



INSTITUTE OF AERONAUTICAL ENGINEERING

(Autonomous)

Dundigal, Hyderabad -500 043

MASTER OF BUSINESS ADMINISTRATION

COURSE INFORMATION SHEET

Course Title	BUSINESS LAW AND BUSINESS ENVIRONMENT			
Course Code	CMBB04			
Program	MBA			
Semester	I			
Course Type	FOUNDATION			
Regulation	IARE-R18			
Course Structure	Lectures	Tutorials	Practicals	Credits
	4	-	-	4
Course Coordinator	E SUNITHA, Assistant professor, MBA.			
Course Faculty	E SUNITHA, Assistant professor, MBA.			

I. COURSE OVERVIEW:

The course will make them learn the basic theory of Business law encompasses all of the laws that dictate how to form and run a business. This includes all of the laws that govern how to start, buy, manage and close or sell any type of business. Business laws establish the rules that all businesses should follow. Business law addresses the different types of business organizations. There are laws regarding how to properly form and run each type. This includes laws about entities such as corporations, partnerships and limited liability companies.

II. COURSE PRE-REQUISITES:

Level	Course Code	Semester	Prerequisites	Credits
UG	----	I	BUSINESS LAW	3

III. MARKS DISTRIBUTION:

Subject	SEE Examination	CIA Examination	Total Marks
BUSINESS LAW AND BUSINESS ETHICS	70 Marks	30 Marks	100

SEMESTER END EXAMINATION (SEE):

The SEE is conducted for 70 marks of 3 hours duration. The syllabus for the theory courses is divided into FIVE units and each unit carries equal weight age in terms of marks distribution. The question paper pattern is as follows: Two full questions with „either“ „or“ choice will be drawn from each unit. Each question carries 14 marks.

CONTINUOUS INTERNAL ASSESSMENT (CIA):

CIA is conducted for a total of 30 marks, with 25 marks for Continuous Internal Examination (CIE) and 05 marks for Quiz / Alternative Assessment Tool (AAT).

CONTINUOUS INTERNAL EXAMINATION (CIE):

The CIE exam is conducted for 25 marks of 2 hours duration consisting of two parts. Part–A shall have five compulsory questions of one mark each. In part–B, four out of five questions have to be answered where, each question carries 5 marks. Marks are awarded by taking average of marks scored in two CIE exams.

QUIZ / ALTERNATIVE ASSESSMENT TOOL (AAT):

Two Quiz exams shall be online examination consisting of 20 multiple choice questions and are to be answered by choosing the correct answer from a given set of choices (commonly four). Marks shall be awarded considering the average of two quizzes for every course. The AAT may include seminars, assignments, term paper, open ended experiments, micro projects, five minutes video and MOOCs.

IV. DELIVERY / INSTRUCTIONAL METHODOLOGIES:

√	CHALK & TALK	√	QUIZ	√	ASSIGNMENTS	X	MOOCs
√	LCD / PPT	√	SEMINARS	X	MINI PROJECT	X	VIDEOS
X	OPEN ENDED EXPERIMENTS						

V. ASSESSMENT METHODOLOGIES – DIRECT:

√	CIE EXAMS	√	SEE EXAMS	√	ASSIGNMENTS	√	SEMINARS
X	LABORATORY PRACTICES	X	STUDENT VIVA	X	MINI PROJECT	X	CERTIFICATION
X	TERM PAPER						

VI. ASSESSMENT METHODOLOGIES – INDIRECT:

√	ASSESSMENT OF COURSE OUTCOMES (BY FEEDBACK, ONCE)	√	STUDENT FEEDBACK ON FACULTY (TWICE)
X	ASSESSMENT OF MINI PROJECTS BY EXPERTS		

VII. COURSE OBJECTIVES (COs):

The course should enable the students to:

- I. Understand the issues related to the Indian contract Act 1872.
- II. Demonstrate the general principles relating to sale of goods Act 1930 and Indian companies Act 1956.
- III. Gain the knowledge on negotiable instruments and endorsement.
- IV. Apply different Principles of Business ethics.
- V. Identify the need for cyber laws in the Indian context and the challenges facing in Indian IT Act to Indian Law.

VIII. COURSE LEARNING OUTCOMES (CLOs):

Students, who complete the course, will have demonstrated the ability to do the following:

S. No	Description
CCMBB04.01	Understand the source of law regulating contracts in India. The Indian Contract Act, 1872 prescribes the law relating to contracts in India.
CCMBB04.02	Illustrate the circumstances in which promises made by the parties to a contract shall be legally binding and the enforcement of these rights and duties.
CCMBB04.03	Identify the importance of Indian Contract Act embodied the simple and elementary rules relating to Sale of goods and Partnership..
CCMBB04.04	Discuss about Companies Act which enabled companies to be formed by registration and set out the responsibilities of companies their directors and secretaries
CCMBB04.05	Evaluate functions using a provision has been made for class action suits.
CCMBB04.06	Evaluate functions using various types of contracts.
CCMBB04.07	Analyze Business laws in India include sales of goods . The sales of goods act mandates to protect consumer from conditions and warranties
CCMBB04.08	Analyze the The Information Technology Act of 2000 is the primary law for e-commerce regulation in India. In 2008, the IT Act was amended to provide explicit legal recognition.
CCMBB04.09	Understand the negotiable instruments related to promissory note, bill of exchange and cheques and GST and endorsements related issues.
CCMBB04.10	Illustrate the basic ethical behavior need in business, the levels of business ethics and the theories related to moral behavior
CCMBB04.11	Analyze the need for cyber laws in the Indian context and the challenges facing in Indian IT Act to Indian Law
CCMBB04.12	Describe the cyber crime scenario in Indian issues and Challenges in Cyber crime and the strategies to face the challenges of cyber crime

IX. HOW PROGRAM OUTCOMES ARE ASSESSED (POs)

Program Outcomes(POs)		Level	Proficiency assessed by
PO1	Managerial skills: Apply knowledge of management theories and practices to solve business problems.	H	Lectures and Assignments.
PO2	Decision making skills: An ability to analyze a problem, identify, formulate and use the appropriate managerial skills for obtaining its	H	Lectures and Assignments.
PO3	Ethics: Ability to develop value based leadership ability.	N	---
PO4	Communication skills: Ability to understand, analyze and communicate global, economic, legal, and ethical aspects of business.	N	Lectures and Assignments.
PO5	Leadership skills: Ability to lead themselves and others in the achievement of organizational goals, contributing effectively to a team environment.	S	---
PO6	Entrepreneurial and Innovation skills: Demonstrate the skills in evaluating business opportunity and identifying sources of potential funding, and develop as successful entrepreneurs.	H	---
PO7	Strategic skills: Analyze and formulate managerial strategies to sustain in dynamic global business environment.	N	Lectures and Assignments.
PO8	Technology skills: Inculcate and develop technical skills to face the competitive world successfully.	N	---

N – None

S - Supportive

H - Highly Related

X. SYLLABUS:

UNIT-I: LAW OF CONTRACT – 1872

Nature of Contract and Essential elements of valid contract, types of agreement and contracts, Offer and Acceptance, Consideration, Capacity to contract and Free Consent, Legality of Object. Unlawful and illegal agreements, Contingent Contracts, Performance and discharge of Contracts, Remedies for breach of contract, Indemnity and guarantee.

UNIT-II: LAW OF CONTRACT-II

Sale of goods Act -1930: General Principles, Conditions & Warranties, and Performance of Contract of Sale. **Companies Act, 1956:** Steps and procedure for incorporation of the company, company management, appointment of directors, Powers, duties and liabilities of directors; company meetings, resolutions, winding up of a company, latest amendments, companies amendment act 2013, changes and guidelines.

UNIT-III: NEGOTIABLE INSTRUMENTS AND ENDORSEMENT

Negotiable Instruments, Promissory Note, Bills of Exchange, & Cheque, and their definitions and characteristics.

Types of endorsements, Holder in due course, Discharge of Parties. Introduction to Goods and Services Tax (GST).

UNIT-IV: INTRODUCTION TO BUSINESS ETHICS

The Changing Environment: Business Ethics, Levels of Business Ethics Five Myths about Business Ethics can Business Ethics be taught and trained, Stages of Moral development Kohlberg's study carol Gilligan's Theory Principles of Ethics.

UNIT-V: CYBER CRIME

The Legal Landscape, Need for cyber laws in the Indian context, The Indian IT Act challenges to Indian Law and cyber crime scenario in Indian issues and Challenges in Cyber Crime.

Text Books:

1. Ravinder Kumar, "Legal Aspects of Business", Engage Learning, 4th Edition, 2016.
2. P.P.S.Gogna, „Company Law”, S.Chand, 9th Edition 2016.
3. RSN Pillai, Bagavathi, "Legal Aspects of Business", S.Chand, 8th Edition, 2016.
4. Akhileshwar Pathak , "Legal Aspects of Business", Tata McGraw Hill, 3rd Edition, 2011.
5. Nina Godbole & Sunit Belapure, "Cyber Security", Wiley India, 2012. RSN Pillai, Bagavathi, "Business Law", S.Chand, 4th Edition, 2013.

Reference Books:

1. N. D.Kapoor, "Mercantile Law ", Sultan Chand and Sons, 5th Edition, 2015.
2. S. S. Gulshan, "Mercantile Law", Excel Books, 9th Edition 2014.
3. K. R.Bulchandani, "Business Law".Himalaya Publishing House, 21st Edition, 2008.
4. S. Dinesh Babu, "Professional Ethics and Human Values", Lakshmi Publications, 4th Edition, 2016

XII COURSE PLAN:

Lecture No	Learning Objectives	Topics to be covered
1-3	Understand the different between agreement and a contract.	Nature of contract and essential elements, types of contracts.
4- 6	Understand the different types of contracts and essential elements of contracts in brief	Unlawful and illegal agreements, contingent contracts, consideration, free consent
7-8	Describe the performance and discharge of contracts, and illustrate remedies of breach of contract	performance and discharge of contracts, remedies of breach of contract
9 -12	Learn concepts and differences between indemnity and guarantee	Indemnity and guarantee
13 – 17	Illustrate general principles related to conditions & Warranties	Sale of goods Act -1930: General Principles, Conditions & Warranties
18- 20	Understand the principles related to sales, performance of contract of sale.	Performance of Contract of Sale
21 – 23	Discuss the steps involved in incorporation of the company,	Incorporation of the company, Memorandum of Association, Articles of Association
24- 27	Illustrate the procedure of appointment of directors, Powers, duties and liabilities of directors	appointment of directors, Powers, duties and liabilities of directors
28 – 33	Describe the company meetings, resolutions, winding up of a company, latest amendments, companies amendment act 2013, changes and guidelines	company meetings, resolutions, winding up of a company, latest amendments, companies amendment act 2013, changes and guidelines
34 – 36	Understand the negotiable instruments act 1881.	Negotiable Instruments Act 1881, Negotiable instruments
37 – 41	Describe rules related to all negotiable instruments.	Promissory note, bill of exchange, Cheques
42-45	Discuss endorsements, Holder in due course, Discharge of Parties.	Types of endorsements, Holder in due course, Discharge of Parties
46 – 48	Understand the basics related to Goods and Services Tax (GST).	Introduction to Goods and Services Tax (GST).
49 – 51	Illustrate the basic ethical behavior need in business and why does it matter?	The Changing Environment: Business Ethics-why does it matter?
52 – 54	Describe the levels of business ethics.	Levels of Business Ethics Five Myths about Business Ethics can Business Ethics be taught and trained?
55 – 56	Discuss the theories related to moral behavior.	Stages of Moral development Kohlberg’s study carol Gilligan’s Theory Principles of Ethics.
57 – 59	Analyze the need for cyber laws in the Indian context,	The Legal Landscape, Need for cyber laws in the Indian context, The Indian IT Act challenges to Indian Law and cyber crime scenario in Indian issues and Challenges in Cyber Crime.
60 – 62	Describe the challenges facing in Indian IT Act to Indian Law and	The Indian IT Act challenges to Indian Law and
63 – 64	Understand the cyber crime scenario in Indian issues and Challenges in Cyber Crime.	cyber crime scenario in Indian issues and Challenges in Cyber Crime

XIII. GAPS IN THE SYLLABUS - TO MEET INDUSTRY / PROFESSION REQUIREMENTS:

S. NO	DESCRIPTION	PROPOSED ACTIONS	RELEVANCE WITH POs	RELEVANCE WITH PSOs
1	Study of various latest laws.	Seminars	PO1, PO2, PO5	PSO1
2	Laws relating to protect consumers	Seminars / Guest Lectures	PO2, PO5, PO9	PSO1
3	Analyze the major reasons of company conflicts.	Seminars	PO1, PO5, PO12	PSO3

XIV. MAPPING COURSE OBJECTIVES LEADING TO THE ACHIEVEMENT OF PROGRAM OUTCOMES:

Course Objectives (COs)	Program Outcomes(Pos)							
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
I	H	-	-	-	-	-	S	-
II	-	S	-	S	-	-	-	-
III	-	-	-	S	-	-	-	-
IV	S	-	-	-	-	-	H	-
V	-	-	-	-	-	-	-	-

S= Supportive

H= Highly Supportive

XV. MAPPING COURSE LEARNING OUTCOMES LEADING TO THE ACHIEVEMENT OF PROGRAM OUTCOMES:

Course Learning Outcomes (CLOs)	Program Outcomes(POs)							
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8
CCMB004.01	S	S	-	-	-	-	-	-
CCMB004.02	H	S	-	S	-	-	-	-
CCMB004.03	-	S	-	S	-	-	-	-
CCMB004.04	-	-	-	-	-	-	-	-
CCMB004.05	-	-	-	S	-	-	S	-
CCMB004.06	-	S	-	-	-	-	H	-
CCMB004.07	S	S	-	-	-	-	-	-
CCMB004.08	S	S	-	S	-	-	S	-
CCMB004.09	-	-	-	-	-	-	-	-
CCMB004.10	H	H	-	-	-	-	-	-
CCMB004.11	S	-	-	-	-	-	-	-
CCMB004.12	H	H	-	-	-	-	-	-

S= Supportive

H= Highly Supportive

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