



**JAIPURIA INSTITUTE OF MANAGEMENT, NOIDA
PGDM; TRIMESTER II; ACADEMIC YEAR 2020-21**

Course Code and title	GM 201 Seminar on Legal Aspects of Management (SOLAM)
Credits	1
Term and Year	II Term, 2020-21
Course Pre-requisite(s)	Nil
Course Requirement(s)	Nil
Course Schedule (day and time of class)	
Classroom # (Location)	
Course Instructor	
Course Instructor Email	
Course Instructor Phone (Office)	
Student Consultation Hours	
Office location	

Legal environment constitutes an important aspect of business and therefore, forms an indispensable part of management curriculum. A student needs to understand the fundamental principles and statutory provisions of the subject laws e.g. 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.

The course intends to make students aware as to how to do business in a lawful manner and to avoid consequences that could possibly arise out of ignorance of subject laws. The course presents 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. Students will also be able to handle effectively contractual problems whether in personal or in 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 Mind-set

GA 8: Entrepreneurial and Innovative

Key Differentiators

KD 1: Entrepreneurial Mind-set

KD 2: Critical Thinking

KD 3: Sustainable Mind-set

KD 4: Team-Player

Programme Learning Outcomes (PLOs)

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

PLO1: Communicate Effectively

PLO2: Demonstrate ability to work in teams to achieve desired goals

PLO3: Reflect on business situations applying relevant conceptual frameworks

PLO4: Deconstruct ethical business practices

PLO5: Comprehend sustainability issues

PLO 6: Exhibit creative thinking

Course Learning Outcomes (CLOs):

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

CLO1: Examine legal issues while negotiating or making business contracts.

CLO 2: Apply relevant business laws in business situations.

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					

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		X		
CLO 2		X		

Mapping of CLOs with PLOs

	PLO 1	PLO 2	PLO 3	PLO 4	PLO 5	PLO 6
CLO 1						
CLO 2*			Reinforced			

* CLO-2 is mapped with PLO-3. It will be reported in AOL.

4. Recommended/ Reference Text Books and Resources:

Text Book

- Rohini Agarwal, Mercantile Law & Commercial Laws, Taxmann Publication, 2018

References

- E-notes by instructor

Internet Resources

1. www.indlaw.com
2. 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, Partnership Act	Meaning of term “Consumer” and laws related to its protection, Essentials of “Partnership”
(5) Indian Companies Act, 2013	Meaning of term “Company” and key highlights in the Indian Companies Act, 2013

6. Session Plan

Session / Workshop No.	Topic	CLOs	Readings / Cases	Pedagogy
Module I: Indian Contract Act				
1.	<ul style="list-style-type: none"> Standard form of a contract Capacity to contract Meaning of free consent in a contract 	CLO 1	Text Book: Ch. 4, 5,6,10,11	Combined Seminar-Case- based
2.	<ul style="list-style-type: none"> Void Agreements Discharge of Contract Impossibility and Breach of contract 	CLO 1	Text Book: Ch. 4, 5,6,10,11	Combined Seminar-Case- based
Module II: Sale of Goods Act				
3.	<ul style="list-style-type: none"> Essential of a Contract of sales Sale and Agreement to sell Conditions and Warranty Performance of the Contract of Sale 	CLO 1	Text Book: Ch.15,16, 18, 19	Combined Seminar-Case- based
Module III: Arbitration and Conciliation Act				
4.	<ul style="list-style-type: none"> Arbitration and its Proceedings 	CLO 1	Text Book: Ch.34	Combined Seminar-Case- based
Module IV: Consumer Protection Act and Partnership Act				

5.	<ul style="list-style-type: none"> Consumer Protection Act, 2019 Unfair Trade Practices Partnership Act 	CLO 1	Text Book: Ch.30,31	Combined Seminar- Case- based
Module V: Indian Companies Act, 2013				
6.	Indian Companies Act,2013	CLO 1	Instructor notes	Combined Seminar- Case- based
7.	Students will present in groups on case analysis report	CLO 1 CLO 2		Group Presentation
8.	Students will present in groups on case analysis report	CLO 1 CLO2		Group Presentation

6. Evaluation Criteria

Components	Description	Weightage %	CLOs
Group Assignment / Case Study	Students in groups (6-9 students) will be required to submit a Case Analysis Report	60%	CLO 1
	Presentation/Defence of the Analysis	40%	CLO 2

7. Rubrics for assessment tasks

CLO1: Examine legal issues while negotiating or making business contracts.

Rubrics for Case Analysis Report (60 Marks)

Competencies	Traits/Performance Indicators (PI)
Knowledge of Business laws and understanding of business situations.	<ul style="list-style-type: none"> Identify relevant legal issues Analyze given information in the case from legal point of view Apply Legal provisions for decision making

Rubrics for Group Assignment

Criteria	Below Expectations (Below 35%)	Meets Expectations (35% - below 70%)	Exceeds Expectation (Above 70%)
Identify relevant legal issues	The student is not able to identify relevant legal issues	The student is able to identify some legal issues	The student is able to identify almost all the legal issues.

Analyze given information in the case from legal point of view	The legal issues collection is inadequate and not analyzed/ interpreted well.	The student is able to present the collected legal issues in a comprehensive manner and fails to analyze and interpret the same.	The student is able to analyze the collected legal issues in a comprehensive manner with adequate interpretation as well.
Apply Legal provisions for decision making	The student is not able to establish effect of legal provisions on decision making.	The student is able to establish effect of some legal provisions on decision making but ignores effect of some crucial legal issues as well.	The student is able to establish effect of legal provisions on decision making.

Rubrics for Presentation/Defence of the Analysis (40 Marks)

CLO 2: Apply relevant business laws in business situations

PLO3: Reflect on business situations applying relevant conceptual frameworks

* CLO-2 is mapped with PLO-3. It will be reported in AOL.

Competencies	Traits/Performance Indicators (PI)
Apply knowledge of disciplinary or interdisciplinary theory and frameworks to business situations.	<ul style="list-style-type: none"> Gather relevant information about legal aspects of business situations. Select and use relevant legal concepts and frameworks to business situations.

Rubrics

Traits	Below Expectations (Below 35%)	Meets Expectations (35%- below 70%)	Exceeds Expectation (Above 70%)
Gather relevant information about legal aspects of business situations.	Struggles to pinpoint the information needed. Gathers information from one source. Minimal evidence of search/selection criteria.	Clearly identifies the information required. Gathers information from multiple valid and reliable sources. Evidence of search/selection criteria.	Demonstrates a sophisticated understanding of what information is needed. Gathers extensive information from a variety of valid and reliable sources including journals, texts, etc., specific to the subject. Clear evidence of Search/selection criteria.

Select and use relevant legal concepts and frameworks to business situations.	Has limited knowledge on selecting and using relevant concepts and frameworks. Requires extensive assistance in selecting relevant concepts and frameworks.	Selects and uses relevant concepts and frameworks. Requires minimal assistance in choosing relevant concepts and frameworks.	Selects and uses relevant concepts and frameworks. Needs no assistance in selecting relevant concepts and frameworks.
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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.

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 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; exception will be made only if the students can demonstrate that the work is their own and they took reasonable care to safeguard against copying.