

3. Assault – Battery – False imprisonment – Nervous shock – Defamation – slander – libel – *Innuendo* – Defences – Justification – fair comment – privileges – Trespass to land – trespass to goods – Deceit – Rule in *Derry v. Peak* – Negligence – *Res ipsa loquitur* – contributory negligence – The last opportunity rule – Nuisance
4. Liability under Motor Vehicles Act 1988 – Compensation in Motor Vehicle Accidents – nature and extent of insurer’s liability – Motor Accidents Claims Tribunal – award of compensation.
5. Concept of consumer protection – Consumer protection under the Consumer Protection Act, 2019 – Definitions – consumer – e-commerce – electronic service provider – goods – services - Defect – Deficiency - Unfair Trade Practice – Restrictive Trade Practices – Commercial service – Commercial purpose -Liability of Doctors and Hospitals and Other Professionals, Engineers, Lawyers etc – Consumer Protection Councils – Central Consumer Protection Authority - – Consumer Disputes Redressal Commissions – composition and jurisdiction – Mediation – Product Liability – Offences and Penalties .

**Prescribed Readings: (With amendments)**

1. Salmond, Law of Torts
2. Winfield, Law of Torts
3. Prof.P.S.Achutan Pillai, Law of Torts
4. Gurjeet Singh, The Law of Consumer Protection in India (New Delhi, Deep and Deep Publications 1996)
5. Avtar Singh, The Law of Consumer Protection (2<sup>nd</sup> Ed. )
6. Halsbury’s Laws of England (IV Ed. Reissue Vol.45 pp 555-725)
7. R.K. Bangia, A Handbook of Consumer Protection Laws and Procedure
8. P.K. Sarkar, The Motor Vehicles Act, 1988
9. R.K. Bangia, Law of Torts

## Second Semester

### PAPER – I

#### MODERN ENGLISH GRAMMAR AND USAGE

No of Instructional Hours: 5 per week

**AIMS**

1. To help students have a good understanding of modern English grammar.
2. To enable them produce grammatically and idiomatically correct language.
3. To help them improve their verbal communication skills.
4. To help them minimise mother tongue influence.

**OBJECTIVES**

On completion of the course, the students should be able to

1. have an appreciable understanding of English grammar.
2. produce grammatically and idiomatically correct spoken and written discourse.
3. spot language errors and correct them.

**COURSE CONTENTS****Module 1:**

- Modern English grammar – what and why and how of grammar – grammar of spoken and written language
- Sentence as a self-contained unit – various types of sentence – simple – compound – complex – declarative – interrogative – imperative – exclamation.
- Basic sentence patterns in English – constituents of sentences – subject – verb – object – complement – adverbials.
- Clauses – main and subordinate clauses – noun clauses – relative clauses – adverbial clauses – finite and non-finite clauses – analysis and conversion of sentences – Active to Passive and vice versa – Direct to Indirect and vice versa – Degrees of Comparison, one form to the other.
- Phrases – various types of phrases – noun, verb, adjectival and prepositional phrases.
- Words – parts of speech – nouns – pronouns – adjectives verbs – adverbs – prepositions – conjunctions – determinatives.

**Module 2:**

- Nouns – different types – countable and uncountable – collective – mass – case – number – gender.
- Pronoun – different types – personal, reflexive – infinite-emphatic – reciprocal. Adjectives – predicative – attributive – pre- and post-modification of nouns.
- Verbs – tense-aspect – voice – mood – Concord – types of verbs – transitive – intransitive-finite – non- finite.
- Helping verbs and modal auxiliaries – function and use.

**Module 3:**

- Adverbs – different types – various functions – modifying and connective.
- Prepositions – different types – syntactic occurrences – prepositional phrases – adverbial function.
- Conjunctions – subordinating and coordinating Determinatives articles – possessives – quantifiers

**Module 4:**

- Legal terms

**COURSE MATERIAL****Modules 1-3**

Core Reading: *Concise English Grammar* by Prof. V. K. Moothathu. OUP, 2012.

**Further Reading:**

1. Leech, Geoffrey et al. *English Grammar for Today: A New Introduction*. 2<sup>nd</sup> Edition. Palgrave, 2008.
2. Carter, Ronald and Michael McCarthy. *Cambridge Grammar of English*. CUP, 2006.
3. Greenbaum, Sidney. *Oxford English Grammar*. Indian Edition. Oxford University Press, 2005.
4. Sinclair, John ed. *Collins Cobuild English Grammar*. Harper Collins publishers, 2000.
5. Driscoll, Liz. *Common Mistakes at Intermediate and How to Avoid Them*. CUP, 2008.
6. Tayfoor, Susanne. *Common Mistakes at Upper-intermediate and How to Avoid Them*. CUP, 2008.
7. Powell, Debra. *Common Mistakes at Advanced and How to Avoid Them*. CUP, 2008.
8. Burt, Angela. *Quick Solutions to Common Errors in English*. Macmillan India Limited, 2008.

9. Turton. *ABC of Common Grammatical Errors*. Macmillan India Limited, 2008.
10. Leech, Geoffrey, Jan Svartvik. *A Communicative Grammar of English*. Third Edition. New Delhi: Pearson Education, 2009.

#### **Module 4:**

1. Oxford Dictionary of Law. OUP, 2015.

**Direction to Teachers:** The items in the modules should be taught at application level with only necessary details of concepts. The emphasis should be on how grammar works rather than on what it is. The aim is the correct usage based on Standard English and not conceptual excellence.

## **PAPER – II**

### **MANAGEMENT CONCEPTS AND THOUGHT**

No: of instructional hours per week: 4

**Aim of the course:** To provide a comprehensive perspective on management theory and practice

#### **Course objectives:**

- 1) To equip learners with knowledge of management concepts and their application in contemporary organizations
- 2) To facilitate overall understanding of the different dimensions of the management process.

**MODULE-I:** Nature and Evolution of Modern Management - Meaning and Definition of Management-Effective Management- Concept and Need-Qualities and styles of an effective manager-Empowerment style, Participation style, Guidance style -Management skills-Technical, Interpersonal, Conceptual, Diagnostic and Political skills- Mintzberg's Managerial roles- Schools of Management Thought-The Classical School - Human Relations School and the Hawthorne Studies- Behavioural Science School-The Systems School- The Contingency School -Contemporary management Thought-Drucker, Porter, Prahlad, Hamel and Tom Peters (15hrs)

**MODULE-II:** Overview of the Management Process - Planning: Meaning – Definition –Importance-Organizing: Meaning and Definition- Concepts of Authority, Responsibility and Accountability –Delegation and Decentralization - Organization Culture-Types of Organisational Culture-Staffing -Significance of Staffing- Staffing Process(overview only) Directing-Concept-Elements of the Direction function - Controlling- Steps in the Process of Controlling (15hrs)

**MODULE-III:** Leadership - Meaning - Leadership Qualities- Leadership Styles-Leadership Theories-Trait Theory – Charismatic Leadership Approach - Managerial Grid Theory -Contingency Theory- Fiedler's Model- Situational Leadership Theory -Transactional and Transformational Leadership.(15hrs)

**MODULE-IV:** Motivation and Communication-Motivation-Meaning and Importance, Intrinsic and Extrinsic motivation, Positive and negative motivation; Motivational Theory-Carrot and stick theory, Maslow's Hierarchy of Human Needs Herzberg's Two Factor theory, Alderfer's ERG theory, Vroom's-Expectancy theory, David McClelland's Need based Motivational Models-Factors determining motivational policy. Communication-Meaning, Need, Process, Types-Verbal, Non-verbal, Visual, Internal, External, Formal, Informal; Barriers to Communication-Physical, psychological, Attitudinal, Semantic, Cross-cultural, Gender; Guidelines for effective communication.(15hrs)

**MODULE-V:** New Horizons of Management (Conceptual Framework only) TQM-Meaning- Principles of TQM-Deming's 14 points, Barriers to TQM, Customer requirements- The Five Fs- Change Management – Concept and Importance, Knowledge Management- Concept and Importance- Concept of Learning Organisation. (12hrs)

#### **Recommended Practicals:**

- 1) Collect Vision/Mission Statements of leading organizations. Examine ways in which elements of these statements are being put into practice.

- 2) Identify Best Practices of business concerns in your locality with regard to different managerial functions.
- 3) Study the Reward and Recognition system used by any leading business organization in your local area.
- 4) Conduct an interview with a successful business leader. Identify the leadership style followed by the leader based on the information collected.
- 5) Study the Quality Management Practices adopted by any business concern.

Recommended Books:

1. Principles of Management, 5/Edn- Tripathi, P.C. McGraw Hill Education Pvt Ltd, New Delhi.
2. Essentials of Management, 10/Edn- Harold Koontz, McGraw Hill Education Pvt Ltd, New Delhi.
3. Management Theory and Practice- Mahajan. Ane Books Pvt Ltd, New Delhi
4. Principles of Management: Text and Cases, Bhattacharyya, Pearson Education , New Delhi
5. Principles of Management : Ramaswamy, Himalaya Publishing House, Bangalore.
6. Principles of Management- Govindarajan, PHI Learning, Pvt Ltd, New Delhi.
7. Principles of Management- Gupta Meenakshi
8. Total Quality Management, 2/Edn – Charantimath Poornima M, Pearson Education , New Delhi

## PAPER – III MANAGERIAL ECONOMICS

No. of instructional hours per week: 4

**Aim of the course:** To acquaint the students with the application of economics in managerial decision making.

**Course objectives:**

1. To familiarise students with the economic principles and theories underlying various business decisions.
2. To equip the students to apply the economic theories in different business situations.

**Module I:** Introduction – Economics – managerial economics – distinction between managerial economics and traditional economics – characteristics of managerial economics – scope of managerial economics – Application of economic theories in business decisions – role and responsibility of a managerial economist.  
(15hrs)

**Module II:** Demand Estimation – Demand– elasticity of demand – price – income – advertisement cross – uses – measurement. Demand forecasting – short- term and long- term forecasting – methods of forecasting – forecasting the demand for new products. (15hrs)

**Module III:** Theory of Production – Production function – Cobb Douglas Production function –Laws of production–Law of Diminishing Returns–Law of returns to scale–economies and diseconomies of scale– Isoquant curve – Iso cost curve–optimum combination of inputs. (15hrs)

**Module IV:** Pricing Policy and Practices – Market structures – Perfect competition, Monopoly, Monopolistic competition and Oligopoly (concepts and features only) Pricing objectives – role of cost in pricing – demand factor in pricing – factors to be considered when formulating a pricing policy – cost plus pricing marginal cost pricing – going rate pricing – Breakeven point pricing –Product Line pricing – Pricing of a new product – Pricing over the life cycle of a product. (15hrs)

**Module V:** Business Cycles – Introduction – phases of a business cycle – causes and indicators –Theories of business cycles – control of business cycles. (12hrs)

Notes:

1. Conceive a new product idea, fix a suitable price and justify it. The students may develop the various aspects regarding product features, product content, pricing and promotional strategies. (For module IV).
2. Study the growth stages of a company – its origin – vision and mission statement – objectives – market access – expansion and diversification. (For module V).

Books Recommended:

1. Maheswari.K.L and Varshney. *Managerial Economics*, Sultan Chand & Sons, New Delhi.
2. Mote V.L, Samuel Paul and Gupta G.S. *Managerial Economics*, Tata McGraw-Hill Publishing Co. Ltd., New Delhi.
3. Gupta G.S. *Managerial Economics*, Tata McGraw-Hill Publishing Co. Ltd. New Delhi.
4. Dwivedi N.D. *Managerial Economics*, Vikas Publishing House, New Delhi.
5. Reddy P.N and Appanniah. H.R. *Principles of Business Economics*, S. Chand & Co. Ltd. New Delhi.

## Paper – IV

### LAW OF CRIMES – PAPER – I – PENAL CODE

**Outcome:-** This paper enables the students to have a general evaluation and analysis of offences and punishments.

1. Concept and Nature of Crime – definitions – General principles of Criminal Liability – Constituent Elements of Crime – Intention – Dishonestly – Fraudulently – Maliciously etc. – Exceptions to *Mens rea* in Statutory Offences – General Defences and Exceptions.
2. Inchoate Offences – Attempt – Distinction between preparation and attempt – group liability – common object – aiding and abetting – unlawful assembly – rioting – Principal and Accessories - Joint and Constructive Liability – Jurisdiction – personal – Territorial – extra-territorial – Extradition as an exception to Jurisdiction – Punishment.
3. Offences affecting the State – Armed Forces – Public Peace – Public Administration – Offences by Public Servants and by Others – Administration of Justice – Elections – Public Economy – Public Nuisance – Offences against Religion.
4. Offences against Human Body – Causing Death – Culpable Homicide – Murder – Culpable Homicide not amounting to murder – Rash and negligent act causing death – Dowry death – Attempts – Suicide – Abetment – Hurt – Grievous hurt – Criminal force and Assault – Offences affecting liberty – Kidnapping – abduction – Sexual Offences – Rape – Custodial Rape – Unnatural offences.
5. Offences against property – Theft – Extortion – Robbery – Dacoity – Criminal misappropriation – Criminal breach of trust – cheating – forgery – mischief – trespass – house breaking – arson – Offences against public safety and health – disturbances of public order – offences against environment - Offences by or

relating to public servants – Offences relating to marriage – mock marriages – adultery – bigamy – offences relating dowry – Offences relating to reputation – defamation – libel and slander.

**Prescribed Readings: (With amendments)**

1. Outlines of Criminal Law, Kenny
2. Indian Penal Code, Ratanlal
3. Criminal Law Text and Materials 1990, Clarkaon and Keaty
4. Penal Law of India, Dr.Sir Hari Singh Gour
5. Some Aspects of Criminal Law, K.K.Dutta
6. A Text Book on the Indian Penal Code, K.D.Gaur
7. Law of Crimes, D.A.Desai
8. Criminal Law Cases and Materials, Ratanlal & Dhiraj Lal
9. Criminal Law, B.M.Gandhi
10. Criminal Law, P.S.Achuthan Pillai
11. Principles of Criminal Law, Andrew Ashwarth 1995
12. Text Book of Criminal Law, Glanville Williams
13. Law of England, Halsbury, Vol II pp,16-536
14. Criminal Law: Cases and Materials – K.D.Gaur.

**Paper – V**

**LAW OF CONTRACT**

**Outcome :-** This paper familiarizes the students with principles of law relating to contract, formation of contracts and remedies in case of its breach.

1. General features of Contracts – classification – Historical Development - Formation of contracts with special reference to the different aspects of offer and acceptance – Consideration – Privity of contracts – Charitable subscriptions Consideration and discharge of contracts – Doctrine of accord and satisfaction.
2. Capacity of parties – Minority – Indian and English Law – Mental incapacity - Drunkenness – Other incapacities like political status and corporate personality - Factors invalidating contracts like, mistake, coercion, undue influence, fraud, misrepresentation and unlawful object, immoral agreements and those opposed to public policy - Consequences of illegality.
3. Void agreements and voidable contracts – Legal proceedings and uncertain agreements – Wagering agreements – contingent contracts -

Performance of contracts – privity of contracts and its limitations – Assignment of liabilities and benefits – Time and place of performance – Reciprocal promises – Appropriation of payments – Contracts which need not be performed.

4. Breach and impossibility – Meaning of Breach – Anticipatory breach – strict performance – Impossibility of performance and doctrine of frustration – Effect of frustration – discharge of contract by operation of law - Damages – Nature and meaning of Rule in Hadley’s case - penalty and liquidated damages.

5. Quasi-contracts – Nature and basis of Quasi-contracts - Quantum meruit. Specific Relief – General Principles – Parties in relation to specific performance – Specific performance of part – Rescission, rectification and cancellation – Preventive relief by way of injunction.

**Prescribed Readings: (With amendments)**

1. Guest A.G. Anson’s Law of Contract, (Clarendon Press, Oxford).
2. Pollock and Mulla. Indian Contract Act.
3. M.Krishnana Nair. The Law of Contracts. (Orient Longman, Ltd)
4. Subba Rao, Law of Contracts
5. Dr. Avtar Singh. Law of Contracts
6. V.D. Kulshreshta. Indian Contract Act.
7. Halsbury’s Law of England ( IV Edn. Reissue) Vol. 31 p. 611-690, Vol.32p.1-45
8. Leake M.S. Principles of the Law of Contract
9. Pollock and Mulla – Indian Contract Act and Specific Relief Act

## Third Semester

### PAPER – I

### E-Business

No of instructional Hours per week: 4

**Aim of the Course:** To expose the students to e- business and its potentialities.

Course Objectives

1. To provide students a clear-cut idea of e-commerce and e-business and their types and models.
2. To acquaint students with some innovative e-business systems.
3. To impart knowledge on the basics of starting online business.

**Module 1:** E-Business - meaning- Types - Models – benefits and limitations of e-Business, E-Commerce – Models – e business vs. ecommerce, internet marketing and e-Tailing, E-Marketplace – types and features, E- Auction – types. (18Hours)