Jurisprudence b. Definition of Law, Kinds of Law c. Justice and It's kinds d. Concept of Property		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-8)	Demonstrate an advanced and integrated understanding of the political, social, historical, philosophical, and economic context of law.	REVISION, DISCUSSION.
UNIT-II Schools of Jurisprudence a. Natural law School b. Analytical School c. Historical School d. Sociological School e. Realistic School		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(9-16)	Understanding of ideologies or various schools	REVISION, CASE LAWS DISCUSSION.

UNIT III Source of Law a. Legislation b. Precedents c. Customs d. Juristic Writings		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(17-24)	Relate evaluation of legal theory and their implications for policy.	REVISION, CASE LAWS , DISCUSSION
UNIT-IV Legal Concepts a. Personality b. Property, c. Possession and d. Ownership e. Title		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(24-32)	Critically analyze and research complex problems relating to law and legal theory and make reasoned and appropriate choices amongst alternatives	REVISION, DISCUSSION, CASE LAWS
UNIT-V Rights, Duties, Liability and Obligations a. Rights, b. Duties, c. Condition for imposing liability d. Strict liability e. Vicarious liability f. Obligations - Nature and kind		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(33-40)	Develop an analogy with regard to growth of Administrative, Judicial and Legislative institutions in Colonial India to get an appropriate insight of the present institutions	REVISION, DISCUSSION, CASE LAWS

Text Books:

1. R.W.M. Dias, *Jurisprudence*, Aditya Prakashan, 2017
2. Patrick John Fitzgerald (ed.), *Salmond on Jurisprudence*, Tripathi, 2016
3. Edgar Bodenheimer, *Jurisprudence*, Harvard University Press, 1974 (Revised Edn)

References:

1. Amartya Sen, *The Idea of Justice*, Cambridge, Mass.: Belknap Press/Harvard University Press, 2009
2. Chandran Kukathas and Philip Pettit, *Rawls: A Theory of Justice and its Critics*, Cambridge : Polity Press, 1990
3. Jonathan Wolff , Robert Nozick, *Property, Justice, and the Minimal State*, Stanford University Press, 1991
4. Granville Austin, *Indian Constitution, The Cornerstone of a Nation*, New Delhi, Oxford University Press, 2007

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: INDIAN LEGAL & CONSTITUTIONAL HISTORY BBL/BCL/BAL- 602/603/604	Name: Asst. Prof. Charu Bhardwaj
Semester : VI Semester	Length of Period:60 Mins
Session: (Jan 2024-June2024)	Total : 32 Hrs.

Course Outcomes: At the end of the course students will be able to:

CO1: relate to law, legal institutions and administration system in India during British Rule

CO2: critically analyse the colonial rule till independent India

CO3: evaluate the present legal system in context of the Legal and Constitutional History of the colonial period

CO4: develop an analogy with regard to growth of Administrative, Judicial and Legislative institutions in Colonial India to get an appropriate insight of the present institutions

PEDAGOGY: Lectures method, Case study etc.

Teaching Aids: PPTs, Word Files, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Legal and Constitutional History
 (b) Assignments/ Case study/ Class participation etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + Judgment writing and Presentation + Viva

Session Plan:

UNIT-I Legal System in Ancient India - Legal literature, Role of Smriikaras - Manu, Brihaspati, Narada, Yagyavalakya, Sources of law, Concept of Dharma, Law making and Custom Human and Divine law		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-8)	CO1: relate to law, legal institutions and administration system in India during British Rule	REVISION, DISCUSSION.
UNIT-II Administration of Justice in India - Judicial Institutions, Court of Guilds, Role of Village Panchayats, Government setup under Mughal Rulers, Sources and Character of Muslim Law		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(9-16)	critically analyze the colonial rule till independent India	REVISION, CASE LAWS DISCUSSION.
UNIT III Administration of Justice in the Presidency Towns, Development of Courts and Judicial Institutions under East India Company. Adalat system of Warren Hastings and his Judicial Plans, Regulating Act, Formation of Supreme Court		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(17-24)	critically analyze the colonial rule till independent India	REVISION, CASE LAWS , DISCUSSION
UNIT-IV The Indian High Court Act 1861 and 1911, High Court under Indian Constitution Government of India Act 1915, Privy Council as a Court of Appeal, Federal Court		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(24-31)	Evaluate the present legal system in context of the Legal and Constitutional History of the colonial period	REVISION, DISCUSSION, CASE LAWS
UNIT-V Act of 1813, 1833, Indian Council Act 1861, Government of India Act 1909, 1919, 1935, Legal Profession and Indian Bar Council Act 1926, the Advocate and 1961.		
UNIT 4	Learning Objective	

DAY(31-38)	Develop an analogy with regard to growth of Administrative, Judicial and Legislative institutions in Colonial India to get an appropriate insight of the present institutions
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REFERENCE

- 1 M.P. Jam, Outlines of Indian Legal History
- 2 Abdul Hamid, Constitutional and Legal History of India
- 3 A.B. Keith, Constitutional History of India
- 4 V.D. Kulshreshtra - Legal and Constitutional History of India
- 5 FI.V. Sreerivasaamurthy, History for Law Students, Vol. II India
- 6 Kailash Rai History of Courts Legislature and legal Profession in India

PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR SESSION PLAN

1. Session Plan Information	
Subject & Code: NATIONAL AND INTERNATIONAL SECURITY LAWS BAL/BBL/BCL-801	Name: Asst. Prof. Aabil Husain
Semester : VIII Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: demonstrate basic conceptual facets of national security and how nations look into this critical element in their policy and strategy

CO1 B: critically analyze the basic instruments of national security and how institutions work in close coordination to define the challenges and address them to secure their national interests both within the borders and at international level

CO2: evaluate national security apparatus of different countries and how they coordinate among themselves.

CO3: write upon security scenario at the international level in terms of terror networks, military modernization, rogue states, nuclear proliferation and environmental security.

CO4: Develop the thought process related to Piracy and Transnational Crime
Food, Water, Environmental Degradation, Drugs and Human Trafficking Cyber Security

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to Investigation, Inquiry and Trial in Bhartiya Nagarik Surkasha Sahinta 2023

(b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)

Skill Development Workshops	5	EML + PD WORKSHOP + Comprehensive Viva+ Legal Awareness And to be given by Concern coordinator.
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Session Plan:

Syllabus of Unit-1 National Security <ul style="list-style-type: none"> • Nation and Its Security –Defining the Parameters • Role of Institutions and Processes • Role of Planning and Strategy- Country Specific Studies 		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts of National Security and the role of Institutions.	REVISION, DISCUSSION..
Unit 2: International Security <ul style="list-style-type: none"> a) International and Regional Security Institutions- Collective and Cooperative Security b) Military Modernization and its effects on Regional Security c) Coastal and Maritime Security d) Mechanisms and Counter measures 		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the International and Regional Institutions and Military Modernization and mechanisms	REVISION, DISCUSSION.
Unit 3 International Security in different theatres <ul style="list-style-type: none"> a) International Security Challenges in <ul style="list-style-type: none"> i. West Asia, ii. Central Asia, iii. East Asia, iv. Southeast Asia, v. Europe, vi. Americas vii. Africa 		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the International Security and different theatres and challenges	REVISION, Research Articles, DISCUSSION

<p>Unit-4 Terrorism and Terror Networks a) Insurgency, Terrorism and Militancy-The Conceptual Understanding b) Case Study of Select Terror Networks and its Affiliates c) Terror Financing, Social Media and Counter-Measures d) Role of NGOs and Front Office Organizations e) Deradicalization, Civil Society and Negotiations f) Counter-Terrorism Initiatives-India, Saudi Arabia, Indonesia, UK and the US.</p>		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Terrorism and terror networks and role of NGOs	REVISION, DISCUSSION.
<p>Unit-5 Non-Traditional Security Issues a) Piracy and Transnational Crime b) Food, Water, Environmental Degradation, Drugs and Human Trafficking c) Cyber Security</p>		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Non-Traditional Security Laws and piracy and Transnational Crime	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Peter Hough, Shahin Malik , Andrew Moran and, Bruce Pilbeam, International Security Studies: Theory and Practice 1st Edition,2015
2. Sean Kay, Global Security in the Twenty-First Century: The Quest for Power and the Search for Peace 3rd Edition,
3. Roland Dannreuther, International Security: The Contemporary Agenda 2nd Edition 4. Hough Peter A, Understanding Global Security, London, Routledge, 2008

References:

1. Various Essays and Publications on Civil-Military relations in India, from the following institutes :

i. IDSA; CLAWS; RAND Corporation

ii. Rooks and Knights; Civil-Military relation in India, R Chandrashekhar,

iii. Safeguarding India: Essays on Security and Governance by N N Vohra.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: NATIONAL SECURITY GOVERNANCE AND LAWS BBL/BCL/BAL- 802	Name: Asst. Prof. Charu Bhardwaj
Semester : VIII Semester	Length of Period:60 Mins
Session: (Jan 2024-June2024)	Total : 32 Hrs.

Course Learning Outcomes: At the end of the course Students will be able to;

- **CO1:** demonstrate basic conceptual facets of National Security and its essential attributes
- **CO2:** critically analyze the asymmetrical challenges both at national front and international level
- **CO3:** evaluate crucial jurisdictional issues in the light of new challenges coming in digital era
- **CO4:** develop an analogy in relation to national response to these challenges

PEDAGOGY: Lectures method, Case study etc.

Teaching Aids: PPTs, Word Files, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Legal and Constitutional History
- (b) Assignments/ Case study/ Class participation etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PR Legal Awareness Program + Viva

Session Plan:

Unit-I: Exploring concepts of National Security		
<ul style="list-style-type: none"> • Dimensions of National Security • Military • Political • Economic • Societal and • Environmental Security 		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-8)	Demonstrate basic conceptual facets of National Security and its essential attributes	REVISION, DISCUSSION.
UNIT-II Asymmetrical Challenges – 1		
<ul style="list-style-type: none"> • Cross Border Terrorism in Jammu and Kashmir • Rise of Ideological conflict-Naxalism • Insurgency Problems in North East 		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(9-16)	Critically analyse the asymmetrical challenges both at national front and international level	REVISION, CASE LAWS DISCUSSION.
UNIT III Asymmetrical Challenges – 2		
a) Environmental Security i. Global Warming; ii. types of Water Conflict, iii. Coastal security. b) Economic Security i. Money Laundering-funding terror & Corruption. ii. Substance and procedure, iii. Parties and service of process, iv. Evidence, Remedy.		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(17-24)	Critically analyse the asymmetrical challenges both at national front and international level	REVISION, CASE LAWS , DISCUSSION
UNIT-IV Asymmetrical challenges-3		
a) Small Arms Trafficking b) Drug Trafficking		

c) Human Trafficking d) Cyber Crime		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(24-32)	Evaluate crucial jurisdictional issues in the light of new challenges coming in digital era	REVISION, DISCUSSION, CASE LAWS
UNIT-V Responses (Lectures-08) a) Legal and Institutional Measures b) Societal and Cultural Engineering c) Defence and Security measures		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(33-40)	Develop an analogy in relation to national response to these challenges	REVISION, DISCUSSION, CASE LAWS

Text Books:

1. India's Internal Security: Issues and Perspectives by Shrikant Paranjpe
2. Maoist Insurgency and India's Internal Security Architecture By E M Rammohun, Amritpal Singh, A K Agarwal
3. India's Security in a Turbulent World by Jasjit Singh
4. India's National Security: A Reader by Kanti P. Bajpai, Harsh V. Pant
5. India in Turmoil: Jammu & Kashmir, the Northeast and Left Extremism by Ved Marwah
6. Indian National Security and Counter-Insurgency: The Use of Force Vs Non-violence By Namrata Goswami
7. Military Strategy for India in the 21st Century, Edited by Lt Gen A K Singh and Lt Gen B S Nagal, Jan 2019, Karvy Publishers, New Delhi.
8. B.H Liddell Hart, Strategy (Second Revised Edition),1991.
9. The New Arthshastra: A Security strategy for India, edited by Gurmeet Kanwal, Harpar Collins.
10. A History of Warfare, John Keegan, 1993
11. The Oxford Handbook of India's National Security, Oxford University Press, 2018
12. On War & Leadership : The Words of Combat Commanders, Owen Connelly, Princeton University Press, 2002
13. Lt Gen A K Singh, Perspective on War in the 21st century, B C Joshi, Memorial Lecture at University of Pune, 2012
14. Grahm Allison, Destined for War- Can America and China Escape Thusydide's Trap, Houghton Mifflin Harcourt.
15. Arun Prakash, "A Strategic Encirclement," The Indian Express November 6, 2017.
16. Sharpening the Arsenal : India's Evolving Nuclear Deterrence Policy, Gurmeet Kanwal, 2017

17. Field Marshall Sam Manekshaw : The Man and his Times, Behram Panthaki, 2014.
18. National Security- Challenges and Priorities, lecture by P Chidambaram, Feb 2013.
19. Threats to India in the coming years, Maj Gen Afsir Kareem, Mar 2015.
20. India's Internal Security : Issues and Perspectives, Shrikant Paranjpe, 2009
21. Indian Defence Industry : An Agenda for Making in India, Laxman Behera, 2016.
22. Pushpita Das, Coastal Security: The Indian Experience, IDSA Monograph Series No. 22, 2013
23. Essays on Aerospace Power, Air Marshal, Vinod Patney, Lancer Publications.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: PROBATION AND PAROLE BBL/BAL- 1002	Name: Asst. Prof. Charu Bhardwaj
Semester : X Semester	Length of Period: 60 Mins
Session: (Jan 2024-June 2024)	Total : 32 Hrs.

Course Outcomes: At the end of the course, students will be able to:

CO1: Demonstrate the significance of Probation & Parole.

CO2: Analyse the prison reform system in India- post and pre independence

CO3: Evaluate the regulatory framework of the probation of offenders act

CO4: Develop knowledge of various laws related to Probation & Parole along with the prescribed formalities

PEDAGOGY: Lectures method, Case study etc.

Teaching Aids: PPTs, Word Files, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Legal and Constitutional History
- (b) Assignments/ Case study/ Class participation etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + Mock Interview and Viva

Session Plan:

Unit-I:

Introduction: The Relevance of Probation to Prison Reform: An Approach to Restorative Justice

UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-8)	Demonstrate the significance of Probation & Parole	REVISION, DISCUSSION.

UNIT-II

Law of Probation in India: Probation of Offenders Act, 1958

UNIT 2	Learning Objective	Assessment/Evaluation
DAY(9-16)	Analyze the prison reform system in India- post and pre independence	REVISION, CASE LAWS DISCUSSION.

UNIT III

Powers and Obligations under Probation of Offenders Act, 1958

UNIT 3	Learning Objective	Assessment/Evaluation
DAY(17-24)	Analyze the prison reform system in India- post and pre independence	REVISION, CASE LAWS , DISCUSSION

UNIT-IV

Parole, Nature of Parole, Authority for granting parole, Supervision paroles, Parole and conditional release, Release of the offender

UNIT 4	Learning Objective	Assessment/Evaluation
DAY(24-32)	Evaluate the regulatory framework of the probation of offenders act	REVISION, DISCUSSION, CASE LAWS

UNIT-V Parole system: Concept and distinction with the probation system		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(33-40)	Develop knowledge of various laws related to Probation & Parole along with the prescribed formalities	REVISION, DISCUSSION, CASE LAWS

Books Recommended:

1. Ahmmad s, criminology aand penology, Central law Agency, Alhabadiddiqui
2. Iyer, Prospective in Criminology, Law and Social Change;
3. Ross, H. Lawrence (Ed.), Law and Deviance (1981); 64
- 4 Sutherland, E. and Cressy, Principles of Criminology (1989);
5. Walker, N., Crime and Criminology (1961): A Critical Introduction (1987);
6. J.M. Sethna, Society and to Criminal (2003); A. Siddique, Criminology: Problems and Perspectives, Central Law Agency. Lucknow

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: White Cooler Crime BBL- CCG 1004	Name: Asst. Prof. Aabil Husain
Semester : IX Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1A: Demonstrate familiarity with the various definitions of white-collar crime.

CO1 B: Study the white collar crimes in India

CO2: Explain the remedies to combat against white collar crime

CO3: Evaluate the prevention of corruption act

CO4: Develop the knowledge of The Money laundering act 2002

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to white Cooler Crime

(b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		10
2.	Assignment 1		02
3	Assignment 2		02
4	Assignment 3		02
5	Skill Development Workshops		04
Total			20

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	10	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	2	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	2	Presentation (related to concerned course objective)

Assignment 3	2	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	4	EML + PD WORKSHOP + Comprehensive Viva And to be given by Concern coordinator.

Session Plan:

<p>UNIT-I Introduction</p> <p>a. Nature, Concept & Scope of White Collar Crime</p> <p>b. Classification of White Collar Crime</p> <p>c. Sutherland's view on White Collar Crime</p> <p>d' Criticism of Sutherland,s view on White Collar Crime</p>		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts of White Cooler Crime	REVISION, DISCUSSION..
<p>Unit 2:</p> <p>White Collar Crime in India</p> <p>a. Hoarding, Black-marketing & Adulteration</p> <p>b. Tax evasion</p> <p>c. white collar crime in different professions Medical, Engineering' Legal' Educational Institutions</p> <p>d. White collar crime in Business e. Fake employment / placement rackets</p>		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the White collar crime in Business e. Fake employment / placement rackets	REVISION, DISCUSSION.
<p>Unit 3</p> <p>Remedies to combat White Collar crime a. White collar crime vs' Traditional crime</p> <p>b. Judicial response to White collar crime</p> <p>c. Remedial measures to curb White Collar Crimes</p>		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the Remedial measures to curb White Collar Crimes	REVISION, Research Articles, DISCUSSION
<p>Unit-4</p> <p>the Prevention of Corruption Act, 1988</p>		

a. b. C. d. e. Salient features of the Act Offences committed by Public Servant & bribe giver Sanction for Prosecution Presumption where public servant accepts gratification Prosecution and Penalties		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Salient features of the Act Offences.	REVISION, DISCUSSION.
<p>Unit-5 The Prevention of Money Laundering Act, 2002 a. Salient features of the Act b, Definition & Scope of Money Laundering c. Survey, Search & Seizure, Attachment Powers to arrest under the Act Adjudication by the Adjudicating authorities & Special Courts Obligation of banking companies, financial institutions and Intermediaries</p>		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Powers to arrest under the Act Adjudication by the Adjudicating authorities & Special Courts Obligation of banking companies, financial institutions and Intermediaries	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. S.P. Singh, Socio- Economic Offences (1st Ed., 2005, Reprint 2015)
2. Ahmed Siddiqui, Criminology: Problems and Perspectives (4th Ed., 1997)
3. Seth and Kapoor, Prevention of Corruption Act with a treatise on Anti- Corruption Laws (3rd Ed., 2000)
4. C. Mehanathan, Law on Prevention of Money Laundering in India (201'41)
5. N,V Paranjap

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & code: Bankruptcy and Insolvency BAL -1004	Name: Asst. Prof. Ishani Pathak
Semester: X Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: Relate with the provisions and evolution of the insolvency and Bankruptcy code, 2016.

CO1 B: Understand the concept of corporate insolvency resolution process: legal provisions.

CO2: Appraise the process of liquidation of corporate person: Initiation of liquidation.

CO3: Illustrate the regulatory framework of bankruptcy order for individuals and partnership firms.

CO4: Demonstrate the regulatory framework of professional and ethical practices for insolvency practitioners.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Bankruptcy and Insolvency.
- (b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05

5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + PR-LEGAL AWARENESS PROGRAM AND PRSENTATION + COMPREHENSIVE VIVA And to be given by Concern coordinator.

Session Plan:

Syllabus of Unit-1		
Bankruptcy and insolvency-concept and evolution, historical development of insolvency laws in India, reports of the insolvency reforms committee, need for the insolvency and bankruptcy code, 2016, overall scheme for insolvency and bankruptcy code,2016. Important definitions, institutions under insolvency and bankruptcy code, 2016.		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concept and evolution of bankruptcy and insolvency.	REVISION, DISCUSSION..
Unit 2:		

Corporate insolvency resolution process: Legal provisions, Committee of Creditors, Procedure, Documentation, Appearance, Approval, Insolvency resolution of corporate person: contents of resolution plan, submission of resolution plan and approval of resolution plan.		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To understand the concept and working of corporate insolvency resolution process and insolvency resolution of corporate person.	REVISION, DISCUSSION.
Unit 3 Liquidation of a corporate person: initiation of liquidation, powers and duties of liquidator, Liquidation estate: dissolution of corporate debtor; distribution of assets Voluntary liquidation of companies: procedure for voluntary liquidation; initiation of liquidation; effect of liquidation; appointment; remuneration; powers and duties of liquidator, completion of liquidation.		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept of liquidation, powers and its various procedures.	REVISION, Research Articles, DISCUSSION
Unit-4 Bankruptcy order for individuals and partnerships firms: background; overview of the provisions; adjudicating authority; appeal against order of DRT; Appeal to supreme court.		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the bankruptcy order for individuals and partnership firms.	REVISION, DISCUSSION.
Unit-5 .Professional and ethical practices for insolvency practitioners: responsibility and accountability of insolvency practitioners, code of conduct; case studies; and practical aspects.		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand the professional and ethical practices for insolvency practitioners.	REVISION, DISCUSSION.

Suggested Reading:

References:

1. V.S. Datey, guide to insolvency and bankruptcy code, Taxmann, 7th Edition,2019.

2. Dr. Avadesh Ojha & CS Amit Baxi, insolvency & bankruptcy code, law and practice with insolvency courts-Nelt & Nelat, IBC Vis-à-vis companies Act, Sarfaesi, Drt & other laws(2020) , Tax publishers.
3. V.S. Wahi, Treatise on insolvency and bankruptcy code, Wadhwa publishing house, 3rd edition,2019.
4. CS (Dr.) D.K. Jain, Bharat's guide to insolvency and bankruptcy code, bharat law house Pvt. Ltd, 2nd edition, 2019.
5. Ashish Makhija, Insolvency and bankruptcy code case digest, Bloomsbury Professional India, 2nd Edition, 2020.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: Criminal Law-II (Criminal Procedure Code & Juvenile Delinquency) BAL/BBL/BCL-404	Name: Dr. Sunita Arya
Semester : IV Semester	Length of Period:60 mins
Session: (JAN2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: Understand of the aspects of criminal justice or law and its relationship to larger social issues and constitutional perspectives

CO1 B: Develop the capacity how can register a F.I.R and fair trial process and rights and duties of police & arrested person

CO2: Identify and apply the principles of criminal law covered in the course which are related to the Framing of Charge and Session Trial, warrant Trial, Summons Trial and Summary Trial

CO3: Explain and apply concept related to the Appeal, revision and Review in Criminal Law

CO4: Develop the thought process related to Juvenile Justice and Probation with laws and latest amendments

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, Mock trial

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Investigation, Inquiry and Trial in BhartiyaNagarikSurkashaSahinta 2023
- (b) Compare BNSS Provisions with CR.P.C 1973 provisions.
- (c) Assignments/ Research Articles / Class participation/ Mock trial etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)

Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + Comprehensive Viva And to be given by Concern coordinator.

Session Plan:

Syllabus of Unit-1

Introductory, Pre – Trial processes

Introductory

1. The rationale of criminal procedure the importance of Fair Trial
2. Constitutional perspectives of fair trial: Articles 14, 20, 21,
3. Organization of Police, Prosecutor, Defense Counsel and Prison Authorities along with their duties, functions and powers.

Pre – Trial processes: Arrest

1. The distinction between cognizable and non-cognizable offences: relevance and adequacy problems
2. Steps to ensure accuser's presence at trial: warrant and summons
3. Arrest with and without warrant (Section 70-73 and 41)
4. The absconder's status (82, 83 and 85)
5. Rights of an arrested person
6. Right to know ground of arrest (sec 50(1), 55, 75)
7. Right to be taken to magistrate without delay (Sec 56-57)
8. Right to not being detained for more than 24 hours (Sec 57); Article 22 (2) of the Constitution of India
9. Right to consult legal practitioner, legal aid and the right to be told of rights to bail
10. Right to be examined by a medical practitioner (Sec 54)

Search and Seizure

1. Search warrant (Sec 83, 94, 97, 98) and search without warrant (Sec 103)
2. Police search during investigation (Sec 153, 165, 166)
3. General principles of search (Sec 100)
4. Seizure (Sec 102)
5. Constitutional aspects of validity of search and seizure proceedings

UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concepts of Fair Trial and and General Principals of investigation and arrest by the police officer	REVISION, DISCUSSION..

Unit 2:

FIR, Trial Process

Pre-Trial Process: FIR

1. F.I.R. (sec. 154)

<p>2. Evidentiary value of F.I.R. (See Section 145 and 157 of Indian Evidence Act Trial Process</p> <ol style="list-style-type: none"> 1. Commencement of proceedings: Section 200, 201, 202) 2. Dismissal of complaints (Sec 203, 204) 3. Bail: concept, purpose: constitutional overtones 4. Bailable and non-bailable offences (Sec. 436, 437, 439) 5. Cancellation of bail (Sec 437(5)) 6. Anticipatory Bail (Sec. 438) 7. Appellate bail Powers (Sec 389(1), 395(1), 437(5)) 8. General principles concerning Bond (Sec 441-450) 		
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UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To know the F.I.R and how to register F.I.R by the police officer and Bail Provisions and anticipatory Bail	REVISION, DISCUSSION.

<p>Unit 3 Fair Trial</p> <ol style="list-style-type: none"> 1. Conception of fair trial 2. Presumption of innocence 3. Venue of trial 4. Right of the accused to know the accusation (Section 221-224) 5. The right must generally be told to the accused's presence (Sec 221-224) 6. Right to cross-examination and offering evidence in defense: the accused's statement 7. Right to speedy trial <p>Charge</p> <ol style="list-style-type: none"> 1. Framing of charges 2. Form and content of Charge (Sec 211, 212,216) 3. Separate charge for distinct offence (Sec 218-223) 4. Discharge- Pre-Charge evidence <p>Preliminary Pleas to Bar the Trial</p> <ol style="list-style-type: none"> 1. Jurisdiction (Sec 26, 177-188, 461-462, 479) 2. Time limitations: rationale and Scope (Sec 468-473) 3. Pleas of autrefois acquit and autrefois convict (Sec 300 and 22 (d)) 4. Issue estoppel 5. Compounding of offences 		
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UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand Trial Stage and know about the session trial, warrant trial, summary trial and summons trial	REVISION, Research Articles, DISCUSSION

<p>Unit-4</p> <ol style="list-style-type: none"> 1. Form and content (Sec. 354.) 2. Summary trial 		
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3. Post conviction orders in lieu of punishment: emerging penal policy (Sec 360-361 and 31) 4. Compensation and cost (Sec 357, 358) 5. Modes of providing judgments (Sec 353, 362, 363) Appeal , Review and Revision 1. No appeal in certain cases (Sec 372, 375 and 376) 2. The rationale of appeals, Review, revision 3. The multiple range of appellate remedies 4. Supreme court of India (Sec. 374,379, Art. 31, 132, 134, 136) 5. High Courts (Sec 374) 6. Session Court (Sec 374) 7. Special right to appeal (Sec 380) 8. Government appeal against sentencing (Sec 377, 378) 9. Judicial power in disposal of appeal (Sec 368) 10. Legal aid in appeals 11. Revisional jurisdiction (Sec 397-405) 12. Transfer of cases (Sec 406, 407)		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Judgment given by the Court and know that Appeal Review and Revision	REVISION, DISCUSSION.
Unit-5 Juvenile Delinquency 1. Nature and magnitude of the problem 2. Causes 3. Juvenile court system 4. Treatment and rehabilitation of juvenile offenders 5. Juvenile and adult crimes 6. Legislative and judicial protection of juvenile offenders 7. Juvenile justice (Protection and Care of Children) Act 2000 Probation 1. Probation of offender’s law 2. The judicial attitude 3. Mechanism of probation: standard of probation services 4. Problems and prospects of probation 5. The suspended sentences		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of Juvenile Delinquency and Juvenile Justice Protection and Care of Children Act 2000	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. RatanLal and DheerajLal, Criminal Procedure Code (2017)
2. D.D. Basu, Criminal Procedure Code (2019) Lexisnexis
3. R.V. Kelkar, Lectures on Criminal Procedure Code (2020), EBC
4. R.V. Kelkar, Code of Criminal Procedure
5. Woodroffe: commentaries on Code of Criminal Procedure, 2Vol. (2000) Universal

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
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SESSION PLAN**

1. Session Plan Information	
Subject & code: Information and Technology offences BCL -1001	Name: Asst. Prof. Ishani Pathak
Semester: X Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: Demonstrate the scope and significance of IT.

CO1 B: Understanding the cyber space, digital security, online privacy etc.

CO2: Analyze the Information Technology Act 2000

CO3: Study the evolution of the cybercrime and real-world cases.

CO4: Evaluate the National Cyber security policy 2013

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to IT Offences

(b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + PR-LEGAL AWARENESS PROGRAM AND PRESENTATION + COMPREHENSIVE VIVA

		And to be given by Concern coordinator.
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Session Plan:

Syllabus of Unit-1		
Scope and significance- Information technology-international endeavors-Indian scenario		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concept of information and technology in international and Indian scenario	REVISION, DISCUSSION..
Unit 2:		
Definitions- Cyber space, cybersquatting, cyber privacy, database, domain name, digital signatures, digital security, e-governance, encryption, online privacy, online dispute resolution, world wide web.		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To understand the concept of cyber space, cybersquatting, cyber privacy, database, domain name, digital signatures, digital security, e-governance, encryption, online privacy, online dispute resolution, world wide web.	REVISION, DISCUSSION.
Unit 3		
Information Technology Act, 2000, -object and scope-prospects, problems and drawbacks of the IT Act-Jurisdictional perspectives and challenges-Adjudication and dispute resolution, Authorities under the Act-Liabilities under the Act.		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept, object and scope and various challenges of Information technology act, 2000	REVISION, Research Articles, DISCUSSION
Unit-4		
Evolution of Cyber Crimes and Real-World cases: Definition and nature, evolution of cybercrime, classification of cybercrimes, reasons for computer vulnerability, computer contaminant, Real world cases-Online banking, credit card frauds, Identity theft, crime relating to social networking websites and social media.		

UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To	REVISION, DISCUSSION.
Unit-5 National Cyber security policy, 2013: History, aim and objectives, Nature and scope, strategies, securing e-governance service, cyber terrorism and cyber security, Promotion research and development in cyber security.		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts, aim and objectives, nature and scope and strategies of National Cyber security policy, 2013.	REVISION, DISCUSSION.

Suggested Reading:

References:

1. Information Technology Act, 2000.
2. Information Technology (certifying authorities) rules.
3. The cyber regulations appellate tribunal (procedural) rules
4. Cyber law, Pawan Duggal, university law publication, 2017.
5. Cyber forensics in India: A legal perspective, universal law publications, 2019.
6. Relevant provisions of IPC, IEA & Cr, P.C

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & code: Labour & Industrial law-II BAL-801	Name: Asst. Prof. Ishani Pathak
Semester: VIII Semester	Length of Period:60 mins
Session: (Jan2024-June 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: Actuate the laws relating to industrial relations

CO1 B: Analyze the basic and use of minimum wages act, 1948 for the protection of rights of Labour.

CO2: Devise the skills to adhere the concepts of social security and wages problems in industries.

CO3: Solve the Labour welfare problems with the help of proper mechanism.

CO4: Develop the approach to learn the enquiry procedural and industrial discipline.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to Labour & Industrial Law

(b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)

Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + PR-LEGAL AWARENESS PROGRAM AND PRESENTATION + COMPREHENSIVE VIVA And to be given by Concern coordinator.

Session Plan:

Syllabus of Unit-1 General Introduction <ol style="list-style-type: none"> Industrial Jurisprudence Labour policy in India Industrial revolution in India, evils of industrialization, labour problems Growth of Labour legislation in India. 		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the origin and development of industries I India and to know the concept of industrial jurisprudence.	REVISION, DISCUSSION..
Unit 2: Minimum Wages Act, 1948 <ol style="list-style-type: none"> Concept of minimum wage, fair wage, living wage and need based minimum wage. Constitutional validity of the minimum wages act, 1948 Procedure for fixation and revision of minimum wages act,1948 Fixation of minimum rates of wage by time rate or by piece rate. Procedure for hearing and deciding claims. 		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To understand the concept and working of minimum wages act 1948.	REVISION, DISCUSSION.
Unit 3 The Payment of wages act, 1948 <ol style="list-style-type: none"> Object, scope and application of the act. Definition of wage Responsibility for payment of wages. Fixation of wage period. Time of payment of wage. Deduction which may be made from wages. 		
UNIT 3	Learning Objective	Assessment/Evaluation

DAY(16-25)	To understand the concept of payment of wages act,1948	REVISION, Research Articles, DISCUSSION
Unit-4 Child labour (prohibition & regulation act,1986) <ol style="list-style-type: none"> a. Definition, object, scope of the act b. Prohibition of employment of children in certain occupation & process. c. Regulation of condition of work of children d. Miscellaneous e. Penalties, procedures f. Employment of inspector, power g. Repeal and savings 		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the importance of child Labour act and its provisions.	REVISION, DISCUSSION.
Unit-5 The Employee's compensation act, 1923 <ol style="list-style-type: none"> a. Definition of dependent, workman, partial disablement and total disablement. b. Employer's liability for compensation <ol style="list-style-type: none"> i. Scope of arising out and in the course of employment. ii. Doctrine of notional extension iii. When employer is not liable. c. Employer's liability when contract or is engaged. d. Amount of compensation e. Distribution of compensation f. Procedure in proceedings before commissioner. g. Appeals h. Retirement benefits <ol style="list-style-type: none"> i. Employee's provident fund and miscellaneous provisions Act ii. Employee's pension scheme, 1995 and family pension scheme iii. Social security for the unorganized sector 		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts and provisions of employee's compensation Act, 1923	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Indian Law Institute, cases and materials on Labour law and Labour relations
2. P.L. Malik, industrial law, eastern book company, 2013
3. Dr. Goswami, Labour and industrial law, central law agency, 2011

References:

6. Surya Narayan Misra, an introduction to Labour and industrial law, Allahabad law agency, 1978
7. S.C. Srivastava, industrial relations and Labour law, Vikas publishing house, new Delhi.
8. Chaturvedi, Labour and industrial law, 2004
9. S.C. Srivastava, commentaries on the factories act, 1948, universal law publishing house, Delhi.
10. H.L. Kumar, workmen's compensation Act, 1923.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & code: Mergers and Acquisitions BCL -1001	Name: Asst. Prof. Ishani Pathak
Semester: X Semester	Length of Period:60 mins
Session: (JAN 2024-JUNE 2024)	Total : 40 Hrs.

Course Outcomes:

CO1 A: Relate with various procedural aspects of mergers and acquisitions of companies.

CO1 B: Understanding the difference between merger and amalgamation, managerial challenges of mergers and acquisitions.

CO2: correlate with the legal framework involving mergers and acquisitions.

CO3: Formulate the solution to the mergers and acquisitions and intellectual property.

CO4: Illustrate the procedural aspect of cross border mergers and acquisitions.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

- (a) Discussions on theories, and facts related to Mergers and acquisitions
- (b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)
Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + PR-LEGAL AWARENESS PROGRAM AND PRSENTATION + COMPREHENSIVE VIVA And to be given by Concern coordinator.

Session Plan:

Syllabus of Unit-1

Understanding the basic concept of mergers and acquisitions, types of mergers, reasons of mergers.

UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the concept of mergers and acquisitions.	REVISION, DISCUSSION..

Unit 2:

Strategies of mergers and acquisitions, difference between mergers and amalgamation, managerial challenges of mergers and acquisitions.

UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To understand the concept and working of mergers and acquisitions	REVISION, DISCUSSION.

Unit 3

Procedure, stages for mergers and acquisitions, legal framework governing mergers and acquisitions.

UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the procedure of stages of mergers and acquisitions.	REVISION, Research Articles, DISCUSSION

Unit-4

Mergers and acquisitions and intellectual property, corporate restructuring after a merger or an acquisition.

UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the restructuring of company after a merger or an acquisition.	REVISION, DISCUSSION.

Unit-5

Cross border merger or acquisition, case studies on mergers and acquisitions.

UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts of cross border merger or acquisitions and to go through cases of merger and acquisitions.	REVISION, DISCUSSION.

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Suggested Reading:

References:

1. Mergers and Acquisitions by A.P. Dash.
2. Patrick A, Gaughan (2007), mergers, acquisitions and corporate restructuring , 4/e Wiley India, New Delhi.

**PRESTIGE INSTITUTE OF MANAGEMENT & RESEARCH
GWALIOR
SESSION PLAN**

1. Session Plan Information	
Subject & Code: MUSLIM LAW BCL-406	Name: Asst. Prof. Ishani Pathak
Semester : IV Semester	Length of Period:60 mins
Session: (Jan 2024-June2024)	Total : 40 Hrs.

Course Objective: The objective of this paper is to apprise the students with the laws relating to Muslim family matters governing inheritance, succession, partition, with practical approach.

Course Outcomes:

CO1 A: Understand the origin of muslim law and difference between Shia and Sunni source and schools.

CO1 B: Develop thinking concept of marriage and amp; divorce of muslim law and existing acts.

CO2: Evaluate & gain skills of thinking, analysis, written and verbal presentation of ideas of argument concept of guardianship and maintenance.

CO3: Develop the approach towards the various provisions as related to property distribution in Mumbai.

CO4: Develop the approach towards the various provisions as related to property distribution in muslims.

PEDAGOGY: Lectures method, Case study, Research Articles etc.

Teaching Aids: PPTs, White Board

Teaching Methods:

The course will use the following pedagogical tools:

(a) Discussions on theories, and facts related to Property and Easement Law

(b) Assignments/ Research Articles / Class participation/ etc.

Internal Evaluation:

S. No.	Internal Components	Marks	
1	Midterm Exam		20
2.	Assignment 1		05
3	Assignment 2		05
4	Assignment 3		05
5	Skill Development Workshops		05
Total			40

Conduct of Internals:

Internal Component	Total Number	Schedule
Midterm Exam	20	Midterm exam will be conducted by exam department in this 50% syllabus would be cover
Assignment 1	5	Written Assignments (Case Study/Long Questions related to concerned Course Objective)
Assignment 2	5	Presentation (related to concerned course objective)

Assignment 3	5	Quiz (MCQ, related to concerned course objective)
Skill Development Workshops	5	EML + PD WORKSHOP + SEMINAR PRESENTATION + COMPREHENSIVE VIVA And to be given by Concern coordinator.

Session Plan:

Syllabus of Unit-1		
Origin, school and sources of Muslim law		
<ul style="list-style-type: none"> e. Origin and development of Muslims f. B. Who is Muslim g. Conversation to Islam h. Nature and history of mohammedan law i. Schools of Muslim law j. Sources of Muslim law k. Siya and Sunni 		
UNIT I	Learning Objective	Assessment/Evaluation
DAY(1-7)	To know the origin and development of Muslims, to understand the concept of conversation. To know about the schools and sources and division of Siya and Sunni.	REVISION, DISCUSSION..
Unit 2:		
Marriage and divorce		
<ul style="list-style-type: none"> f. Marriage g. Iddat h. Muta marriage i. Option of puberty j. Divorce k. Kinds of divorce l. Dissolution of marriage act,1939 		
UNIT 2	Learning Objective	Assessment/Evaluation
DAY(8-15)	To understand and know about the concept of marriage and divorce	REVISION, DISCUSSION.
Unit 3		
Guardianship and maintenance		
<ul style="list-style-type: none"> g. Guardianship- elements h. Kinds of guardianship 		

<ul style="list-style-type: none"> i. Maintenance j. Liability of maintenance k. Mehar l. Kinds of Mehar 		
UNIT 3	Learning Objective	Assessment/Evaluation
DAY(16-25)	To understand the concept of guardianship and maintenance	REVISION, Research Articles, DISCUSSION
Unit-4 Muslim law of property <ul style="list-style-type: none"> a. Hiba: concept, formalities, capacity and revocability b. Wasayat: concept, formalities c. waqf 		
UNIT 4	Learning Objective	Assessment/Evaluation
DAY(26-34)	To understand the Concept of hiba, Wasiyat and waqf.	REVISION, DISCUSSION.
Unit-5 Principles of Inheritance under Muslim law. <ul style="list-style-type: none"> i. Parentage and acknowledgement j. Principles of inheritance under Muslim law (Sunni law) k. Succession and death bed transaction 		
UNIT 5	Learning Objective	Assessment/Evaluation
DAY(35-40)	To understand concepts and principles of inheritance	REVISION, DISCUSSION.

Suggested Reading:

Text Books:

1. Mulla, Mohammad law
2. Tahir Mahmood, the Muslim law of India, LAW book company, 1980
3. Dr. Paras Ahmed, Muslim Law in Modern India
4. Aquil Ahmed, Mohammedan law
5. Fyzee, Introduction to Mohammedan law
6. Schat, Mohammedan jurisprudence

7. Coulson, Principles of mohammedan

References:

1. B.M. Gandhi, Family law, Eastern book company, 2015.
2. Paras Diwan, family law, Allahabad law agency, 2001
3. Mulla, principles of mohammedan law, lexis nexis,2016
4. A.A.A. Fyzee, outlines of mohammedan law, oxford university press

COURSE OUTLINE

Prestige Institute of Management & Research, Gwalior

Session: Jan-Jun 2024

LAW (HONS.) II SEM

Course: Special Contract

Credit: 04

Session Duration: 60 Minutes

FACULTY (Name): AP Ashish Yadav

Telephone : 7999733915

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Office Hours: 10.00 am-5.20 pm

Consulting Hours: 10.00 am-5.20 pm (other than class timings)

Course Outcomes:

<ul style="list-style-type: none"> • CO1: explore the context and rationale of specific contracts of Indemnity, Guarantee, Bailment, Pledge and Agency.
<ul style="list-style-type: none"> • CO2: demonstrate the principles and doctrines that guide such contracts.
<ul style="list-style-type: none"> • CO3: correlate an understanding of the legal concepts involved in such contracts.
<ul style="list-style-type: none"> • CO4: criticize what rights and duties parties acquire under such contracts.
<ul style="list-style-type: none"> • CO5: collaborate the relation such specific contracts have with our day to day commercial activities and their impact on the social and economic front.

Course Pedagogy:

Lecture, PPT., Case study, Discussion

Course Readings:

Text Books:

1. Pollock & Mulla, *Indian Contract and Specific Relief Act*, Lexis Nexis, 2013(14th Edn)
2. Avtar Singh, *Law of Partnership*, Eastern Book Company, 2012 (4th Edn)
3. Avtar Singh, *Law of Contract and Specific Relief*, Eastern Book Company, 2013 (11th Edn)

References:

1. Avtar Singh, *Sale of Goods*, Eastern Book Company, 2011 (7th Edn)
2. Michael G. Bridge (ed.), Benjamin's *Sale of Goods*, Sweet & Maxwell, 2013(8th Edn)
3. P.S. Atiyah, *Sale of Goods*, Pearson Education, 2010 (12th Edn)
4. B.M. Prasad and Manish Mohan, *Khergamvala on the Negotiable Instrument Act*, 2013, Lexis Nexis, 2013 (21st Edn)
- 5.P. Mulla, *The Sale of Goods and Indian Partnership Act*, Lexis Nexis, 2012 (10th Edn)

Course Evaluation Criteria:

Instruments	Marks
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Mid Term Exam	40
Quiz/Written Test	
Written Assignments	
Presentation	
Research Paper Writing	
Final Exam	60
Total	100

Session Details:

SNO	Unit	Topics Covered	Pedagogy
31.	UNIT1	Meaning, Distinction between Indemnity and Guarantee	PPT +Lecture
32.		Right / Duties of Indemnifier	PPT +Lecture
33.		Right / Duties of Indemnifier	PPT +Lecture
34.		Indemnified and Surety,	PPT +Lecture
35.		Discharge of Surety,	PPT +Lecture
36.		Kinds of Guarantee	PPT +Lecture
37.	UNIT 2	Meaning and Distinction,	PPT +Lecture
38.		Rights and Duties of Bailor/Bailee	PPT +Lecture
39.		Rights and Duties of Pawnor/Pawnee	PPT +Lecture
40.		Lien	PPT +Lecture
41.		Termination of Bailment	PPT +Lecture
42.		Kinds of Bailee	
43.	UNIT 3	Definitions of Agent and Principal Appointment of an Agent	PPT +Lecture
44.		Authority of an Agent, Creation of agency: by agreement, Ratification and law	PPT +Lecture
45.		Effects of Agency on Contracts with third person	PPT +Lecture

46.		Personal Liability of agents	PPT +Lecture
47.		Termination of agency	PPT +Lecture
48.	UNIT 4	Nature of Partnership Firm	PPT +Lecture
49.		Rights /Duties of Partners <i>inter se</i>	PPT +Lecture
50.		Rights /Duties of Partners <i>inter se</i>	PPT +Lecture
51.		Incoming and Outgoing Partners	PPT +Lecture
52.		Position of Minor	PPT +Lecture
53.		Dissolution and Consequences	
54.	UNIT 5	Definitions, Distinction between Sale and Agreement to Sale	PPT +Lecture
55.		Conditions and Warranties	PPT +Lecture
56.		Conditions and Warranties	PPT +Lecture
57.		Passing of Property	PPT +Lecture
58.		Passing of Property	PPT +Lecture
59.		Rights of Unpaid Seller and Remedies for Breach of Contract	PPT +Lecture
60.		Revision	

