

**JAIPURIA INSTITUTE OF MANAGEMENT, NOIDA**

**PGDM (SM); TRIMESTER II; ACADEMIC YEAR 2018-19**

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| --- | --- |
| Course Code and title | GM 201 Legal Aspects of Management (Seminar) |
| Credits | 1 |
| Term and Year | II Term, 2018 -19 |
| Course Pre-requisite(s) |  |
| Course Requirement(s) |  |
| Course Schedule (day and time of class) |  |
| Classroom # (Location) |  |
| Course Instructor | Prof. Sanjeev Goel |
| Course Instructor Email |  |
| Course Instructor Phone (Office) |  |
| Student Consultation Hours |  |
| Office location |  |

Legal environment constitutes an important aspect of business and therefore, form an indispensable part of management curriculum. Negotiating and drafting a contract, selling product and service and transacting payments, guarding against possible infringement of consumer rights, redressing any dispute arising out of clash of interests, a student needs to understand the fundamental principles and statutory provisions of the subject laws.

The course intends to enable the students do the business in lawful manner and avoid grave consequence that could possibly arise out of ignorance of subject laws. The course presents the legal concepts governing the conduct of business from a managerial viewpoint including contracts, torts, agency and other regulations. The course intends to furnish students with an understanding of the legal process as it applies to managerial and other business problems. As legal framework regularly varies, the emphasis will be on developing independent critical thinking skills. Student will also be able to work effectively with contractual problems whether in a personal or professional capacity.

The course is on **Seminar Mode.**

**2. Graduate Attributes (GAs), Key Differentiators (KDs), Programme Learning Outcomes (PLOs), and CLOs**

**Graduate Attributes (GAs)**

GA 1: Self-initiative

GA 2: Deep Discipline knowledge

GA 3: Critical Thinking and Problem Solving

GA 4: Humanity, Team-Building and Leadership Skills

GA 5: Open and Clear Communication

GA 6: Global Outlook

GA 7: Ethical Competency and Sustainable Mindset

GA 8: Entrepreneurial and Innovative

**Key Differentiators**

KD 1: Entrepreneurial Mindset

KD 2: Critical Thinking

KD 3: Sustainable Mindset

KD 4: Team-Player

**Programme Learning Outcomes (PLOs)**

The graduates of PGDM at the end of the programme will be able to:

PLO 1: Communicate effectively and display inter-personnel skills

PLO 2: Demonstrate Leadership and Teamwork towards achievement of organizational goals

PLO 3: Apply relevant conceptual frameworks for effective decision-making

PLO 4: Develop an entrepreneurial mind set for optimal business solutions

PLO 5: Evaluate the relationship between business environment and organizations

PLO 6: Demonstrate sustainable and ethical business practices

PLO 7: Leverage technologies for business decisions

PLO 8: Demonstrate capability as an Independent learner

**Course Learning Outcomes (CLOs):**

At the end of the seminar, the students should be able to:

CLO1: Recognize the political, social, ethical, and global context underlying the rules of contract law and other business laws. **(K)**

CLO2: Apply the rules of business laws to real world conflicts and managerial challenges. **(K)**

CLO 3: Analyse legal responsibilities while making any contract or negotiation. **(S)**

**3. Mappings**

**Mapping of CLOs with GAs**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | GA 1 | GA 2 | GA 3 | GA 4 | GA 5 | GA 6 | GA 7 | GA 8 |
| CLO 1 |  | X |  |  |  |  |  |  |
| CLO 2 |  |  | X |  |  |  |  |  |
| CLO 3 |  |  | X |  |  |  |  |  |
| **Total** |  | **1** | **2** |  |  |  |  |  |

**Mapping of CLOs with Key Differentiators (KDs)**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | KD 1  (Entrepreneurial Mindset) | KD 2  (Critical Thinking) | KD 3  (Sustainability Mindset) | KD 4  (Team Player) |
| CLO 1 |  |  |  |  |
| CLO 2 |  | X |  |  |
| CLO3 |  | X |  |  |
| **Total** |  | **2** |  |  |

**Mapping of CLOs with PLOs**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | PLO 1 | PLO 2 | PLO 3 | PLO 4 | PLO 5 | PLO 6 | PLO 7 | PLO 8 |
| CLO 1 |  |  |  |  | X |  |  |  |
| CLO 2 |  |  | X |  |  |  |  |  |
| CLO3 |  |  | X |  |  |  |  |  |
| **Total** |  |  | **2** |  | **1** |  |  |  |

**4. Recommended/ Reference Text Books and Resources:**

**Text Book**

* Rohini Agarwal, Mercantile Law & Commercial Laws, Taxmann Publication

**References**

* E-notes by instructor

**Internet Resources**

1. [www.indlaw.com](http://www.indlaw.com)
2. [www.taxmann.com](http://www.taxmann.com)

**5. Session Plan**

**List of Topics/ Modules**

|  |  |
| --- | --- |
| **Topic/ Module** | **Contents/ Concepts** |
| (1) Indian Contract Act | Basic concepts related to the formation of contract |
| (2) Sale of Goods Act | Legal relationship between buyer and seller of goods or/and services |
| (3) Arbitration and Conciliation Act | Commercial problem-solving technique between enterprises |
| (4) Consumer Protection Act | Meaning of term “Consumer” and laws related to its protection |
| (5) Indian Companies Act, 2013 | Meaning of term “Company” and key highlights in the Indian Companies Act, 2013 |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Session / Workshop No.** | **Topic** | **Readings / Cases** | **Pedagogy** | **CLOs** |
| 1,2  (Seminar 1- Indian Contract Act) | * Standard form of a contract * Capacity to contract * Meaning of free consent in a contract * Void Agreements * Discharge of Contract * Impossibility and Breach of contract | Text Book:Ch. 4, 5,6,10,11 | Combined Seminar- Case- based  (Auditorium) | CLO 1 |
| 3,4  (Seminar 2- Sale of Goods Act) | * Essential of a Contract of sales * Sale and Agreement to sell * Conditions and Warranty * Performance of the Contract of Sale | Text Book: Ch.15,16,18, 19 | Combined Seminar- Case- based  (Auditorium) | CLO 1 |
| 5,6  (Seminar 3- Arbitration and Conciliation Act; Consumer Protection Act) | * Arbitration and its Proceedings | Text Book: Ch.34 | Combined Seminar- Case- based  (Auditorium) | CLO 1 |
| * Consumer Protection Act, 1986 * Unfair Trade Practices | Text Book: Ch.30,31 |
| 7,8  (Seminar 4- Indian Companies Act, 2013) | Indian Companies Act,2013 |  | Combined Seminar- Case- based  (Auditorium) |  |
| 9,10  (Presentation by Student Groups on Cases) |  |  | Section-wise  (Classroom/ Auditorium) | CLO 2, CLO 3 |

**6. Evaluation Criteria**

|  |  |  |  |
| --- | --- | --- | --- |
| **Components** | **Description** | **Weightage %** | **CLOs** |
| Group Assignment / Case Study | Students in groups (6-8 students) will be required to submit a Case Analysis Report & make presentation | 100 | CLO2, CLO3 |

**7. Rubrics for Assessment Tasks**

**Rubric for Group Project Report & Presentation**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Criteria** | **Level 1**  **(Below 30%)** | **Level 2**  **(30%-60%)** | **Level 3**  **(60%-80%)** | **Level 4**  **(80% or above)** |
| **Case Analysis Report**  **(60%)** | Provided a very weak overview of the facts and figures related to the selected case. Legal issues could not be brought out clearly. | Provided a limited overview of the facts and figures of the selected Case.  Legal issues brought out to some extent. | Provided a clear overview of the facts and figures of the selected Case. Legal issues brought out clearly. | Provided a very clear overview of the facts and figures of the selected case. Legal issues brought out clearly. |
| **Presentation**  **(40%)** | Provided a very weak overview of the selected case | Provided a limited overview of the selected Case. | Provided a clear overview of the selected Case. | Provided a very clear overview of the selected case. |

**8.** **Academic Conduct**

**Institute’s Policy Statements**

It is the responsibility of every student to be aware of the requirements for this course, and understand the specific details included in this document. It is emphasized that this course requires a significant commitment outside of formal class contact.  The learning tasks in this course may include classes (lectures or seminars), required reading, preparation of answers to set questions, exercises and problems, and self-study. In addition, students may be required to complete an assignment, test or examination.

**LMS-Moodle/Impartus**

LMS-Moodle/Impartus is used to host course resources for all courses. Students can download lectures, additional reading materials, and tutorial notes to support class participation.

**Late Submission**

Assessment tasks submitted after the due date, without prior approval/arrangement, will be not be accepted. Requests for extension of time must be made with the faculty member concerned and based on Special Consideration guidelines.

**Plagiarism**:

Plagiarism is looked at as the presentation of the expressed thought or work of another person as though it is one's own without properly acknowledging that person.

 Cases of plagiarism will be dealt with according to Plagiarism Policy of the institute. It is advisable that students should read the Student Handbook for detailed guidelines. It is also advisable that students must not allow other students to copy their work and must take care to safeguard against this happening. In cases of copying, normally all students involved will be penalized equally; an exception will be if the students can demonstrate that the work is their own and they took reasonable care to safeguard against copying.