

Shree Warana Vibhag Shikshan Mandal's
WARANA UNIVERSITY,
WARANANAGAR

(A State Public University established under Section 3 (6) of MPUA, 2016)

॥ विद्या सर्वस्य भूषणम् ॥



Warana University

Established: 2025

UNDER
Faculty of Humanities
CURRICULUM OF

UNDERGRADUATE DEGREE PROGRAM OF LAW

Programs of Law, Eligibility for Admission, Program Structure, Course Component

Curriculum, Examination Pattern, Standard of Passing

B.B.A., LL.B. (Bachelor of Business Administration and Bachelor of Laws)

CHOICE BASED CREDIT SYSTEM (CBCS), 2025

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Warana University

PART - I
UNDERGRADUATE DEGREE PROGRAMS OF LAW

1. Introduction of Degree Programs of Law:

There shall be undergraduate degree program of law leading to bachelor's degree in law as here under:

B.B.A., LL.B. (Bachelor of Business Administration and Bachelor of Laws):

It shall be a Five Year Integrated Double Degree Program in Management and Law. The program shall be divided into ten semesters.

2. CBCS Curriculum: Its Outlines, Extent and Application:

The University has adopted Choice Based Credit System for the Degree Programs in Law. The objectives of CBCS curriculum are:

- (1) To orient legal education by making provision for sufficient opportunity to the students for extensive as well as intensive study of law.
- (2) To equip the students with (a) knowledge of law, (b) practical application of law, (c) analytical thinking and logical reasoning, (d) effective communication skills.
- (3) To meet the needs of contemporary requirements of Bar, Bench, and Industry in the globalized economic era.
- (4) To educate them about diverse backgrounds to become effective, ethical, and expert individuals who are employable in a variety of legal settings.

Outlines of Choice Based Credit System:

In line with the UGC's guidelines, the courses are categorized as Core Courses, Ability Enhancement Compulsory Courses (P.T. Papers), Skill Enhancement Courses, Discipline Specific Elective Courses and Generic Elective (Open Elective) Courses.

2.1 Core Course:

The purpose of the Core Course Paper is to adhere to common minimum standards prescribed by the Bar Council India. Also, the course designed for papers under this category aims to cover the basics that a student is expected to imbibe in the law profession. Besides this, the Core Course Papers should be studied by the law students as a core requirement to get *Sanad*. Hence,

the Core Course is a course that has to be studied compulsorily. For the Law program B.B.A., LL.B. (Five Year Program) there shall be 16 Non-Law courses in the first two years of the program with 4 credits each. From Third to Fifth year of B.B.A., LL.B. Program there shall be 30 Law courses. These 30 Law courses shall include –

- 1) 20 Core Courses for 4 credits each,
- 2) 4 Ability Enhancement Compulsory Courses (Practical Training/Clinical Courses) for 4 credits each,
- 3) 6 Discipline Specific Elective Courses for 4 credits each

In addition to the above there shall be 2 Skill Enhancement Compulsory Courses for 2 credits each and 2 Generic Elective Courses (Open Elective) for 4 credits each.

2.2 Ability Enhancement Compulsory Course:

Ability Enhancement Courses (AEC): The Ability Enhancement (AE) Courses offered are of two types –

- (1) **Ability Enhancement Compulsory Course (AEC)** – These courses are based upon the Practical Training Activities mandated by the BCI for law students.
- (2) **Skill Enhancement Course (SEC):** These are value-based and/or skill-based and are aimed at providing hands-on training, competencies, skills, etc.

2.3 Elective Course:

Generally, a course which can be chosen from a pool of courses, and which may be very specific, or specialized or advanced or supportive to the discipline/subject of study, or which provides an extended scope, or which enables an exposure to some other discipline/subject/domain, or nurtures the candidate's proficiency/skill is called an Elective Course.

Following types of Elective Courses are offered –

(i) Discipline Specific Elective (DSE) Course: An Elective course offered under the main discipline/subject of study is referred to as a Discipline Specific Elective. The list of subjects provided under this category is suggested by BCI. However, the University has complete freedom to suggest its own papers under this category based on theory, expertise, specialization, requirements, scope, and need.

(ii) Generic Elective (GE): A Core Course offered in a discipline/subject may be treated as an elective by other discipline/subject and vice-versa and such electives may also be referred to as Generic Electives (Open Elective).

Extent and Application of Curriculum of CBCS:

The rules as to eligibility for admission, course component, curriculum, examination pattern and standard of passing for B.B.A., LL.B. given herein shall be applicable initially for the First year of B.B.A., LL.B. and will come into force w.e.f. the academic year 2025-2026.

The entire program will be introduced in a phased manner as shown below:

B.B.A.LL.B.:

S.N.	Year / Class of Course	Academic Year of Application
(1)	First Year of B.B.A., LL.B.	2025-2026
(2)	Second Year of B.B.A., LL.B.	2026-2027
(3)	Third Year of B.B.A., LL.B.	2027-2028
(4)	Fourth Year of B.B.A., LL.B.	2029-2030
(5)	Fifth Year of B.B.A., LL.B.	2030-2031

3. Bilingual education:

In line with clause 20.4 of National Education Policy 2020 the University provides opportunity to the students to get bilingual legal education. English will be the medium of instruction for all courses and students will be given option to write the End Semester Exam in either English or Marathi (Regional Language in Maharashtra).

Warana University

Part – II

ELIGIBILITY FOR ADMISSION TO B.B.A., LL.B. Courses

1. Qualifying Examination for Admission:

Admissions will be given as per the selection procedure and policies adopted by the Government of Maharashtra (Maharashtra CET for 5 Years Law Courses) and by keeping in view conditions laid down by the Bar Council of India and Warana University. Reservation and relaxation will be as per the Government rules.

Note: The applicants who have obtained 10+2 Higher Secondary School Certificate after pursuing studies in distance or correspondence method shall also be considered as eligible for admission to First Year of B.B.A., LL.B.

Explanation: The applicants who have obtained 10+2 or Graduation / Post-Graduation through Open University system directly without having any basic qualification for pursuing such studies are not eligible for admission to First Year of B.B.A., LL.B.

Note: The eligibility for admission, for any year / class other than First year / class of any law course, of a student migrating / transferring from any other recognized University to this University shall be subject to the rules of Warana University made from time to time.

2. Minimum Marks in Qualifying Examination for Admission:

Minimum marks in Qualifying Examination for Admissions will be prescribed by the Government of Maharashtra (CET), Bar Council of India and Warana University.

Reservation and relaxation will be as per the Government rules.

3. Prohibition against Lateral Entry and Exit:

There shall be no lateral entry on the plea of graduation in any subject or exit by way of awarding a degree splitting the integrated double degree course, at any intermediary stage of integrated double degree program.

The term “lateral entry” means an admission given to graduate applicants at the beginning of third year in an integrated five-year program.

The term “lateral exit” means opting out at the end of three years after successfully completing the

courses up to the third year, from an integrated five-year program on being awarded a Bachelor's degree.

4. Miscellaneous Rules of Eligibility for Admission:

The rules given herein are for the general understanding of the candidates. However, the admission to First Year of B.B.A., LL.B. shall be subject to the rules made and conditions prescribed, from time to time, by the University, Central Government, State Government, Bar Council of India, University Grants Commission, or any other authority empowered.

PART - III

B.B.A., LL.B. PROGRAM COMPONENT OF CHOICE BASED CREDIT SYSTEM

(CBCS) AND ACTIVITIES TO BE CONDUCTED

1. First Year B.B.A., LL.B.:

SEMESTER I

Sr. No.	Course Code	Course	Activity			Lecture per week	Credit	Evaluation Scheme		
			L	T	P			Internal	External	Total
1	2504UBBCEC0101	General English	4	1	0	5	4	30	70	100
2	2504UBBNLC0102	Principles & Practices of Management	4	1	0	5	4	30	70	100
3	2504UBBNLC0103	Financial Accounting	4	1	0	5	4	30	70	100
4	2504UBBNLC0104	Business Statistics & Logic	4	1	0	5	4	30	70	100
Total			16	4	0	20	16	20	280	400

SEMESTER II

Sr. No.	Course Code	Course	Activity			Lecture per week	Credit	Evaluation Scheme		
			L	T	P			Internal	External	Total
1	2504UBBCEC0201	English for Law	4	1	0	5	4	30	70	100

2	2504UBBNLC0202	Human Behavior & Organizations	4	1	0	5	4	30	70	100
3	2504UBBNLC0203	Marketing Management	4	1	0	5	4	30	70	100
4	2504UBBNLC0204	Business Economics	4	1	0	5	4	30	70	100
Total			16	4	0	20	16	120	280	400

5. Abbreviations used in Subject Codes:

The abbreviations used in the subject codes in the course component of B.B.A., LL.B course have meaning as under:

- a) L - Lectures
- b) P - Practical's
- c) T - Tutorials
- d) CE - Compulsory English subject for B.B.A., LL.B. course.
- e) BB - Subject from discipline of Business Administration for B.B.A., LL.B. course.
- f) LCC - Law Core Subject for Law courses.
- g) AEC - Ability Enhancement Compulsory Course
- h) SEC - Skill Enhancement Course
- i) DSE - Discipline Specific Elective Course
- j) LGE - Law Generic Elective (Open Elective) Course

PART - IV

EXAMINATION PATTERN FOR B.B.A., LL.B. PROGRAM

1. Attendance of Lectures, Internals and Moot Court:

A student of B.B.A., LL.B. Program shall not be allowed to take the end semester examination if the student concerned has not attended minimum of 75 % of the classes as per university rules except as otherwise provided by the rules framed by the University.

2. Duration of Studies:

- (1) The curriculum of study for the B.B.A., LL.B. shall be spread over five academic years and shall be divided into ten semesters for the examination purposes.
- (2) The Programs leading to B.B.A., LL.B. degree shall not have less than 30 class hours per week including tutorials, moot court exercises, guest lectures and seminars. There shall be at least 24 lecture hours per week.

Explanations:

(a) In order to implement the above rule of Bar Council of India regarding 30 class hours per week the Colleges shall provide for minimum five lectures per subject in a week more particularly for Core Courses, Ability Enhancement and Discipline Specific Elective Courses.

(b) In order to have continuous assessment of students, the colleges may reserve one lecture (out of those five lectures) for internal assessment of students.

3. Medium of Instruction and Division of Marks:

(1) The medium of instruction for all the subjects in B.B.A., LL.B. course shall be English. However, the students can opt to write University examination in MARATHI medium.

(2) Each Course of B.A., LL.B., B.B.A. LL.B. and LL.B. Programs shall be of 100 marks, except for Skill Enhancement (SEC).

(3) The division of 100 marks for all the Courses, except for Ability Enhancement Compulsory Course (AEC) Practical Training subjects, shall be as under:

(a) University Written Examination: 70 marks.

(b) Internal Assessment by College: 30 marks.

4. Division of Marks

4.1 End-Semester University Written Examination (70 Marks):

(1) There shall be Written Examination conducted by the University of 70 marks for each subject at the end of each semester of B.B.A., LL.B. Program.

(2) There shall not be Written Examination conducted by the University for two Papers namely –

(1) Practical Training Paper III - Drafting, Pleading and Conveyance and (2) Practical Training Paper IV - Moot Court Exercise and Internship.

4.2. Question Paper Pattern for End-Semester University Written Examination (70 Marks):

The question paper for University written examination of each subject, except for Ability Enhancement Compulsory Course (AEC) Practical Training – III and IV and Skill Enhancement (SEC) shall be as under:

(1) Part A Questions (30 Marks):

Part A of question paper shall consist of **essay type** questions or questions of critical comments depending on the nature of subject. A student has to answer the questions with critical evaluation. There shall be **four questions** and the student must answer **any two** questions. Each question shall be for 15 marks.

(2) Part B Questions (30 Marks):

Part B of question paper shall consist of **short essay type** questions depending on the nature of subject. A student has to answer the questions by explaining concepts with illustrations. There shall be **five questions** and the student must answer **any three** questions. Each question shall be for 10 marks.

(3) Part C Questions (10 marks):

Part C of question paper shall consist of **short notes** or solving of **hypothetical problems**, etc. There shall be **four short notes or questions** and the student must answer **any two** questions. Each question shall be for 5 marks.

Note: The question paper pattern given herein may be changed or altered depending on the nature of subject e.g. non-law subjects. The question paper pattern given herein may also be changed or altered by the University at any time without prior information to the students.

4.3 In Semester Continuous Assessment by College (30 Marks):

(1) The division of 30 marks for each Course, except for practical training and Generic Elective subjects for internal assessment shall be as under:

1	One Written Test	10 Marks
2	Viva-Voce	10 Marks
3	Experiential learning through Extension work, Field Visit, Case Study, Case Comment, Legislative Comment, Judgment Analysis, Judgement Writing, Client Counselling, Projects, Extempore Moot Court, Arbitration, Mediation, Seminar Papers, Legal Aid Training, Para-legal Volunteering, etc. to be assessed by the teacher/s concerned. The College may decide any one or more of the above or any other activities to be conducted for the purpose of assessment of the student.	10 Marks
	Total	30 Marks

(2) The method of internal assessment given above shall be applicable to the students admitted in the academic year 2025-26 and thereafter.

(3) The evaluation of internal assessment given above in each term or semester shall be conducted by the Warana School of Law and concerned subject teacher as a Continuous Internal Assessment before the University written examination.

(4) The internal assessment marks may be withheld or withdrawn by the Warana School of Law on the ground of non-fulfillment of the attendance requirement by the student as prescribed under the University rules.

(5) The Warana School of Law, for the purposes of inspection by the University, shall maintain and preserve the record with respect to written test etc. at least for two academic years excluding the year of evaluation.

(6) Viva Voce shall be conducted by the concerned subject teacher or any other person appointed by the Principal/Head/Dean.

4.4 Division of Marks in Ability Enhancement Compulsory Courses:

Ability Enhancement Compulsory Courses (AEC) i.e. Practical Training Courses of B.B.A., LL.B. shall carry the division of marks as under: -

(1) Practical Training Paper I – Professional Ethics and Contempt of Court Law

University Written Examination	70 Marks
Written submissions and Viva Voce examination	30 Marks

(2) Practical Training Paper II – Alternate Dispute Resolution System

University Written Examination	70 Marks
Written submissions and Viva Voce examination	30 Marks

4.5 Evaluation Pattern for Ability Enhancement Compulsory Course (AEC) Practical Training – III and IV:

Practical Training Paper III - Drafting, Pleading and Conveyance

Written Journal Submission on Drafting (30 Marks), Pleading (30 Marks) and Conveyance (30 Marks)	90 Marks
Written submissions and Viva Voce examination	10 Marks

Practical Training Paper IV – Moot Court Exercise and Internship

Moot Court Exercise (40 Marks), Observance of Trials (30 Marks) and Pre-Trial Preparation Activities (20 Marks) 90 Marks

Written Submissions and Viva Voce Examination 10 Marks

4.6 Conduct of Viva Voce Examination for Practical Training Subjects:

- (1) The Viva Voce examination for the practical training subjects shall be conducted in accordance with the schedule notified by the University.
- (2) The Viva Voce examination for all practical training subjects shall be conducted by the committee of examiners.
- (3) The committee of examiners shall consist of one internal examiner and one external examiner. The external examiner shall be appointed by the University from amongst the teachers out of University. The internal examiner shall also be appointed by the University from amongst the teachers working in the Warana School of Law, preferably from the teachers teaching/ conducting activities of the concerned practical training subject.
- (4) The committee of examiners shall not take viva voce examination of a student unless he/she submits a duly assessed written submissions at the time of Viva Voce examination.
- (5) The committee of examiners shall not submit the marks to the University unless the student appears for Viva Voce examination. In other words, if the student submits a duly assessed written submission without appearing for Viva Voce examination his/her marks shall not be submitted to the University.

Explanation: The written submission by the student, as required under any of the practical training subjects, means handwritten submissions. In this matter, the College shall grant a reasonable concession to the persons with disabilities.

4.7 Evaluation Pattern for Skill Enhancement (SEC):

- i) The course carrying 50 marks shall be evaluated with Continuous Assessment (CA) and University Evaluation (UE) mechanism.
- ii) To pass in a course of 2 credits, a student has to secure minimum 20 marks, provided that he should secure minimum 14 marks in University Evaluation (UE) and 6 marks in continuous

assessment.

- iii) Continuous Assessment shall be of 15 marks while University Evaluation shall be of 35 marks.
- iv) For internal examination one written test of 15 marks or the concerned teacher with approval of Warana School of Law may follow separate methods of assessment for internal in the form of seminars, viva-voce, projects, surveys, field visits, tutorials, assignments, group discussion etc.
- v) Question Paper pattern for University exam and Continuous Assessment shall be as given below –

Exam Pattern Total Credits: 2				
(1) University Evaluation (Total Marks: 35)				
Note: i) Question -1 will be compulsory - 5 marks (5 X 1 = 5 Marks).				
ii) Solve any three questions from question 2- 5 carry equal marks - 10 Marks each (10 X 3 = 30 Marks).				
Q-1		Solve any five of the following (a) (b) (c) (d) (e) (f)	a) four tricky questions and b) two question on problem type (if applicable).	5 marks
Q-2	(A)	Descriptive type of question(s) i) ii)		6 mark 4 mark
	(B)	Short question, but tricky		
Q-3	(A)	Explain type of question(s) i) ii)		6 mark 4 mark
	(B)	Problem based question if applicable. Justification type of question		
Q-4	(A)	Discuss type of question(s) i) ii)		6 mark 4 mark
	(B)	Problem based question if applicable. Justification type of question		
Q-5	(A) (B) (C)	Attempt any two of the following Questions A, B, C, - will be Explain, Derivation, Discuss, Notes, etc. type of long questions		10 mark
(2) Continuous Assessment (Total Marks: 15)				

	(A)	Written test: one out of three descriptive type question and two short notes out of three	10 mark
	(B)	OR	5 mark
		The concerned teacher with approval of college may follow separate methods of assessment for internal in the form of seminars and viva-voce, projects surveys, field visits, tutorials, assignments, group discussion etc.	



Warana University

PART - V

AWARD OF CREDITS FOR PASSING B.A., LL.B. COURSE

1. Award of Credits

1.1 Evaluation Pattern:

- i) Each Course carrying 100 marks shall be evaluated with in-semester Continuous Assessment (CA) and end-semester University Evaluation (UE) mechanism.
- ii) Continuous Assessment shall comprise of 30 marks while University Evaluation shall comprise of 70 marks. To pass in a course of 4 credits, a student has to secure minimum 40 marks, provided that they should secure minimum 12 marks in the semester Continuous Assessment and 28 marks in the end semester University Evaluation (UE).
- iii) There shall be revaluation of the answer sheets of end semester University examination of theory papers as per rules of Warana University, Warananagar.
- iv) There will be no revaluation of in-semester Continuous assessment. If a student fails to get minimum marks, he/she has to reappear for in-semester Continuous Assessment in the subsequent semesters.

1.2 Law Program Credit Structure:

There are following values of Credits for the Law Programs: -

- i) All law and non-law courses shall be offered with Credit system.
- ii) One Credit is equivalent to 15 hours of classroom teaching.
- iii) There shall be 15 weeks of student-teacher interaction, divided into 12 weeks of teaching and 3 weeks for Continuous Assessment including preparation time for students during the semester (for theory course).
- iv) A student is required to earn 196 credits in a minimum period of ten semesters for Five Years B.A., LL.B. Program.
- v) Final CGPA shall be calculated on the basis of 196 credits for Five Years B.A., LL.B. Program.
- vi) Credit structure of Law programs for - Five Years B.A, LL.B. is as given below –

Semester	Core Courses (CC)	Ability Enhancement Compulsory Course(AEC)	Skill Enhancement Course (SEC)	Discipline Specific Elective Courses (DSE)	Generic Elective (GE)	Total Credits
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I	2504UBACEC0101 (4)					16
	2504UBANLC0102 (4)					
	2504UBANLC0103 (4)					
	2504UBANLC0104 (4)					
II	2504UBACEC0201 (4)					16
	2504UBANLC0202 (4)					
	2504UBANLC0203 (4)					
	2504UBANLC0204 (4)					
III	2504UBACEC0301 (4)					16
	2504UBANLC0302 (4)					
	2504UBANLC0303 (4)					
	2504UBANLC0304 (4)					
IV	2504UBACEC0401 (4)					16
	2504UBANLC0402 (4)					
	2504UBANLC0403 (4)					
	2504UBANLC0404 (4)					
V	2504UBALCC0501 (4)			DSE 505 to 508 1 (4)	LGE 509 (4)	24
	2504UBALCC0502 (4)					
	2504UBALCC0503 (4)					
	2504UBALCC0504 (4)					
VI	2504UBALCC0601 (4)			DSE 605 to 608 1 (4)	LGE 610 (4)	24
	2504UBALCC0602 (4)					
	2504UBALCC0603 (4)					
	2504UBALCC0604 (4)					
VII	2504UBALCC0701 (4)	AEC 0704 (4)		DSE 705 to 708 1 (4)		20
	2504UBALCC0702 (4)					
	2504UBALCC0703 (4)					
VIII	2504UBALCC0801 (4)	AEC 0804 (4)		DSE 805 to 709 1 (4)		20
	2504UBALCC0802 (4)					
	2504UBALCC0803 (4)					
IX	2504UBALCC0901 (4)	AEC 0904 (4)	SEC 0905 (2) (Value/Skill based course)	DSE 906 to 909 1 (4)		22
	2504UBALCC0902 (4)					
	2504UBALCC0903 (4)					
X	2504UBALCC1001 (4)	AEC 1004 (4)	SEC 1005 (2) (Value/skill- Based course)	DSE 1006 to 1009 1 (4)		22
	2504UBALCC1002 (4)					
	2504UBALCC1003 (4)					
Total Credit	(36 x 4) = 144	(4 x 4) = 16	(2 x 2) = 4	(6 x 4) = 24	(4 x 2) = 8	196

2. Rules regarding Generic Elective Courses in B.A., LL.B. Program:

The CBCS allows students to choose Generic Elective Courses in addition to their Core Courses,

Discipline Elective Courses, Ability Enhancement Courses and Skill Development Courses, for enhancing their interdisciplinary learning experience.

2.1 Generic Elective Course: An Elective course chosen from an unrelated discipline/subject, with an intention to seek exposure beyond discipline/s of choice is called a Generic Elective Course. The Purpose is to explore discipline of interest beyond the choice students make in Core and Discipline Specific Elective Papers. A Core course offered in a Discipline/Subject may be treated as an elective by another discipline and vice versa and such elective may also be referred to as Generic Elective.

3. Eligibility for Award of Degree:

- i) A student passing the examination of Third year of B.A., LL.B. shall be eligible to obtain the First degree of B.A., under the integrated B.A., LL.B. program, provided that he/she has passed examination of Second year of B.A., LL.B. Such a degree of B.A. shall not entitle the student to enroll as an advocate.
- ii) A student of B.A., LL.B. program passing examination of all the years or classes, divided in ten semesters, shall be eligible to obtain the B.A., LL.B. degree.

4. Additional Internal Examination

Eligibility norms to appear for the additional class test or assignment or project for students who remain absent for Internal Evaluation: -

- i) The student may be allowed to appear for additional internal evaluation only on the ground of participation in Inter Collegiate, State, National or International level events, Training camp or Coaching camp organized by authorized university or by any State, National or International bodies, NSS / NCC Events / Camps / Cultural activities / Sports activities / Research activities or any other activities authenticated by the Principal/Head/Dean of the Warana School of Law, or for any other reason which is considered valid under the circumstances and to the satisfaction of the Principal/Head/Dean of the Warana School of Law.
- ii) The student shall apply to the College Principal/Head/Dean of the Warana School of Law giving the reason(s) for absence within 8 days of the conduct of the examination along with the necessary documents and testimonials. The Principal/Head/Dean of the Warana School of Law, on scrutiny

of the documents and testimonials, may grant permission to the student to appear for the additional examination.

- iii) The Additional Internal Evaluation shall be conducted prior to the commencement of the Semester End Examination after following the necessary procedure and completing the formalities as stated above.

5. Allowed to Keep Terms (ATKT) for B.A., LL.B. Program:

Allowed to Keep Terms (ATKT) is a process to allow students to take admission and study in the next class or year even if he/she has failed in the specified number of subjects. The rules of ATKT for B.A., LL.B. Program are as under:

- i) If a student passes in not less than 2/3 of total subjects required to pass, their result status will be Failed ATKT. The table given below shall decide the ATKT status of a student.
- ii) A student of Second Year B.A., LL.B. shall not be eligible for admission to Third Year B.A., LL.B. unless they have passed First Year B.A., LL.B. examination.
- iii) A student of Third Year B.A., LL.B. shall not be eligible for admission to Fourth Year B.A., LL.B. unless they have passed Second Year B.A., LL.B. examination.
- iv) A student of Fourth Year B.A., LL.B. shall not be eligible for admission to Fifth Year B.A., LL.B. unless they have passed Third Year B.A., LL.B. examination.

Table for deciding ATKT Status of Student of B.A., LL.B.:

Total Number of Subjects to Pass	Minimum Number of Subjects Required to be Passed	Maximum Number of Failure Subjects Allowed for Availing Benefit of ATKT
4	3	1
5	4	1
6	4	2
7	5	2
8	6	2
9	6	3
10	7	3
11	8	3

6. Duration to Complete the Entire Program:

A student of B.A., LL.B. program, to become eligible for award of the degree, must pass in all the

subjects, divided in Ten Semesters, within a span of **Seven Academic years** including the academic year in which he/she was admitted to First year of the Program. No student shall be admitted as a candidate for any examination of the said program after the said period of **Seven Academic years** unless he/she is readmitted to the program as a fresh candidate.

Note: 1) As per Statute further extension of one more year may be granted by the University only in clearly justified exceptional circumstance to complete above five-year law program.

- 2) During the extended period the student shall be considered as a private candidate and also not be eligible for ranking.

7.Completion of Degree Program:

A student who earns 196 credits in B.A., LL. B shall be considered to have completed the requirements of the degree program. The CGPA shall be calculated for such students on the basis of 196 credits in B.A., LL. B. The University shall offer 10 Point Grading System in CBCS. Percentage to Grade and Grade Points is as follows: -

Sr. No.	Grade Letter	Grade Point	Marks
1	O (Outstanding)	10	$90 \leq \text{Marks} \leq 100$
2	A+ (Excellent)	9	$75 \leq \text{Marks} \leq 89$
3	A (Very Good)	8	$60 \leq \text{Marks} \leq 74$
4	B+ (Good)	7	$55 \leq \text{Marks} \leq 59$
5	B (Above average)	6	$50 \leq \text{Marks} \leq 54$
6	C (Average)	5	$45 \leq \text{Marks} \leq 49$
7	D (Pass)	4	$40 \leq \text{Marks} \leq 44$
8	F (Fail)	0	$\text{Marks} \leq 40$
9	Ab (Absent)		

8. Removal of Doubts and Difficulties:

Notwithstanding anything stated in the rules herein, for any unforeseen issues arising, and not covered by the rules herein, or in the event of differences of interpretation, the Vice-Chancellor of the University may take a decision and the said decision of the Vice-Chancellor shall be final and binding.

Detailed Syllabus B.B.A.,LL.B Semester I

1. General English - 2504UBBCEC0101

Course Name: General English	
Course Code: 2504UBBCEC0101	
Teaching Scheme	Evaluation Scheme
Lecture : 04 per week	CA (ISE) : 30 marks
Tutorial : 01 per week	UE (ESE) : 70 marks
Practical : 00	Total : 100 marks
Total Credits : 04	
Total Hours : 60	

Course Objectives:

1. To reacquaint students with grammatical structures in English with a focus on their function (usage) and not just form, thereby improving their language use.
2. To help students improve their vocabulary and pronunciation skills.
3. To inculcate the study skills required for an undergraduate program.

Module No.	Content	Hours
1	Grammar and Usage – I: 1. Tenses and Sequence of Tenses 2. Appropriate use of Articles 3. Appropriate use of Prepositions 4. Modal auxiliaries	12
2	Grammar and Usage– II: 1. Making Questions 2. Simple, complex, and compound sentences 3. Active and Passive Voice 4. Reported Speech	12
3	Composition Skills: 1. Paragraph Writing 2. Essay Writing 3. Writing Reviews	12
4	Basics of Phonology and Morphology: 1. Speech Sounds of English (RP and Indian English) 2. Word Stress 3. Intonation 4. Structure of words 5. Word Formation-Processes	12

5	Study Skills: 1. Reading- Skimming, Scanning, Intensive/ Critical Reading, Extensive Reading 2. Note Making and Precis writing 3. PQRS Method 4. Presentation Skills	12
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Recommended Readings:

1. Balasubramanian, T. English Phonetics for Indian Students. New Delhi: Trinity Press, 2017
2. Cambridge Idioms Dictionary. Singapore: Cambridge University Press, 2006.
3. Donald, Sydney G. and Pauline E Kneale. Study Skills for Language Students. New York: OUP, 2001.
4. Green, David. Contemporary English Grammar Structures and Composition. Chennai: Macmillan, 1999.
5. Gupta, Shweta. General English and Legal Language, Allahabad: CLP, 2016.
6. Hansen, Randall S and Katherine Hansen. The Complete Idiot's Guide to Study Skills. New Delhi: Penguin Books, 2008.
7. Lieber, Rochelle. Introduction to Morphology. Cambridge: CUP, 2009.
8. Sanjay Kumar and Pushpa Lata. Communication Skills. India: OUP, 2011.
9. Thomson and Martinet. A Practical English Grammar. Mumbai: OUP, 1970.
10. Swan, Michael. *Practical English Usage*. India: OUP, 2016.
11. Yadugiri, M. A. and Geeta Bhaskar. English for Law. New Delhi: Foundation Books, 2005.

Warana University

2. Principles and Practices of Management - 2504UBBNLC0102

Course Name: Principles and Practices of Management	
Course Code: 2504UBBNLC0102	
Teaching Scheme	Evaluation Scheme
Lecture : 04 per week	CA (ISE) : 30 marks
Tutorial : 01 per week	UE (ESE) : 70 marks
Practical : 00	Total : 100 marks
Total Credits : 04	
Total Hours : 60	

Course Description:

This course introduces the student to the key aspects of management -planning, organizing, leading, and controlling by integrating both classical and contemporary management practices. Through case studies, interactive sessions, and practical exercises, students will learn to apply these principles to real-world scenarios that will prepare them for leadership roles in diverse organizational settings. The goal is to equip students with the tools and insights necessary to manage effectively and drive organizational success.

Course Objectives:

1. To understand the basic concepts, principles, and theories of management.
2. To examine the essential functions of managers.
3. To analyze the impact of globalization, diversity, and ethics on management.
4. To develop skills in strategic planning, decision-making, and leadership.

Module No.	Content	Hours
1	<p>Introduction to Management: Definition, nature, and significance of management, principles of management, management and administration, levels of management, role of managers and managerial skills; Evolution of management thought: Classical, Behavioral, Quantitative, Systems, Contingency and Modern approaches; Management as a science and an art; Functions of management: Planning, organizing, leading, and controlling</p>	15
2	<p>Planning, Organizing and Staffing: Nature, Importance and Purpose of planning in management; Types of plans: Strategic, tactical, operational ; Planning process and techniques ; Decision making- Importance and steps, decision making models and tools; Organizational structure and design; types of organizational structures: Functional, divisional, matrix; Authority, responsibility, and delegation, Centralization Vs Decentralization of authority and responsibility – Span of Control; Coordination and integration, MBO and MBE; Nature and Importance of staffing – Process of selection and recruitment</p>	15
3	<p>Leading, Directing and Controlling: Meaning and nature of directing, Leadership theories (trait, behavioral, contingency, participative, charismatic, transformational, level-5 leader), Motivation theories and practices (Maslow, Herzberg two factor,</p>	15

	McGregor's theory x & theory y), Hawthorne effect, Communication (meaning and importance) in management, Team building and group dynamics; Controlling-meaning and steps in controlling, control process and systems, essentials of sound control system, methods of establishing control, types of control; Performance measurement and management.	
4	Strategic Management, Ethics and Social Responsibility: Overview of strategic management, SWOT analysis and strategic formulation, Implementing and evaluating strategies. Ethical issues in management, Corporate social responsibility (CSR), Sustainable management practices.	15

Text Books (Latest Editions):

1. Rao, V. S. P. Management Principles and Applications. Taxmann Publications.
2. Bright, D. et al. Principles of Management. OpenStax Textbooks, Houston
3. Kapoor, Premvir, Principles of Management, Khanna Book Publishing.
4. Jones, G. R., and George, J. M. Essentials of contemporary management. New York, NY: McGraw-Hill Education.
5. Robbins, S. P. & Coulter, M. A. Management. Pearson.

References:

1. Indian Business Rising: The Contemporary Indian Way of Conducting Business-And How It Can Help You Improve Your Business | Harvard Business Review Press | 5813BC-PDF-ENG | <https://hbsp.harvard.edu/product/5813BC-PDF-ENG>

Reflective Exercises and Cases:

1. Entrepreneurial Leadership in Forming High Tech Enclaves: Lessons from the Government of Andhra | F. Warren McFarlan, Espen Andersen, Ramiro Montealegre | Harvard Business School | 308079-PDF-ENG | <https://hbsp.harvard.edu/product/308079-PDF-ENG>?
2. ATH Technologies by Robert Simons and Jennifer Packard <https://www.hbs.edu/faculty/Pages/item.aspx?num=52711>
3. Article review and discussion:
Application of Ancient Indian Philosophy in Modern Management (http://www.irdindia.in/journal_ijrdmr/pdf/vol5_iss4/8.pdf)
4. Review of Lincoln Electric Co. by Norman Berg.
5. Review of Hawthorne case.
6. Leadership Lessons from India | Peter Cappelli, Harbir Singh, Jitendra V. Singh, Michael Useem | Harvard Business Review | R1003G-PDF-ENG | <https://hbsp.harvard.edu/product/R1003G-PDF-ENG?>
7. Traditional Way of Learning Ayurveda and Practising It: A Dialogue with Vaidya Bhaskarbai Hardikar | Mukund Dixit, Sanjay Verma | IIM Ahmedabad| A00135-PDF-ENG | <https://hbsp.harvard.edu/product/A00135-PDF-ENG?>
8. Forest Essentials: Demystifying India's Luxury Ayurveda Brand | Veena Vohra, Seema Khanvilkar | Ivey Publishing | W28410-PDF-ENG| <https://hbsp.harvard.edu/product/W28410-PDF-ENG?>
9. Atjeevan Foundation: Transforming Scars into Strength | Shubham Sharma, Satyendra C Pandey | Ivey Publishing | W36939-PDF-ENG | <https://hbsp.harvard.edu/product/W36939-PDF-ENG?>
10. How Do Great Leaders Overcome Adversity? By Mayo (2024)

<https://hbswk.hbs.edu/item/cold-call-how-do-great-leaders-overcome-adversity>

11. Leadership principles from Hindu scriptures

(<https://blog.hua.edu/blog/leadership-principles-from-hindu-scriptures>)

12. 5 Principles of Purposeful Leadership | Hubert Joly | Harvard Business

Review | H06YSB-PDF-ENG | <https://hbsp.harvard.edu/product/H06YSB-PDF-ENG?>

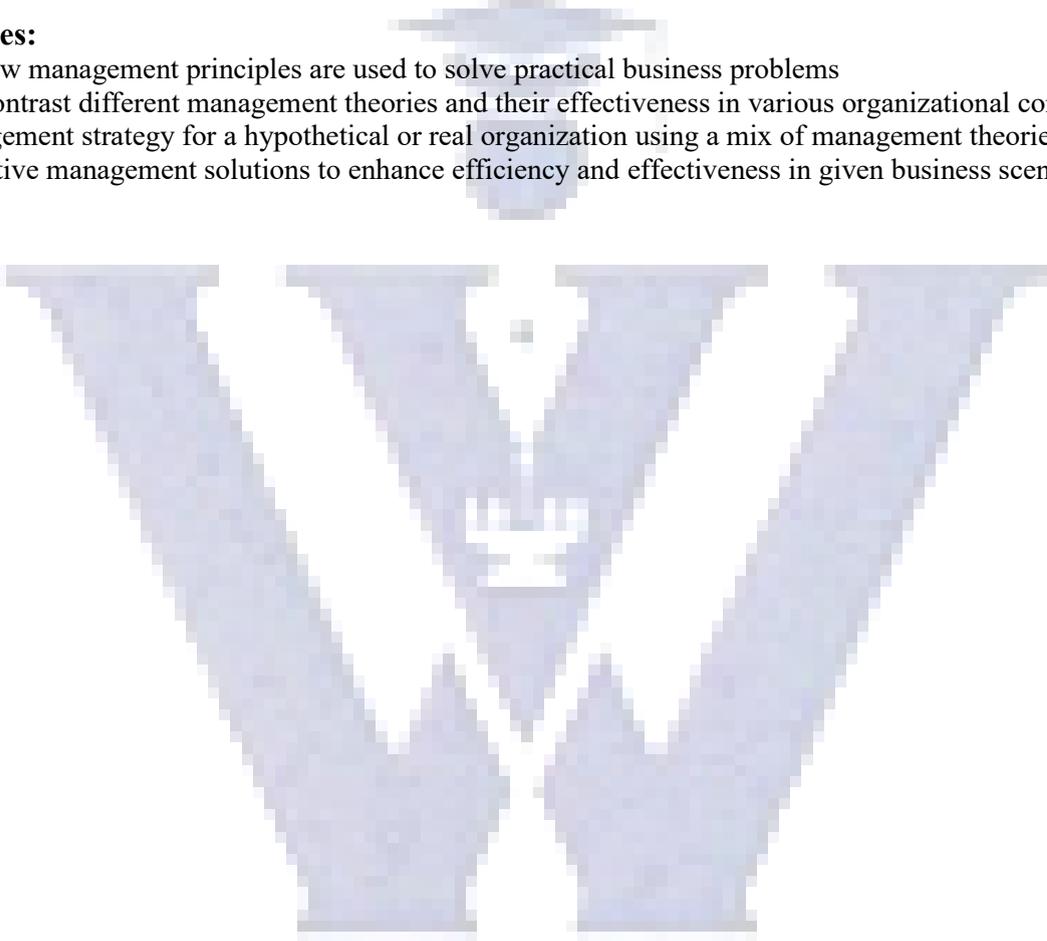
13. Bharti Airtel (A) | C.K. Prahalad, M.S. Krishnan, Sheel Mohnot | WDI Publishing | W88C34-PDF-ENG

<https://hbsp.harvard.edu/product/W88C34-PDF-ENG?>

http://www.ibscdc.org/Case_Studies/Leadership/Leadership%2C_Organizational_Change_and_CEOs/LDS0028.htm

Course Outcomes:

1. Demonstrate how management principles are used to solve practical business problems
2. Compare and contrast different management theories and their effectiveness in various organizational contexts
3. Design a management strategy for a hypothetical or real organization using a mix of management theories and practices
4. Propose innovative management solutions to enhance efficiency and effectiveness in given business scenarios.



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3. Financial Accounting - 2504UBBNLC0103

Course Name: Financial Accounting	
Course Code: 2504UBBNLC0103	
Teaching Scheme	
Lecture : 04 per week	CA (ISE) : 30 marks
Tutorial : 01 per week	UE (ESE) : 70 marks
Practical : 00	Total : 100 marks
Total Credits : 04	
Total Hours : 60	

Course Description:

This course intends to introduce basic accounting principles and practices. The students will have knowledge about the fundamental accounting processes such as journalizing, ledger posting, preparation of trial balance and final accounts in sole trading and company form of business. It also deals with providing an overview of accounting standards on sustainability accounting as value creation for business.

Course Objectives:

1. To provide an understanding of application of various principles and practice of Accounting.
2. To demonstrate the knowledge on the process of accounting cycle and basic steps involved in Accounting.
3. To apply the knowledge of systematic maintenance of books of accounts to real life business.
4. To estimate Annual Financial statements of Sole proprietorship and Company form of business.

Module No.	Content	Hours
1	Introduction to Accounting, Accounting system and process: Meaning, Need for accounting and accounting information system, Stakeholder using accounting information, Qualitative aspects of financial accounting, Accounting standards in India and International (outline), Branches of Accounting, Types of Business Organisations, Accounting taxonomy, Accounting concepts and conventions, Accounting concept of income and expenditure, Classification of capital and revenue- expenditure and income, accounting equation of assets equals capital and liabilities, accounting process, contingent assets and liabilities, Fictitious assets.	15
2	Recording transactions and Trial balance: Transactions -nature, Entry in Journal, Purchases, sales, Returns, Receivables, and payables, Inventory, Depreciation and amortizations, reserves, Intangible assets accounting, GST transactions, Entry in Ledger, Accounting accuracy through Trial balance, correction of errors.	15
3	Final Accounts: Preparation of Trading and Profit and Loss account, cash books, and Balance Sheet of sole trading concerns, importance of disclosures in final accounts	15

4	<p>Company Final Accounts: Introduction to company – kinds, share capital, issue of shares, schedules to accounts, Financial statements as per Companies Act- 2013, Provisions as to Preparation of Financial Statements, Preparation of Income statement and Balance sheet (horizontal and Vertical). Green Accounting and Sustainable Reporting- Need and objectives, Sustainability reporting need and methods, data collection, analysis for sustainable reporting to improve value of business, IFRS Financial sustainability disclosure standards.</p>	15
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Text Books (Latest Editions):

1. Jain S.P., & Narang K L. . Basic Financial Accounting I, New Dehli, Kalyani publishers.
2. Kimmel, Financial accounting, Wiley Publications
3. Gupta, A.. Financial Accounting for Management: An Analytical Perspective, Noida, Pearson Education.
4. S.N. Maheshwari, and. S. K. Maheshwari. Financial Accounting. Vikas Publishing House, New Delhi.
5. Ashish k Battacharya, Essentials of financial accounting for Business Managers, Six, PHL learning.
6. Accounting for sustainability: www.ifac.org
7. Peter Bartelmus, E K Seifert, Green Accounting, London, Routledge Publications
8. IFRS sustainability standards: www.ifrs.org

Suggested Cases

1. Smokey Valley Café
2. Irrigation Equipment's Limited
3. Monarch Trading Company

Course Outcomes:

On having completed this course student should be able to:

1. Identify the application of various principles and practice of Accounting in preparation of accounting statements.
2. Demonstrate the knowledge on the process of accounting cycle.
3. Apply the knowledge of systematic maintenance of books of accounts to real life business.
4. Estimate Annual Financial statements of Sole proprietorship and Company form of business.

4. Business Statistics & Logic - 2504UBBNLC0104

Course Name: Business Statistics & Logic	
Course Code: 2504UBBNLC0103	
Teaching Scheme	
Lecture	: 04 per week
Tutorial	: 01 per week
Practical	: 00
Total Credits	: 04
Total Hours	: 60
Evaluation Scheme	
CA (ISE)	: 30 marks
UE (ESE)	: 70 marks
Total	: 100 marks

Course Description:

Quantitative Aptitude tests have been one of the key components in all competitive exams across the globe in recent years. All tests include such aptitude problems to assess a candidate's arithmetic precision, conceptual numerical ability, analytical ability and rational thinking applicability. Hence this course on Business Statistics and Logic has been introduced as part of BBA programs.

Business Statistics helps us to make business decisions under uncertainties. Such decisions must be objective and unbiased and based on quantitative data. This necessitates an analysis of data using appropriate statistical tools and hence understanding of these techniques and models. With the business entities keen on making data-driven decisions it is essential for individuals working in this uncertain environment to possess such skills to make better decisions backed by data.

Course Objectives:

1. To establish importance of logical reasoning in human inquiry.
2. To demonstrate data handling skills and summarize data with clarity.
3. To extend an understanding of application of relevant concepts of Statistics to a given business scenario.
4. To understand business problems and make decisions using appropriate statistical models and explain trends
5. To demonstrate the knowledge on the process of organizing a data and conduct statistical treatment.

Pedagogy: This course could be dealt using multiple pedagogies like interactive lecture, students' discussions, case studies and experiential learning.

Module No.	Content	Hours
1	Measures of Central Tendency, Dispersion, Measures of Skewness and Kurtosis:	15

	Classification and tabulation of data, frequency distribution, diagrams and graphs, measure of central tendency- arithmetic mean, weighted arithmetic mean, median, mode, geometric mean and harmonic mean (theory only) and meaning of partition values- quartiles, deciles, percentiles, measures of dispersion - range, quartile deviation, mean deviation from mean and median, standard deviation and coefficient of variation. Skewness - meaning, difference between dispersion and skewness, Karl Pearson's and Bowley's measures of skewness, concept of kurtosis, types of kurtoses and importance.	
2	Correlation and Regression: Meaning, definition and use of correlation, covariance, scatter diagram, types of correlation, Karl Pearson's correlation coefficient, Spearman's Rank correlation coefficient, probable error. regression- meaning and utility of regression analysis, comparison between correlation and regression, regression lines –x on y, y on x, regression equations and regression coefficients. meaning,	15
3	Probability and Probability distributions: Introduction to probability, basic concepts of probability- classical definition, addition and multiplication rules, probability distributions – binomial, poisson and normal distributions, expected value.	15
4	Introduction to Logic: Number series, coding decoding and odd man out series, direction sense test, seating arrangements – linear and circular, blood relations, arithmetic and geometric progressions, Inductive and deductive reasoning.	15

Practical Component:

Understanding basic concepts of statistics is possible by incorporating data sets from real life situations. In every unit one hour could be set aside to handle realistic data such as number of steps taken on a day, daily expenditures of students, air quality index in various months in various cities, stock prices etc. using EXCEL and make their interpretations. Students may make short presentations of their analysis to add to the learning experience.

Readings:

Textbooks (Latest Editions):

1. Levin R. I.& Rubin D. S. Statistics for Management. Delhi: Pearson.
2. Pillai & Bagavathi. Statistics, Theory and Practice, S Chand Publishing
3. SP Gupta. Statistical Methods, Sultan Chand and Sons
4. SC Gupta. Fundamentals of Statistics, Himalaya Publishing House

5. Sharma, Gupta, The Practice of Business Statistics, Khanna Publishing House.
6. Sharma J.K. Business Statistics, Vikas Publishing House

Reference Research Paper:

- Fildes, R., & Goodwin, P. (2007). Against your better judgment? How organizations can improve their use of management judgment in forecasting. *Interfaces*, 37(6), 570-576.
- Stanovich, K. E., & West, R. F. (2000). Individual differences in reasoning: Implications for the rationality debate? *Behavioral and Brain Sciences*, 23(5), 645-665.

Course Learning Outcomes:

On having completed this course student should be able to:

1. Demonstrate data handling skills with clarity and logical reasoning.
2. Outline the relevant concepts of Statistics to a given context/business scenario
3. Organize business data and conduct statistical treatment.
4. Evaluate and interpret data using appropriate statistical techniques.
5. Explain data trends using appropriate statistical models.

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Semester II

5. English for Law - 2504UBBCEC0201

Course Name: English for Law	
Course Code: 2504UBBCEC0201	
Teaching Scheme	Evaluation Scheme
Lecture : 04 per week	CA (ISE) : 30 marks
Tutorial : 01 per week	UE (ESE) : 70 marks
Practical : 00	Total : 100 marks
Total Credits : 04	
Total Hours : 60	

Course Objectives:

1. To acquaint students with the nature of Language in Law and their interrelation
2. To improve the communication skills of students with a focus on formal communication
3. To introduce students to peculiarities of Legal Language by introducing them to some Legal terms, foreign phrases, and legal maxims

Module No.	Content	Hours
1	Language and Law: 1. Defining Language 2. Nature of Language 3. Nature of Law 4. Relationship between Language and Law	12
2	Semantics and Role of Meaning in Law: 1. Concept of Meaning 2. Types of Meaning (Denotative, Connotative, Social, Emotive, Reflected, Collocative and Thematic) 3. Semantic Relations- Hyponymy, Synonymy, Antonymy 4. Lexical Relations- Homonymy and Polysemy 5. Ambiguity and its Types	12
3	Communication Skills: 1. Process of Communication 2. Formal versus Informal Communication 3. Verbal Communication 4. Non-verbal Communication and its Types	12
4	Formal Correspondence: 1. Notices of General Nature 2. Letter Writing 3. Resume 4. Email Etiquette	12

	5. Report Writing	
	<p>Introduction to Legal Vocabulary:</p> <p>1. Legal Terms (75)</p> <p>2. Foreign Phrases (25)</p> <p>3. Legal Maxims (15)</p>	12
	<p>a List of Legal Terms:</p> <p>Abduction, Abetment, Abscond, Accomplice, Accused, Acquittal, Act of God, Admission, Affidavit, Alibi, Alimony, Amendment, Appeal, Approver, Bail, Bankrupt, Bequest, Chargesheet, Claimant, Confession, Conviction, Damages, Decree, Deed, Defamation, Defendant, Deponent, Discharge, Encumbrance, Eviction, Evidence, Extortion, Fraud, Heir, Homicide, Intellectual Property, Intestate, Investigation, Judgment, Jurisdiction, Justice, Juvenile, Legacy, Liability, Misappropriation, Mortgage, Negligence, Oath, Overrule, Ownership, Parole, Partition, Perjury, Petition, Plaintiff, Pleadings, Precedent, Prosecute, Probation, Proviso, Rebuttal, Remedy, Remand, Respondent, Self-defense Succession, Summons, Testator, Testimony, Trial, Trespass, Verdict, Voluntarily, Warrant, Will</p>	
5	<p>b List of foreign phrases:</p> <p><i>Ab initio</i> - From the beginning.</p> <p><i>Ad hoc</i> - Established for a particular purpose.</p> <p><i>Ad valorem</i> - According to value.</p> <p><i>Amicus curiae</i> - An impartial Advisor</p> <p><i>Bona vacantia</i> - Ownerless property</p> <p><i>Compos mentis</i> - of sound mind</p> <p><i>De facto</i> - In actual fact</p> <p><i>De jure</i> - In law, By legal right</p> <p><i>Ex parte</i> - One side only</p> <p><i>Fauxpas</i> - Blunder</p> <p><i>In limine</i> - At the outset</p> <p><i>In memorium</i> - In memory of</p> <p><i>In personam</i> - Personally</p> <p><i>Inter alia</i> - Among other things</p> <p><i>Inter se</i> - Among themselves</p> <p><i>Lis pendens</i> - During the pendency in any court</p> <p><i>Locus standi</i> - Right to speak or intervene in a matter</p> <p><i>Mala fide</i> - In bad faith</p> <p><i>Mens rea</i> - Criminal intention or guilty mind</p> <p><i>Modus operandi</i> - Mode or Method of working</p>	

	<p><i>Nudum pactum</i> - A bare promise <i>Onus probandi</i> - The burden of proof <i>Pendente lite</i> – Until trial <i>Prima facie</i> - At first sight <i>Ratio decidendi</i> - The reasons for decisions <i>Sine die</i> - To a date not at the moment fixed <i>Sub judice</i> - Under judicial consideration <i>Suo moto</i> - By itself <i>Ultra vires</i> - Beyond powers <i>Vox populi</i> - The voice of people</p>	
	<p>c List of Legal Maxims</p> <p><i>Actus curiae neminem gravabit</i> - An act of the court shall prejudice no one. <i>Actus non facit reum, nisi mens sit rea</i> - An act does not make a person guilty unless the mind is guilty. <i>Audi alteram partem</i> - Let the other side be heard as well. <i>Contra Proferentem</i> – Interpretation against the draftsman <i>Delegatus non potest delegare</i> - A delegate cannot delegate. <i>Ex nudo pacto non oritur actio</i> - No action arises from a contract without consideration. <i>Expressio unius est exclusio alterius</i> - Express mention of one thing excludes all others. <i>Ignorantia facti excusat, ignorantia juris non excusat</i> - Ignorance of facts excuses but ignorance of law excuses no one. <i>Nemo dat quod non habet</i> - No one gives what he does not have. <i>Noscitur a sociis</i> - The meaning of a doubtful word can be derived from its association with other words. <i>Qui facit per alium facit per se</i> - He who acts through another does the act himself. <i>Respondeat superior</i> - Let the master answer. <i>Ubi jus ibi remedium</i> - Where there is a right there is a remedy. <i>Vigilantibus non dormientibus jura subveniunt</i> - The law assists those that are vigilant with their rights and not those that sleep thereupon. <i>Volenti non fit injuria</i> - To a willing person, injury is not done.</p>	

Recommended Readings:

1. Cann, R. *Sense Relations*. in C Maienborn, K Von Heusinger & P Portner (eds), *Semantics: An International Handbook of Natural Language Meaning*. vol. 1, *Handbook of Linguistics and Communication Science*, Mouton de Gruyter, pp. 456-478., 2011.

2. Gandhi, B.M. *Legal Language, Legal Writing and General English*. Lucknow: Eastern Book Com., 2009.
3. Garner, Bryan A. ed. *Black's Law Dictionary*. 10th edition.
4. Leech, Geoffrey. *Semantics- The Study of Meaning*. Great Britain: Penguin Books, 1981.
5. *Lexpedia*, The Law Students' Companion Guide (Legal Words, Phrases & Maxims)
6. Gurgaon, LexisNexis, 2014.
7. Mohan, Krishna and Meenakshi Raman. *Advanced Communicative English*. New Delhi: Tata McGraw Hill, 2010.
8. Narayanswami, V. R. *Strengthen Your Writing*. Hyderabad: Orient Longman, 2000.
10. *P. Ramanatha Aiyer's Law Lexicon*. Lexis Nexis, 2012.
11. Wright, Chrissie, ed. *Handbook of Practical Communication Skills*. Mumbai: Jaico Publishing, 2006.
12. Yadugiri, M. A. and Geeta Bhaskar. *English for Law*. New Delhi: Foundation Books, 2005.



2. Human Behaviour and Organization- 2504UBBNLC0202

Course Name: Human Behaviour and Organization	
Course Code: 2504UBBNLC0202	
Teaching Scheme	Evaluation Scheme
Lecture : 04 per week	CA (ISE) : 30 marks
Tutorial : 01 per week	UE (ESE) : 70 marks
Practical : 00	Total : 100 marks
Total Credits : 04	
Total Hours : 60	

Course Description:

This course will cover principles and concepts to understand how individuals interact with each other and their environment in organizational contexts. Students will explore topics such as motivation, perception, personality, leadership, group decision-making, culture, and conflict resolution through a blend of theoretical frameworks and real-world applications

Course Objectives:

1. To develop basic understanding of the concept of human behavior and organization.
2. To highlight the importance of OB in modern organizations.
3. To understand individual and group behavior in the workplace to improve the effectiveness of an organization.
4. To critically evaluate leadership styles and strategies.

Module No.	Content	Hours
1	Introduction to Human Behavior and Organization: Meaning, importance, and historical development of organizational behavior; Factors influencing organizational behavior; Contributing disciplines of OB; OB models.	15
2	Individual Behavior: Foundations of Individual Behavior; Personality- Determinants of personality, Type A and B, Big Five personality types, stages of personality development; Attitude - components, job-related attitudes; Learning-concept, theories, and reinforcement; Perception - concept, perceptual process, factors influencing perception; Values - concept and types: terminal values and instrumental values. Motivation – Concept, importance, and theories of motivation- Early Theories of motivation (Need Hierarchy, Theory X and Theory Y, Two Factors Theory); Contemporary Theories of motivation (Self-Determination Theory, Goal-setting Theory, Reinforcement Theory, Self-efficacy Theory).	15

3	<p>Group & Team Behaviour: Groups and Work Teams: Concept: Five Stage model of group development; Groupthink and shift; Indian perspective on group norms, Group, and teams; Types of teams; Creating team players from individual building. Individual & Group conflict; e-teams.</p>	15
4	<p>Leadership & Power: Leadership: Concept; Trait theories; Behavioral theories (Ohio and Michigan studies); Contingency theories, Authentic leadership; Mentoring, self-leadership; Inspirational Approaches (transformational, charismatic): Comparison of Indian leadership styles with other countries. Bases of Power.</p> <p>Organizational Culture : Concept of culture; Impact (functions and liability); Creating and sustaining culture: Employees and culture; Creating positive and ethical cultures; Need and importance of Cross-Cultural management, Stress, and its Management.</p>	15

Readings:

Text Books (Latest Editions):

1. Robbins, Stephen - Organizational Behavior Prentice Hall of India Ltd., New Delhi.
2. Luthans Fred - Organizational Behavior: An Evidence-Based Approach McGraw Hil Publishers Co. Ltd., New Delhi.
3. Prasad, L.M-Organizational Theory Behavior-Sultan Chand & Sons, New Delhi.
4. Rao, VS P-Organization Behavior –Himalaya Publishing House.
5. Aswathappa.K.-Organizational Behavior–Himalaya Publishing House, Mumbai, 18th Edition.

Learning Outcomes:

After completing this Course Students will be able to:

1. Describe individual and group behavior in organizational settings.
2. Demonstrate theoretical knowledge of human behavior in human life setting in management.
3. Judge the lacunae in the system to be able to improve the organization health and other OB outcomes.
4. Formulate a more productive system and high-performance work culture operating on the principles of OB.

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3. Marketing Management - 2504UBBNLC0203

Course Name: Marketing Management	
Course Code: 2504UBBNLC0203	
Teaching Scheme	
Lecture : 04 per week	CA (ISE) : 30 marks
Tutorial : 01 per week	UE (ESE) : 70 marks
Practical : 00	Total : 100 marks
Total Credits : 04	
Total Hours : 60	

Course Description:

Marketing management course is designed to help undergraduate students gain a broad, foundational understanding of the basic components of modern marketing. This course aims to familiarize students with the marketing function in organizations. It will equip the students with understanding of the Marketing Mix elements and sensitize them to certain emerging issues in Marketing. The course is intended to bring in key principles and activities crucial for the role that marketing has in an organization.

Course Objective(s):

1. Develop understanding about marketing management concepts and frameworks, and apply these to a new or existing business.
2. Develop skills to analyze and synthesize information and derive insights related to marketing management, from several perspectives
3. It also explores best practices in managing marketing activities within an organization and how to measure the impact on demand and attempt to forecast and influence its future levels, magnitude and timing.

Module No.	Content	Hours
1	Introduction: Nature, Scope and Importance of Marketing, Evolution of Marketing; Core marketing concepts; Company orientation - Production concept, Product concept, selling concept, Marketing concept, Holistic marketing concept; Marketing Environment: Demographic, Economic, Political, Legal, Socio cultural, Technological environment (Indian context); Market and competition analysis, Market Analysis and Creating and Delivering Customer Value. types of marketing (B2C, B2G, B2B, C2C)	15
2	Segmentation, Targeting and Positioning: Concept; Levels of Market Segmentation, Basis for Segmenting Consumer Markets; Consumer Behavior, The Rise of Consumer Democracy, Stimulus Response Model of Consumer Behavior, Buyer's Cultural, Social, Personal, and Psychological Characteristics particularly in Indian context, Consumer Buying Decision Process, Business Customer's Buying Decision Process, and Traditional vs. Experiential Marketing's View of Customer	15

3	<p>Product decisions: Concept of Product Life Cycle (PLC), PLC marketing strategies, Product Classification, Product Line Decision, Product Mix Decision, Branding Decisions, Packaging & Labelling. Portfolio approach – Boston Consulting Group (BCG) matrix. Introduction to Brand Management and Innovation and New Product Development.</p> <p>Pricing Decisions: Determinants of Price, Pricing Methods (Non-mathematical treatment), and Adapting Price.</p> <p>Promotion Decisions: Factors determining promotion mix, Promotional Tools Fundamentals of advertisement, Sales Promotion, Public Relations & Publicity and Personal Selling. Marketing Channel Decision: Channel functions, Channel Levels, Types of Intermediaries: Wholesalers and Retailers, Introduction to Retail Management.</p>	15
4	<p>Marketing of Services: unique characteristics of services, marketing strategies for service firms – 7Ps. Contemporary issues in Marketing, E-commerce, Digital Marketing, Ethics and social responsibility in Marketing, Integrated Marketing, Online Payments, Rural Marketing, Social Marketing, Green Marketing (Introductory aspects only).</p>	15

Readings:

Text Books (Latest Editions):

1. Kotler P., Keller K., et al. Marketing Management (16th edition). Pearson Education Pvt. Ltd.
2. Aaker, D. A. and Moorman Christine., Strategic Market Management: Global Perspectives. John Wiley & Sons.
3. Shainesh G. Kotler Philip, Keller Kevin, Alexander Chernev, Jagdish N. Sheth | Marketing Management. Pearson Higher Education
4. Kotler, P., Armstrong, G., and Agnihotri, P. Y. Principles of Marketing (17th edition). Pearson Education.
5. Ramaswamy, V.S. & Namakumari, S. Marketing Management: Indian Context Global Perspective (6th edition). Sage Publications India Pvt. Ltd.
6. Sheth, J. N., & Sisodia, R. S. (Eds). Does Marketing Need Reform?: Fresh Perspectives on the Future. Routledge.
7. Percy, L. Strategic Integrated Marketing Communications. Routledge.
8. Chaffey, D., & Ellis-Chadwick, F. Digital Marketing (7th edition). Pearson Higher Education.
9. Biswas A. K. Strategic Market Management: Managing Markets for profit and growth Notion Press.
10. Schmitt, B. Experiential marketing. Bilbao: Deusto.
11. Kumar, N. Marketing as Strategy: Understanding the CEO's Agenda for driving Growth and Innovation. Harvard Business Review Press.
12. Treacy, M., and Wiersema, F. The discipline of market leaders: Choose your customers, narrow your focus, and dominate your market. Basic Books.
13. Treacy, M. Double-digit Growth: How Great Companies Achieve It--No Matter what? Penguin.
14. Capon, N. The marketing mavens. Crown Business.
15. Levitt T. Marketing Myopia.

16. Hamel & Prahalad Competing for the Future
17. Peter Doyle : Value-Based Marketing
18. Forsyth, Gupta, Halder : A Segmentation You Can Act on.
19. Daniel Yankelovich and David Meer (HBS) : Rediscovering Market Segmentation
20. C. K. Prahalad : The Fortune at the Bottom of the Pyramid
21. Al Ries & Jack Trout : Positioning: The battle for your mind

Course Outcome(s):

1. Understand fundamental marketing concepts, theories and principles; the role of marketing in the organization context.
2. Recognize various elements marketing mix for effective functioning of an organization.
3. Critically analyze an organization's marketing strategies.
4. Learn appropriate tools and techniques of marketing with focus on Indian experiences, approaches and cases.
5. Evaluate marketing implementation strategies and formulate and assess strategic, operational and tactical marketing decisions.



Warana University

4. Business Economics - 2504UBBNLC0204

Course Name: Business Economics	
Course Code: 2504UBBNLC0204	
Teaching Scheme	
Lecture : 04 per week	CA (ISE) : 30 marks
Tutorial : 01 per week	UE (ESE) : 70 marks
Practical : 00	Total : 100 marks
Total Credits : 04	
Total Hours : 60	

Course Description:

Business economics uses economic concepts and principles by emphasizing on demand and supply analysis, production & cost analysis and different market structures which are fundamental for further study. This course also introduces important macroeconomic concepts which are indispensable for understanding the functioning of an economy that might affect business performance.

Course Objective:

1. It equips students with fundamental concepts of microeconomics.
2. Business economics delves into the complexities of market structures, helping students navigate challenges such as competition, regulatory environments, and technological disruptions.
3. It fosters critical thinking by analyzing real-world case studies, enabling students to propose innovative solutions to business problems.
4. A grasp of business economics is essential for aspiring entrepreneurs, managers, and analysts seeking to thrive in today's dynamic and interconnected business landscape.

Module No.	Content	Hours
1	Fundamentals and Basic elements of Microeconomics The Economic Problem: Scarcity and Choice, Nature and Scope-Positive and Normative Economics. • Scope of Study and Central Problems of Micro and Macroeconomics • Demand Schedule: Individual and Market Demand Curve, Determinants of Demand, Law of Demand, Movement and Shift among Demand Curve, Elasticity of Demand. • Supply Schedule: individual and market supply, determinants of supply, law of supply, Elasticity of supply. Determination of demand and supply, effect of a shift in demand and supply.	15
2	Producer and Consumer Behavior	15

	<ul style="list-style-type: none"> ● Theory of Production-Factors of Production, Production Function, Law of Variable Proportions, Returns to Scale, Producers' Equilibrium. ● Theory of Cost- Short Run and Long Run Average, Marginal and Total Cost Curves. ● Cardinal Utility Approach-Law of Diminishing Marginal Utility, Law of Equi Marginal Utility, Indifference Curves, Budget Lines and Consumer Equilibrium. 	
3	<p>Analysis of Market</p> <ul style="list-style-type: none"> ● Concept of Market and Main Forms of Market. ● Price and Output Determination Under Perfect Competition, Monopoly, Monopolistic Competition, and oligopoly 	15
4	<p>National Income and Various Indian Economy Challenges</p> <ul style="list-style-type: none"> ● Circular Flow of Income. Concept of GDP, GNP, NDP, NNP (At Market Price and Factor Cost), Methods of Calculating National Income. ● A Brief Introduction of Indian Economy - Pre-and Post-Independence. ● Current Challenges Facing by Indian Economy- Human Capital Formation, Poverty, Dynamic ● Business Environment, Trade with Various Nations, Sustainable Economic Development. 	15

Readings:

Text Books (Latest Editions):

1. Varian. H.R: Micro Economics A modern Approach
2. Mc Connell & Brue: Micro Economics Principal, problems & policies. McGraw Hills Professional Publication.
3. Ahuja, H.L. Advanced Economic theory
4. Jain K.P. Advanced Economic theory
5. Jhingan M.L. Modern Micro Economics
6. J. Shapiro: Macro Economic Theory and Policy
7. W.H. Bransin: Macro-Economic Analysis
8. M.L. Jhingan: Macro-Economic Theory and Policy
9. M.C. Vaishya: Macro-Economic Theory
10. Sunil Bhaduri: Macro Economic Analysis
11. H.L. Ahuja: Micro Economic Theory; Modern Publisher, Gulab Bhawan, 6, Bahadurshah Zafar Marg, New Delhi.
12. Samuelson & William D. Nordhaus: Economics; McGraw Hills.

13. A.N. Agarwal: Indian Economy.
14. M. Maria John Kennedy: Advanced Micro Economic Theory; Himalaya Publishing House, Delhi.
15. I.C. Dhingra & V.K. Garg: Economic Development & Planning in India.
16. D.M. Mithani: Macro Economics; Himalaya Publishing House.
17. "Macroeconomics" by N. Gregory Mankiw
18. "Macroeconomics: Principles, Applications, and Tools" by Arthur O'Sullivan, Steven Shiffrin, and Stephen Perez
19. "Macroeconomics" by Olivier Blanchard

References

Pedagogy and Teachings Method (Teacher should use the following strategies to achieve various outcomes of the course):

- Different methods of teaching and media to be used to attain classroom attention.
- Massive open online courses (MOOCs) may be used to teach various topics/sub topics.
- 15-20% of the topics which are relatively simpler or descriptive in nature should be given to the students for self-learning and assess the development of competency through classroom presentations.
- Micro-projects may be given to group of students for hand-on experiences.
- Encouraging students to visit to sites such as local or seasonal markets and research establishment around the institution.

Course outcomes:

At the end of the course students will be able to:

1. Understand basic concepts of microeconomics and solve the problem of reallocation and
2. distribution of the scarce resources.
3. To analyze the form and nature of the market and their pricing strategies.
4. Understand the calculation of national income and true measure for increasing economic welfare.
5. Understand various challenges associated with the Indian economy and help to balance the economy

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