COURSE/ TEACHING PLANS AS PER CURRICULUM

BACHELOR OF BUSINESS ADMINISTRATION

TRINITY INSTITUTE OF PROFESSIONAL STUDIES

TRINITY INSTITUTE OF PROFESSIONAL STUDIES

(Affiliated to Guru Gobind Singh Indraprastha University, Delhi)
Recognized under section 2(f) of the UGC Act, 1956
NAAC Accredited "A" Grade Institution
Ranked "A+" Institution by SFRC,
Govt. of NCT of India

LECTURE PLAN

Programme: BBA

SUBJECT NAME: CGESR

PAPER CODE: BBA 206

Faculty Name: Dr. Manjari Agarwal, Ms Ustatpreet Kaur, Ms Mehak Jindal

PROGRAMME OUTCOME

This programme offered by the Institute will facilitate the students to have the following advantages in their career to:

PO 1: Acquire essential knowledge of various aspects of business, as well as about overall business environment.

PO 2: Grasp and understand fundamental concepts, tools and techniques in all the subjects related to business administration, which help them in evaluating business options and making better decisions as a manager.

PO 3: Build up environmental, social, legal and ethical responsibilities as conscious citizens and business executives for future.

PO 4: Enrich personal as well as managerial skills for their holistic development.

PO 5: Identify opportunities, design and implement innovative strategies for managing various functions of business organizations.

PO 6: Contribute to the talent pool of qualified managers and leaders by imparting quality education in the field of Management and thus facilitating economic development and nation building.

Programme Specific Outcome:

PSO 1: Knowledge of Business Administration: The acquaintance of fundamentals of business administration are helpful in grooming and developing a team of future business executives, professionals and entrepreneurs.

PSO 2: Pragmatic approach: The practical knowledge of various aspects of business, like Accountancy, Financing, costing and economics etc. are helpful in honing an application-based approach towards business amongst students.

PSO 3: Logical & Scientific perspective: The subjects like Mathematics and Statistics strengthen the logical reasoning of students. On the one hand, Business research facilitates problem identification and analysis for market research; on the other, Operations Management figures out practical problems in production which ultimately helps in strategy formulation in business. The comprehension of all these aspects builds a broader outlook of young executives.

PSO 4: Holistic personality Grooming: Communication and presentation skills are developed in the subjects like Business Communication, whereas technical skills are enhanced in IT and other practical classes to make holistic personality development.

PSO 5: Employability and self-employment: Gaining rudimentary knowledge about the business after completion of this course, students have many options with them. They may go for pursuing higher studies, get a job or start their own business venture; thus, may become a job-provider as well.

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PSO 6: Ethically upright future citizens: Through various subjects and personal mentoring sessions on legal, social and ethical issues in business the students of this course are made aware about the traits of a responsible human being and businessman, who boosts business and trade, contributes to the society and develops the nation.

Internal Assessment and Assignment
Internal Exam (Written Test): 20 Marks
Class Assessment/Assignment + (Attendance + Behavior+ Attitude): 5 Marks

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LECTURE PLAN
SUBJECT NAME: Corporate Governance, Human Values and Ethics
SUBJECT CODE: BBA 206

Faculty : Dr. Manjari Agarwal

Credit - 4

External Marks: 75

Internal Assessment Marks: 25

Course Outcome:

CO1: Exhibit the relevance of Corporate Governance in present times.

CO2: Examine the concept of Human values and their relevance in Business.

CO3: Explain the linkage between Corporate Governance, Human Values and Ethics in Business.

CO4: Discuss the issues related to whistle blowing and moral issues in business.

Objective:

[O1]: The course aims to develop an understanding of corporate governance, human values and ethics in business and to apply them in business.

[O2]: To gain knowledge about Corporate Governance.

[O3]: To understand the importance of values and Ethics.

[O4]: To analyse the moral issues in Business.

Course Content:

UNIT	TOPIC / CONTENTS	L No.	L	Learning Outcome (Unit Wise)	Course Outcome (Achieved through learning outcome)	Reference/ Journal Resources/ web Resources (Reference No. as per the references given above)
UNIT - I (15 Sessions)	Corporate Governance - Meaning, significance and principles	2		LO 1: Students would be able to understand the significance		(R1, T1, J1)
	Management and corporate governance; Theories and Models of corporate governance	3 4 5 6	3			
	Whistle blowing, Class Action					
	Role of Institutional investors. Codes and Standards on Corporate Governance	7 8 9 10 11	3	LO 2: students would be able to understand these theories and	CO 1, CO 3	

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				how to implement in business.		
	Corporate Social Responsibility (CSR) : Concept of CSR			LO 3: Importance of CSR in this current scenario		
	Corporate Philanthropy, Strategic Planning and Corporate Social Responsibility	12 13				
	Relationship of CSR with Corporate Sustainability					
	Consumer Protection Act, Investor Protection Act.	14 15		LO 4: Students would understand the rights of Consmers		
UNIT – II (10 Sessions)	Human Values: Meaning of Human Values; Formation of Values: Socialization;	16 17 18		LO 5: Vaues have great importance in Our life, How to inculcate or add more values in Life.		(R1, J2, T3)
	Types of Values: Social Values, Aesthetic Values, Organisational Values, Spiritual Values;	19 20 21				
	Value Crisis; concept of knowledge and wisdom, wisdom-based management	22 23			**CO 2**	
	Concept of Karma and its kinds: Karma Yoga, Nishkam Karma, and Sakam Karma.	24 25				
UNIT – III (13 Sessions)	Business Ethics: Concept and significance of Business Ethics in Organizational contexts	26 27 28		LO 6: Students will understand the ethics and how these ethics and code of conducts helpful in Business	**CO 3**	(R5, R6, T2)
	Approaches and Practices governing Ethical Decision Making	29				
	Codes of Ethics; Normative and descriptive ethical theories	30 31				
	Ethos of Vedanta in management, Role of various agencies in ensuring ethics in corporation;Setting stands of ethical behaviour and assessing ethical performance.	32 33 34 35		LO 7: understand Vedanta in management point of views.		
UNIT -IV (14 Sessions)	Ethical and Moral Issues in Business: Implications of moral issues in different functional areas of business (finance, HR, and marketing)	39 40 41 42		LO 8: students would learn moral values and ethics and and what are the issues in business, how to resolve it.	**CO 2, CO 4**	
	Marketing truth and advertising: Manipulation and coercion,	43 44 45				
	Allocation of moral responsibility in advertising; Trade secrets, Corporate disclosure, Insider trading;	46 47 48				
	Equal employment opportunity, Affirmative action, Preferential hiring; Consumerism; Environmental protection.	49 50 51 52		LO 9: students will understand the opportunitie s and how to protect environment	**CO 4, CO 1**	(T2 and journals)

Summer Internship Project Report
Batch 2022-25
Shift 1 and 2

S. No.	ENROLLMENT NO.	STUDENT NAME	SIP Tittle	COMPANY NAME
1	00120601722	ADITYA	"Unlocking the Digital Realm: A Journey Through Marketing Internship"	AQUATAKE
2	00220601722	ARCHIT	Strategic Financial Insights at IHCL: A Multifaceted Internship Journey	Indian Hotel Company Limited
3	00320601722	ROHAN	Digital marketing services to attract customers	Rankingeek Marketing Agency
4	00420601722	BHAVISHYA	"Comprehensive Financial insight: A Multi-Departmental internship experience" Ease of Doing Business (ASSAR)	Ease of Doing Business Services
5	00520601722	TARUN	Crowdfunding for children education	Muskurahat Foundation
6	00620601722	ISHITA	A comprehensive study of investment research and analysis	Sharekhan
7	00720601722	RAHUL	Study on health insurance	Agile capital services pvt Ltd
8	00820601722	RACHIT	Market Scope Of Different Financial Sector	Zeilhoch
9	00920601722	YAMAN	The role of Cold Calling and social media outreach in Modern Marketing Steategies	Rankingeek Marketing Agency
10	01020601722	SNEHARGHA	Maximizing Subscription Growth: Innovative Sales Techniques and Customer	Bennett coleman & co. ltd

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MAJOR PROJECT REPORT TOPICS

Semester: Sixth Batch 2022-25			Shift: Morning
Sl. No	Enrollment No	Name	Project Title
1	00120601722	ADITYA GARG	Analyzing the role of social safety nets in improving livelihood in rural areas
2	00220601722	ARCHIT DEV GAUTAM	The representation of women in academia and higher education leadership positions.
3	00320601722	ROHAN SINGH	Socio-economic feasibility of green roofs and walls in public buildings.
4	00420601722	BHAVISHYA SETHI	Unlocking circular economy for prevention of marine plastic pollution.
5	00520601722	TARUN KUMAR	Bee conservation policy at the global, regional and national levels.
6	00620601722	ISHITA CHAWLA	Practices in the creative reuse of waste management.
7	00720601722	RAHUL GAUTAM	Exploring factors for employee wellbeing in relation to work from home.
8	00820601722	RACHIT SHARMA	Improving Employee health through peer base fitness challenge
9	00920601722	YAMAN SINGH TANWAR	Strategies for Promoting Healthier Food Options in HEIs Canteens
10	001020601722	SNEHARGHA BALA	The Role of Peer Mentoring in Enhancing Academic Performance
11	01120601722	KRISH SHAKTI	Assessment of Entrepreneurial Opportunities in Rural Areas
12	01220601722	KESHAV SAINI	Factors Contributing to High Dropout Rates in Rural Schools
13	01320601722	NEHA KUMARI	Challenges in Accessing Quality Education in Rural Areas
14	01420601722	KSHITIJ SARIN	Awareness and Utilization of Government Healthcare Schemes
15	01520601722	DEVANSHI	Waste Management Practices and their Impact on Public Hygiene

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BBA 5th SEM SEC-A and B SHIFT 1

CODE	Subject Name	Faculty	Presentation week 1 (21st sept)	Presentation week 2 (5th Oct.)	Presentation week 3 (19th Oct)	Presentation week 4 (9th Nov)
BBA 301	Goods & Service tax	Dr Anwar	Roll no-1 -28	Roll no- 29-56	Roll no-57-84	Roll no-85-112
BBA 302	Business Policy and Strategy	Ms Vanshika	Roll no- 29-56	Roll no-57-84	Roll no-85-112	Roll no-1 to 28
BBA 305	Information system management	Ms Nikita	Roll no-57-84	Roll num85-112	roll num 1-28	Roll no- 29-56
BBA 309/311	Marketing analytics/Financial management	Dr Neha/Dr Anwar	Roll no-85-112	Roll no-1 to 28	Roll no- 29-56	Roll no-57-84

BBA 5th SEM SEC-A and B SHIFT 2

CODE	Subject Name	Faculty	Presentation week 1 (21st sept)	Presentation week 2 (5th Oct.)	Presentation week 3 (19th Oct)	Presentation week 4 (9th Nov)
BBA 301	Goods & Service tax	Dr Anwar	Roll no-1 - 27	Roll no- 28-54	Roll no- 55-81	Roll no-82-108
BBA 302	Business Policy and Strategy	Ms Vanshika	Roll no- 28-54	Roll no- 82-108	Roll no- 1-27	Roll no-1 to 27
BBA 305	Information system management	Dr Manjari	Roll no-55-81	Roll no- 1-27	Roll no-1 to 27	Roll no- 28-54
BBA 309/311	Marketing analysis/Financial management	Dr Neha/Dr Anwar	Roll no-82-108	Roll no-55-81	Roll no- 28-54	Roll no-55-81

Report

## Orientation Program for First-Year Students

Organized by: Department of Management

Date: 17th August 2024

The Department of Management at Trinity Institute of Professional Studies hosted an engaging and informative orientation program for the incoming first-year students on 17Th August 2024. The event was designed to help students adjust to their new academic journey and introduce them to the various opportunities and resources available at the institute.

The orientation began with a warm welcome from the faculty, followed by an introduction to the Department of Management. The program aimed to provide first-year students with a comprehensive overview of the curriculum, campus life, and the various academic and extracurricular opportunities offered at the institute.

The event featured a motivating speech by Dr. Manisha Gupta, Head of the Department of Management. Dr. Manisha Gupta inspired the students with his words of wisdom, urging them to approach their academic journey with dedication, passion, and a sense of responsibility. She emphasized the importance of time management, the pursuit of knowledge beyond the textbook, and the need to stay adaptable in an ever-changing world. Dr. Gupta also reassured students that the department would be there to support them at every step, encouraging them to make the most of their time at the institute.
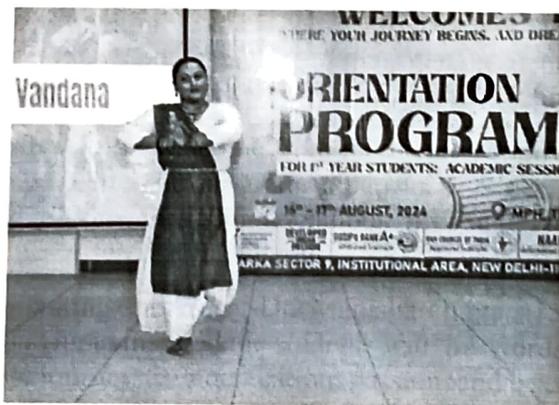
Key Highlights:

- The orientation session was interactive, with a series of activities and discussions designed to engage students and address their queries.

- Students were introduced to the curriculum, upcoming projects, and workshops that would be a part of their first year.

- A strong emphasis was placed on building a sense of community and collaboration among students and faculty.

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Group Discussion and Mock Interview

Management Department

Date: 8th Nov, 2024

The Management Department of Trinity Institute of Professional Studies conducted a Group Discussion and Mock Interview for BBA final year students. The objective of a Group Discussion (GD) and mock interviews for BBA (Bachelor of Business Administration) final year students is to assess a variety of skills that are crucial in the business world. The topic for GD was **"Startups vs. Established Corporations: Who Drives Innovation?"**

Some of the key objectives are:

1. **Communication Skills**: Evaluates how well a student can express their ideas clearly and effectively, both verbally and non-verbally. This includes fluency, articulation, and the ability to listen.

2. **Leadership and Teamwork**: Assesses the student's ability to lead and work collaboratively within a team. This is vital for future business roles where both leadership and the ability to work well with others are essential.

3. **Problem-Solving Abilities**: Observes how students approach and solve real-world business problems. GDs often involve topics related to current business issues or hypothetical business scenarios.

4. **Critical Thinking and Analytical Skills**: Students are expected to analyze a topic from multiple perspectives, showing depth of thought and the ability to think critically.

5. **Knowledge of Business Concepts**: Tests how well students understand and apply business theories, concepts, and real-world trends. This includes showing awareness of current events, market trends, and business ethics.

6. **Building Confidence**: Mock interviews provide students with the opportunity to practice speaking about themselves, their skills, and their experiences, which helps build their confidence when facing real interviews.

7. **Understanding Interview Formats**: Mock interviews expose students to different types of interview formats (e.g., panel, one-on-one, situational, technical) and prepare them for the questions they may encounter.

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(A)

Subject

Marketing Management Sub-Code:- BBA-203

Assignment/ Case Study/PPT

Assignment

Submitted By:
Name of Student: Harshita Saini
Enrollment Number: 03524001721
Course: BBA-2C   Semester: Third
Shift: Second   Year: Second

Submitted to:
Name of Faculty: Dr. Manisha Gupta
Designation: Asst. Prof.

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Assignment Topic :-
Plant - Based Milk Brand.

* **Product Design and Features :-**
A plant-based milk product typically comes from non-dairy sources like almonds, oats, soy and coconuts. This kind of milk is made by blending the plant source with water and then staining it to achieve a creamy, milk like consistency. Here is few points to describe my plant-based coconut milk product :-

(i) Dairy-Free and Vegan :- Made entirely from coconuts, perfect for those avoiding dairy or following a vegan lifestyle.

(ii) Rich in MCTs :- Contains healthy medium-chain triglycerides (MCTs) from coconuts, which may support energy levels and metabolism.

(iii) Naturally Sweet, Subtle Coconut Flavour :- Delivers a mild coconut taste that enhances recipes without overpowering.

(iv) Creamy and Smooth Texture :- Offers a naturally creamy texture ideal for cooking, baking or adding to beverages.

(v) Versatile Usage :- Great for a variety of uses, for smoothies to coffee, or as a creamy base in curries and soups.

(vi) Low in Allergens :- Free from common allergens

Case Study: Tata Group's Leadership Transition and Marketing Analytics

Introduction

The Tata Group, one of India's largest and most diverse conglomerates, has long been associated with family leadership, rooted in the Tata family legacy. However, with the increasing complexity of business environments, the Tata Group has shifted toward professional leadership, appointing chairpersons from outside the family, such as Cyrus Mistry and Natarajan Chandrasekaran. Alongside this leadership transition, Tata Group's growing focus on marketing analytics has become crucial in sustaining its competitive edge and driving growth across various industries.

This case study explores how Tata Group's leadership transition, combined with its strategic use of marketing analytics, has shaped the conglomerate's business performance, innovation, and global expansion.

Background of Tata Group

Founded in 1868 by Jamsetji Tata, the Tata Group today comprises over 30 companies across sectors including steel, automotive, IT services, consumer goods, hospitality, and power. Major companies under its umbrella include Tata Motors, Tata Steel, Tata Consultancy Services (TCS), Titan, Tata Power and Tata Consumer Products.

As the group evolved, it faced new challenges: managing a global portfolio, navigating digital transformation, and responding to changing consumer behaviors. This led to the need for not only professional leadership but also advanced tools like **marketing analytics** to understand customer trends and optimize business strategies.

Leadership Transitions: From Ratan Tata to Cyrus Mistry and Natarajan Chandrasekaran

After Ratan Tata retired in 2012Cyrus Mistry was appointed as the first non-family chairman of the Tata Group. However, his tenure was short-lived, and in 2017, Natarajan Chandrasekaran, the former CEO of Tata Consultancy Services (TCS), was appointed as chairman of Tata Sons. This marked a shift toward professional leadership, emphasizing meritocracy, operational efficiency, and global expansion.

Marketing Analytics: Key Strategy Across Tata Companies

As leadership transitioned, Tata Group also deepened its focus on marketing analytics to drive business growth. Each of the group's key companies integrated data-driven insights into their marketing strategies to optimize customer engagement, market positioning, and profitability.

1. Tata Motors: Predictive Analytics for Consumer Preferences

With increasing competition in the automotive sector, Tata Motors leveraged marketing analytics to predict consumer preferences, particularly in the growing electric vehicle (EV) market. Tata Motors used predictive analytics to forecast demand for its EV models, such as Tata Nexon EV and Tata Tigor EV. By analyzing historical sales data, customer demographics, and market trends, the company optimized its marketing campaigns to target eco-conscious consumers.

Impact:

- Tata Motors increased its market share in the EV segment by targeting customers based on detailed insights into regional demand and customer preferences.

- Marketing campaigns focusing on sustainability and cost-efficiency resonated with environmentally-conscious buyers, leading to stronger sales growth.

2. Tata Consumer Products: Customer Segmentation and Personalization

Tata Consumer Products which houses brands like Tata Tea, Tata Salt, and Himalayan Water, used customer segmentation analytics to enhance its marketing effectiveness. By analyzing data from purchase history, lifestyle choices, and digital engagement, Tata Consumer segmented its audience based on factors like health consciousness, age, and consumption patterns.

The Tata Tea brand's iconic Jaago Re campaign, for example, used data-driven insights to tailor social messaging and product launches to different consumer groups. Sentiment analysis helped refine messaging and target ads to socially-conscious customers who aligned with Tata Tea's narrative of social change.

Impact:

- Tata Consumer Products saw improved engagement and higher brand loyalty, particularly among health-conscious and socially aware segments.

- Product launches and marketing campaigns were better aligned with customer preferences, resulting in increased market share in premium and healthy product categories.

3. Tata Consultancy Services (TCS): Digital Marketing Optimization

As a global IT services provider, Tata Consultancy Services (TCS) utilized digital marketing analytics to optimize its B2B marketing strategies. By tracking web traffic, engagement metrics, and client feedback, TCS enhanced its content marketing efforts to target potential clients more effectively.

Through predictive analytics, TCS also forecasted trends in IT outsourcing and cloud computing, allowing the company to adjust its service offerings and marketing messaging accordingly. Personalized marketing strategies enabled TCS to connect with key decision-makers in targeted industries such as banking, healthcare, and retail.

Impact:

- Digital marketing campaigns became more targeted, leading to a significant increase in lead generation and client conversions.

- TCS reinforced its position as a global leader in IT services, attracting new clients through its data-driven, personalized marketing initiatives.

4. Titan and Tanishq: Enhancing Customer Experience through Sentiment Analysis

Titan, the watchmaker, and Tanishq, the jewelry brand, used sentiment analysis to track customer opinions and feedback across social media and online platforms. By analyzing online reviews, customer feedback, and brand mentions, these companies gained valuable insights into customer satisfaction, preferences, and areas of improvement.

Tanishq, for instance, used marketing analytics to understand customer preferences for jewelry styles, pricing, and the overall shopping experience. This allowed the brand to tweak its marketing messages, introduce new designs that aligned with consumer demand, and provide a more personalized shopping experience.

Impact:

- Titan and Tanishq improved customer satisfaction and loyalty by addressing consumer pain points quickly and adjusting marketing campaigns based on real-time sentiment.

- The companies were able to launch collections that resonated with different customer segments, boosting sales in both physical and online stores.

How Marketing Analytics Complemented Leadership Transitions1. Aligning Business Goals with Data-Driven Insights

The leadership of Natarajan Chandrasekaran marked a strong alignment of technology, data analytics, and strategic marketing. As an expert in IT and data-driven decision-making, Chandrasekaran emphasized the importance of integrating marketing analytics across Tata's companies. His background in transforming TCS into a global leader provided the Tata Group with a template to replicate analytics success in other sectors like automotive, consumer goods, and retail.

2. Enhancing Corporate Governance and Decision-Making

As marketing analytics provided deeper insights into customer behaviors and market trends, decision-making across the group became more data-centric. This was crucial in avoiding the conflicts and governance issues experienced during the tenure of *Cyrus Mistry, where lack of alignment on strategic directions created internal friction. The use of marketing analytics allowed the board and leadership to make more informed, transparent decisions regarding product launches, market expansions, and resource allocation.

3. Accelerating Global Growth

Under Chandrasekaran, the Tata Group used marketing analytics not just to optimize domestic operations but to expand its global footprint. Tata Motors and Tata Consumer Products tapped into international markets by analyzing consumer behaviors in key regions, enabling targeted marketing campaigns that resonated with local cultures and preferences.

Challenges in Implementing Marketing Analytics

1. Data Integration Across Diverse Businesses: Given the Tata Group's sprawling operations, integrating marketing data from different sectors—such as automotive, IT, and consumer goods—proved challenging. The group had to invest in centralized data platforms to harmonize data from various subsidiaries.

2. Cultural Shift to Data-Driven Decision Making: Transitioning to a data-driven approach required a cultural shift within the organization. Many employees had to be trained in using marketing analytics tools to ensure the insights were applied effectively in day-to-day decision-making.

3. Privacy and Data Security: Handling vast amounts of consumer data required robust data security measures, especially as the group expanded internationally. Adhering to global privacy regulations, such as GDPR, became a key priority for the Tata Group.

Conclusion

The combination of leadership transitions and the strategic use of marketing analytics has played a vital role in driving the Tata Group's success in recent years. By appointing non-family leaders like Natarajan Chandrasekaran, the group moved toward a professionalized governance model that prioritized performance, digital innovation, and global expansion. Marketing analytics became a cornerstone of the group's strategy, helping it better understand customer behavior, optimize marketing spend, and deliver personalized experiences across its diverse industries.

This case study illustrates how large, diversified conglomerates like the Tata Group can leverage leadership and data-driven marketing to navigate complex global markets and sustain long-term growth, while maintaining their commitment to the values of integrity, sustainability, and innovation.

Question 1: How did Tata Motors use marketing analytics to enhance its position in the electric vehicle (EV) market?

Question 2: What role did customer segmentation analytics play in the success of Tata Consumer Products?

Question 3: How did Tata Consultancy Services (TCS) optimize its B2B marketing using analytics?

Question 4: In what way did sentiment analysis benefit Titan and Tanishq in improving customer experience?

Question 5: What strategic role did marketing analytics play in Natarajan Chandrasekaran's leadership of the Tata Group?

Question 6: How did marketing analytics support Tata Group's global expansion under Chandrasekaran's leadership?

Question 7: What challenges did the Tata Group face when implementing marketing analytics across its businesses?

Question 8: How did predictive analytics influence product launches in Tata Consumer Products?

Question 9: How did the leadership of Natarajan Chandrasekaran complement the use of marketing analytics at Tata Group?

Question 10: What were the main benefits Tata Group gained from using marketing analytics across its various companies?

BACHELOR OF COMMERCE (H)

TRINITY INSTITUTE OF PROFESSIONAL STUDIES NEW DELHI

Lesson Plan for Corporate Accounting

Programme: B.COM(HONS)   Semester: II   Paper Code: BCOM102   Academic Session:2024-25

Date of commencement of classes: 16th January 2025
No of hours allotted to complete the syllabi: 45 Hrs

Course Objectives:

The course aims to help Students to acquire conceptual knowledge of corporate accounting system and to learn the techniques of preparing the financial statements of companies.

Course Outcomes:

CO 1. Account for equity and debt capital of a company
CO 2. Prepare financial statements (Profit & Loss Account, Balance Sheet, etc.) using software;
CO 3. Analyze revisions in the balance sheet after Internal Reconstruction of company;
CO 4. Develop proficiency in the process of e-filing of annual reports of companies.

Lecture No.	Lecture Objective	Topic/ Module Details with subtopics	BLT LEVELS & COs COVERED	Meth odolo gy	Ref. Book	Date on which Delivered
L-1	To understand about Accounting of Equity	Introduction to Accounting for Equity and journal entries		L	R2,R3,R5,R6	
L-2	To understand about Accounting of Equity	Accounting for Equity – Calls in arrears and advance with premium		L	R2,R3,R5,R6	
L-3	To understand about subscription of shares	Subscription of shares		L	R2,R3,R5,R6	
L-4	To understand about Issue and Pro-rata	Issue and Pro-rata allotment of shares		L	R2,R3,R5,R6	

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	allotment of shares					
L-5	To understand about Issue and Pro-rata allotment of shares	Issue and Pro-rata allotment of shares			L	R2,R3,R5,R6	
L-6	To understand about Concept & process of book building	Concept & process of book building			L	R2,R3,R5,R6	
L-7	To understand about Issue of rights and bonus shares	Issue of rights and bonus shares			L	R1,R2,R3,R4,R6	
L-8	To understand about ESOPs and Buy Back	ESOPs and Buy Back			L	R1,R2,R3,R4,R6	
L-9	To understand about Issue of preference shares	Issue of preference shares			L	R2,R3,R5R6	
L-10	To understand about Redemption of preference shares	Redemption of preference shares			L	R2,R3,R5R6	
L-11	To understand about Issue of debentures	Issue of Debentures			L	R2,R3,R5R6	

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L-12	To understand about Redemption of Debentures	Redemption of Debentures			L	R2,R3,R5R6
L-13	To understand about accounting treatment for Alteration of share capital and reduction of the share capital	Accounting treatment for Alteration of share capital and reduction of the share capital			L	R1, R2, R3,R6
L-14	To understand about accounting treatment for Alteration of share capital and reduction of the share capital	Accounting treatment for Alteration of share capital and reduction of the share capital			L	R1, R2, R3,R6
L-15	To understand about accounting treatment for Alteration of share capital and reduction of the share capital	Accounting treatment for Alteration of share capital and reduction of the share capital			L	R1, R2, R3,R6
L-16	To understand about Internal Reconstruction	Preparation of balance sheet after Internal Reconstruction			L	R2,R3,R5R6

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OF PROFESSIONAL

L-17	To understand about Internal Reconstruction	Preparation of balance sheet after Internal Reconstruction		L	R2,R3,R5 R6
L-18	To understand about Profit or Loss Prior to Incorporation	Accounting "treatment of profit or loss prior to incorporation		L	R2,R3,R5 R6
L-19	To understand about Profit or Loss Prior to Incorporation	Accounting "treatment of profit or loss prior to incorporation		L	R2,R3,R5 R6
L-20	To revise the concepts of unit-1	Revision			R2,R6
L-21	To understand about financial statements of OPC	Preparation of Financial statements of corporate entities including one Person Company		L	R2,R3,R5 R6
L-22	To understand about the preparation of statement of P&L	Preparation of Statement of Profit and Loss		L	R2,R3,R5 R6
L-23	To understand about the preparation of statement of P&L	Preparation of Statement of Profit and Loss		L	R2,R3,R5 R6
L-24	To understand about the financial statements	Balance Sheet of corporate entities manually		L	R2,R3,R5 R6

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L-25	To understand about the financial statements	Balance Sheet of corporate entities manually		L	R2,R3,R5 R6
L-26	To understand about the financial statements	Cash flow Statement of corporate entities manually		L	R2,R3,R5 R6
L-27	To understand about the financial statements	Cash flow Statement of corporate entities manually		L	R2,R3,R5 R6
L-28	To Revise the concepts of unit-2	Revision			R2,R6
L-29	To understand about Amalgamation	Amalgamation of Companies: Introduction		L	R2,R3,R5 R6
L-30	To understand about Amalgamation	Concept of Amalgamation and Business Combination of companies		L	R2,R3,R5 R6
L-31	To understand about Amalgamation	Consideration/purchase price for amalgamation/business		L	R2,R3,R5 R6
L-32	To understand about Amalgamation	Consideration/purchase price for amalgamation/business		L	R2,R3,R5 R6

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L-33	To understand about Amalgamation	Consideration/purchase price for amalgamation/business		L	R2,R3,R5 R6
L-34	To understand about Amalgamation.	Accounting entries for amalgamation/business combination		L	R2,R3,R5 R6
L-35	To understand about Amalgamation	Preparation of amalgamated balance sheet.		L	R2,R3,R5 R6
L-36	To understand about Amalgamation	Preparation of amalgamated balance sheet		L	R2,R3,R5 R6
L-37	To revise the concepts in the Unit-3.	Revision			R2,R6
L-38	To understand corporate financial reporting	Corporate Financial Reporting: Meaning, need and objectives		L	R2,R3,R5 R6
L-39	To understand annual reports	Constituents of Annual Report		L	R2,R3,R5 R6
L-40	To understand annual reports	Contents of annual report, mandatory and voluntary disclosures through annual report		L	R2,R3,R5 R6

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L-41	To understand annual reports	Contents of annual report, mandatory and voluntary disclosures through annual report		L	R2,R3,R5 R6	
L-42	To understand about quarterly results.	Contents of the Report of the Board of Directors		LAB		
L-43	To understand the process of E-filing.	E-filing of annual reports of companies and XBRL. Filing with specific practical exercises		LAB		
L-44	To Revise the concepts discussed in Unit 4.	Revision			R2,R5,R 6	
L-45	Univ. Papers Discussion	END TERM PAPERS				

Methodology:
Lecture (L), Case Study (CS), Presentation (P) - individual or group, Assignment (A) - individual or group
Class Discussion (CD), LAB

Suggested Readings : (Latest Edition)
1. Maheshwari. S. N., Maheshwari, S. K. Corporate Accounting Vikas Publishing House.
2. Jain, S. P., & Narang, K. L., Corporate Accounting. New Delhi: Kalyani Publishers
3. Tulsian, P. C., & Tulsian. B.. Corporate Accounting. 8. New Delhi: Chand Publishing.
4. Monga, J.R Fundamentals of Corporate Accounting. New Delhi: Mayut Paperbacks,
5. Shukla, M. C. Grewal, T. S.. & Gupta, S. C., 'Advanced Accounts, Vol.-II. New Delhi: S, Chand
6. Sehgal. A, Fundamentals of Corporate Accounting. New Delhi: Taxmann Publication
Other Sources:

(Subject Faculty)   (HOD-Commerce)   (Deputy Director)   (Director)

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BACHELOR OF COMPUTER APPLICATIONS

TRINITY INSTITUTE OF PROFESSIONAL STUDIES, NEW DELHI

Lesson Plan for Web Technologies

Programme: BCA   Semester: I   Paper Code: BCA 105 T Academic Session: 2024-25

Date of commencement of classes: 5 th August 2024

No of hours allotted to complete the syllabi: 46 hrs

Course Objectives:

1. Knowledge about the semantic structure of HTML, Javascript, CSS, XML and bootstrap.

2. Ability to compose forms and tables using HTML, Javascript, CSS and Bootstrap.

3. Expertise to design static web pages

4. Skills to create dynamic user interface and perform Client-Side validations using JavaScript

Course Outcomes:

CO1# Develop static web pages through HTML, JavaScript, CSS and Bootstrap.

CO2# Implement different constructs and programming techniques provided by JavaScript.

CO3# Adapt HTML, Javascript, CSS and Bootstrap syntax and semantics to build web pages.

CO4# Develop Client-Side Scripts using JavaScript to display the contents dynamically

Mapping of Course Outcomes to Program Outcomes:

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Course Outcomes	Program Outcomes (Scale – 1:very low, 2: low, 3:medium, 4:high)									
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PO8	PO9	PO10
CO1	4	1	4	4	2	4	2	1	1	4
CO2	4	1	4	2	2	4	2	1	1	4
CO3	4	1	4	4	2	4	3	1	1	4
CO4	4	1	4	4	2	4	3	1	1	4

1. Low
2. Medium
3. High

Course Content:

Lecture No.	Lecture Objective	Topic/ Module Details with subtopics	BLT LEVELS & COs COVERED	Methodology	Ref. Book	Date on which Delivered
L-1	Introduction to WWW	World Wide Web: Introduction, Web page, Home page, Web site	BTL6, CO1	L	TB1, TB3	
L-2	To know concept of interacting web sites & working	Static and Dynamic website, Client Server computing concepts.	BTL6, CO1	L	TB1, TB3	
L-3	To understand concept of server, client, etc.	Web Client and Web Server, Web Browser,	BTL6, CO1	L	TB3	

L-4	To know about scripting languages	Client Side and server side Scripting Languages.	BTL6, CO1	L	TB1, TB3	
L-5	To know about HTML & HTML docs	**HTML Overview**: Introduction to HTML HTML Document structure tags.	BTL3, CO1	L	TB1, RB1	
L-6	To know about diff text formatting tags	HTML comments, Text formatting	BTL3, CO1	L, CD	TB1, RB1	
L-7	To know how to insert link, image, & sound tags	inserting special characters, anchor tag, adding images and Sound	BTL3, CO1	L, CD	TB1	
L-8	To understand inserting diff types of lists	HTML lists. types of lists	BTL3, CO1	L	TB1	
L-9	To know the use of html tables with related tags	HTML tables	BTL6, CO1	L	TB1, RB1	
L-10	To understand html frames	frames and floating frames		L	TB1, TB3	
L-11	To know how to develop html forms	Developing Forms		L, CD	TB1, TB3	
L-12		Image maps		L, CD	TB1, RB1	
L-13	**REVISION**			CD		
L-14	To introduce CSS with html	**Cascading Style Sheet**: Types of Style Sheets –		L	TB1	

L-15	To know different types of CSS	Internal CSS		L	TB1	
L-16	To know different types of CSS	Inline and External style sheets		L	TB1	
L-17	To create styles with CSS & know the link tag	Creating styles, link tag		L, A	TB1	
L-18	To make aware about diff CSS properties & style	CSS Properties, CSS Styling		L, A	TB1	
L-19	To understand & use style selectors	Style Selector-Id, class name and Pseudo Class.		L	TB1	
L-20	To introduce Bootstrap	**BootStrap Basics**: Introduction to Bootstrap		L, A	TB4	
L-21	To understand purpose of Bootstrap & its working	Responsive web design, Linking with Bootstrap	BTL6, CO2	L	TB4	
L-22	To know concept of containers & grids	container class, grids		L	TB4	
L-23	To understand Bootstrap tables & images	tables, images		L, P	TB4	
L-24	To practice on diff Bootstrap features	buttons, typography classes, jumbotron, glyphicons		L	TB4	
L-25	**REVISION**			L,CD		
L-26	To introduce developing	**Introduction to Java Script**: Data Types,		L	TB2, RB2	

	dynamic sites & JS types				
L-27	To know JS loops	Control Statements,		L	TB2, RB2, RB3
L-28	To understand JS operators	operators		L, P	TB2, RB2, RB3
L-29	Understanding pop-up boxes	dialog boxes		L, P	TB2, RB2, RB3
L-30	Understanding JS functions	Built in and User Defined Functions		L	TB2, RB2, RB3
L-31	Know the concept of objects in JS	Objects in Java Script		L	TB2, RB2, RB3
L-32	To have the idea of events & validations	Handling Events, basic validations		L	TB2, RB2, RB3
L-34	Object models & accessing elements in pages	Document Object Model, Browser Object Model		L	TB2, RB2, RB3
L-35	**REVISION**			CD	
L-36	To introduce XML & features	**XML:** Introduction, Features		L, CD	RB4
L-37	To discuss the naming rules	XML Naming rules		L	RB4
L-38	To understand diff components of XML doc	Building block of XML Document		L	RB4
L-39	To know diff between XML & HTML	Difference between HTML & XML		L	RB4

L-40	To know concept of parser & types	XML Parser		L	RB4	
L-41	Understanding DTD in XML	DTD''s Using XML with HTML and CSS.		L	RB4	
L-42	Introducing web hosting & related concept	**Web Hosting Concepts:** Concept of domain- Physical domain, virtual domain		L	TB3	
L-43	To know domain reg & IP addressing	Registering a domain, need of IP addressing		L, CD	TB3	
L-44	To understand hosting & publishing of web sites	Web Hosting and Publishing Concepts		L, CD	TB3	
L-45	**Revision**			L, CD		
L-46	**END TERM EXAMINATION DISCUSSION**			CD		

Methodology:

Lecture (L), Case Study (CS), Presentation (P) - individual or group, Assignment (A) - individual or group Class Discussion (CD), LAB

TEXT BOOKS:

TB1. The complete reference HTML and CSS, by Thomas A powell, TMH publication.

TB2. Jeffrey C. Jackson, "Web Technologies: A Computer Science Perspective", Pearson

TB3. Internet and World Wide Web Deitel HM, Deitel ,Goldberg , Third Edition.

TB4. Bootstrap: Responsive Web development, Jake Spurlock, O''reilly, First Edition

REFERENCE BOOKS:

RB1. HTML Black Book , Stephen Holzner, Wiley Dreamtech.

RB2. Rajkamal, "Web Technology", Tata McGraw-Hill, 2001.

RB3. Jeffrey C. Jackson, "Web Technologies : A Computer Science Perspective", Pearson.

RB4. XML How to Program by Deitel Deitel Nieto.

(Subject Faculty)   **(HOD-CS & IT)**   **(Deputy Director)**

(Director)

BACHELOR OF JOURNALISM AND MASS COMMUNICATION

Lesson Plan for Media Research (024303)

Semester: 5

Faculty: Ms. Karishma Samotra

Date of Commencement of classes: 20st August, 2024

No. of Hours allotted to complete the syllabi: 48 hours

Course Objectives:

1. Understand Media Research
2. Explain the process of Media Research
3. Describe the Research methodology for Media
4. Describe the steps involved in report writing.

Course Outcomes:

CO1: Able to understand the concept of research and media research (Achieve CO1)
CO2: Can understand the stages of media research (Achieve CO1 & CO2)
CO3: Can describe the Research methodology for Media (Achieve CO1 & CO3)
CO4: Able to utilize knowledge gained to report writing (Achieve CO1, CO3 & CO4)

Mapping of the course outcomes with the given Programme Outcomes

Course Outcomes	Programme Outcomes					
	PO1 Domain Knowledge	PO2 Skills and Knowledge	PO3 Creating, Designing & Planning of the Content	PO4 Writing and Communication Skills	PO5 Development of Contemporary knowledge	PO6 Critical Thinking & Problem Solving
CO1	Medium	Medium	Medium	High	High	High
CO2	Medium	Medium	Medium	Medium	Medium	High
CO3	Medium	Medium	Medium	Medium	Medium	High
CO4	Medium	Medium	High	High	Medium	High

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Lecture No.	Lecture Objective	Topic/ Module Details with subtopics	BLT levels & COs covered	Methodology	Ref. Book	Date on which Delivered
L-1	To understand about Subject	Introduction to the subject		L, PPT		
L-2	To understand research	Introduction to Research: Meaning and Definitions		L,PPT	R-3,4,5	
L-3	To understand Objectives of Research	Objectives of Research		L,PPT	R-3,4,5	
L-4	To understand Process of Research: Steps involved	Process of Research: Steps involved		L,PPT	R-3,4,5	
L-5	To understand Process of Research: Steps involved	Process of Research: Steps involved		L,PPT	R-3,4,5	
L-6	To know about Different types research	Types of Research		L,PPT	R-3,4,5	
L-7	To know about Different types research	Types of Research		L,PPT	R-3,4,5	

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				L,PPT	R-3,4,5	
L-8	Different types research Approaches	Research Approaches: Quantitative		L,PPT	R-3,4,5	
L-9	Different types research Approaches	Research Approaches: Qualitative		L,PPT	R-2,5,6	
L-10	To understand Media Research Meaning and Concept	Media Research: Meaning and Concept		L,PPT	R-2,5,6	
L-11	To understand Media Research Scope	Media Research: Scope and areas		L,PPT	R-2,5,6	
L-12	Revision of Unit and Class Test of Unit	Revision of Unit and Class Test of Unit I		L,PPT	R-2,5,6	
L-13	To understand Survey	Survey: Application of surveys in media research		L,PPT	R-2,5,6	
L-14	To understand Public Opinion	Public Opinion Surveys		L,PPT	R-2,5,6	
L-15	To understand TRPs	TRPs		L,PPT	R-2,5,6	

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L-16	To understand Tele Web Surveys	Tele Web Surveys		L,PPT	R-2,5,6	
L-17	To understand Readership Survey	Readership Survey		L,PPT	R-2,3,4,5	
L-18	To understand IRS	IRS		L,PPT	R-2,3,4,5	
L-19	To understand Opinion Poll	Opinion Poll		L,PPT	R-2,3,4,5	
L-20	To understand Exit Poll	Exit Poll		L,PPT	R-2,3,4,5	
L-21	To understand Media Research Agencies	: BARC & ABC		L,PPT	R-2,3,4,5	
L-22	To understand Media Research Agencies	MAP & RAM		L,PPT	R-2,3,4,5	
L-23	Revision of Unit	Revision of Unit		L,PPT	R-2,3,4,5	

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L-24	Class Test of Unit II	Class Test of Unit II		L,PPT	R-2,3,4,5	
L-25	To understand Research Design	Research Design: Meaning and Types		L,PPT	R-2,3,4,5	
L-26	Hypothesis and Research Questions	Hypothesis and Research Questions		L,PPT	R-2,3,4,5	
L-27	To understand Research Method	Research Method: Survey		L,PPT	R-2,3,4,5	
L-28	To understand Research Method	Research Method: Content Analysis		L,PPT	R-2,3,4,5	
L-29	To understand Research Method	Research Method: Case Study		L,PPT	R-2,3,4,5	
L-30	To understand Sampling	Sampling: Meaning, definition, and selecting a sample		L,PPT	R-2,3,4,5	
L-31	To understand Types of Sampling	Types of Sampling: Probability and Non-Probability		L,PPT	R-2,3,4,5	

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				L,PPT	R-2,3,4,5	
L-32	To understand Research Method	Research Method: Observation		L,PPT	R-2,3,4,5	
L-33	Research Method	Research Method: Interview and Focused Group Discussion		L,PPT	R-2,3,4,5	
L-34	Types of Data	Types of Data: Primary Data and Secondary Data		L,PPT	R-2,3,4,5	
L-35	Data Collection Tool	Data Collection Tool: Questionnaire		L,PPT	R-2,3,4,5	
L-36	Data Collection Tool	Data Collection Tool: Schedule		L,PPT	R-2,3,4,5	
L-37	Revision of Unit and Class Test of Unit III	Revision of Unit and Class Test of Unit III		L,PPT	R-2,3,4,5	
L-38	Processing of Data	Processing of Data: Editing		L,PPT	R-2,3,4,5	
L-39	Processing of Data	Processing of Data: Coding and Classification		L,PPT	R-2,3,4,5	

				L,PPT	R-2,3,4,5	
L-40	Processing of Data	Processing of Data: Tabulation		L,PPT	R-2,3,4,5	
L-41	Measures of Central Tendency	Measures of Central Tendency: Mean		L,PPT	R-2,3,4,5	
L-42	Measures of Central Tendency	Measures of Central Tendency: Median		L,PPT	R-2,3,4,5	
L-43	Measures of Central Tendency	Measures of Central Tendency: Mode		L,PPT	R-2,3,4,5	
L-44	Interpretation of Data	Analysis and Interpretation of Data		L,PPT	R-2,3,4,5	
L-45	Report writing	Report writing: Steps involved		L,PPT	R-2,3,4,5	
L-46	Writing	Writing a Synopsis, Abstract and Proposal for a project		L,PPT	R-2,3,4,5	
L-47	Doubt clearance and Revision	Doubt clearance and Revision		L,CD		

Suggested Readings & E-resources:

1. Bertrand, I., & Hughes, P. (2005). Media Research Methods: Audiences, Institutions, Texts. New York: Palgrave Macmillan.

2. Guthrie, G. (2012). Basic Research Methods: An entry to Social Science Research. Los Angeles: Sage Publications

3. Kothari, C. R. (2004). Research Methodology: Methods and Techniques. New Delhi: New Age International (P).

4. Wimmer, R. D., & Dominick, J. R. (2014). Mass Media Research an Introduction. Andover: Wadsworth, Cengage Learning.

5. www.cles.org.uk/Research Methods Handbook 6. www.isites.harvard.edu/ Research Methods

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BALLB(H)

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COURSE: B.A.LL.B SEMESTER-7

SUBJECT: Banking and Insurance laws **PAPER CODE LLB 409 (a)**

The paper will focus on the criminal procedures followed in instituting a suit. The students will be familiarised with certain important concepts and practical skill development activity will provide insights into the actual working of the court procedures. This paper is to give students a thorough knowledge of procedural aspects of the working of criminal courts and other machineries.

Course Outcomes for Banking and Insurance Laws

1. **Understanding Regulatory Framework**: Students will be able to explain the regulatory framework governing banking and insurance sectors in India, including the roles of the Reserve Bank of India (RBI), the Insurance Regulatory and Development Authority of India (IRDAI), and other relevant authorities.
2. **Application of Banking Laws**: Students will gain knowledge of key banking laws such as the Banking Regulation Act, 1949, and the Negotiable Instruments Act, 1881, and be able to apply these laws to practical banking operations and legal disputes.
3. **Knowledge of Insurance Laws**: Students will understand and interpret insurance-related laws such as the Insurance Act, 1938, and will be able to evaluate the legal aspects of different types of insurance policies, claims, and disputes.
4. **Analysis of Consumer Protection**: Students will assess consumer protection laws and mechanisms, particularly about banking and insurance services, and understand their implications for both consumers and service providers.

5. **Evaluation of Legal Remedies**: Students will learn about the legal remedies available for issues related to banking and insurance disputes, including the role of the Banking Ombudsman and insurance grievance redressal systems.

6. **Critical Thinking on Modern Banking Practices**: Students will critically analyze the legal challenges posed by modern banking practices such as digital banking, fintech, and the use of cryptocurrencies.

7. **Understanding of Insurance Contracts**: Students will acquire detailed knowledge of the formation, interpretation, and enforcement of insurance contracts, including the principles of insurable interest, indemnity, and subrogation.

8. **Risk Management**: Students will develop an understanding of risk management techniques in banking and insurance sectors and will be able to evaluate the legal tools used to mitigate financial risks.

9. **Compliance and Ethical Issues**: Students will identify and understand compliance requirements, regulatory guidelines, and ethical considerations in the banking and insurance industries.

10. **Practical Skills in Legal Drafting**: Students will acquire practical skills in drafting legal documents related to banking and insurance, such as loan agreements, insurance policies, and related legal notices.

Program Outcomes: -

PO1. Understand the interdisciplinary nature of law and relate it with other disciplines like humanities,
social sciences and management.

PO2. Demonstrate knowledge and understanding of Substantive Law,
Procedural Law and
Constitutional Law.

PO3. Develop the ability to perform legal analysis and reasoning, legal research, problem-solving, written
and oral communication in the legal context and apply it in legal practice and real-life situations.

PO4. Demonstrate the professional skills of pleading, argument, drafting and conveyancing, collaboration,
counselling and negotiation are required for legal practice.

PO5. Develop the ability to analyse the law about contemporary developments at national and
international level.

PO6. Demonstrate familiarity with the rules of professional ethics and exhibit its application in legal
profession.
Pedagogy:- The pedagogy would be the combination of the following techniques:-

1. Discussion
2. Presentation
3. Study of Orders, Judgment, decrees
4. Case study / Case Analyses
5. Drafts and Preparation of Pleadings

REFERENCES:-

BOOKS:
1. Banking and Insurance Law and Practice, Institute of Company Secretaries of India, Taxman Publishers, 2010
2. M.N. Mishra, Law of Insurance, Central Law Agency, 9th Edition, 2012.

1. • P.N. Varshney, Banking Law and Practice, Sultan Chand and Sons, Reprint, 2019
2. • Banking and Insurance Law and Practice, Institute of Company Secretaries of India, Taxmann Publishers, 2010
3. • M.N. Mishra, Law of Insurance, Central Law Agency, 9th Edition, 2012
4. • R.N.Chaudhary, Banking laws, Central Law Publications, Forth Edition, Reprint 2018
5. • K.C. Shekhar, & Lekshmi Shekhar, Banking Theory and Practice, Vikas Publishing House, 19th Edition, 2005.
6. • M.L. Tannan, Banking Law and Practice in India, Lexis Nexis, 23rd Edition, 2010
7. • J N Jain & R K Jain, Modern Banking and Insurance – Principles and Techniques, Regal Publications, 20

REFERENCES
1. K.C.Shekhar, and Lekshmi Shekhar, Banking Theory and Practice, VikasPublishing House, 19thEdition, 2005
2. M.L. Tannan, Banking Law and Practice in India, Lexis Nexis, 23rd EDITION, 2010

COURSE CONTENTS:

	Total no. of Lectures			Total no. of hours		
Units	No. of Lectures	Topic & Sub-topics	Learning outcomes unit-wise	Course outcomes achieved though learning outcomes	Reference/Journal Resources/reference no. as per references given above	No. of hours
1.	20	Banking system in India	Learning the meaning Importance and concept of Indian Banking system, starting from their types, functions, history, RBI's role and establishment to understanding the relation between banks and customers.	CO 1		20
2	20	Lending, securities and Recovery by Banks	Understanding the concept and principles of Lending, Position of weaker sections, nature of	CO 1		20

			securities and risks involved, default and recovery.			
3	20	Banking Frauds	Learning of concept of Fraud under this provision and legal regimes to control banking frauds, from studying recent trends of digital awareness as well as transaction	CO 1		20
4	20	Understand the structure of Insurance laws in India	Nature of insurance to kinds, a comprehensive study involving all the insurance laws of India	CO 1 and 2		20
2	10	PSDA's.	Classes dedicated to classroom discussions, case studies, judgement analysis.	CO 4		10