



**Integral University, Lucknow**

<b>Effective from Session: 2020-21</b>							
<b>Course Code</b>	BM110	<b>Title of the Course</b>	Principle of Business Management	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>Year</b>	I	<b>Semester</b>	I	3	1	0	4
<b>Pre-Requisite</b>	NONE	<b>Co-requisite</b>	NONE				
<b>Course Objectives</b>	To enable the students to understand the principles of management thought and applying the same in practice						

<b>Course Outcomes</b>	
<b>CO1</b>	To demonstrate management which combines the features of both science and art
<b>CO2</b>	To enable the students to learn various function of management
<b>CO3</b>	To explain the various which laid the foundation of management.
<b>CO4</b>	To examine the importance of the planning process
<b>CO5</b>	To form a business entity in the light of the legal and regulatory framework in India

<b>Unit No.</b>	<b>Title of the Unit</b>	<b>Content of Unit</b>	<b>Contact Hrs.</b>	<b>Mapped CO</b>
1	Introduction to Management	Introduction and Nature of Management, Definition & Meaning-By P. F. Drucker, Koontz O' Donnel, S. George, Management as an Art, Science and Profession, Distinction between Administration and Management, Importance & Functions of Management	10	CO1, CO2
2	Evolution of Management	Evolution of Management- Thought, Pre Scientific Management era, Scientific Management & Contribution of F. W. Taylor, Process Management & contribution of Henri Fayol, HR movement - Hawthorne experiments, Contributions of Behavioral scientists- Abraham Maslow, Peter Drukker, Douglas Mc. Gregor.	10	CO3
3	Planning and Decision Making	Nature & Definition of Planning- Koontz o'Donnel, Hart, Alfred & Beaty, Importance and limitations Planning process, Types of Plans- on the basis of use, functions, time (meaning only), Meaning of Decision making, Steps in decision making, Types of decisions Programmed-Non-programmed; Strategic-tactical, Individual-Group, Policy-Operation, Organizational-Personal.	10	CO2,CO3
4	Process Organizing & Departmentation	Meaning & Definition- Koontz O'Donnell & McFarland, Organizing - Nature, Purpose & Principles, Types of Organization (Formal & Informal), Types of Authority relationships- Line, Functional, Line& staff, Committees, Meaning and types of Departmentation, Centralization and De-centralization (Meaning Only)	8	CO4
5	Elements of Directing, Coordination and Control	Meaning & Importance of Directing, Leadership: Meaning & Styles, Motivation: importance & Theories (Maslow, Herzberg, McGregor), Communication Meaning, Objectives & Types of communication, Meaning, Principles and techniques of Co- ordination, Meaning, Need & steps in Controlling.	7	CO5

**Reference Books:**

Gupta C.B.; Management Concepts and Practices, Sultan Chand and Sons, New Delhi, Latest edition

Koontz Koontz & O'Donnell & Weirich, Essentials of Management.: Tata McGraw HillJames & Freeman Edward: Stoner Publishing Company, Latest edition

VSP Rao, V Hari Krishna- Management Text and Cases, Excel Books, Edition, Latest edition.

Stoner, Freeman and Gilbert Jr. ; Management Prentice Hall of India New Delhi, Latest edition .

**e-Learning Source:**

- [https://onlinecourses.nptel.ac.in/noc23\\_mg33/preview](https://onlinecourses.nptel.ac.in/noc23_mg33/preview)
- [https://onlinecourses.nptel.ac.in/noc23\\_mg54/preview](https://onlinecourses.nptel.ac.in/noc23_mg54/preview)
- [https://onlinecourses.swayam2.ac.in/aic22\\_ge19/preview](https://onlinecourses.swayam2.ac.in/aic22_ge19/preview)

**Course Articulation Matrix: (Mapping of COs with POs and PSOs)**

<b>CO</b>	<b>PO-PSO</b>											
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4	
<b>CO1</b>	1	1	1	2	2	1	1	-	2	1	1	
<b>CO2</b>	1	2	1	1	2	2	-	1	-	2	2	
<b>CO3</b>	1	1	2	1	1	1	2	2	1	1	3	
<b>CO4</b>	2	-	1	3	1	1	1	1	1	1	2	
<b>CO5</b>	-	1	1	1	1	2	1	1	2	2	1	

**1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation**

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## Integral University, Lucknow

Effective from Session:							
Course Code	MT104	Title of the Course	BUSINESS MATHEMATICS	L	T	P	C
Year	I	Semester	I	3	1	0	4
Pre-Requisite	NONE	Co-requisite	NONE				
Course Objectives	The objective of the course is to teach the learner basic mathematical concepts with emphasis on business applications.						

Course Outcomes	
CO1	To understand the basic concepts of Mathematics.
CO2	To have a proper understanding of mathematical applications in Economics, Finance, Commerce and Management.
CO3	To develop the ability to interpret the numerical information that forms the basis of decision-making in business.
CO4	To examines aspects of business and marketing with regards to basic statistical analysis.
CO5	To provided with the theoretical concepts, tools and methods of mathematics as well as the opportunity to work through example problems.

Unit No.	Title of the Unit	Content of Unit	Contact Hrs.	Mapped CO
1	General Concepts	Number system: classification; Set Theory: concept, types, operations, applications, Venn diagram	8	1
2	Algebra Concepts	Equations: linear, quadratic, cubic; Permutations and combinations; Series: Arithmetic, Geometric and harmonic, General idea of infinite series.	10	2
3	Calculus Concepts	Calculus: basic differentiation & integration (excluding trigonometric, inverse trigonometric logarithmic and exponential); maxima and minima; Functions and its types; General idea of limits and continuity (basic).	9	3
4	Matrices Concepts	Matrices: types, addition, subtraction, multiplication and its applications to business, Determinants and its properties	10	4
5	Arithmetic Concepts	Simple and compound interest; Ratio and proportions; Profit and loss; Percentage and discount	8	5

**Reference Books:**

- Sancheti and Kapoor, Business Mathematics, (Reprint 2007), Sultan Chand and Sons, New Delhi
- Raghavachari.M, Mathematics for Management, (New Edition), Tata Mcgraw Hill, New Delhi,2007
- Aggarwal, R. S, Arithmetics (Subjective and Objective) for Competitive Examination, (2008), Sultan Chand and Sons, New Delhi.
- VSP Rao, V Hari Krishna- Mathematics, Excel Books, Edition, 2011.
- Dr. Shagun Prasad, V .Rama Rao- Mathematics, HP Publication 2nd, Edition, 2011.

**e-Learning Source:**


**Course Articulation Matrix: (Mapping of COs with POs and PSOs)**

PO-PSO CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
CO1		3		1	3	2	2	1	1	1	2	2
CO2		3		1	2	3	2	1	1	1	2	1
CO3		3		1	2	3	2	1	1	1	2	2
CO4		3		1	3	2	2	1	1	1	2	2
CO5		3		1	3	3	2	1	1	1	2	2

**1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation**



## Integral University, Lucknow

<b>Effective from Session: 2020-21</b>							
<b>Course Code</b>	BM-111	<b>Title of the Course</b>	Applied Macroeconomics	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>Year</b>	I Year	<b>Semester</b>	I Semester	3	1	0	4
<b>Pre-Requisite</b>	None	<b>Co-requisite</b>	None				
<b>Objective</b>	The objective of this course is to make the students aware of crucial macro-economic variables like the level of income, employment, prices, investment, consumption, money supply and trade. It also aims to equip the students with a fundamental knowledge of the macroeconomics on the basis of which policy decision can be analyzed and business decisions can be made.						

Course Outcomes	
<b>CO1</b>	To demonstrate the understanding of the concept of macroeconomics, evaluate and analyze national income.
<b>CO2</b>	To demonstrate the understanding, application and analysis of public finance and budget.
<b>CO3</b>	To demonstrate the understanding, application and analysis of inflation, monetary and fiscal policies.
<b>CO4</b>	To demonstrate the understanding, application and analysis of multipliers, BOP and Business Cycle.
<b>CO5</b>	To demonstrate the understanding, application, analysis and evaluation of various national and international institutions, foreign exchange and foreign capital.

Unit No.	Title of the Unit	Content of Unit	Contact Hrs.	Mapped CO
1	<b>Approaches to Macroeconomics</b>	Classical Vs. Modern Economic approach, Micro and Macro Meaning, Circular flow of Income- Concept of National Income: GNP, NNP, GDP, NDP, PI, DPI, PCY, National Income at factor cost and Market price, Estimation of National income- Product-Income- Expenditure Met, Difficulties of Estimation, National income and economic welfare	9	CO 1
2	<b>Public Finance</b>	Public Finance: Budget – Types, Public revenue - Tax and Non-tax, Public Expenditure- Heads of expenditure, Public Debt: Classification, Deficit financing - Taxable capacity - factors influencing taxable capacity	9	CO 2
3	<b>Macroeconomic Environment</b>	Meaning of Inflation - causes and effect, Cost push and demand-pull inflation, Deflation – Meaning and causes, Phillips curve- stagflation- M1 and M3, Measures to control inflation - Role of Monetary policy, Fiscal policy Instruments.	9	CO 3
4	<b>Balance of Payment and Business Cycle</b>	Meaning- Difference- Types, Component of BOP- Current and Capital Account, Unfavorable BOP- causes, Monetary and Non- Monetary Measures, Business cycle: Meaning- definition, features, Stages of Business Cycle, Effects and Measures to control cyclical fluctuation	9	CO 4
5	<b>Business &amp; Institutions</b>	Role of External Trade in Economic Development, Terms of Trade: NBTOT – GBTOT, Exchange rate- spot and forward exchange rates, Foreign capital – Role of foreign aid and their types.	9	CO 5

<b>Reference Books:</b>	
DeLong, J.B., Macroeconomics, Burr Ridge: McGraw-Hill Higher Education, Latest edition.	
Dwivedi, D.N., (2010). Macroeconomics: Theory and Policy, Latest edition, Mc Graw-Hill.	
Dornbusch, R., Fischer, S. and Startz, R., Macroeconomics, Latest edition, New York: McGraw- Hill, 2004.	
Mankiw, N.G., Macroeconomics, Latest edition., New York: Worth, 2003.	
Ackley, G., Macroeconomic Theory, New York: Collier-Macmillan, 1966	
<b>e-Learning Source:</b>	
<a href="https://onlinecourses.swyam2.ac.in/cec22_hs08/preview">https://onlinecourses.swyam2.ac.in/cec22_hs08/preview</a>	
<a href="https://nptel.ac.in/courses/109106058">https://nptel.ac.in/courses/109106058</a>	

PO-PSO CO	Course Articulation Matrix: (Mapping of COs with POs and PSOs)										
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4
CO1	1	2	1	2	-	2	1	1	-	2	-
CO2	2	2	2	-	1	3	-	2	-	3	3
CO3	3	-	1	2	3	-	1	-	2	1	1
CO4	3	2	2	1	1	2	2	2	1	3	3
CO5	2	1	-	3	2	3	2	2	2	1	1

**1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation**



## Integral University, Lucknow

<b>Effective from Session: 2020-21</b>							
<b>Course Code</b>	LW 153	<b>Title of the Course</b>	Advance Communicative English	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>Year</b>	<b>I</b>	<b>Semester</b>	<b>I</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>4</b>
<b>Pre-Requisite</b>		<b>Co-requisite</b>					
<b>Course Objectives</b>	1. To enhance the student's communication skills by giving adequate exposure in the speaking, reading and writing skills in the field of verbal & non-verbal communication particularly in English. 2. To enable the students to achieve adequate writing and linguistic skills.						

<b>Course Outcomes</b>	
<b>CO1</b>	To train and prepare the students to seek and find employment in the corporate, media, English language teaching and content writing sectors
<b>CO2</b>	To develop communicative competence in students
<b>CO3</b>	To impart knowledge, ideas and concepts in the technicalities of proper pronunciation, structure, appropriate use and style of the English Language as well as the application areas of English communication
<b>CO4</b>	To expose the students to the employment opportunities, challenges and job roles
<b>CO5</b>	To develop translation skills

Unit No.	Title of the Unit	Content of Unit	Contact Hrs.	Mapped CO
1	<b>Introduction</b>	Fundamentals of Communication, Definition, Process, Kinds of Communication, Barriers to Communication Remedies.	08	CO 1
2	<b>Non-Verbal Communication</b>	Non-Verbal Communication; Body Language, Posture; Linguistic Features, Pronunciations & Articulations; Proxemics.	10	CO 2
3	<b>Applied Grammar</b>	Applied Grammar: Use of Articles, Preposition, Conjunctions, Adverbs, Adjectives Nouns, and Pronouns in a Sentence.	10	CO 3
4	<b>Composition Writing</b>	Composition Writing; Precise Writing; Comprehension Passage; Common Errors and Misappropriation Jumbled Sentences; Formal Letter Writing: Writing of Business Letters, Official Letters and CVs; Paragraph Writing; Punctuation.	07	CO 4
5	<b>Translation</b>	Translation: English to Hindi and Hindi to English	10	CO 5

<b>Reference Books:</b>	
	• Communication Skills; Sanjai Kumar Pushp, Oxford University Press, 2012
	• English Grammar & Letter Composition Skills: Wren & Martin
	• Murphy, Raymond: Essential English Grammar, Cambridge University Press
	• Hewings, Hartin: Advanced English Grammar, Cambridge University Press
	• Aiyar, P. Ramanath Kirishanamurthy: English Business Correspondence, Tata Macgraw Hills.
<b>e-Learning Source:</b>	
	<a href="https://in.indeed.com/career-advice/career-development/non-verbal-communication">https://in.indeed.com/career-advice/career-development/non-verbal-communication</a>
	<a href="https://www.englishgrammar.org/lessons/">https://www.englishgrammar.org/lessons/</a>

<b>Course Articulation Matrix: (Mapping of COs with POs and PSOs)</b>												
PO-PSO CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
	<b>CO1</b>	3	3	3	3	3	2	1	2			
<b>CO2</b>	3	3	3	3	3	2	1	2				3
<b>CO3</b>	3	3	3	3	3	2	1	2				3
<b>CO4</b>	3	3	3	3	3	2	1	2			3	
<b>CO5</b>	3	3	3	3	3	2	1	2				3

**1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation**



## Integral University, Lucknow

Effective from Session: 2020-21										
Course Code	LW155	Title of the Course	<b>CRIMINAL LAW- I</b>				L	T	P	C
Year	1	Semester	1	3	1	0	4			
Pre-Requisite		Co-requisite								
Course Objectives	<ol style="list-style-type: none"> <li>1. The course seeks to enable students to basic principles of Crimes.</li> <li>2. This paper is to focus on the study of substantive Crimes under the Indian Penal Code 1860.</li> </ol>									

Course Outcomes	
CO1	To make the learners understand the meaning of Crime and general explanations.
CO2	The Student will become aware of the general exceptions and principles of joint liability.
CO3	To acquaint the learner understand and realize the philosophy behind the Private defense and Abetment.
CO4	To make the learners understand offences against state.
CO5	The Student will become aware of the various offence as Hurt, wrongful restraint and theories of attempt.

Unit No.	Title of the Unit	Content of Unit	Contact Hrs.	Mapped CO
1		<b>Crime: Meaning and Definition, Elements of Crime &amp; Stages of Crime, Application &amp; Jurisdiction (section 1 – 5); General Explanations (section 6-52), Punishment (section 53-75).</b>	10	CO1
2		<b>Concept of Joint and Constructive Liability (section 34 to 38 and 149), General Exceptions: Mistakes of Fact (section 76 and 79); Judicial Acts (section 77 and 78), Accident and Misfortune (section 80 and 81); Infancy (section 82 and 83); Insanity (section 84); Intoxication (section 85 and 86).</b>	8	CO2
3		<b>Consent (87-94); Trivial Acts (section 95); Private Defence (section 96-106); Abetment (section 107 – 120), Criminal Conspiracy (section 120A – 120B).</b>	7	CO3
4		<b>Offences against State: Waging War (section 121-130) Sedition (section 124A); Offences against Public Tranquility (section 141 – 160); Unlawful Assembly, Riot, Affray, Promoting Enmity between Classes; False Evidence and Offences against Public Justice (section 191-229).</b>	10	CO4
5		<b>Hurt and Grievous Hurts (section 319 – 325); Wrongful Restraint and Wrongful Confinement (section 339 – 342) Theories of Attempt: Attempt (section – 511).</b>	10	CO5

**Reference Books:**

Ratanlal Dhirajlal, The Indian Penal Code (Lexis Nexis, Student edn

S. N. Mishra, Indian Penal Code (Central Law Publications, 19<sup>th</sup> edn., Reprint 2015).

K. D. Gaur, Text on Indian Penal Code (Universal Law Publishing, 5<sup>th</sup> edn., Reprint 2016).

K.N. Chandrashekhara Pillai, General Principles of Criminal Law (Eastern Book Co., 2<sup>nd</sup> edn., 2011).

**e-Learning Source:**

<https://indiankanoon.org/>

<https://www.livelaw.in/>

Course Articulation Matrix: (Mapping of COs with POs and PSOs)																		
PO-PSO CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8						PSO1	PSO2	PSO3	PSO4	
	CO1	3	3	3	3	2	1	1	1						3	2	2	1
CO2	3	2	3	3	1	2	1	1						3	2	2	1	
CO3	3	3	2	3	2	3	1	1						3	2	2	1	
CO4	3	3	3	3	3	2	1	1						3	2	2	1	
CO5	3	3	3	3	3	2	1	1						3	2	2	1	

**1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation**



## Integral University, Lucknow

<b>Effective from Session:</b>							
Course Code	LW157	Title of the Course	Law of Torts Including Motor Vehicles Act 1988	L	T	P	C
Year	I	Semester	I	3	1	0	4
Pre-Requisite		Co-requisite					
Course Objectives	<p>a) This Course intends to make the students understand the nature of Torts and the basic principles in constituting the general defenses for its parties.</p> <p>b) To analyze the liability principles as established under the Law of torts.</p>						

Course Outcomes	
CO1	This unit will enable the learners to understand the Nature and other basic fundamental concepts of Law of Torts
CO2	This unit will make the students to understand the concept of Liabilities in Torts.
CO3	This unit will enable the learners to understand the concept of remedies under Law of Torts;
CO4	To make students aware from the New and amended Motor Vehicles Act.
CO5	To provide the students the detail knowledge of offences and penalties under new Motor Vehicles Act.

Unit No.	Title of the Unit	Content of Unit	Contact Hrs.	Mapped CO
1	Introduction	Nature and Definition of Law of Torts; Development of Law of Torts; Torts distinguished from contract, Crime and Breach of Trust; <i>Injuria sine damnum</i> , <i>damnum sine Injuria</i> ; general conditions of Liability in Torts including mental element; malfeasance, misfeasance and non-feasance, Cyber Tort Parties of Torts.	10	CO1
2	Principles of Liability in Torts	Vicarious Liability; Strict Liability, Absolute Liability and its position in India. Tortious Liability of State; Joint and Composite Tort Feasors; Justification of Torts.	08	CO2
3	Remedies	Damages, Compensation on the ground of shortening of expectancy of life, Injunction, specific restitution and remedies under constitution, extra Judicial Remedies, Remoteness of damage: Re-Polemis case, Wagon Mound Case 1 and 2.	10	CO3
4	Motor Vehicle (Amendment) Act 2019	Definitions and Introduction. Licensing of Motor Vehicles. Stage Carriages, Registration of Motor Vehicles, Insurance Against Third Party Risks	08	CO4
5	Claims Tribunals	Composition, Powers and Jurisdiction Offences Penalties and Procedure.	09	CO5

**Reference Books:**

- R. K. Bangia, Law of Torts, Allahabad Law Agency, 23<sup>rd</sup> edition, 2016.
- Ratan Lal and Dhiraj Lal, The Law of Torts, LexisNexis, 256<sup>th</sup> ed, 2013 reprinted in 2014.
- Kapoor S.K., Law of Torts and Consumer Protection Act, 1986, Central Law, Agency, 9<sup>th</sup> edn, 2013.
- Singh S.P, Law of Torts, Universal Law Publishing, 7<sup>th</sup> edn., 2015 reprinted in 2016

**e-Learning Source:**

<https://indiankanoon.org/>

<https://www.livelaw.in/>

<https://ipleaders.in/>

PO- PSO CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO 4
CO1	3	3	3	3	3	2	1	2			3	
CO2	3	3	3	3	3	2	1	2		3		
CO3	3	3	3	3	3	2	1	2		3		
CO4	3	3	3	3	3	2	1	2				3
CO5	3	3	3	3	3	2	1	2			3	

1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation



**Integral University, Lucknow**

<b>Effective from Session: 2020-21</b>							
<b>Course Code</b>	BM 115	<b>Title of the Course</b>	MICROECONOMICS	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>Year</b>	I	<b>Semester</b>	II	3	1	0	4
<b>Pre-Requisite</b>	None	<b>Co-requisite</b>	None				
<b>Course Objectives</b>	The objective of this course is to equip the students with the methodology of decision making using the it aims to make the students aware of the working of the markets, the determination of prices and the techniques.						

<b>Course Outcomes</b>	
<b>CO1</b>	To know the meaning and nature of economics and understand the basic concept of economics.
<b>CO2</b>	Understand the theoretical concept of demand and use forecasting of demand in practice.
<b>CO3</b>	Understand the concept of cardinal and ordinal utility approaches analysis of utility and use their applications indecision making.
<b>CO4</b>	Understand the concept of cost and production that helps in determination of price and output as a firm.
<b>CO5</b>	Understand the different form of markets and their implications.

<b>Unit No.</b>	<b>Title of the Unit</b>	<b>Content of Unit</b>	<b>Contact Hrs.</b>	<b>Mapped CO</b>
1	Introduction	Microeconomics: meaning nature and scope. Basic concepts of economics: Static and dynamic approaches, equilibrium, utility, opportunity cost, marginal and incremental principles, Microeconomics and Business.	10	CO1
2	Theory of Demand	Nature of demand for a product, Law of Demand -Factors affecting this Law, Exceptions Individual demand, Market demand, Determinants of demand, Elasticity of demand -Price Income, Cross and Advertising elasticity of demand, Determinants of Elasticity of demand, Demand as multivariate function.	9	CO2
3	Theory of Consumer Behavior	Concept of utility, Cardinal utility, Law of diminishing marginal utility, Law of Equi-marginal utility, Indifference curve analysis, Marginal rate of substitution, Budget line, Consumer' equilibrium, Applications of indifference curves.	9	CO3
4	Theory of Production and Costs	The concept of production function, Production with one and two variable inputs, Law of variable proportion, Law of Return to scale, Optimal input combination, Theory of cost in short run and long run, Revenue function.	8	CO4
5	Market Structure & Pricing Theory	Breakeven analysis, Pricing under perfect competition, Pricing under monopoly, Price discrimination Pricing under monopolistic competition, Selling cost, Pricing under oligopoly: Cournot's model, Kinked demand curve, Price leadership.	10	CO5

**Reference Books:**

- Dwivedi, D. N., Microeconomic Theory, Pearson Education, New Delhi, 2003
- Koutsoyiannis A, Modern Microeconomics, 2nd ed., Macmillan, 1979.
- Marshall, A., Principles of Microeconomics, 8 th ed., Macmillan & Co., London, 1920.
- Salvatore, D., Principles of Microeconomics, Prentice-Hall, 2000
- Ackley, G., Macroeconomic Theory, New York: Collier-Macmillan, 1966

**e-Learning Source:**

<https://nptel.ac.in/courses/110104093>

<b>Course Articulation Matrix: (Mapping of COs with POs and PSOs)</b>											
<b>PO-PSO CO</b>	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4
<b>CO1</b>	1	2	1	2	1	2	1	1	1	1	1
<b>CO2</b>	2	2	1	1	2	1	2	1	2	1	2
<b>CO3</b>	2	1	2	2	2	1	2	2	2	2	2
<b>CO4</b>	2	2	1	1	2	2	1	1	2	1	1
<b>CO5</b>	1	2	1	2	1	2	1	2	1	2	2

**1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation**

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**Integral University, Lucknow**

<b>Effective from Session: 2020-21</b>							
<b>Course Code</b>	BM113	<b>Title of the Course</b>	BASICS OF FINANCIAL ACCOUNTING	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>Year</b>	I	<b>Semester</b>	II	3	1	0	4
<b>Pre-Requisite</b>	NONE	<b>Co-requisite</b>	NONE				
<b>Course Objectives</b>	<b>The primary objective of the course is to familiarize the students with the basic accounting principles and techniques of preparing and presenting the accounts for user of accounting information.</b>						

<b>Course Outcomes</b>	
<b>CO1</b>	To get the in-depth knowledge of the concept of accounting and its applicability in general and practical life.
<b>CO2</b>	To interpret the accounting principles, standards and accounting terminology.
<b>CO3</b>	Preparation of financial statements in accordance with appropriate standards.
<b>CO4</b>	To understand Depreciation accounting and its usage in the basic accounting arena.
<b>CO5</b>	To be able to prepare final accounts with needed adjustments.

<b>Unit No.</b>	<b>Title of the Unit</b>	<b>Content of Unit</b>	<b>Contact Hrs.</b>	<b>Mappe d CO</b>
1	Basic Accounting Concepts	Need for Accounting, Development of Accounting, Definition and Functions of Accounting Limitation of Accounting, Book Keeping and Accounting, End User of Accounting Information Branches of Accounting, Difference between Management Accounting and Financial Accounting.	8	1
2	Accounting Principles & Standards	Meaning of Accounting Principles, Accounting Concepts, Accounting Conventions, Systems of Book Keeping, Systems of Accounting, Introduction to Accounting Standards Issued by ICAI Accounting Equation, Basic terms- Capital, Income, Expenditure, Expenses, Assets, Liabilities and application to problems.	7	2
3	Journal, Ledger and Trial Balance	Journal, Rules of Debit and Credit, recording of entries in journal with narration; Compound Journal Entry, Opening Entry Ledger -Posting from Journal to respective ledger accounts. Need and objectives; Application of Trial Balance.	10	3
4	Depreciation Provisions & Reserves	Concept of Depreciation, Causes of Depreciation, Basic Features of Depreciation, Meaning of Depreciation Accounting, Objectives of Providing Depreciation, Fixation of Depreciation Amount, Method of Recording Depreciation, Methods of Providing Depreciation, Depreciation Policy, AS-6 (Revised) Depreciation Accounting, Provisions and Reserves, Change of method of Depreciation (by both current and retrospective effect)	10	4
5	Final Accounts	Final accounts: meaning, need and preparation, Concept of adjustment; Application of Trading Account and Profit and Loss Account to get Gross Profit and Net Profit; Application of Balance Sheet with Marshalling; Application of final accounts problems.	10	5

**Reference Books:**

Maheshwari S N, Maheshwari SK & Maheshwari SK, An Introduction to Accountancy, 2018, Vikas Publishing House Private Limited, New Delhi

Arora, M.N, Accounting for Management, 2017, Himalay Publishing House pvt ltd, India

Grewal T.S., introduction to Accountancy, 2016, S.chand and co., New Delhi.

Tulsian, P.C., Financial Accounting, 2015,Tata Macgraw Hill,New Delhi

Sharma DG, Fundamentals of Accounting, 2014, Taxmann' Publication, India

**e-Learning Source:**

Fundamentals of financial and management accounting (<https://www.coursera.org/learn/financial-accounting-polimi>)

Introduction to Financial and Management Accounting (<https://www.classcentral.com/course/edx-introduction-to-financial-and-management-accounting-3552>)

Fundamentals of financial and management accounting (<https://www.coursera.org/learn/financial-accounting-polimi>)

<b>Course Articulation Matrix: (Mapping of COs with POs and PSOs)</b>											
<b>PO-PSO CO</b>	<b>PO1</b>	<b>PO2</b>	<b>PO3</b>	<b>PO4</b>	<b>PO5</b>	<b>PO6</b>	<b>PO7</b>	<b>PSO1</b>	<b>PSO2</b>	<b>PSO3</b>	<b>PSO4</b>
<b>CO1</b>	1	2	1	2	1	2	1	1	1	1	1
<b>CO2</b>	2	2	1	1	2	1	2	1	2	1	2
<b>CO3</b>	2	1	2	2	2	1	2	2	2	2	2
<b>CO4</b>	2	2	1	1	2	2	1	1	2	1	1
<b>CO5</b>	1	2	1	2	1	2	1	2	1	2	2





## Integral University, Lucknow

<b>Effective from Session: 2016-17</b>							
<b>Course Code</b>	BM116	<b>Title of the Course</b>	Personnel Management	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>Year</b>	I	<b>Semester</b>	II				
<b>Pre-Requisite</b>	NONE	<b>Co-requisite</b>	NONE	3	1	0	4
<b>Course Objectives</b>	The course aims at familiarizing the students with various aspects of HRM and helps the students to acquire decision making skills for managing human resource in an organization with a deep insight of HR functions.						

Course Outcomes	
<b>CO1</b>	Students will be able to understand the concepts, evolution, philosophies and functions of HRM.
<b>CO2</b>	The Students will learn in detail about Job analysis, job design, job simplification and job rotation. Also, they will understand about Human Resource Planning Model and Barriers in its effective implementation.
<b>CO3</b>	The students will gain understanding on sources, policies and procedure relating to Recruitment, Selection, Placement, Transfer and Promotion.
<b>CO4</b>	It will make students aware about the concept and methods of training and development. It will also create understanding of concept, methods and problems in process of performance appraisal along with the concepts and process of Career planning, Succession Planning and Management development.
<b>CO5</b>	The students will get deeper understanding on component of remuneration with the emerging trends in HRM due to globalization deregulation and technological advancements.

Unit No.	Title of the Unit	Content of Unit	Contact Hrs.	Mapped CO
1	<b>Human Resource Management Introduction</b>	Nature, scope, role and importance of HRM. Evolution of HRM, Functions of HRM, Philosophies of HRM.	10	CO1
2	<b>Human Resource Management Planning</b>	Job analysis: Concept, steps in analyzing job and introduction to methods of collecting job analysis information. Job description, job specification, job design, job simplification, job rotation, job enrichment and job enlargement. Human Resource Planning Model, Barriers of HR Planning	10	CO2
3	<b>Human Resource Acquisition</b>	Recruitment: sources of recruitment, policies and procedure of recruitment, Selection: Steps in selection process & interviews. Placement and induction, Transfer and promotion.	7	CO3
4	<b>Training Appraisal &amp; Development</b>	Concept of training Identification of training needs (TNA) and methods of training, Performance appraisal- Concept, methods and problems of performance appraisal. Career planning, Succession Planning Management development.	8	CO4
5	<b>Employee Remuneration &amp; Emerging Trends In HRM</b>	Component of Remuneration: Wage and salary, Incentive, Fringe benefits, Non-monetary benefits. New trends in HRM due to globalization deregulation and technological advancements. HRM in India.	10	CO5

<b>Reference Books:</b>	
Human Resource Management, Excel books: Rao V. S. P. Latest Edition.	
Personnel Management: Monnappa and Saiyadan Tata McGraw Hill. Latest Edition.	
Human Resource Management: Dessler, Garg, Pearson Education. Latest Edition.	
Maheshwari, Human Resources for Managers, 4th Edition, S. Chand, New Delhi, India, Latest Edition.	
<b>e-Learning Source:</b>	
<a href="https://onlinecourses.nptel.ac.in/noc20_mg15/preview">https://onlinecourses.nptel.ac.in/noc20_mg15/preview</a>	
<a href="https://in.coursera.org/specializations/human-resource-management">https://in.coursera.org/specializations/human-resource-management</a>	
<a href="https://www.careers360.com/courses-certifications/swayam-human-resource-management-courses-brp-org">https://www.careers360.com/courses-certifications/swayam-human-resource-management-courses-brp-org</a>	

		<b>Course Articulation Matrix: (Mapping of COs with POs and PSOs)</b>																	
PO-PSO	CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10	PO11	PO12	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6
		<b>CO1</b>	1	-	1	2	1	1	1	-	-	-	-	-	-	1	1	1	-
<b>CO2</b>	1	1	-	1	-	1	1	-	-	-	-	-	-	1	1	1	-	-	
<b>CO3</b>	2	1	-	-	2	1	1	-	-	-	-	-	-	1	1	1	-	-	
<b>CO4</b>	1	1	1	-	-	-	1	-	-	-	-	-	-	1	1	1	-	-	
<b>CO5</b>	-	-	1	1	-	-	1	-	-	-	-	-	-	1	1	1	-	-	

**1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation**



## Integral University, Lucknow

<b>Effective from Session:2021-20</b>							
<b>Course Code</b>	<b>LW163</b>	<b>Title of the Course</b>	<b>Legal Language</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>Year</b>	<b>I</b>	<b>Semester</b>	<b>II</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>4</b>
<b>Pre-Requisite</b>		<b>Co-requisite</b>					
<b>Course Objectives</b>	<ol style="list-style-type: none"> <li>1. This law course is intent to develop an understanding of the legal system and different terminologies used in the legal profession.</li> <li>2. To course will provide the students with a wide understanding of commonly encountered legal terms and principles.</li> </ol>						

<b>CourseOutcomes</b>	
<b>CO1</b>	To students shall be able to understand the meaning, scope and problems in relation to legal language
<b>CO2</b>	To students shall be able to learn the legal maxims and terms to be used in the understanding of the various legal principles and while drafting legal documents
<b>CO3</b>	The students shall be able to understand the modes and manner of legal communication and principles of drafting moot memorials
<b>CO4</b>	Student shall be able to analyze the importance of language in the legal document
<b>CO5</b>	The students shall be able to get acquainted with the art of legal drafting, formal applications and curriculum vitae

Unit No.	Title of the Unit	Content of Unit	Contact Hrs.	Mapped CO
1	<b>Introduction</b>	Introduction: characteristics of Legal Language: meaning, scope; problems of legal language; problems of legal language in drafting	07	CO1
2	<b>Legal maxims &amp; terms</b>	Legal maxims and legal terms to be used in drafting and common legal usage	10	CO2
3	<b>Legal Communication</b>	Legal communication: Manner and modes; Conveyancing: Drafting Memorials, Essentials of mooting	10	CO3
4	<b>Translation</b>	Common Hindi, Urdu terms used in Legal Communication, translation from Hindi to English and English to Hindi	08	CO4
5	<b>Formal Writing</b>	Legal Essays; Drafting of C.V s, Letter to the Authorities, Applications, etc.	10	CO5

<b>Reference Books:</b>	
Anirudh Prasad, Outlines of Legal Language in India (Central Law Publications, 7 <sup>th</sup> ed., 2014)	
Madabhushi Sridhar, Legal Language (Asian Law School), 2 <sup>nd</sup> Ed. Reprint	
B.M. Gandhi, Legal Language, Legal Writing and General English (Eastern Book Co.1 <sup>st</sup> ed. Reprint, 2017)	
S.S. Sharma, Legal Series, Public Interest Litigation and Para Legal Services (Central Law Agency, 3 <sup>rd</sup> Ed., 2013)	
<b>e-Learning Source:</b>	
<a href="https://blog.ipleaders.in/">https://blog.ipleaders.in/</a>	
<a href="https://livelaw.in/">https://livelaw.in/</a>	
<a href="https://learnenglish.britishcouncil.org/">https://learnenglish.britishcouncil.org/</a>	

<b>Course Articulation Matrix: (Mapping of COs with POs and PSOs)</b>												
PO-PSO CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
<b>CO1</b>	3	3	3	2	2	1	1	1			3	
<b>CO2</b>	3	3	3	3	2	1	1	2		3		
<b>CO3</b>	3	3	3	3	2	1	1	3				3
<b>CO4</b>	3	3	3	3	2	1	1	3			3	
<b>CO5</b>	3	3	3	3	2	1	1	3				3

**1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation**



## Integral University, Lucknow

<b>Effective from Session:2020-21</b>							
<b>Course Code</b>	LW164	<b>Title of the Course</b>	<b>LAW OF CRIMES -II</b>	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>Year</b>	<b>I</b>	<b>Semester</b>	<b>II</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>4</b>
<b>Pre-Requisite</b>		<b>Co-requisite</b>					
<b>Course Objectives</b>	<p>The course is designed to make the specific Crime Relating to Body, Property and Government elaborate.</p> <p>The course analyses the categories of Crime as per the victim, offender and circumstances of the conduct of crime.</p>						

Course Outcomes	
<b>CO1</b>	Identify and apply the elements of offenses against the person as they relate to criminal homicide
<b>CO2</b>	Identify and apply the elements of offenses against the marriage
<b>CO3</b>	Identify and apply the elements of offenses against the person as they relate to sexual offenses
<b>CO4</b>	Identify and apply the elements of offenses against property as they relate to theft, criminal mischief, and other property damage or destruction
<b>CO5</b>	Identify and apply the elements of defamation and offence relating to documents

Unit No.	Title of the Unit	Content of Unit	Contact Hrs.	Mapped CO
1	<b>Offences affecting the Human Body</b>	Offences affecting life, Causing of miscarriage or injuries to unborn children, Offences of hurt, of wrongful restraint and wrongful confinement, offences of criminal force and assault, Offences of kidnapping and abduction.	10	CO1
2	<b>Offences relating to Marriage</b>	Mock or Deceitful invalid Marriage ,Bigamy, Adultery, Cruelty by Husband or Relatives of Husband.	8	CO 2
3	<b>Sexual Offences</b>	Obscene Acts Songs, Outraging the Modesty of Women, Rape, Marital Rape	7	CO 3
4	<b>Offences against Property</b>	Theft, Extortion, Robbery and Dacoity, Criminal Misappropriation and Criminal breach of Trust ,Cheating , Mischief, Criminal Trespass.	10	CO 4
5	<b>Defamation and Offences Relating to Documents and Property Marks</b>	Defamation, Forgery, Counterfeiting, Criminal Intimidation, Sedition, Disturbing religious feelings, Enmity between classes of people.	10	CO 5

<b>Reference Books:</b>	
	RatanlalDhirajlal, The Indian Penal Code (Lexis Nexis, Student edn.,).
	S. N. Mishra, Indian Penal Code (Central Law Publications, 19 <sup>th</sup> edn., Reprint 2015).
	K. D. Gaur, Text on Indian Penal Code (Universal Law Publishing, 5 <sup>th</sup> edn., Reprint 2016).
	K.N. Chandrashekhra Pillai, General Principles of Criminal Law (Eastern Book Co., 2 <sup>nd</sup> edn., 2011)
<b>e-Learning Source:</b>	
	<a href="https://blog.ipladers.in/blog/">https://blog.ipladers.in/blog/</a>
	<a href="https://www.livelaw.in/">https://www.livelaw.in/</a>
	<a href="https://indiankanoon.org/">https://indiankanoon.org/</a>

Course Articulation Matrix: (Mapping of COs with POs and PSOs)												
PO- PSO CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PSO1	PSO2	PSO3	PSO4
CO1	3	3	3	2	2	1	1	1	3	2	3	1
CO2	3	2	3	3	1	2	1	1	3	2	3	2
CO3	3	3	2	3	2	3	1	1	3	3	2	3
CO4	3	3	3	3	3	2	1	1	3	3	2	3
CO5	3	3	3	3	3	2	1	2	3	2	2	3

**1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation**



## Integral University, Lucknow

<b>Effective from Session: 2020-21</b>							
<b>Course Code</b>	LW166	<b>Title of the Course</b>	Law of Torts including consumer protection Act, 2019	<b>L</b>	<b>T</b>	<b>P</b>	<b>C</b>
<b>Year</b>	<b>I</b>	<b>Semester</b>	II	<b>3</b>	<b>1</b>	<b>0</b>	<b>4</b>
<b>Pre-Requisite</b>		<b>Co-requisite</b>					
<b>Course Objectives</b>	<p>To develop the understanding among students regarding different forms of Torts their Features and Remedies against such Torts.</p> <p>To make the students aware of their rights as Consumers and to provide them with prope understanding of Consumer Protection Act, 2019.</p>						

Course Outcomes	
<b>CO1</b>	This unit will appraise the students about Torts relating to persons including Assault Battery Malicious prosecution
<b>CO2</b>	To understand the concept of Defamation and Nuisance
<b>CO3</b>	To prepare the student to understand the concept of Negligence
<b>CO4</b>	To understand the various provisions relating to Consumer Protection Act, 2019
<b>CO5</b>	To Know about the various important aspects of Consumer Protection Act

Unit No.	Title of the Unit	Content of Unit	Contact Hrs.	Mapped CO
1	Torts Relating to Person	Assault, Battery, False imprisonment and abuses, legal proceedings, malicious Prosecution, Trespass to land and goods Detinue and Conversion.	12	CO1
2	Defamation and Nuisance	Libel and slander, Essentials of Defamation, Kinds of Nuisance, Essentials and defences of Nuisance	06	CO2
3	Negligence	Essentials, Res Ipsa Loquitor, Nervous Shock, Contributory Negligence, Medical and Professional Negligence.	09	CO3
4	Consumer Protection Act, 2019	Object and Scope; Definition Clause; Consumer Protection Council; Composition and Jurisdiction Central Consumer Protection Authority: Powers Functions and Composition Consumer Dispute Redressal Commission: District, State and National Level: Composition Powers and Jurisdiction.	10	CO4
5	Mediation	Mediation Provisional under Consumer Protection Act, 2019 Concept of Product Liability.	08	CO5

<b>Reference Books:</b>	
Saraf D. N., Law of Consumer Protection in India, 1995 Tripathi.	
R. K. Bangia, Law of Torts and Consumer Protection Act.	
P.K. Majumdar, The Law of Consumer Protection in India, 1998 Orient Publishing Co.	
Ratan Lal Dhiralal, The Law of Torts.	
<b>e-Learning Source:</b>	
<a href="https://indiankanoon.org/">https://indiankanoon.org/</a>	
<a href="https://www.livelaw.in/">https://www.livelaw.in/</a>	
<a href="https://ipleaders.in/">https://ipleaders.in/</a>	

Course Articulation Matrix: (Mapping of COs with POs and PSOs)													
PO-PSO CO	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8		PSO1	PSO2	PSO3	PSO4
	CO1	3	3	3	3	3	2	1	2		1	3	3
CO2	3	3	3	3	3	2	1	2		1	3	3	2
CO3	3	3	3	3	3	2	1	2		1	3	3	2
CO4	3	3	3	3	3	2	1	2		1	3	3	2
CO5	3	3	3	3	3	2	1	2		1	3	3	2

**1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation**