



Dr.M.G.R.
Educational and Research Institute
(DEEMED TO BE UNIVERSITY)
(An ISO Certified Institution)
University with Graded Autonomy Status
Maduravoyal , Chennai - 600 095



FACULTY OF LAW
B.COM, LLB (Hons)
CURRICULAM & SYLLABUS

S.NO	NAME OF THE SUBJECT	SUBJECT CODE	TOTAL CREDIT
1	ENGLISH-1	L5CEN1	4
2	ENGLISH -2	L5CEN2	4
B.COM SUBJECTS			
1	PRINCIPLES OF MANAGEMENT	L5C01	4
2	BUSINESS STATISTICS	L5C02	4
3	BUSINESS MANAGEMENT AND ETHICS	L5C03	4
4	BUSINESS ECONOMICS	L5C04	4
5	FINANCIAL MANAGEMENT	L5C05	4
6	BUSINESS ENVIRONMENT	L5C06	4
7	PRINCIPLES OF MARKETING	L5C07	4
8	BUSINESS COMMUNICATIONS	L5C08	4
9	HUMAN RESOURCES MANAGEMENT	L5C09	4
10	ENTREPRENEURIAL DEVELOPMENT	L5C10	4
11	MANAGEMENT ACCOUNTING	L5C11	4
12	E.COMMERCE	L5C12	4
13	BANKING THEORY,LAW AND PRACTICE	L5C13	4
14	FINANCIAL ACCOUNTING	L5C14	4
15	COST ACCOUNTING	L5C15	4
16	COMPUTER APPLICATION IN BUSINESS	L5C16	4
17	PRACTICAL AUDITING	L5C17	4
18	CORPORATE AUDITING	L5C18	4
19	BUSINESS POLICY AND STRATEGIC MANAGEMENT	L5C19	4
20	INTERNATIONAL BUSINESS	L5C20	4
	COMPULSORY LAW SUBJECTS	SUBJECT CODE	TOTAL CREDIT
21	JURISPRUDENCE	L5C21	4
22	CONTRACT – I (PRINCIPLES OF CONTRACT)	L5C22	4
23	LAW OF CONTRACT - II (SPECIAL CONTRACTS)	L5C23	4
24	LAW OF TORTS INCLUDING ACCIDENT AND CONSUMER PROTECTION LAWS	L5C24	4
25	FAMILY LAW I	L5C25	4
26	FAMILY LAW II	L5C26	4
27	LAW OF CRIMES PAPER I :INDIAN PENAL CODE	L5C27	4
28	LAW OF CRIMES PAPER II:CRIMINAL PROCEDURE CODE	L5C28	4
29	CONSITUTIONAL LAW I	L5C29	4
30	CONSITUTIONAL LAW II	L5C30	4



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31	PROPERTY LAW	L5C31	4
32	LAW OF EVIDENCE	L5C32	4
33	CIVIL PROCEDURE CODE AND LIMITATION ACT	L5C33	4
34	ADMINISTRATIVE LAW	L5C34	4
35	COMPANY LAW	L5C35	4
36	PUBLIC INTERNATIONAL LAW	L5C36	4
37	PRINCIPLE OF TAXATION LAW	L5C37	4
38	ENVIRONMENTAL LAW	L5C38	4
39	LABOUR AND INDUSTRIAL LAW I	L5C39	4
40	LABOUR AND INDUSTRIAL LAW II	L5C40	4
COMPULSORY CLINICAL SUBJECT			
41	DRAFTING, PLEADING AND CONVEYANCE	L5CCL1	4
42	PROFESSIONAL ETHICS AND PROFESSIONAL ACCOUNTING SYSTEM	L5CCL2	4
43	ALTERNATE DISPUTE RESOLUTION	L5CCL3	4
44	MOOT COURT EXERCISE AND INTERNSHIP	L5CCL4	4
OPTIONAL SUBJECTS			
45	DISASTER MANAGEMENT LAW	L5COP1	4
46	LEGAL RESEARCH METHODOLOGY	L5COP2	4
47	INSURANCE LAW	L5COP3	4
48	BANKRUPTCY & INSOLVENCY	L5COP4	4
49	WOMEN AND LAWS	L5COP5	4
50	CRIMINOLOGY & PENOLOGY	L5COP6	4
51	PRIVATE INTERNATIONAL LAW	L5COP7	4
HONOURS SUBJECTS			
52	MEDIA AND LAW	L5CHN1	4
53	INTERPRETATION OF STATUTES AND PRINCIPLES OF LEGISLATION	L5CHN2	4
54	COMPETITION LAW	L5CHN3	4
55	INFORMATION TECHNOLOGY LAW AND CYBER FORENSIC	L5CHN4	4
56	FORENSIC SCIENCE	L5CHN5	4
57	MARITIME LAW	L5CHN6	4
58	LAND LAW INCLUDING TENURE & TENANCY SYSTEM	L5CHN7	4
59	INTELLECTUAL PROPERTY LAW	L5CHN8	4
60	HUMANITARIAN & REFUGEE LAW	L5CHN9	4
ELECTIVES			
61	LANGUAGE - FRENCH/HINDI	L5EL1/L5EL2	2
62	COMPUTER LAB	L5COM	2
63	ENGLISH COMMUNICATION SKILL	L5ECS	2



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First Year – 1st Semester	Subject Code – L5CEN1	Total Credits : 4
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ENGLISH – I

Objective: The Objective of the courses is to train the students to upgrade English language skills for effective communication Linguistics and Phonetics help in good articulation, intonations and rhythm in the spoken skills and increasing the word power both literal and legal for effective written skills. Giving meaning to words and idiomatic phrases and using those in sentences go a long way for betterment of language skills. The prose lessons prescribed expose the students to different streams of higher thought in the realm of Politics, Law, Society and Literature.

COURSE OUTLINE

UNIT – I, ENGLISH LANGUAGE AND LINGUISTICS

English Language and Linguistics: Tracing the Historical Development of English Language – Indo – European Language Tree – Eastern and Western Language Groups – Germanic Groups – Old English – Middle English – Modern English.

Vocabulary: Development of Vocabulary in English Languages – Influence of other languages
Vocabulary – Etymology – semantics

UNIT – II: PHONETICS; TRANSCRIPTION EXERCISES

Phonetics: R.P. Phonemes- Identification and Classification- Vowels: Diphthongs and Consonants.
Transcription Exercises: Accent – Rhythm in connected speech Kinds of Accents Intonation – Falling Tone and Raising Tone.

UNIT – III: PROSE SECTION

Gettysburg Address – Abraham Lincoln
Advice to a Young Man Interested in Going in to Law – Frank Further,
Methods of Study – Glanville Williams
Court Scene – Merchant of Venice – William Shakespeare,
The Law is a Jealous Mistress – A Popular Fallacy – Joseph W.Plank.

UNIT – IV:

The Hypotheses of Failure – O.Henry, Civil Disobedience – Henry David Thoreau, on Truth – Francis Bacon, On Liberty Chapter 1 – John Stuart Mill, Aringnar Anna Maiden Speech in Rajya Sabha – 1962

UNIT – V: GRAMMAR

Parts of Speech – Reported Speech – Voice, Words often confused – Idioms and phrases – Synonyms and Antonyms, Phrases and Clauses



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Books prescribed

- Law and Language by Bhat Nagar
- Learning the Law by Glanville Williams

Books for Reference

- Essays of Francis Bacon
- Merchant of Venice by William Shakespeare
- Contemporary English Grammar Structure and Composition by David Green
- English Grammar Composition and Usage by J.C.Nesfield



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PRINCIPLES OF MANAGEMENT

Objective: Understanding the management functions. Knowledge on the level of management. Clear sight on the concepts of MBO. Understanding the concepts of planning. Knowledge on the centralization and decentralization. Knowledge on concepts of control.

COURSE OUTLINE

UNIT – I: MANAGEMENT

Definition – Nature – The management process – Difference between Administration and Management – Henry Fayoul’s Principles of Management.

UNIT – II: PLANNING

Definition – Characteristics – Elements of a good planning – Planning Process – Benefits and Limitations of Planning.

UNIT – III: ORGANISING

Definition – Authority and responsibility – Delegation – Centralization and Decentralisation.

UNIT – IV:STAFFING

Definition – Steps in Staffing Process – Manpower planning – Recruitment – Selection – Training – Performance Appraisal.

UNIT – V: DIRECTION AND CONTROLLING

Characteristics of Direction – Importance of Direction – Characteristics of Control Importance of Control – Control Process.

Books for Reference

- Business Management by Gupta. C.B.Sultan Chand & Sons
- Principles of Management by Prasad.L.,Sultan Chand & Sons.
- Management by Stoner. A.F.A and Freeman. R.E., Prentice hall of India.



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First Year – 1st Semester	Subject Code – L5C02	Total Credits : 4
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BUSINESS STATISTICS

Objective:

To learn the steps in Operations research. To develop the knowledge on Mean, Medium Mode. To study the statistical analysis in Karl Pearson Coefficient of Correlation. To study the statistical analysis in Time Series. To study the statistical analysis in linear programme.

COURSE OUTLINE

UNIT – I: Introduction – Classification and tabulation of statistical data –Diagrammatic and graphical representation of data.

UNIT – II: Measures of Central tendency – Mean, median and mode – Dispersion, Range, Quartile deviation, Mean Deviation, Standard Deviation – Measures of Skewness.

UNIT – III: Correlation – Karl Pearson Coefficient of Correlation – Rank Correlation Regression Lines and Coefficients.

UNIT – IV: Time Series Analysis – Trend – Seasonal Variation.

UNIT – V: Introduction to OR – Linear Programming – Graphical and Algebraic Solution (Only maximization)

Books for Reference

- Statistical Methods by S.P.Gupta
- Introduction to Operations Research by Dr.P.R.Vittal
- Statistics by Elhance
- Operations Research by Hira and Gupta, S.Chand.
- Operations Research by Handy and A.Taha.



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First Year – 1st Semester	Subject Code – L5C03	Total Credits : 4
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BUSINESS MANAGEMENT AND ETHICS

Objective: In the recent years, liberalization and Globalization, Information Technology, Professionalization of Management have created new challenges and opportunities for managers. The demand for professionally qualified managers in India is increasing day – by – day, to achieve professional competence, managers both present and prospective are required to be fully equipped with principles of management and ethics and how these can be put in practice. A comprehensive understanding of these principles will increase decision making ability and sharpen their tools for the purpose.

COURSE OUTLINE

UNIT – I: Introduction – Nature of Management-Evolution of Management Thought – Tasks of a Professional Manager- Manager and Environment Systems Approach to Management – Levels in Management.

UNIT – II: Planning and Decision Making: Steps in Planning Process – Scope and Limitations – Short Term and Long Term Planning – Flexibility in Planning – Characteristics of a Sound Plan – Management By Objective (MBO) – Decision making Process and Techniques.

UNIT – III: Nature of Organizing: Organization Structure and Design – Authority Relationships – Delegation of Authority and Decentralization – Interdepartmental Coordinator – Emerging Trends in Corporate Structure, Strategy and Culture – Impact of Technology on Organisational design – Mechanistic vs. Adoptive Structures – Formal and Informal Organisation- Span of Control – Pros and Cons of Narrow and Wide Spans of Control – Optimum Span – Leadership – Trait, Behavioral and Contingency Theories.

UNIT – IV: Co-ordination: Need for Co-ordination – Techniques of Securing Co-ordination. Control: Concept of Control – Application of the Process of Control at Different Levels of Management (Top, Middle and First Line). Performance Standards – Measurements of Performance – Remedial Action – An Integrated Control systems in an Organisation – Management by Exception (MBE)

UNIT – V: Business Ethics: Importance of Business Ethics – Corporate Social Responsibility- Ethical Issues and Dilemmas in Business- Ethical Decision Making and Ethical leadership –Ethics Audit – Environmental Ethics – Sustainable Business Practices.

Books prescribed



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- Govindarajan M., and Natarajan S – Principles of management
- Mukherjee – K – Principles of Management
- DeGeorge, R – Business Ethics

Books for Reference

- Certo, SC. And Certo. T – Modern Management,
- Griffin, R.W. – Management
- Koontz, H. and Wehrich, H – Essentials of Management: An International Perspective.



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First Year – 1st Semester	Subject Code – L5C04	Total Credits : 4
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BUSINESS ECONOMICS

Objective: To acquaint the students with the basic objectives and instruments of introduction of economics and concept and type. To ponder upon the importance of Circular law of demand. To highlight the concept of Growth, Employment, Inflation Rate, Break Even Analysis and Exchange rate. To describe about the National income concepts and the Measurement of national income. To Bring out the role of economic planning.

COURSE OUTLINE

UNIT – I: Introduction to Economics-Definition-Scope and Importance of Economics-Basic concepts of Wealth, Wants, Utility, Supply and Demand-Concept of Cost and Types of Costs.

UNIT – II: Meaning of Demand – Law of Demand – Determinates and Distinctions of Demand Elasticity of Demand – Demand Forecasting – Theory of Supply and Demand – Factors of Production – Demand Analysis for company's products.

UNIT – III: Break Even Analysis – market Competitions – Monopoly – Monopolistic Competition, Oligopoly- Pricing objectives and Methods.

UNIT – IV: Economic fluctuations and business – Business Cycle – Business Policy – Inflation and Deflation with reference to India.

UNIT – V: National Income – National product and National Income – Per capita Income Problem – Factors influencing National Income – Economic welfare.

Books for Reference

- Business Economics by S.Shankaran, Margham Publications
- Managerial Economics by Analysis, Problems & Cases by P.L.Mehta, Sultan Chand & Sons.
- Business Environment by Francis Cherunilam, Himalaya Publishing House.



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First Year – 1st Semester	Subject Code – L5C22	Total Credits : 4
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CONTRACTS – I

Objectives of the Course

Contract law plays a pivotal role in the society as almost all exchanges between persons and Enterprises alike come within the ambit and are regulated by Law of Contracts. This is the basis of all commercial interactions and all legislations relating to trade and commerce. But for the existence of statutory provisions pertaining to contract Law, may a private, voluntarily made agreements wouldn't be enforceable due to lack of legal force. Also, it is appropriate to state that Contract Law is quintessential to transactions relating to goods and services.

The following are the board objectives of this course:

- An understanding of the Legal dimensions of the law relating to the formation of contracts.
- An insight into the legal provisions, and the operative performance of contracts.
- To comprehend & appreciate the significance of the various modes in which contracts may be discharged.
- To familiarize with the redressal mechanisms available to the aggrieved parties.

COURSE OUTLINE

UNIT – I

Basic Nature of Contract – Formation of Contract – Offer – Acceptance – Revocation – Lapse of Offers and Acceptance – Intention to Create Legal Relationship – Terms of Contract and Standard Form Contracts.

UNIT – II

Consideration: – Past – Present – Future Considerations – Privity as to Consideration – Value and Adequacy of Consideration – Rule in Pinner's Case – Exceptions To Consideration, Capacity to Contract, Free Consent, Factors Which Vitiates Free Consent – Objects of a Contract – Unlawful and Illegal Objects or Considerations – Valid – Voidable – Void Agreements

UNIT – III

Performance of Contract – Privity of Contract – Tender of Performance – Time as Essence to Performance – law Relating to Time – Place and Order of Performance – Performance of Reciprocal Promises – Contingent Contracts – Joint Promises – Appropriation of Payments.



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UNIT – IV

Discharge of Contracts by Impossibility of Performance – Discharge by Agreement – Novation – Rescission – Alteration – Discharge by Breach – Waiver – Accord and Satisfaction – Material Alteration – Damages – Types and Measures.

UNIT – V

Quasi Contracts – Quantum Meruit – Specific Relief Act – 1963 – Recovery of Possession – Specific Performance of Contracts – Rectification – Cancellation of Instruments – Rescission – Declaratory Decrees – Injunctions.

Statutory Material

- Indian Contract Act – 1872
- Specific Relief Act - 1963

Books Prescribed

- Dr.Avatar Singh – Law of Contract and Specific Relief.
- Anson’s Law of Contract.
- Venkatesh Iyer – Indian Contract Law
- M. Krishnan Nair – Indian Contract Law.

Books for Reference

- Cheshire and Fifoot – Law of Contracts.
- Mulla – Indian Contract Act.
- Sarkar – Specific Relief Act.
- Basu – Specific Relief Act.
- Smith and Thomas – A Casebook on Contract.



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First Year – 1st Semester	Subject Code – L5C24	Total Credits : 4
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TORTS

Objectives of the Course

In civil litigation, contract and tort claims are by far the most numerous. The law attempts to adjust for harms done by awarding damages to a successful plaintiff who demonstrates that the defendant was the cause of the plaintiff's losses. Torts can be intentional torts, negligent torts, or strict liability torts. Employers must be aware that in many circumstances, their employees may create liability in tort. This chapter explains the different kind of torts, as well as available defences to tort claims.

COURSE OUTLINE

UNIT – I

General Principles

Nature and Scope – Definition – Distinction between Tort and Crime – Tort and Contract – Foundation of Tortious Liability – Elements of Torts – General Defences

UNIT-II

Liability for the Wrong Committed by other Person

Vicarious Liability – Joint Tortfeasors, Capacity to Sue and be Sued – Remedies

UNIT – III

Specific Torts

Negligence – Contributory Negligence – Nuisance – Remoteness of Damage – Nervous Shock

UNIT – IV

Torts against Human Being and Property

Assault – Battery, Distress – Malicious Prosecution – Conspiracy – False Imprisonment – Defamation – Trespass: To Land – To Goods – Passing Off.

UNIT – V

No Fault Liability

No Fault liability – Strict Liability – Absolute Liability – Discharge of Torts, Motor Vehicles Act 1988, Consumer Protection Act.

Books Prescribed

- B.M.Gandhi – Law of Torts
- P.S.A.Pillai – The law of Torts
- Ratanlal and Dhiraj lal – The Law of Torts
- R.K.Bangia – Law of Torts including Motor Vehicles Act

Books for Reference

- Ramaswamy Iyer – Law of Tort
- Winfield – Law of Tort
- Salmond – Law of Tort



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First Year – 1st Semester	Subject Code – L5CCL4	Total Credits : 4
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Clinical Course – MOOT COURT & INTERNSHIP

COURSE OUTLINE

MOOT COURT EXERCISE AND INTERNSHIP

This paper may have three components of 30 marks each and viva for 10 marks.

(A) Moot Court (30 Marks)

Every student may be required to do at least three Moot Courts in a year with 10 marks for each. The Moot Court work will be on assigned problem and it will be evaluated for 5 marks for written submissions and 5 marks for oral Advocacy.

(B) Observance of Trial in two cases, one Civil and one Criminal (30 marks)

Students may be required to attend two Trials in the course of the last two or three year of L.L.B. studies. They will maintain a record and enter the various steps observed during their attendance on different days in the Court assignment. This scheme will carry 30 marks.

(C) Interviewing Techniques and Pre-trial Preparations and Internship Diary (30 Marks)

Each student will observe two interviewing sessions of clients at the Lawyer's Office/ Legal Aid Office and record the proceedings in a diary, which will carry 15 marks. Each students will further observe the preparation of documents and Court papers by the Advocate and the procedure for the filing of the Suit/Petition. This will be recorded in the diary, which will carry 15 marks.

(D) Viva Voce Examination

The fourth component of this paper will be Viva Voce examination on all the above three aspects. This will carry 10 marks.



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First Year – 2nd Semester	Subject Code – L5CEN2	Total Credits : 4
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ENGLISH - II

Objective: The course objective is to train the students to acquire effective communication skills including legal jargon. The four skills of language acquisition, the laws that help in acquiring it properly along with figures of speech and legal terms lead towards that goal. Logic is introduced since its understanding hones a lawyer's thought process. The prescribed prose lessons relate to legal practice like advocacy skills, cross-examination skills and interpretation skills. This legal literature helps the students to use legal language properly.

COURSE OUTLINE

UNIT – I: PROSE SECTION

Moots and Mock Trials – Glanville Williams
The Divisions of the Law – Glanville Williams –
In the Court – Anton Chekov
The Five Functions of the Lawyer-Arthur T.Vanderbilt
The Language of the Law – Urban A.Lavery.

UNIT – II:

Cross-Examination of Pigott before the Parnell Commission – Sir Charles Russel
A Plea for the Severest Penalty upon his Conviction for Sedition – M.K.Gandhi
Educating Lawyers for A Changing World-Erwin N.Griswold
Due Process of Law Part I-Lord Denning
Ethics –On virtues & vices –Aristotle

UNIT – III:

Language Acquisition and Use of Language
Four Skills of Language Learning –Understanding Spoken Language and Speaking – Understanding Written Language and Writing –Stages of Acquisition of Languages – Laws of Language Learning – Factors Influencing Results in Language Learning – Place of Mother Tongue in Language Learning. Figures of Speech: Simile – Metaphor – Hyperbole- Allegory – Personification – Metonymy – Synecdoche – Euphemism – Climax – Bathos – Epigram – Pun – Irony – Alliteration – Assonance and Tautology – Examples.

UNIT – IV: LOGIC

The scope of Logic – Definition of Logic –Logic and Psychology and Ethics – The Principles of Thinking and Syllogism. Proposition and its Parts – Classification of Propositions – Distribution of Terms – The Opposition of Propositions. Syllogism – Kinds and Rules of Syllogisms. Fallacies – deductive Fallacies – Formal and Material Fallacies – Inductive Fallacies.
Composition: Essay writing on topics of Legal Interest, Precise Writing and Letter Writing.

UNIT – V: LEGAL TERMS

(Copy attached.)



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UNIT VI: LEGAL MAXIMS

Books prescribed

- Bhatnagar – Law and Language
- Glanville Williams – Learning the Law

Books for Reference

- The Language Riddle by David Annousamy
- Due Process of Law – Lord Denning

List of Legal Terms

Accomplice	Homicide	Proviso
Ad –Idem	In Camera	Quid Pro quo
Adjudication	In-forma Panperis	Receiver
Adjournment	In-Limine	Redemption
Admission	Injunction	Remand
Advalorem	Insolvency	Remedy
Affidavit	Insurance	Rent
Amendment	Issue	Resjudicata
Amicus Curiae	Judgement	Settlement
Approver	Jurisdiction	Sine-die
Bona-fide	Liability	Specific performance
Breach of Contract	Licence	Stamp duty
Capital Punishment	Magna Carta	Stay of execution
Coercion	Maintenance	Summons
Compromise	Mlalafides	Surety
Consent	Minor	Taxation
Counter claim	Mortgage	Tenant
Cur.advelt	Murder	Title
Damages	Natural Justice	Tort
Defamation	Necessaries	Trademark
Defence	Negligence	Transfer
De-facto	Negotiable Instrument	Treason
De-jure	Oath	Trespass
Deposit	Obscene	Trial
Detinue	Partition	Trust
Distress	Persona designate	Ultra-Vires
Earnest-Money	Perjury	Usage
Equity	Plaintiff	Vakalat
Estoppel	Power of Attorney	Verdict
Evidence	Pre-emption	Vis-Major
Execution	Prescription	void
Ex-parte	Presumption	Voidable
Fraud	Privity	Waiver
Habeas Corpus	Promissory note	
Hearsay	Proof	



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First Year – 2nd Semester	Subject Code – L5C05	Total Credits : 4
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FINANCIAL MANAGEMENT

COURSE OUTLINE

UNIT – I:

Meaning, objectives and Importance of Finance – Sources of Finance – Functions of Financial Management – Role of financial Manager in Financial Management.

UNIT – II:

Capital structures planning – Factors affecting capital structures – Determining Debt and equity proportion – Theories of capital structures – Leverage concept.

UNIT – III:

Cost of capital – Cost of equity – Cost of preference capital – Cost of debt – Cost of retained earnings – weighted Average (or) composite cost of capital (WACC)(Simple Problems)

UNIT – IV:

Dividend policies – Factors affecting dividend payment – Company Law provision on dividend payment – Bonus Issues – Rights Share

UNIT – V:

Working capital – components of working capital – types – working capital operating cycle – Factors influencing working capital – Determining (or) Forecasting of working capital requirements.(simple Problems)

Books for Reference

- Financial Management – I.M.Pandey
- Financial Management – Prasanna Chandra
- Financial Management – S.N. Maheswari
- Financial Management - Y.Khan and Jain



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First Year – 2nd Semester	Subject Code – L5C06	Total Credits : 4
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BUSINESS ENVIRONMENT

COURSE OUTLINE

UNIT – I:

The concept of Business Environment – its nature and significance – Brief overview of political – Cultural – legal – economic and social and environments and their impact on business and strategic decisions.

UNIT – II:

Political Environment – Government and Business relationship in India – Provisions of Indian Constitution pertaining to business.

UNIT – III:

Social environment – Cultural heritage – social attitudes – impact of foreign culture – castes and communities – joint family system – linguistic and religious groups – Types of social organization – social responsibilities of business.

UNIT – IV:

Economics Environment – Economic systems and their impact on business – Macroeconomic parameters like GDP – growth rate of population – Urbanisation – Fiscal deficit – Plan investment – Per capital income and their impact on business decisions – Fives Year Planning.

UNIT – V:

Financial and technological Environment – Financial system – Commercial banks – Financial Institutions – RBI Stock Exchange – IDBI – Non Banking Financial Companies NBFCs

Books for Reference

- Sankaram S- Business Environment
- Francis Cherunilam – Business Environment
- Aswathappa – Business Environment
- Dasgupta & Sengupta – Government and Business in India
- Srinivisan K.- Productivity and social Environment.



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First Year – 2nd Semester	Subject Code – L5C07	Total Credits : 4
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PRINCIPLE OF MARKETING

COURSE OUTLINE

UNIT – I:

Fundamentals of marketing – Role of Marketing – Relationship of Marketing with other functional areas – concepts of marketing mix – Marketing approaches – Various Environmental factors affecting the marketing functions.

UNIT – II:

Buyer Behaviour – Consumer goods and industrial goods – Buying motives – Factors influencing buyer Behaviour. Market segmentation – Need and basis of Segmentation – Targeting – Positioning.

UNIT – III:

Sales Forecasting – Various methods of sales Forecasting The Product – Characteristics – benefits – classifications – consumer goods – industrial goods – New Product Development process – Product Life Cycle – Branding – Packaging.

UNIT – IV:

Pricing – Factors influencing pricing decisions – pricing objectives – pricing policies and procedures. Physical Distribution: Importance – Various kinds of marketing channels – distribution problems. Sales Management: Motivation, Compensation and Control of Salesmen.

UNIT – V:

A brief overview of Advertising – Publicity – Public Relations – Personal Selling – Direct selling and Sales promotion.

Books for Reference

- Marketing Management Philip Kotler
- Marketing Management Memorial and Memoria
- Fundamentals of Marketing William Stanton
- Principles of Modern Marketing R.S.N.Pillai and V.Bagavathi
- Marketing Rajan Nair and Sanjith R.Nairs



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B.Com.LLB(Hons.)

First Year – 2nd Semester	Subject Code – L5C08	Total Credits : 4
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BUSINESS COMMUNICATION

Objective: To enable the students to know about the principles, objectives and importance of communication in trade.

COURSE OUTLINE

UNIT – I:

Definition – Methods – Types - Principles of Effective Communication – Business to Communication – Business Letter – Layout – Classification of Communication – Characteristics and guidelines of effective Business Communication.

UNIT – II:

Kinds of Business Letter – Analysis of Business Letters – Basic Principles in drafting – Interview – Appointment – Promotion – Enquiries – Replies – Orders – Sales – Circular – Complaints.

UNIT – III:

Bank Correspondence – Insurance Correspondent – Agency Correspondence – Correspondence with shareholders, Directors.

UNIT – IV:

Report Writing – Importance of Report – Characteristics of Report – Agenda, Minutes of Meeting Memorandum – Office order Circular – Notes.

UNIT – V:

Modern Communication : Fax – E-mail. Video Conferencing – Internet – Website and their use in Business.

Books for Reference

- Rajandra Paul S.K.S.Korlahalli – Essential of Business Communication
- Ramesh and Pattanchetti – Business Communication



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First Year – 2nd Semester	Subject Code – L5C23	Total Credits : 4
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CONTRACTS - II

(Indian Contract Act, Indian Partnership Act, Sale of Goods Act and Other Specific Contracts)

Objective: The subject of Special Contract is developing in tall spheres after the impact of Liberalisation, Privatisation and Globalisation.(LPG). Many contractual disputes have been reported in specific area of contract based on the interpretation of the provisions of Contract Act and other related Laws. The growing demands make it imperative to study the various special natures of contractual dealings.

COURSE OUTLINE

UNIT – I: INDEMNITY AND GUARANTEE

Definition – English and Indian – Distinction between Indemnity and Guarantee – Rights of the Indemnity Holder – Rights of the Indemnifier – Implied Indemnity – Codification not exhaustive – Principles of Equity applicable – Definition English and Indian Definitions - Essentials and nature of Guarantee – Distinction between Guarantee and Indemnity Guarantee and Insurance - Elements of Consideration in a Contract of Guarantee – Nature and Quantum of Surety’s Liability – Kinds of Guarantee – Surety ship arises on Contract and not on Notice – Position in English Law – Duty of Disclosure in Guarantee – Rights of Surety – Difference in English Law – Discharge of Surety.

UNIT – II: BAILMENT

Definition – Indian and English Definitions – Essentials of Bailment and classification of Bailment – Distinction between Bailment and Pledge – Deposit – Sale – Agency – Rights and Duties of Bailor and Bailee – Difference in English Law – Pledge – Definition – Rights of f the Pawnor and Pawnee –Pledge by Non – Pawnors - Lien – kinds of Lien – Their nature and incidents – How Lost.

UNIT –III SALES OF GOODS ACT, 1930

Definition of Sale and Agreement to Sell - Distinction between Sale and Agreement to Sell – Contract of Work and Layout. Hire Purchase Agreement – Bailment – Exchange – Gift – Definition – Goods - Specific Goods – Future Goods – Mercantile Agent – Documents of Title of Goods – How is Sale made – Rules for Fixing Price and effect of goods getting Damaged or Perished in a Contract of Sale – Stipulation as to time and other stipulation – Conditions and Warranties – Effect of Breach – Ex –Post Facto Warranty – When condition is treated as Warranty – Implied Conditions and Warranties in a Contact of Sale – Exemption Clauses effect of Fundamental Breach – Rule as to Passing Off property – Sale by Non-Owners, Exception to *Nemo Dat Quod Non Habet* – Rules as to Delivery – Unpaid Vendor – His rights or Lien and stoppage in transit – Remedies available to seller and buyer- Auction sale.



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UNIT – IV: AGENCY

Definition of Contract of Agency – Creation of Agency – Kinds of Agency – Distinction between Agent and Servant and Independent Contractor – Who may be an Agent – Kinds of Agent – Authority of the Different Kinds of Agent – Authority of Agent – Ostensible and Emergency Authority - Delegation of Authority – Delegates Non Protest Delegare – Sub Agent – Substituted Agent – Essential of Ratification and its effect – Effect of Notice to Agent – Necessary Conditions to Bind Principal – Principal and Third Parties – The doctrine of Undisclosed Principal and Concealed Principal – Termination of Agency and when it becomes irrevocable.

UNIT – V: PARTNERSHIP

Definition of Partnership – Essential of Partnership – Joint Hindu – Partnership - Distinction between Partnership and co-ownership Joint Hindu Family – Incorporation Companies – Contract of Service – Legal Notion and Mercantile Notion - Kinds of Partners and Duration of Partnership – Mutual Rights and Duties of Partners – Minor as a Partner – Difference in English law – Rights of Legal Representative and Surviving Partners- Authority of Partner – Implied and Emergency – Liability of the Partner of the Acts of the Firm and for the Wrongful Acts of other Partner – Nature of Liability – Principle of Agency in Partnership – Partnership Property – Tests- Settlement of Accounts – Goodwill and its Disposal – Distribution of Assets – Retirement of Partners – Dissolution of Firm – and Modes and Circumstances - Effect of Non – Registration of Firm.

Statutory Material

- Indian Contract Act, 1872
- Sales of Goods Act, 1930
- Indian Partnership Act, 1932

Books prescribed

- The law of Contracts by Dr. Avatar Singh
- Sale of Goods Act by Mulla
- Law of Contracts by Krishna Nair
- Law of Contracts by Anson

Books for Reference

- Law of Contracts by Cheshire and Fifoot
- Mulla – Indian Contract Act
- Specific Relief Act by Sarkar
- Specific Relief Act by Basu
- A casebook on Contract by Smith and Thomas



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First Year – 2nd Semester	Subject Code – L5C27	Total Credits : 4
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LAW OF CRIMES – I (INDIAN PENAL CODE)

Objective of the Course: It is fact that both Crime and Criminal are looked upon with greatest hatred by all the section of people in the society. Whenever people organized themselves into group-there is a need for some sort of rules to regulate the behavior of that member. The State has to impose certain penalties upon the wrong doer with the object of prescribing peace in the society at large. Crime and Law are so closely connected with each other that it is very difficult to understand one without knowing the other.

COURSE OUTLINE

UNIT – I: NATURE AND SCOPE OF CRIMINAL LAW

Definition – Essentials Elements- Strict Responsibility- Mens Rea- Intention and Negligence- Recklessness and Knowledge- Offences without Conduct, Punishment: Objectives – Basis and Types – Theories of Punishment – Justification of Punishment – General Defences – Excusable Defences – Justifiable Defences – Private Defence – Joint and Constructive Liability – Abetment – Conspiracy – Attempt – Corporate Liability – Jurisdiction – Territorial – Extra Territorial – Personal and Admiralty.

UNIT – II: GENERAL OFFENCES

Offences against State – Offences against the public Peace, Unlawful Assembly – Riot – Affray – Offences relating to Election – Bribery – Personation – Offences relating to Religion – Offences against Public Justice – Administration of Justice – Giving and Fabricating the False Evidence – Disappearance of Evidence.

UNIT – III: OFFENCES AGAINST HUMAN BODY

Culpable Homicide and Murder – Suicide – Causing Miscarriage – Hurt – Wrongful Restraint and Wrongful Confinement – Assault – Kidnapping and Abduction - Rape.

UNIT – IV: OFFENCES AGAINST PROPERTY

Theft – Extortion – Robbery and Dacoity - Criminal Misappropriation of property and Criminal Breach of Trust — Cheating – Mischief, Offences Relating to Documents.

UNIT – V: OFFENCES RELATIONG TO MARRIAGE AND REPUTATION

Mock or Deceitful Marriage – Bigamy – Adultery – Cruelty by Husband or Relatives – Defamation – Intimidations, attempt to commit such offences - Thug.



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Statutory Material

- The Indian Penal Code, 1860

Books prescribed

- Outlines of crime law (chapter relating to general principles) by Kenny
- The Indian Penal code by Ratanlal
- Criminal law by M.K.D.Gour
- Criminal law by Atchutham Pillai
- Indian Penal Code by B.M.Gandhi

Books for Reference

- Criminal law by Glanville William
- Criminal Law by Russell
- Law of Crimes by Ejaz's
- Law of Crimes (Volume – I) by Nigam
- Penal law of India by Dr.H.S.Gour
- Law of crimes by Raghavan V.V.



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First Year – 2nd Semester	Subject Code – L5CCL4	Total Credits : 4
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Clinical Course – MOOT COURT & INTERNSHIP

COURSE OUTLINE

MOOT COURT EXERCISE AND INTERNSHIP

This paper may have three components of 30 marks each and viva for 10 marks.

(E) Moot Court (30 Marks)

Every student may be required to do at least three Moot Courts in a year with 10 marks for each. The Moot Court work will be on assigned problem and it will be evaluated for 5 marks for written submissions and 5 marks for oral Advocacy.

(F) Observance of Trial in two cases, one Civil and one Criminal (30 marks)

Students may be required to attend two Trials in the course of the last two or three year of L.L.B. studies. They will maintain a record and enter the various steps observed during their attendance on different days in the Court assignment. This scheme will carry 30 marks.

(G) Interviewing Techniques and Pre-trial Preparations and Internship Diary (30 Marks)

Each student will observe two interviewing sessions of clients at the Lawyer's Office/ Legal Aid Office and record the proceedings in a diary, which will carry 15 marks. Each students will further observe the preparation of documents and Court papers by the Advocate and the procedure for the filing of the Suit/Petition. This will be recorded in the diary, which will carry 15 marks.

(H) Viva Voce Examination

The fourth component of this paper will be Viva Voce examination on all the above three aspects. This will carry 10 marks.
