

INSTITUTE of MANAGEMENT STUDIES, Devi Ahilya University, INDORE

M.B.A. (Financial Administration) MS5C Batch 2017-19			
Semester II			
Subject Name	ORGANISATIONAL BEHAVIOUR	Subject Code	FA206C
		Total Credits	03
Subject Nature: Core			
Course Objective: This course aims to improve students understanding of human behavior in organization and the ability to lead people to achieve more effectively toward increased organizational performance. After completing this course, students should be able to:			
<ol style="list-style-type: none"> 1. Understand individual behavior in organizations, including diversity, personality, attitude perception, learning and motivational theories. 2. Understand group behavior in organizations, including group and team development leadership, conflict management 3. Understand the organizational system, including organizational culture, change and stress management. 			
Learning Outcome:			
<ol style="list-style-type: none"> 1. Students will find keys to understand people 2. Students can find the basis of individual and group behavior 3. Students will develop various soft skills 			
Examination Scheme:			
The faculty member will award internal marks out of 40 based on three assessments of 20 marks each, of which best two will be considered. The end semester examination will be worth 60 marks consisting of two sections A and B respectively. Section A will be of 40 marks and have five theory questions out of which a student will be required to do any four questions. Section B will be of 20 marks and consist of case(s).			
Course Contents			Hours
UNIT –I Introduction	1.1 Definition, concept, need and importance of OB 1.2 Nature and scope of OB 1.3 OB models 1.4 Case(s) on OB concepts to be discussed in class		04
Unit-2 The Individual Behaviour	2.1 Personality: Determinants and attributes 2.2 Perception: Factors influencing perception, process, Attribution theory 2.3 Learning: Concept, Theories of learning 2.4 Attitude: Concept and types, cognitive dissonance theory 2.5 case(s) on individual behavior to be discussed in class		08

INSTITUTE of MANAGEMENT STUDIES, Devi Ahilya University, INDORE

Unit-3 Motivation	3.1 concept 3.2 Early theories: Maslow's Hierarchy of Needs, Gregor's theory X and Y, Two factor theory of Herzberg 3.3 Contemporary theory of motivation: Vrooms Expectancy Reinforcement theory 3.4 One case on Motivation to be discussed in class	05
Unit- 4 Group Behaviour	4.1 Defining and classifying group 4.2 Group development, properties, structure, process 4.3 Group Dynamics: Group think, Group shift 4.4 Teams: Types, creating effective teams 4.5 One case on Group behavior to be discussed in class	07
Unit -5 Leadership	5.1 Nature and significance of leadership 5.2 Trait theories 5.3 Behavioural theories: Ohio studies, Michigan studies managerial grid 5.4 Contingency theories: Fiedler model, SLT theory, LMX theory Path goal theory 5.5 One case on leadership to be discussed in class	08
Unit-6 Conflict	6.1 Meaning of conflict, types, transition in conflict thoughts 6.2 Conflict Process 6.3 Conflict management Techniques 6.4 One case on conflict management to be discussed in class	05
Unit-7 Dynamics of OB	7.1 Organizational Change: forces of change, resistance to change Lewin's change management model 7.2 Work stress: Understanding stress, Potential sources consequences and coping strategies 7.3 Organizational culture: creating and sustaining culture 7.4 One case on change and stress management to be discussed in class	08
	TOTAL CLASSROOM CONTACT SESSIONS IN HOURS	45

Learning Resources:

Text Reading: Latest Edition

1. Stephen P. Robbins, "**Organizational Behaviour: Concepts, Controversies, and Applications**", New Delhi, Prentice Hall
2. Fred Luthans, "**Organizational Behaviour**", New York, McGraw Hill.
3. Bill Scott, "**The Skills of Communications**", Jaico Publications, Bombay.
4. John W. Newstrom and Keith Davis, "**Organizational Behaviour: Human Behaviour at Work**" New Delhi, Tata McGraw Hill.

Reference Books:

1. Change Management – Murthy, C. S. V.
2. How to study an Organization – Prof. Giuseppe Bonaz.

INSTITUTE of MANAGEMENT STUDIES, Devi Ahilya University, INDORE

INSTITUTE OF MANAGEMENT STUDIES			
M.B.A. (Financial Administration) Batch 2017-19			
Semester II			
Subject Name	MARKETING MANAGEMENT	Subject Code	FA-207C
		Total Credits	03
Subject Nature: ABILITY ENHANCEMENT			
Course Objective:			
<ul style="list-style-type: none"> • The objectives of the course are to equip the students with the concept and methods of Marketing. • The students will be able to plan, design and carry out marketing using the techniques discussed. 			
Learning Outcome:			
At the end of the course students should be able to;			
<ol style="list-style-type: none"> 1. Help to get a basic understanding of marketing concepts. 2. Develop skills for marketing. 3. Attain some elementary level of knowledge of sales and marketing. 			
Examination scheme:			
The faculty member will award internal marks out of 40 based on three assessments of 20 marks each of which best two will be considered. The end semester examination will be worth 60 marks having theory and cases/practical problems.			
Course Contents			Class Room Contact Sessions
UNIT –I Marketing Concepts	1.1 Customer Value and Satisfaction 1.2 Customers Delight 1.3 Conceptualizing Tasks and Philosophies of Marketing Management 1.4 Value chain 1.5 Scanning the Marketing Environment.	07	
Unit-2 Market Segmentation, Targeting, Positioning	2.1 Market segmentations 2.2 Levels of market segmentations, patterns, procedures, requirement for effective segmentation 2.3 Evaluating the market segments, selecting the market segments, 2.4 Tools for competitive differentiation 2.5 Developing a positioning strategy 2.6 Marketing Information System 2.7 Marketing Research Process.	08	
Unit-3 Product	3.1 Objectives, Product classification, 3.2 Product-Mix,	06	

INSTITUTE of MANAGEMENT STUDIES, Devi Ahilya University, INDORE

Decision	3.3 Product life cycle strategies, 3.4 Introduction and factors contributing the growth of packaging, 3.5 introduction of labeling.	
Unit- 4 Pricing Decision	4.1 Factors affecting price, 4.2 Pricing methods and strategies.	05
Unit -5 Distribution Decisions	5.1 Importance and Functions of Distribution Channel, 5.2 Considerations in Distribution Channel Decisions, 5.3 Distribution Channel Members.	10
Unit-6 Promotion Decisions	6.1 A view of Communication Process, 6.2 developing effective communication, 6.3 Promotion-Mix elements	05
Unit-7 Emerging Trends in Marketing	7.1 An introduction to Internet Marketing 7.2 Multi level Marketing 7.3 Introduction of CRM & EVENT marketing.	04
	Total Classes	45
Text Reading: Latest Editions		
<ol style="list-style-type: none"> 1. Philip Kotler “Principles of Marketing Management”, New Delhi: Prentice Hall of India. 2. Philip Kotler, “Marketing Management, Planning Analysis and Control”, New Delhi, Pearson Education. 3. William L. Pride and O.C. Ferrell, “Marketing Concepts and Strategies”, Boston: Houghton Mifflin Co. 4. Marketing Management, Rajan Saxena, Tata McGrahill. 		

INSTITUTE of MANAGEMENT STUDIES, Devi Ahilya University, INDORE

INSTITUTE OF MANAGEMENT STUDIES			
M.B.A. (Financial Administration) Batch 2017-19			
Semester II			
Subject Name	RESEARCH METHODOLOGY	Subject Code	FA-208C
		Total Credits	03
Subject Nature: ABILITY ENHANCEMENT			
Course Objective:			
<ul style="list-style-type: none"> • The objectives of the course are to equip the students with the concept and methods of Business Research. • The students will be able to plan, design and carry out business research using scientific methods and prepare research report(s) / paper(s). 			
Learning Outcome:			
At the end of the course students should be able to;			
<ol style="list-style-type: none"> 1. Help to get solutions to the problems in the corporate world through research. 2. Develop research papers to understand the intricacies of research. 3. Describe and attain some elementary level of data analysis applicable in research. 			
Examination scheme:			
The faculty member will award internal marks out of 40 based on three assessments of 20 marks each of which best two will be considered. The end semester examination will be worth 60 marks having theory and cases/practical problems.			
Course Contents			Class Room Contact Sessions
UNIT –I Introduction to Research Methods	1.1 Role and objectives of business research 1.2 Types of research, 1.3 Research process: Overview 1.4 Problems encountered by researchers in India		08
Unit-2 Research Design	2.1 Defining research problem, objectives and Hypothesis development, 2.2 Need for research design, 2.3 Features of a good research design 2.4 Different research designs and types of research design.(exploratory, descriptive, experimental and diagnostic research).		08
Unit-3 Sampling Theory and Design of Sample Survey	3.1 Census Vs Sample Enumerations 3.2 Objectives and Principles of Sampling 3.3 Types of Sampling, Sampling and Non-Sampling Errors.		06

INSTITUTE of MANAGEMENT STUDIES, Devi Ahilya University, INDORE

Unit- 4 Measurement and Scaling Concepts	4.1 Measurement in research, 4.2 Measurement scales, 4.3 Sources of errors in measurement, 4.4 Techniques of developing measurement tools, 4.5 Classification and testing (reliability, verification and validity) scales 4.6 Designing questionnaires.	06
Unit -5 Data Collection and Analysis	5.1 Collection, Organization and Presentation 5.2 Analysis: Univariate and bivariate Analysis (Hypothesis testing) 5.3 Multivariate Analysis (Concepts only)	12
Unit-6 Report Writing	6.1 Meaning of interpretation 6.2 Techniques of Interpretation 6.3 Precautions in interpretation 6.4 Significance of report writing 6.5 Steps in report writing 6.6 Layout of report 6.7 Precautions in writing research reports.	05
	TOTAL CLASSROOM CONTACT SESSIONS	45
Text Reading: Latest Editions		
<ol style="list-style-type: none"> 1 William G. Zikmund, “Business Research Methods”, Orlando: Dryden Press. 2 C. William Emory and Cooper R. Donald, “Business Research Methods”, Boston, Irwin. 3 Fred N Kerlinger, “Foundations of Behavioural Research”, New Delhi: Surjeet Publications. 4 David Nachmias and Chava Nachmias, “Research Methods in the Social Sciences”, New York: St.Marlia’s Press. 5 C. R. Kothari, “Research Methodology: Methods and techniques”, New Delhi: Vishwa Prakashan. 		

INSTITUTE of MANAGEMENT STUDIES, Devi Ahilya University, INDORE

INSTITUTE OF MANAGEMENT STUDIES			
M.B.A. (Financial Administration) Batch 2017-19			
Semester II			
Subject Name	MACRO ECONOMICS	Subject Code	FA-204C
		Total Credits	03
Subject Nature: CORE			
Course Objective: The objective of the course is to conversant the students with the concept of macro-economics to enable them to analyze Macro Economic factors relevant to business management.			
Learning Outcome: Objective of this Course is to help the students analyze and understand economic environment.			
Examination scheme: The faculty member will award internal marks out of 40 based on three assessments of 20 marks each of which best two will be considered. The end semester examination will be worth 60 marks having theory and cases/practical problems.			
Course Contents(6 to 10 Units)			
	Content		
UNIT –I 1. <u>Introduction to macroeconomics:</u>	1.1 Nature of Macro economics 1.2 Scope of Macro economics 1.3 importance of Macroeconomics 1.4 limitations of Macroeconomics 1.5 stock & flow concept 1.6 Micro vs macro		
Unit-2 <u>Fundamental thoery</u>	1.1 Classical Theory employment 1.2 its criticism 1.3 Say's law of markets 1.4 its criticism.		
Unit-3 Keynes theory of employment	1.1 <u>Keynesian theory of employment</u> 1.2 <u>Its criticism</u> 1.3 determination of effective demand 1.4 aggregate supply 1.5 aggregate demand 1.6 relation between them		
Unit- 4	4.1 <u>Investment in Keynesian Theory</u> 4.2 <u>its types</u> 4.3 <u>The concept of multiplier</u> 4.4 Investment multiplier, Government budget Multiplier 4.5 Tax Multiplier, Foreign Trade Multiplier.		

INSTITUTE of MANAGEMENT STUDIES, Devi Ahilya University, INDORE

Unit -5	<u>5.1 The Consumption Function</u> : Meaning of Consumption function 5.2 Significance of MPC 5.3 Keynesian Psychological law of consumption 5.4 its importance
Unit-6	<u>6.1 Money</u> :- Nature & Definition, 6.2 classification of money 6.3 Fisher's quantity theory of money 6.4 other theories
Unit-7	<u>7.1 Theories of Interest Rates</u> 7.2 Classical theory of interest, 7.3 Keynesian Liquidity Preference theory of interest 7.4 other theories
Unit-8	<u>8.1 Monetary Policy</u> :- Objectives of monetary policy 8.2 its instruments 8.3 overview of latest Monetary Policy.
Unit- 9	<u>9.1 Fiscal Policy</u> :- Objectives 9.2 its Significance 9.3 overview of latest Fiscal Policy
Unit-10	<u>10.1 Business Cycle</u> :- Meaning and Nature of Business Cycles <u>10.2 Types of Business Cycles</u> <u>10.3 Theories of Business Cycles</u> <u>10.4 importance</u>

Learning Resources:

Text Readings (Latest Edition)

1. "Macro-Economics" M.L. Jhenigan
2. "Macro-Economics" M.L. Seth
3. "Macro-Economics" Mishra & Puri

Suggested Reading(Latest Edition)

1. "Macro-Economics Theories and Policies" Dornbusch, Fischer, Stanley.
2. "Macro-Economics" L. Frayon

INSTITUTE of MANAGEMENT STUDIES, Devi Ahilya University, INDORE

INSTITUTE OF MANAGEMENT STUDIES			
M.B.A. (Financial Administration) Batch 2017-19			
Semester II			
Subject Name	FINANCIAL PRODUCTS AND SERVICES	Subject Code	FA-203
		Total Credits	03
Subject Nature: CORE			
Course Objective:			
<ul style="list-style-type: none"> • To be able to gain insight and through knowledge relating to the various aspects of corporate finance • To understand the various rules, regulations and guidelines setup for investors regarding the regulatory framework. • To develop an understanding towards the emerging financial services. 			
Learning Outcome:			
At the end of the course students should be able to;			
<ul style="list-style-type: none"> • To be able to suggest the financial options available for long term as well as short term finance. • Analyze various financial instruments present in the market and their regulations. • Define the investment pattern for investors at elementary level. • Understand the risk and returns attached with the various kinds of financial instruments available in Indian market. 			
Examination scheme:			
The faculty member will award internal marks out of 40 based on three assessments of 20 marks each of which best two will be considered. The end semester examination will be worth 60 marks having theory and cases/practical problems.			
Course Contents			Class Room Contact Sessions
UNIT –I	1.1Introduction to Financial Services 1.2Nature of Financial Services 1.3Scope of Financial Services 1.4Types of Financial Services 1.5Fund Based Financial Services 1.6Fee Based Financial Services		06
	2.1Introduction to Leasing 2.2Meaning and Types of Leasing 2.3Legislative Frameworks related to Leasing		

INSTITUTE of MANAGEMENT STUDIES, Devi Ahilya University, INDORE

UNIT –II Leasing And Hire Purchase	2.4 Depreciation implacability with reference to Leasing 2.5 Problems on Depreciation – Straight Line Method and Reducing Balance Method 2.6 Problems on Leasing with Tax imposition 2.7 Introduction to Hire Purchasing 2.8 Concept and features of Hire Purchase 2.9 Tax and depreciation implication 2.10 Problems on Hire Purchase	10
Unit-III Credit Rating And Securitization Of Debt	3.1 Introduction to Credit Rating 3.2 Definition and Meaning of Credit Rating 3.3 Process of Credit rating of Financial instruments 3.4 Rating methodology 3.5 Introduction to various Rating Agencies 3.6 Rating Symbols of different companies 3.7 Securitization of Debts- Meaning and Features 3.8 Special Purpose Vehicle, Pass through certificate and mechanism 3.9 Benefits of Securitization 3.10 Issues of Securitization	10
Unit-IV Depository Services	4.1 Introduction to Depository services 4.2 Role of depositories in Indian Market 4.3 Advantages of the Depository system, NSDL and CDSL, Depository participants and their roles 4.4 Stock broking services including SEBI guidelines	04
Unit-V Mutual Funds	5.1 Introduction to Mutual Fund 5.2 Structure of Mutual Funds , Types of Mutual Funds 5.3 Exchange Traded Funds , Hedge Funds and Advantages of Mutual Funds 5.4 Accounting Aspects and Performance Evaluation of Mutual Funds 5.5 Regulations relating to Mutual Funds	05
Unit-VI Factoring and Forfeiting	6.1 Introduction to concept of Factoring 6.2 Types, Mechanism, Advantages and Disadvantages of Factoring 6.3 Introduction to concept of Forfeiting 6.4 Types, Mechanism, Advantages and Disadvantages of Forfeiting, Difference between Factoring and Forfeiting with the help of numerical	04
Unit-VII Credit Cards	7.1 Introduction to Credit Cards and its Concept 7.2 Operational Procedure related with the working of Credit Card mechanism 7.3 Advantages and Disadvantages of Credit Cards	03

INSTITUTE of MANAGEMENT STUDIES, Devi Ahilya University, INDORE

Unit-VIII Venture Capital Finance	8.1 Concept of Venture Capital Finance 8.2 Procedure to obtain Venture Capital Finance 8.3 Importance and advantages of Venture Capital Finance	03
	TOTAL CLASSROOM CONTACT SESSIONS	45

Learning Resources:

Text Books:

1. Bharti Pathak "Indian Financial System", Pearson Education
2. M.Y.Khan "Financial Services", Tata McGraw Hill.
3. SEBI Manual, Taxman
4. RBI Manual, Taxman
5. Harsh V Verma, Marketing of Services, Global Business Press
6. Meir Kohn, Financial Institutions and Markets, Tata McGraw Hill.

Reference Books:

1. Machiraju H.R "Indian Financial System", Vikas Publishing House Pvt. Ltd, Latest Edition.
2. L.M.Bhole, "Financial Institutions and Markets", TMH, Latest Edition.
3. Various manuals and guidelines issued by Financial Institutions, Latest Edition.

INSTITUTE of MANAGEMENT STUDIES, Devi Ahilya University, INDORE

INSTITUTE OF MANAGEMENT STUDIES			
M.B.A. (Financial Administration) Batch 2017-19			
Semester II			
Subject Name	FINANCIAL MANAGEMENT	Subject Code	FA-201C
		Total Credits	03
Subject Nature: CORE			
Course Objective: The objectives of this course are to help the students learn the concepts, tools and skills of financial analysis and financial management, and application in the efficient conduct of business.			
Learning Outcome: At the end of the course students should be able to: <ol style="list-style-type: none"> 1. Understand Concepts of Financial Management and their Application in Financial Analysis and Interpretation. 2. Use Financial Management Tools for Managerial Decision Making. 			
Examination Scheme: The faculty member will award internal marks out of 40 based on three assessments of 20 marks each of which best two will be considered. The end semester examination will be worth 60 marks having theory and cases/practical problems.			
Course Contents			Class Room Contact Sessions
Unit – 1 Introduction	1.1. Meaning and Objectives of Financial Management. 1.2. Scope and Functions of Financial Management. 1.3. Wealth Maximization v/s Profit Maximization. 1.4. Short Term and Long Term Sources of Finance in India.	08	
Unit– 2 Investment Decision	2.1. Concept of Time Value of Money. 2.2. DCF and Non DCF Methods for Evaluating Projects. 2.3 ROI and ROE	04	
Unit-3 Financing Decisions	3.1. Relationship between Investment and Financing Decisions, 3.2. Cost of Debt & Bonds, Cost of Preference Share, Cost of Equity 3.3 Weighted Average Cost of Capital and Optimum Capital Structure.	06	

INSTITUTE of MANAGEMENT STUDIES, Devi Ahilya University, INDORE

Unit –4 Leverage Analysis	4.1. Determination of operating leverage, financial leverage and total leverage. 4.2. Financial Break-Even and Equilibrium Point 4.3. Leverage and Financial Distress.	06
Unit –5 Capital Structure and Firms Value	5.1. Net Income Approach. 5.2. Net Operating Income Approach. 5.3. Traditional Approach. 5.4. MM Approach. 5.5. EBIT --- EPS Analysis.	04
Unit –6 Dividend Decisions	6.1. Dividend Theories. 6.2. Factors Affecting the Dividend Policy. 6.3. Alternative Forms of Dividend. 6.4. Dividend Discount Model.	04
Unit –7 Working Capital Management	7.1. Cash and Liquidity Management. 7.2. Credit Management. 7.3. Determination of Working Capital and its Financing. 7.4. CMA form for Working Capital.	06
Unit—8 Application of Financial Tools	8.1 Understanding of Annual Reports and Financial Statements for analysis. 8.2 Arrangement of financial data for analysis and interpretation. 8.3 Cases of Financial Performance. 8.4 Cases of Financial Viability.	07
	TOTAL CLASSROOM CONTACT SESSIONS	45
Text Reading: Latest Editions 1. Pandey, I.M. financial Management, Vikas Publishing House, New Delhi. 2. Khan M.Y. and Jain P.K. Financial Management, Tata McGraw Hill, New Delhi. 3. Keown, Arthu J., Martin, John D., Petty, J. William and Scott, David F, Financial Management. Pearson Education. 4. Chandra, Prasanna; Financial Management TMH, New Delhi. 5. Van Horn, James C., Financial management and Policy, Prentice Hall of India. 6. Brigham & Houston, Fundamentals of Financial Management, Thomson Learning, Bombay. 7. Kishore, R., Financial Management, Taxmans Publishing House, New Delhi.		

INSTITUTE of MANAGEMENT STUDIES, Devi Ahilya University, INDORE

INSTITUTE OF MANAGEMENT STUDIES			
M.B.A. (Financial Administration) Batch 2017-19			
Semester II			
Subject Name	COST AND MANAGEMENT ACCOUNTING	Subject Code	FA202C
		Total Credits	03
Subject Nature: CORE			
Course Objective:			
<ul style="list-style-type: none"> • To make the students to understand the Concept of Cost Accounting and Management Accounting. • To make them understand importance of Cost & Management Accounting in managerial decision making 			
Learning Outcome:			
At the end of the course students should be able to;			
<ol style="list-style-type: none"> 1. Concepts of Cost accounting, its use and importance. 2. Learning the concept of Management accounting and its use. 3. Students will learn to use Costing and Management Accounting in decision making. 			
Examination scheme:			
The faculty member will award internal marks out of 40 based on three assessments of 20 marks each of which best two will be considered. The end semester examination will be worth 60 marks having theory and cases/practical problems.			
Course Contents			Class Room Contact Sessions
UNIT –I Introduction to Cost Accounting	1.1_ Concepts of Cost, Nature, Role and scope 1.2 Classification of Cost 1.3 Total Costing, Cost Reduction and Control		06
Unit-2 Costing Methods	2.1 Unit Costing, 2.2 Job and Batch Costing 2.3 Contract and Process Costing 2.4 Operation Costing		14
Unit-3 Standard Costing & Variance Analysis	<ol style="list-style-type: none"> a. Introduction to Standard Costing b. Setting and Revision in Standard Costing c. Calculation of different type of Variance d. Concepts of Variance Analysis 		05
Unit- 4 Management Accounting	4.1 Introduction to Concept & Scope of Management Accounting 4.2 Functions and its limitation 4.3 Relationship with Cost and Financial Accounting 4.4 Decision Making role		02

INSTITUTE of MANAGEMENT STUDIES, Devi Ahilya University, INDORE

Unit -5 Financial Statement Analysis-I&II	5.1 Concept of Ratio Analysis, 5.2 Various concepts of Liquidity and Solvency Ratios 5.3 Cash Flow & Fund Flow Statement	06
Unit -6 Cost-Volume Profit Analysis	6.1 Marginal Costing 6.2 Calculation of BEP and its interpretation in different situations 6.3 Cost and Volume Profit Analysis	03
Unit-7 Budgeting & Budgetary Control	7.1 Introduction to Budget and its types 7.2 Advantages and Limitation of budgetary controls	04
Unit-8 Decision Making	8.1 Concept of Decision Making 8.2 Numerical of decision making	05
	TOTAL CLASSROOM CONTACT SESSIONS	45
Text Reading: <ol style="list-style-type: none">1 Colin Drury; "Management & Cost Accounting" Thomson Learning.2 Ravi M. Kishore; "Management Accounting & Financial Analysis" Taxman Publication.3 Khan & Jain; "Management Accounting" Tata McGraw Hill.4 D.K. Mittal; "Cost Accounting" Galgotia Publishing Company.5 Ravi M. Kishore; "Management Accounting" Taxman Publication.		

INSTITUTE of MANAGEMENT STUDIES, Devi Ahilya University, INDORE

INSTITUTE OF MANAGEMENT STUDIES			
M.B.A. (Financial Administration) Batch 2017-19			
Semester II			
Subject Name	BUSINESS LAW	Subject Code	FA-205C
		Total Credits	03
Subject Nature: GENERIC			
Course Objective:			
To acquaint students with general business law issues to help become more informed sensitive and effective business leaders.			
To provide the students with an understanding of fundamental legal issues pertaining to the business world to enhance their ability to manage businesses effectively.			
Learning Outcome:			
At the end of the course students should be able to;			
1. Provide an overview of important laws that have a bearing on the conduct of business in India			
2. Examine the various legal forms that a business entity can take and the relative advantages and disadvantages of each of these forms			
3. Understand various modes of dispute resolution in business transactions			
Examination scheme:			
The faculty member will award internal marks out of 40 based on three assessments of 20 marks each of which best two will be considered. The end semester examination will be worth 60 marks having theory and cases/practical problems.			
Course Contents			Class Room Contact Sessions
UNIT –I The Contract Act, 1871	1.1 Nature and classification of contracts - Essential elements of a valid contract 1.2 Offer and Acceptance - Consideration - Capacities of Parties 1.3 Provisions relating to free consent, void agreements 1.4 Provisions relating to performance and discharge of contract 1.5 Breach of contract - Meaning and remedies		03
Unit-2 companies act 2013	2.1 Meaning and essential features of a company, Types of companies 2.2 Formation of company, memorandum and articles of association, Prospectus 2.3 company meetings, company directors and managers concept of independent directors, duties of directors, appointment remuneration and allied matters 2.4 Single person company, company secretary duties and responsibilities 2.5 CSR guidelines and rules		08
Unit – 3 Sales and	3.1 Contract for Sale of Goods as per sales of goods act 1930 - Meaning - Essentials of a Contract of Sale - Formalities of a Contract of sale		08

INSTITUTE of MANAGEMENT STUDIES, Devi Ahilya University, INDORE

competition laws	3.2 Provisions relating to conditions and Warranties 3.3 Provisions relating to transfer of property or ownership 3.4 Provisions relating to performance of Contract of Sale - Rights of Unpaid Seller – Rules as to delivery of goods. 3.5 competition act 2002: Objectives and anti-competitive agreements 3.6 Abuse of competitive position, combination and its regulations 3.7 competition commission: composition, duties, powers and functions	
Unit- 4 The Negotiable Instruments Act, 1881	4.1 Negotiable Instruments - Meaning, Characteristics, Types, Parties – Holder and holder in Due Course 4.2 Negotiation and Types of Endorsements 4.3 Dishonors of Negotiable Instrument - Noting and Protest 4.4 Liability of parties on Negotiable Instrument.	04
Unit -5 Investment Laws	5.1 SEBI act 1992: Objectives and salient features of securities 5.2 SEBI: composition Powers and functions 5.3 SEBI Guidelines: Pre-issue formalities, disclosure standards, legal requirements, operations of clearing 5.4 SEBI guidelines for mutual funds and venture capital	04
Unit-6 The Consumer Protection Act, 1986	6.1 Definitions of Consumer, Complainant, Goods, Service - Meaning of Consumer Dispute, Complaint - Unfair Trade Practices - Restrictive Trade Practices 6.2 Rights of Consumers 6.3 Consumer Disputes Redressal Agencies	03
Unit-7 Miscellaneous Laws	Miscellaneous brief Outline of various laws: 7.1 Introduction to IT act 2000, Digital signature, Major cyber-crime and penalty 7.2 Meaning of patent, copyright and trademark and registration procedure, Major penalties on violation of patent, copyright and trademarks. 7.3 basic guidelines and penalties under Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013 ,	10
	TOTAL CLASSROOM CONTACT SESSIONS	40
<p>Text Reading: Latest Editions</p> <ol style="list-style-type: none"> 1. Elements of Mercantile Law by N.D. Kapoor, Sultan Chand, 32nd Edition 2. Legal Aspects of Business, Akhileshwar Pathak, Tata McGraw Hill, 4th Edition 3. Business Law, S.S.Gulshan, Excel Books, 4th Edition. 4. Business Law for Management, K.R.Bulchandani, Himalaya Publications, revised 6th Edition. <p>For Reference</p> <ol style="list-style-type: none"> 1. Bare Acts 2. Corporate Law Advisor <p>Web Reference:</p> <ol style="list-style-type: none"> 1 www.vakilno1.com 2 www.Indiankanoon.org 3 www.companylawonline.com 4 www.sebi.gov.in 		