



SCHEME OF SYLLABUS BBALLB (H)

AS PER CREDIT SHEET 2025-26

2<sup>ND</sup> SEMESTER

Subjects	Code
Law of Contract II	SLL-BBALLB-201
Law of Torts and Consumer Protection	SLL-BBALLB-202
Legal English II	SLL-BBALLB-203
Financial Management	SLL-BBALLB-204
Organizational Behaviour	SLL-BBALLB-205
Marketing Management	SLL-BBALLB-206

**Semester: 2<sup>nd</sup>**

<b>Subject</b>	<b>Law of Contract-II</b>
<b>Subject Code</b>	<b>SLL-BBALLB-201</b>
<b>Credits</b>	<b>4</b>

**Program Outcomes:**

PO 1.	Identify and recall key legal concepts, terminology, statutes, and landmark cases relevant to various fields of law
PO 2.	Explain the structure, functions, and core principles of national and international legal systems
PO 3.	Use appropriate legal doctrines and procedures to resolve practical legal issues and case scenarios.
PO 4.	Examine facts, identify relevant legal issues, and distinguish between competing legal arguments and interpretations.
PO 5.	Draft clear, logical legal texts such as case briefs, legal opinions, and research papers using sound legal reasoning.
PO 6.	Assess the effectiveness, fairness, and impact of laws and judicial decisions, and suggest justified reforms or alternatives.

**Course Outcomes:**

CO 1	Enable students understand the basic concepts of indemnity, guarantee and agency in details to further enhance their knowledge as to special kinds of contracts existing under contract law regime;
CO 2	Study the nature of rights and duties of indemnifier/bailor/bailee/principal/agent to appreciate existing similarities and difference between stated kinds
CO 3	Apprise students about the nuances of partnership laws and sale of goods laws as extended contracts covered under different statutes owing to their own peculiarities
CO 4	Impart knowledge as to negotiable instruments and related laws for grasp over the various instrumental modes of payments

**Unit 1: STANDARD FORM CONTRACTS (Indemnity, Guarantee, Bailment and Agency)**

- a. Distinction between Indemnity and Guarantee
- b. Right and Duties of Indemnifier and Discharge
- c. Essential of Bailment, Rights and Duties of Bailor/Bailee, Lien, etc
- d. Agency, Definition, creation and ratification of Agency, Termination.

**Unit 2: LAW RELATING TO PARTNERSHIP**

- a. Nature of Partnership Firm
- b. Incoming and Outgoing Partners, Position of Minor,

- c. Rights /Duties of Partners inter se
- d. Dissolution of firm.

**Unit 3: LAW RELATING SALE OF GOODS ACT**

- a. Definitions, Distinction between Sale and Agreement to Sell
- b. Conditions and Warranties
- c. Rights of Unpaid Seller and Remedies for Breach of Contract
- d. Duties of seller and buyer

**Unit 4: UNIT-IV: LAW RELATING NEGOTIABLE INSTRUMENT**

- a. Definition and Kinds of Negotiable Instruments
- b. Holder and Holder-in-Due Course
- c. Crossing of Cheque
- d. Dishonour of Negotiable Instrument

**SKILL DEVELOPMENT ACTIVITIES:**

- a. Contract Drafting
- b. Partnership Deed Drafting
- c. Visits to banks etc. for examination of documents

**Text Books Referred:**

1. Pollock & Mulla, Indian Contract and Specific Relief Act, Lexis Nexis, Delhi, 2013(14th Edn.)
2. Avtar Singh, Law of Partnership, Eastern Book Company, Lucknow, 2012 (4thEdn.)
3. Avtar Singh, Law of Contract and Specific Relief, Eastern Book Company, Lucknow 2013 (13th Edn.)
4. S. P. Sengupta, Commentaries on Negotiable Instruments' Act, Central Law Agency, Allahabad, 2008 (3rd Edn.)

**Reference Books/Additional Books:**

1. Avtar Singh, Sale of Goods, Eastern Book Company, Lucknow, 2011 (7th Edn.)
2. Michael G. Bridge (ed.), Benjamin's Sale of Goods, Sweet & Maxwell, London, 2013(8th Edn.)
3. P.S. Atiyah, Sale of Goods, Pearson Education, India, 2010 (12thEdn.)
4. B.M. Prasad and Manish Mohan, Khargamvala on the Negotiable Instrument Act, 2013, Lexis Nexis, New Delhi, 2013 (21st Edn.)
5. P. Mulla, The Sale of Goods and Indian Partnership Act, Lexis Nexis, New Delhi, 2012 (10th Edn.)

Semester: 2<sup>nd</sup>

<b>Subject</b>	<b>Law of Torts and Consumer Protection</b>
<b>Subject Code</b>	<b>SLL-BBALLB-202</b>
<b>Credits</b>	<b>4</b>

**Program Outcomes:**

PO 1.	Identify and recall key legal concepts, terminology, statutes, and landmark cases relevant to various fields of law
PO 2.	Explain the structure, functions, and core principles of national and international legal systems
PO 3.	Use appropriate legal doctrines and procedures to resolve practical legal issues and case scenarios.
PO 4.	Examine facts, identify relevant legal issues, and distinguish between competing legal arguments and interpretations.
PO 5.	Draft clear, logical legal texts such as case briefs, legal opinions, and research papers using sound legal reasoning.
PO 6.	Assess the effectiveness, fairness, and impact of laws and judicial decisions, and suggest justified reforms or alternatives.

**Course Outcomes:**

CO 1	Understand the Principle of Law of Tort and Liability under tort.
CO 2	Understand the defenses available under Law of Torts
CO 3	Understand the different kinds of torts which are punishable under Law of Torts
CO 4	Understand the provisions of Consumer Protection Act, 2019

**Unit 1 Concept and Principles of Liability**

- a. Definition of Tort and Development of Tort actions in England and India
- b. Constituents of Tort – Wrongful Act, Damage and Remedy
- c. Strict Liability and Absolute Liability
- d. Vicarious Liability – Scope and Justification
- e. Doctrine of Sovereign Immunity

**Unit 2 Defenses in Tort**

- a. Volenti non-fit Injuria, Necessity and Plaintiff's fault
- b. Act of God and Inevitable accidents
- c. Private defenses
- d. Judicial and Quasi – Judicial Acts
- e. Parental and quasi-parental authority

**Unit 3 Specific Torts**

- a. Defamation
- b. Negligence and Nuisance

- c. Assault, battery and mayhem
- d. False imprisonment and malicious prosecution
- e. Nervous Shock

#### **Unit 4 Consumer Protection**

- a. Basic Concepts: Consumer, Service, Goods, Rights, Injury, Unfair Trade Practices
- b. Development of Consumer Protection Law
- c. Councils and Authorities for consumer protection
- d. Consumer Dispute Redressal Commission
- e. Mediation in Consumer Disputes

#### **SKILL DEVELOPMENT ACTIVITIES:**

- a. Case and Judgment Analysis
- b. Research through paper writing
- c. Visit to Consumer Forum

#### **Text Books:**

1. Winfield and Jolowicz, Tort, Thomas Reuters
2. Ratanlal & Dhirajlal, The Law of Torts by Ratanlal & Dhirajlal, LexisNexis, 29<sup>th</sup> Edition

#### **Other Readings:**

1. Dr. R.K Bangia, Law of Torts with Consumer Protection Act, Allahabad Law Agency
2. Dr. S.R. Myneni, Law of Torts, Asia Law House
3. P.S.A. Pillai, Law of Tort, Eastern Book Company

Semester: 2<sup>nd</sup>

<b>Subject</b>	<b>Legal English II</b>
<b>Subject Code</b>	<b>SLL-BBALLB-203</b>
<b>Credits</b>	<b>3</b>

**Program Outcomes:**

PO 1.	Identify and recall key legal concepts, terminology, statutes, and landmark cases relevant to various fields of law
PO 2.	Explain the structure, functions, and core principles of national and international legal systems
PO 3.	Use appropriate legal doctrines and procedures to resolve practical legal issues and case scenarios.
PO 4.	Examine facts, identify relevant legal issues, and distinguish between competing legal arguments and interpretations.
PO 5.	Draft clear, logical legal texts such as case briefs, legal opinions, and research papers using sound legal reasoning.
PO 6.	Assess the effectiveness, fairness, and impact of laws and judicial decisions, and suggest justified reforms or alternatives.

**Course Outcomes:**

CO 1	Understand the language used in Statutes, Judgments and Juristic Writings
CO 2	Understand and analyzing the Legal Documents
CO 3	Understand the Impact on Amending Laws on Society
CO 4	Understand the plans, Schemes, Movements brought by people and government for upliftment of downtrodden in Society.

**Unit -1 Comprehension of legal English**

- a. Reading of statutes
- b. Reading of judgments
- c. Reading of Juristic Writings

**Unit – 2 Reading and Analysis of Documents**

- a. Understanding of Complaint and Written statement
- b. Understanding of applications
- c. Understanding of Affidavits

**Unit – 3 Translations**

- a. Common Hindi and Urdu words used in Courts
- b. Translation from Hindi to English
- c. Translation from English to Hindi

#### **Unit – 4 Experiential Learning**

- a. Notes and comments on Legislation
- b. Case Comments
- c. Article Writing

#### **SKILL DEVELOPMENT ACTIVITIES:**

- d. Prepare brief summaries of landmark cases, then present them to the class, focusing on concise expression, legal jargon, and oral presentation skills.
- e. Use flashcards or quizzes to reinforce key legal terms and phrases, followed by in-class discussions to ensure proper usage in context.
- f. review and edit each other's written work, such as legal essays or case analyses, to develop skills in critiquing legal writing and using formal legal language.

#### **Text Books Referred:**

1. Prof. T. Bhattacharya, The Interpretation of Statutes, 11<sup>th</sup> Edition, Central Law Agency
2. G.M. Kothari and Arvind G. Kothari, Drafting, Conveyancing and Pleadings (1982); 2nd Ed., N.M. Tripathi (P.) Ltd. Bombay.
3. J. S. Singh, Nishi Behl, Legal Language, Writing and General English, Allahabad Agency, 2018
4. Wren And Martin -high School English Grammar and Composition, Edited by N.D.V. Prasada Rao, 2017
5. Dr. S. R. Myneni, Legal Research Methodology, 7<sup>th</sup> Edition, Allahabad Law Agency, 2022

**Semester:II**

<b>Subject</b>	<b>Financial Management</b>
<b>Subject Code</b>	<b>SLL-BBALLB-204</b>
<b>Credits</b>	<b>3</b>

**Program Outcomes:**

PO 1.	Identify and recall key legal concepts, terminology, statutes, and landmark cases relevant to various fields of law
PO 2.	Explain the structure, functions, and core principles of national and international legal systems
PO 3.	Use appropriate legal doctrines and procedures to resolve practical legal issues and case scenarios.
PO 4.	Examine facts, identify relevant legal issues, and distinguish between competing legal arguments and interpretations.
PO 5.	Draft clear, logical legal texts such as case briefs, legal opinions, and research papers using sound legal reasoning.
PO 6.	Assess the effectiveness, fairness, and impact of laws and judicial decisions, and suggest justified reforms or alternatives.

**Course Outcomes:**

CO 1	Understand the fundamental concepts and principles of financial management.
CO 2	Develop skills in financial analysis, planning, and decision-making.
CO 3	Apply techniques for capital budgeting, cost of capital, and working capital management.
CO 4	

**Unit 1** Introduction to Financial Management

- Meaning, nature, scope and objectives of financial management
- Profit maximization vs. wealth maximization
- Functions of a finance manager
- Time value of money – concepts and applications

**Unit 2** Capital Budgeting

- Meaning and importance
- Techniques: Payback Period, Accounting Rate of Return (ARR), Net Present Value (NPV), Internal Rate of Return (IRR), and Profitability Index
- Decision-making under risk and uncertainty
- Capital rationing

**Unit 3** Cost of Capital and Capital Structure

- Concept of cost of capital
- Cost of equity, debt, and retained earnings



- c. Weighted Average Cost of Capital (WACC)
- d. Capital structure theories – Net Income, Net Operating Income, MM Hypothesis, and Traditional approach
- e. Leverage – Operating, Financial and Combined

**Unit 4 Working Capital Management & Dividend Decisions**

- a. Concept and types of working capital
- b. Factors affecting working capital requirement
- c. Working capital financing
- d. Dividend policy – relevance and irrelevance theories
- e. Determinants of dividend policy

**SKILL DEVELOPMENT ACTIVITIES:**

- a. Case analysis on capital budgeting decisions
- b. Simulation on cost of capital and capital structure planning
- c. Group discussion on working capital strategies in Indian firms
- d. Financial statement interpretation using real corporate data

**Text Books Referred:**

1. Khan M.Y. & Jain P.K., \*Financial Management\*, Tata McGraw Hill
2. Pandey, I.M., \*Financial Management\*, Vikas Publishing House
3. Chandra, Prasanna, \*Financial Management: Theory and Practice\*, Tata McGraw Hill

**Reference Books/Additional Books:**

1. Van Horne, James C., \*Fundamentals of Financial Management\*, Pearson Education
2. Brigham, Eugene F. & Houston, Joel F., \*Fundamentals of Financial Management\*, Cengage
3. R.P. Rustagi, \*Financial Management: Theory, Concepts and Problems\*, Taxmann

**Semester: II**

<b>Subject</b>	<b>Marketing Management</b>
<b>Subject Code</b>	<b>SLL-BBALLB-206</b>
<b>Credits</b>	<b>3</b>

**Program Outcomes:**

PO 1.	Identify and recall key legal concepts, terminology, statutes, and landmark cases relevant to various fields of law
PO 2.	Explain the structure, functions, and core principles of national and international legal systems
PO 3.	Use appropriate legal doctrines and procedures to resolve practical legal issues and case scenarios.
PO 4.	Examine facts, identify relevant legal issues, and distinguish between competing legal arguments and interpretations.
PO 5.	Draft clear, logical legal texts such as case briefs, legal opinions, and research papers using sound legal reasoning.
PO 6.	Assess the effectiveness, fairness, and impact of laws and judicial decisions, and suggest justified reforms or alternatives.

**Course Outcomes:**

CO 1	Understand fundamental concepts and principles of marketing.
CO 2	Analyse consumer behaviour and market segmentation.
CO 3	Develop strategic thinking through product, pricing, promotion, and distribution decisions.
CO 4	Apply marketing principles to real-world legal-business intersections.

**Unit 1 Introduction to Marketing**

1. Nature, scope, and importance of marketing
2. Core marketing concepts
3. Marketing environment (Micro and Macro)
4. Marketing mix (4Ps and 7Ps)
5. Marketing vs Selling
6. Role of marketing in legal and business systems

**Unit 2 Consumer Behaviour and Market Segmentation**

1. Consumer decision-making process
2. Factors influencing consumer behavior
3. Concept of market segmentation
4. Bases and strategies for segmentation
5. Targeting and positioning

- a. Legal dimensions of consumer rights and responsibilities

### **Unit 3 Product and Pricing Decisions**

1. Product: Types, product life cycle, and new product development
2. Branding and packaging
3. Product mix strategies
4. Pricing: Objectives, methods and strategies
5. Legal issues related to product safety and pricing

### **Unit 4 Promotion and Distribution Decisions**

1. Promotional mix: Advertising, sales promotion, personal selling, public relations, direct and digital marketing
2. Channel design and types of marketing intermediaries
3. Distribution logistics and supply chain management
4. Emerging trends in promotion (green marketing, ethical marketing, influencer marketing)
5. Legal aspects in advertising and distribution

#### **SKILL DEVELOPMENT ACTIVITIES:**

- a. Case study analysis of marketing strategies used by legal-tech firms
- b. Group presentation on ethical dilemmas in advertising
- c. Role-play on sales and negotiation skills
- d. Field research on consumer protection practices
- e. Digital marketing campaign simulation

#### **Text Books Referred:**

1. Philip Kotler, Kevin Lane Keller, *Marketing Management*, Pearson Education.
2. Ramaswamy & Namakumari, *Marketing Management*, McGraw Hill Education.
3. Lamb, Hair, Sharma, McDaniel, *Marketing*, Cengage Learning.
4. Etzel, Walker, Stanton, *Marketing: Concepts and Cases*, McGraw Hill.

#### **Reference Books / Additional Books:**

1. David Jobber & Geoffrey Lancaster, *Selling and Sales Management*, Pearson.
2. William D. Perreault, Jr., Joseph P. Cannon, E. Jerome McCarthy, *Basic Marketing: A Marketing Strategy Planning Approach*, McGraw-Hill.
3. C.R. Kothari, *Marketing Research: Methods and Applications*.
4. Relevant journals/articles on legal compliance in marketing.

**Semester: 2<sup>nd</sup>**

<b>Subject</b>	<b>Organization Behaviour</b>
<b>Subject Code</b>	<b>SLL-BBALLB-205</b>
<b>Credits</b>	<b>3</b>

**Program Outcomes:**

PO 1.	Identify and recall key legal concepts, terminology, statutes, and landmark cases relevant to various fields of law
PO 2.	Explain the structure, functions, and core principles of national and international legal systems
PO 3.	Use appropriate legal doctrines and procedures to resolve practical legal issues and case scenarios.
PO 4.	Examine facts, identify relevant legal issues, and distinguish between competing legal arguments and interpretations.
PO 5.	Draft clear, logical legal texts such as case briefs, legal opinions, and research papers using sound legal reasoning.
PO 6.	Assess the effectiveness, fairness, and impact of laws and judicial decisions, and suggest justified reforms or alternatives.

**Course Outcomes:**

CO 1	Understand the foundational concepts and significance of human behaviour in organizational settings.
CO 2	Apply behavioural theories to real-world organizational problems.
CO 3	Analyse interpersonal and group dynamics to improve organizational effectiveness.
CO 4	

**Unit 1 Introduction to Organizational Behaviour**

1. Definition, nature and scope of Organizational Behaviour (OB)
2. Importance of OB in management
3. Models of OB: Autocratic, Custodial, Supportive, Collegial
4. Challenges and opportunities for OB in modern organizations

**Unit 2: Individual Behaviour in Organizations**

1. Personality: Determinants and Theories (MBTI, Big Five)
2. Perception: Process, factors influencing perception
3. Learning: Theories (Classical, Operant, Social) and their application
4. Attitudes and Job Satisfaction

**Unit 3: Motivation and Leadership**

1. Motivation: Concepts and major theories (Maslow's hierarchy, Herzberg's two-factor, McClelland's need theory, Vroom's expectancy theory)
2. Application of motivation theories in organizations
3. Leadership: Theories and styles (Trait, Behavioral, Contingency, Transformational)
4. Emotional Intelligence and its relevance to leadership

**Unit 4: Group Dynamics and Organizational Change**

1. Groups and Teams: Types, Stages of Group Development, Team Building
2. Conflict: Sources, types, and management
3. Organizational Change: Process, resistance to change, and change management models (Lewin's model, Kotter's 8-step model)
4. Organizational Culture and Development

**SKILL DEVELOPMENT ACTIVITIES:**

1. Role play and simulations on organizational situations
2. Case studies analysis on motivation and leadership challenges
3. Group presentations and peer evaluations
4. Self-assessment activities on personality and perception

**Text Books Referred:**

1. Robbins, S. P. & Judge, T. A. (2020). *Organizational Behavior*, Pearson Education
2. Luthans, F. (2011). *Organizational Behavior: An Evidence-Based Approach*, McGraw Hill
3. Newstrom, J. W. & Davis, K. (2012). *Organizational Behavior: Human Behavior at Work*, McGraw Hill

**Reference Books / Additional Books:**

1. Pareek, U. (2010). *Understanding Organizational Behaviour*, Oxford University Press
2. McShane, S. L. & Von Glinow, M. A. (2018). *Organizational Behavior*, McGraw Hill
3. Hersey, P., Blanchard, K. H., & Johnson, D. E. (2012). *Management of Organizational Behavior*, Pearson