# **Third year Course Outcomes**

1. **MARKETING MANAGEMENT**

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| 1. **Department:**
 | **SCHOOL OF MANAGEMENT** |
| 1. **Course Name: MARKETING MANAGEMENT**
 | 1. **Course Code**
 | 1. **L-T-P**
 | 1. **Credits**
 |
| SLL106 | 4-1-0 | 4 |
| 1. **Type of Course (Check one):**
 | Programme Core Programme Elective Open Elective |
| 1. **Pre-requisite(s), if any**

(Mention course code and name)N/A | 1. **Books Recommended :**
2. Kotler, P., Armstrong, G., Agnihotri, P. Y. and Haque, E.L. (2011). Principles of Marketing, 13th Edition, Pearson Education, New Delhi.
3. Kotler, P., Keller, K.L. Koshy, A. and Jha, M., (2009). Marketing Management: A South Asian Perspective, 13th Edition, Pearson Education, New Delhi.
4. Ramaswamy, V.S and Namakumari, S. (2009) Marketing Management: Global Perspective Indian Context, 4th Edition, Macmillan Publishers India Ltd., New Delhi.
5. Etzel, M., Walker, B., Stanton, W. and Pandit, A (2009) Marketing Management, Tata McGraw Hill, New Delhi.
 |
| 1. **Frequency of offering (check one):** Odd Even Either semester Every semester
 |
| 1. **Brief Syllabus:**

Introduction To Marketing: Concept of Marketing, Evolution of Marketing, Marketing Environment, Marketing Process. Consumer Behavior, The Buyer Decision Process, Segmentation, Targeting And Positioning, Differentiation. Marketing Mix: Product Mix, Pricing Decision, Distribution Mix, and Promotion Mix. |
| **Total lecture, Tutorial and Practical Hours for this course (Take 14 teaching weeks per semester)** |
| **Lectures: 42** | **Tutorials: 14** | **Practical: 0** |

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| 1. **Course Outcomes (COs)**

**Towards the end of the course, the students should be able to:** |
| **CO 1** | Demonstrate clear understanding of marketing concepts and process. |
| **CO 2** | Exhibit proficiency in assessing marketing environment characteristics and formulating potent strategies for meeting challenges/opportunities posed by the various environmental factors. |
| **CO 3** | Evaluate various business portfolios and suggest appropriate marketing strategies for a variety of businesses and products. |
| **CO 4** | Demonstrate competencies in analyzing consumer & business markets. |
| **CO 5** | Design effective and integrated marketing mix for goods/services that creates, communicates & delivers superior values to the customers and captures value from them in return. |
| **CO 6** | Define and apply knowledge of key concepts such as: Market Segmentation, Target Market selection, Positioning & Differentiation. |

2. **Business Environment**

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| 1. **Department:**
 | **School of Law** |
| 1. **Course Name: Business Environment**
 | 1. **Course Code**
 | 1. **L-T-P**
 | 1. **Credits**
 |
| **SLM321** | **5-0-0** | **5** |
| 1. **Type of Course (Check one):**
 | Programme Core **√** Programme Elective Open Elective |
| 1. **Frequency of offering (check one):** Odd **√** Even Either semester Every semester
 |
| 1. **Brief Syllabus:** Understanding Business Environment, Socio Cultural Environment of Business, Financial Environment of Business, Economic Environment of Business, Legal Environment of Business, Political & Technological Environment of Business
 |
| 1. **Total lecture, Tutorial and Practical Hours for this course (Take 14 teaching weeks per semester)**
 |
| **Lectures:70 hours** | **Tutorials: 0 hours** | **Practical: 0hours** |
| 1. **Course Outcomes (COs)**

Possible usefulness of this course after its completion i.e. how this course will be practically useful to him once it is completed.  |
| **CO 1** | A Understand the interaction of internal and external environment and its influence on a business.  |
| **CO 2** | Demonstrate an understanding of impact of socio-cultural environment on business decisions. |
| **CO 3** | * Demonstrate a clear understanding of financial environment of business
 |
| **CO 4** | * Develops an understanding of economic environment of business
 |
| **CO 5** | * Develops an insight about legal environment of business
 |
| **CO 6** | * Develops an understanding of political and technological environment
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3. Labour Law I

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| 1. **Department:**
 | **School of Law** |
| 1. **Course Name:** Labour Law I
 | 1. **Course Code**
 | 1. **L- T- P**
 | 1. **Credits**
 |
| **Code: SLJ314** |  4-1-0  | 5 |
| 1. **Type of Course (Check one):**
 | Programme Core **✓** Programme Elective Open Elective |
|  1. **Frequency of offering (check one):** Odd **✓** Even Either semester Every semester
 |
| 1. **Brief Syllabus:** 'A nation may do without its millionaires and without its capitalists, but a nation can never do without its labour'. The labour force or the workmen constitute an important segment of the society and play a vital role in the development and progress of the Country. Due to the fast pace of industrialisation there is a need to regulate and control the relation between the employer and employees. This has led to the evolution and development of labour laws all over the world. After the Independence the government of India has enacted numerous legislations for the regulation of labour relations and their welfare. An understanding of Labour Laws is very essential for law students because of the fact that the scope and ambit of these is very wide and is touching the lives of millions of people in the country. The subject of Labour Law is very wide and hence the course is divided into two parts: Labour Law I and Labour Law II ( in VIsemester). The detailed course module is given below:
 |
| 1. **Total lecture, Tutorial and Practical Hours for this course (Take 14 teaching weeks per semester)**
 |
| **Lectures: 56 hours** | **Tutorials: 0 hours** | **Practicals: 0 hours** |
| 1. **Course Outcomes (COs)**

Possible usefulness of this course after its completion i.e. how this course will be practically useful to him once it is completed |
| **CO 1** | Identify the importance of the Labour Laws and its underlying principles. |
| **CO 2** | Inter-relate the provisions relating to the various Acts relating to labour laws, their importance in the life of a common man and the provisions enforcing the same. |
| **CO 3** | To understand various aims and purposes of the Acts stated below in the syllabus |
| **CO 4** | Recollect and compose the features laid down in all the Acts given below |
| **CO 5** | Categorize various actions taken by the Government of India in pursuance of labour law and whether there is a relationship with fundamental rights. |

4. Labour Law II

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| 1. **Department:**
 | **School of Law** |
| 1. **Course Name:** Labour Law II
 | 1. **Course Code**
 | 1. **L- T- P**
 | 1. **Credits**
 |
| **Code: SLJ324** |  4-1-0 | 5 |
| 1. **Type of Course (Check one):**
 | Programme Core **✓**Programme Elective Open Elective |
| 1. **Frequency of offering (check one):** Odd **✓**Even Either semester Every semester
 |
| 1. **Brief Syllabus:** 'A nation may do without its millionaires and without its capitalists, but a nation can never do without its labour'. The labour force or the workmen constitute an important segment of the society and play a vital role in the development and progress of the Country. Due to the fast pace of industrialization there is a need to regulate and control the relation between the employer and employees. This has led to the evolution and development of labour laws all over the world. After the Independence the government of India has enacted numerous legislations for the regulation of labour relations and their welfare. An understanding of Labour Laws is very essential for law students because of the fact that the scope and ambit of these is very wide and is touching the lives of millions of people in the country. The subject of Labour Law is very wide and hence the course is divided into two parts: Labour Law I and Labour Law II (in VI semester). The detailed course module is given below:
 |
| 1. **Total lecture, Tutorial and Practical Hours for this course (Take 14 teaching weeks per semester)**
 |
| **Lectures: 56 hours** | **Tutorials: 0 hours** | **Practical: 0 hours** |
| 1. **Course Outcomes (COs)**

Possible usefulness of this course after its completion i.e. how this course will be practically useful to him once it is completed |
| **CO 1** | Identify the importance of the Labour Laws and its underlying principles. |
| **CO 2** | Interrelate the provisions relating to the various Acts relating to labour laws, their importance in the life of a common man and the provisions enforcing the same. |
| **CO 3** | To understand various aims and purposes of the Acts stated below in the syllabus |
| **CO 4** | Recollect and compose the features laid down in all the Acts given below |
| **CO 5** | Categorize various actions taken by the Government of India in pursuance of labour law and whether there is a relationship with fundamental rights. |

5. Company Law

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| 1. **Department:**
 | **School of Law** |
| 1. **Course Name:** Company Law - I
 | 1. **Course Code**
 | 1. **L- T- P**
 | 1. **Credits**
 |
| **Code: SLJ317** |  4-1-0  | 5 |
| 1. **Type of Course (Check one):**
 | Programme Core **✓** Programme Elective Open Elective |
|  1. **Frequency of offering (check one):** Odd **✓** Even Either semester Every semester
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| 1. **Total lecture, Tutorial and Practical Hours for this course (Take 14 teaching weeks per semester)**
 |
| **Lectures: 56 hours** | **Tutorials: 0 hours** | **Practicals: 0 hours** |
| 1. **Course Outcomes (COs)**

Possible usefulness of this course after its completion i.e. how this course will be practically useful to him once it is completed |
| **CO 1** | To provide an extensive knowledge to students who like to pursue their career in corporate sector of what is a company and its related issues. |
| **CO 2** | This course will make students aware about the concept of corporate financing and corporate governance as provided under The Companies Act 2013. |
| **CO 3** | To make students aware regarding new concepts emerged in The Companies Act 2013. |

6. Property Law

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| 1. **Department:**
 | **School of Law** |
| 1. **Course Name:** Property Law
 | 1. **Course Code**
 | 1. **L- T- P**
 | 1. **Credits**
 |
| **Code: SLJ312** |  4-1-0  | 5 |
| 1. **Type of Course (Check one):**
 | Programme Core **✓** Programme Elective Open Elective |
|  1. **Frequency of offering (check one):** Odd **✓** Even Either semester Every semester
 |
| 1. **Brief Syllabus:** This course conventionally deals withthe Transfer of Property Act, 1882 which mainly governs the transfer of property between two living persons. The importance of right of ownership is accompanied with the right to transfer of property. Quality of property right is tested by way of manner as to how the right can be fully or in parts be transferred. The Transfer of Property Act, 1882 contains the general principles of transfer of property and detailed rules with respect to specific transfer of immovable property by sale, exchange, mortgage, lease and gift. The present course will cover a study of important terms relevant to transfer of property, meaning of „transfer‟ under the Act, general principles relating to transfer of property and definitions and rules relating to specific transfers of immovable properties by mortgage, lease and gift.
 |
| 1. **Total lecture, Tutorial and Practical Hours for this course (Take 14 teaching weeks per semester)**
 |
| **Lectures: 56 hours** | **Tutorials: 0 hours** | **Practicals: 0 hours** |
| 1. **Course Outcomes (COs)**

Possible usefulness of this course after its completion i.e. how this course will be practically useful to him once it is completed |
| **CO 1** | Identify the importance of the Transfer of Property Act, 1882 and its underlying principles. |
| **CO 2** | To have a complete understanding of movable and immovable property and about the subject matter of Transfer Of Property Act |
| **CO 3** | Knowledge about the various conditions attached to the transfer of property along with its limitations, exceptions etc. |
| **CO 4** | Being familiar with the specific transfer of property such as sale, mortgage, lease, gift etc. |
| **CO 5** | To have an idea about easementary rights |

7. Law of Evidence

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| 1. **Department:**
 | **School of Law** |
| 1. **Course Name:** Law of Evidence
 | 1. **Course Code**
 | 1. **L- T- P**
 | 1. **Credits**
 |
| **Code: SLJ318** |  4-1-0  | 5 |
| 1. **Type of Course (Check one):**
 | Programme Core **✓** Programme Elective Open Elective |
|  1. **Frequency of offering (check one):** Odd **✓** Even Either semester Every semester
 |
| 1. **Brief Syllabus:** The purpose of the course is to acquaint the students with the Basic Postulates of the law of evidence and to give them a picture of applicability of law of evidence with respect to substantive and procedural law. Students will be able to determine the relevancy of certain facts and admissibility of evidence for such relevant facts. The purpose of law of evidence is appreciation of facts for adjudication of disputes by applying various doctrines and principles envisaged in the Indian Evidence Act 1872.
 |
| 1. **Total lecture, Tutorial and Practical Hours for this course (Take 14 teaching weeks per semester)**
 |
| **Lectures: 56 hours** | **Tutorials: 0 hours** | **Practicals: 0 hours** |
| 1. **Course Outcomes (COs)**

Possible usefulness of this course after its completion i.e. how this course will be practically useful to him once it is completed |
| **CO 1** | Identify the importance of the law of evidence and its underlying principles. |
| **CO 2** | Correlate the provisions of evidence with substantive and procedural laws such as Cr.P.C, C.P.C, I.P.C, Contract etc.  |
| **CO 3** | Students will be able to critically analyze various judgements after acquiring the knowledge of evidence.  |
| **CO 4** | Understand various principles and doctrines enshrined under Law of Evidence.  |

8. Environmental Law

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| 1. **Department:**
 | **School of Law** |
| 1. **Course Name: Environmental Law**
 | 1. **Course Code**
 | 1. **L-T-P**
 | 1. **Credits**
 |
| **Code: SLL228** |  **4-1-0** | **5** |
| 1. **Type of Course (Check one):**
 | Programme Core ✓ Programme Elective Open Elective |
| 1. **Pre-requisite(s), if any : Nil**
 |
| 1. **Frequency of offering (check one):** Odd Even x Either semester Every semester
 |
| 1. **Brief Syllabus**

MODULE I- CONCEPT OF ENVIRONMENTAL LAW MODULE II- LEGAL CONTROLMODULE III- INTERNATIONAL AND CONSTITUTIONAL REGIMEMODULE IV- WATER, AIR POLLUTION AND NOISE POLLUTIONMODULE V- ENVIRONMENT PROTECTIONMODULE VI- FOREST AND GREENERYMODULE VII- BIO-DIVERSITYMODULE VIII- THE NATIONAL GREEN TRIBUNAL |
| 1. **Total lecture for this course (Take 14 teaching weeks per semester)**
 |
| **Lectures: 56** | **Tutorials: 0** | **Practical: 0** |
| 1. **Course Outcomes (COs)**
 |
| **CO 1** | The Main objective is to make the students to identify and understand the Environmental Protection Laws Regime in India |
| **CO 2** | Further, Understanding of dimensions of International conventions and numerous National Laws for Environment protection |
| **CO 3** | Understanding of aims and objectives Water Act, Air Act and EPA and judicial activism till today. |
| **CO 4** | Understanding of Judicial principles to protect flora and fauna developed by Indian Judiciary.  |

9. Jurisprudence

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| 1. **Department:**
 | **School of Law** |
| 1. **Course Name: Jurisprudence**
 | 1. **Course Code**
 | 1. **L-T-P**
 | 1. **Credits**
 |
| **Code: SLJ327** | **4-1-0**  | **5** |
| 1. **Type of Course (Check one):**
 | Programme Core ✓ Programme Elective Open Elective |
| 1. **Pre-requisite(s), if any : Nil**
 |
| 1. **Books Recommended :**

**Text Books:** 1. P.J. Fitzgerald, Salmond on Jurisprudence, Universal Law Publishing Co. Pvt. Ltd., (2010).2. Edgar Bodenheimer, Jurisprudence: The Philosophy and Method of the Law, Universal Law Publishing Co. Pvt. Ltd., (2009). 3. V.D. Mahajan, Jurisprudence and Legal Theory, Eastern Book Company, (2009).**Reference Books:** 1. Michael Freeman, Lloyd’s Introduction to Jurisprudence, Sweet and Maxwell, (2007). 2. J.G. Riddall, Jurisprudence, Butterworths, (1999).3. G.W. Paton, A Textbook on Jurisprudence, Oxford University Press, (2004).  |
| 1. **Frequency of offering (check one):** Odd Even ✓ Either semester Every semester
 |
| **Brief Syllabus:** Philosophy of Law – Introduction and Early History; Natural Law School; Analytical (or Imperative or Positivist) Law School; Legal Realism School; Historical School; Sociological School; Civil Disobedience Movement; Concept of Justice; Legal Personality; Legal Rights and Duties; Ownership; Possession; Title; Property; Liability; Obligation. |
| **Total lecture, Tutorial and Practical Hours for this course (Take 14 teaching weeks per semester)** |
| **Lectures: 56** | **Tutorials: 0** | **Practicals: 0** |
| 1. **Course Outcomes (COs)**

Possible usefulness of this course after its completion i.e. how this course will be practically useful to him once it is completed |
| **CO 1** | Understand the relationship between Law and Jurisprudence |
| **CO 2** | Understand the legal philosophy of different schools of Law and apply them to the current problems and cases |
| **CO 3** | Have a theorization of law and morality, law and justice |
| **CO 4** | Examine the difference between possession and ownership and their relationship. |

1. Public International Law

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| 1. **Department:**
 | **School of Law** |
| 1. **Course Name: Public International Law**
 | 1. **Course Code**
 | 1. **L-T-P**
 | 1. **Credits**
 |
| **Code: SLL227** |  **4-1-0** | **5** |
| 1. **Type of Course (Check one):**
 | Programme Core ✓Programme Elective Open Elective |
| 1. **Pre-requisite(s), if any : Nil**
 |
| 1. **Frequency of offering (check one):** Odd Even x Either semester Every semester
 |
| 1. **Brief Syllabus**

Introduction to International Law: Ambit and Overview, International Law: Principles and Concepts, The Law of the Sea, International Criminal Law, International Environment Law, and laws governing Diplomacy, Human Rights, and Refugees.  |
| 1. **Total lecture for this course (Take 14 teaching weeks per semester)**
 |
| **Lectures: 56** | **Tutorials: 0** | **Practical: 0** |
| 1. **Course Outcomes (COs)**

This course has been designed to provide a conceptual clarity on emergence and operation international law its applicability at individual, organizational and international levels. The course also aims to provide a comprehensive understanding of law of peace so that the students can understand and analyze contemporary issues at municipal and international levels. |
| **CO 1** | To understand jurisprudential evolution of International law and its applicability at individual and state level. |
| **CO 2** | To enunciate on principles that governs statehood and state recognition |
| **CO 3** | To understand Law of Peace including maritime law.  |
| **CO 4** | To analyze various case laws and understand international diplomacy by studying interactions among actors (state and non-state) and subjects of international law. |

1. **COMPETITION LAW**

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| 1. **Department:**
 | **School of Law** |
| **Course Name:** Competition Law | 1. **Course Code**
 | 1. **L- T- P**
 | 1. **Credits**
 |
| **Code: SLO414** |  4-1-0 | 5 |
| 1. **Type of Course (Check one):**
 | Programme Core Programme Elective **✓** Open Elective |
|  1. **Frequency of offering (check one):** Odd **✓** Even Either semester Every semester
 |
| 1. **Total lecture, Tutorial and Practical Hours for this course (Take 14 teaching weeks per semester)**
 |
| **Lectures: 56 hours** | **Tutorials: 0 hours** | **Practical: 0 hours** |
| 1. **Course Outcomes (COs)**

Possible usefulness of this course after its completion i.e. how this course will be practically useful to him once it is completed |

1. **AFFIRMATIVE ACTION AND DISCRIMINATIVE JUSTICE**

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| 1. **Department:**
 | **School of Law** |
| 1. **Course Name:** Affirmative Action & Discriminative Justice
 | 1. **Course Code**
 | 1. **L- T- P**
 | 1. **Credits**
 |
| **Code:**  | 4-1-0 | 5 |
| 1. **Type of Course (Check one):**
 | Programme Core **✓**Programme Elective Open Elective |
| 1. **Frequency of offering (check one):** Odd **✓**Even Either semester Every semester
 |
| **Brief Syllabus:** Discrimination has penetrated all societies and at all places without ‘reservations’. Phenomenon of discriminations does not discriminate. The Constitutions exhuming constitutionalism have safeguarded the rights of the discriminated minorities. The lineage of past discrimination is addressed by another set of discriminatory policies known as “affirmative action”, “protective discrimination”, “positive discrimination”, “compensatory discrimination” etc.The Constitution of India, 1950 (“Constitution”) was enacted to balance the inequities prevailing in India. In this regard, the Constitution was a social document marked by a transformative vision. There was and still subsists systemic discrimination. The discrimination may be single, double or multi-layered. In a broad brush manner, a few grounds of discrimination are sex, caste, race, religion, sexual orientation, place of birth and, so on and so forth. The Constitution prohibits discrimination *per se*. When access is denied to public goods, the discrimination assumes an invidious form. But is prohibition on discrimination enough to break the ages old systemic discrimination? Or ‘new’ forms of discrimination are required to ‘reverse’ the effects of traditions old discrimination. A contrapuntal arises wouldn’t constitutionally sanctioned discrimination violate the equality code of India (Articles 14 to 18). The answer to these more than simple questions requires agitation of constitutional policy, principles, and judgments. We will reflect back on the concept of discriminative justice, and sex discrimination jurisprudence. A large chunk of the course would be spent on the reservation jurisprudence. These two have been selected due to their rampant existence in the India and maximum policy framework has been created around these stated parameters.  |
| 1. **Total lecture, Tutorial and Practical Hours for this course (Take 14 teaching weeks per semester)**
 |
| **Lectures: 56 hours** | **Tutorials: 0 hours** | **Practicals: 0 hours** |
| 1. **Course Outcomes (COs)**

Possible usefulness of this course after its completion i.e. how this course will be practically useful to him once it is completed |
| **CO 1** | Understand the concept of Affirmative Action |
| **CO 2** | Understand the concept of Discriminative Justice |
| **CO 3** | Explain various components of sex based discrimination |
| **CO 4** | Explain various affirmative action policies in foreign jurisdiction |