



Lesson Plan

Program: MBA Semester: II Course Code: KMBN201 Course Name: BE&LAB
Course Objectives

(CO1): The basic objective of the course is to develop understanding and provide knowledge about business environment to the management students.

(CO2): To promote basic understanding on the concepts of Business Environment and international business environment

(CO3): To provide basic understanding of law of contract

(CO4): To impart basic understanding of provisions of Companies Act concerning incorporation and regulation of business organizations

(CO5): To appraise the students on the leading practical application-oriented case studies – relevant and updated and analyzing case laws in arriving at conclusions facilitating business decisions.

Session Duration: 60 minutes

Participants: MBA Students

Entry level knowledge and skills of students

- i. Basic Concept of Business Environment.
- ii. Meaning of Contract and Agreement.

Equipment required in Classroom/ Laboratory/ Workshop

- i. Smart Board
- ii. Computer System.
- iii. Marker & Duster.

Assessment Schemes

S. No.	Criteria	Marks (150)
1	AKTU End Term Examination	100
2	Internal Evaluation Scheme	50
2(a)	Class Tests	30
2(a)(i)	Class Test-I	15
2(a)(ii)	Class Test-II	15
2(b)	Teacher Assessment (Continuous Evaluation)	20
2(b)(i)	Attendance	5
2(b)(ii)	Case Study/Topic Based Presentation	5
2(b)(iii)	*GD	10
	*MCQ Based Assignment	2
S. No.	Criteria	Marks (150)



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Course Outcomes (starting with action-oriented observable and measurable verb)

(CO1): Develop understanding and fundamental knowledge about business environment

(CO2): Develop understanding on the concepts of Business Environment and international business environment.

(CO3): Develop basic understanding of law of contract

(CO4): understanding of provisions of Companies Act concerning incorporation and regulation of business organizations

(CO5): Able to analyze case laws in arriving at conclusions facilitating business decisions

L. No.	Topics	Sub Topics	Date of Implementation	Pedagogy	CO-Covered	Faculty Sign	HoD's Remark with Date
Unit - 1							
1	Introduction to Micro Environment	Meaning of Business & Business Environment		Improved Lecture	CO1		
2	Types of Business Organizations, SWOT analysis	Pvt Sector and Public Sector		Improved Lecture + GD	CO1		
3	Types of Environments	Internal to the Enterprise, Value System, Management Structure and Nature		Improved Lecture + GD	CO1		
4	Types of Environments	Human Resource, Company Image and Brand Value		Improved Lecture	CO1		



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5	Types of Environments	Physical Assets, Facilities, Research & Development,		Improved Lecture + Tutorial	CO1		
6	Types of Environments	Intangibles, Competitive Advantage		Role Play	CO1		
7	Types of Environments	External to the Enterprise, Micro- Suppliers		Case Let	CO1		
8	Types of Environments	Customers, Market Intermediaries; Macro- Demography, Natural, Legal & Political, Technological		Improved Lecture + Tutorial	CO1		
9	Michael Porter's Five Forces Analysis	Competitive Strategies		Improved Lecture + Tutorial + Case Let	CO1		
Unit - 2							
1	Macro Environment	Economic, Socio-Cultural		Improved Lecture	CO2		
1	Macro Environment	Competitive & International Environment,		Improved Lecture + Case Let	CO2		



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		Economy, Competition, Socio-cultural and International					
1	Business Environment with reference to Global Integration	International Business Environment		Improved Lecture + Case Let	CO2		
1	Comparative Analysis of Business Environment	India and Other Countries		Tutorial + Research Paper	CO2		
1	Factors affecting international business environment	Factors		Improved Lecture + Research Paper	CO2		
1	Business Policy	LPG model & International forces in business.		Improved Lecture + Case Let	CO2		
Unit - 3							
1	Law of Contract	Indian Contract Act.1872. Definition, essentials		Improved Lecture + Case Let	CO3 , CO5		



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1	Types of contracts	Basis of Enforceability, Creation & Executions,		Case + GD	CO3		
1	Offer and Acceptance	definition and essentials		Improved Lecture + GD	CO3		
1	consideration	Definition and essentials, exceptions to the rule, no consideration, no contract. doctrine of privity of contract,		Case + GD	CO3, CO5		
2	Essentials Element of Valid Contract	capacity of parties, free consent,		Case + Tutorial	CO3		
2	Essentials Element of Valid Contract	quasi contract, legality of object,		Improved Lecture + Role Play	CO3		
2	Essentials Element of Valid Contract	performance of contract		Improved Lecture + Role Play	CO3, CO5		
2	Termination of contract, remedies for breach of contract	Mode of Termination and types of remedies		Improved Lecture + GD	CO3		
2	Sale of Goods Act	Essentials, sale v/s agreement to sell.		Role Play	CO3		



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2	Sale of Goods Act	Condition v/s warranties, rights of unpaid seller		Improved Lecture + Case Let	CO3, CO5		
Unit - 4							
2	Companies Act. 2013	Definition, characteristics and kinds of companies		Improved Lecture	CO4		
2	Steps in formation of company	Promotion, Registration, Capital Subscription		Improved Lecture + Case Let	CO4, CO5		
2	Memorandum of Association, Articles of Association	Contents of MOA & AOA		Improved Lecture	CO4		
2	prospectus	Contents		Improved Lecture	CO4		
3	Directors: appointment	power, duties and liabilities		Role Play + Case	CO4, CO5		
3	Meeting and Resolutions	Types of meetings		Improved Lecture + GD	CO4		
3	Auditor: appointment	rights and liabilities		Improved Lecture + GD	CO4		
3	Winding up of a company	modes of winding up of a company		Improved Lecture + GD	CO4, CO5		
Unit - 5							



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3	Consumer Protection Act- Introduction	Definitions - Aims and objectives,		Improved Lecture	CO5		
3	Consumer Protection Act	Consumer protection councils, Redressal agencies and penalties for violation.		Improved Lecture + GD	CO5		
3	The Information Technology Act	Definition, Digital Signature, Electronic Governance,		Improved Lecture + Demo	CO5		
3	The Information Technology Act	Attribution, Acknowledgment and Dispatch of Electronic Records		Improved Lecture + Demo	CO5		
3	The Information Technology Act	Sense Electronic Records and Sense Digital Signatures		Improved Lecture + Case	CO5		
3	The Information Technology Act	Regulation of Certifying Authorities, Digital Signature Certificates		Case + Demo	CO5		
4	The Information Technology Act	Duties of Subscribers,		Improved Lecture + Case	CO5		



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4	The Information Technology Act	Penalties and Offences.		Improved Lecture + Case	CO5		
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Text Books:

- Business Environment ---Francis Cherunilam, Himalaya Publishing House
- Kuchhal M.C. - Business Law (Vikas Publication)

Reference Books:

- Business Environment: Test and Cases, PAUL, Mc Graw Hill Education, 3rd Ed.
- Shaikh & Saleem - Business Environment (Pearson, 2nd Edition)
- Gulshan S.S. - Business Law Including Company Law (Excel Books)
- N D Kapoor – Elements of Mercantile Law – Sultan Chand-2014.

Journals:

- International Journal of Business Environment, ISSN online: 1740-0597, ISSN print: 1740-0589
- Journal of Emerging Technologies and Innovative Research
(An International Scholarly Open Access Journal, Peer-reviewed, Refereed Journal)
- International Journal of Law Management & Humanities is an Open Access, online bi-monthly scholarly Peer-Reviewed multi-disciplinary international journal bearing ISSN 2581-5369,

Electronic Database:



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- <https://www.researchgate.net/publication/346381732>, Title: Business Environment: The Concept and A Literature Review".
 - <https://legislative.gov.in/sites/default/files/A1872-09.pdf>