



G H Raison University Amravati
GHRU PET-2109
Syllabus for PET-II Paper (Faculty of Law)

Sr No	Faculty	Syllabus
1	Faculty of Law	<p>Unit I :-Constitution Law:- Preamble to the Constitution , Fundamental Rights, Directive Principles, The President/ Governors, Centre State Relation, Provision regarding Emergency, Inter State Trade</p> <p>Unit-II - Jurisprudence:- Theories, Authors and their contribution, Rule of Law, Different Schools of Law</p> <p>Unit-III: Legal Research Methodology:- Meaning of Research, Types of research, Method of Data collection, Reports writing</p> <p>Unit IV: Law of crime:- Indian Penal Code, Criminal Procedure Code, Civil Procedure Code, Law of Evidence, Important Case Laws</p> <p>Unit V: Law of Contract: 1. General Principles of law of Contract Proposal /Acceptance, Essentials of Valid Contract, Types of Contract , Damages 2. Special Contract Bailment, Pledge, Guarantee, Indemnity, Agency, Partnership, Sale of Goods Act, Important Case Laws</p> <p>Unit VI: Labour Laws:- Industrial Disputes Act 1947, Trade Union Act 1926, Important Case Laws</p> <p>Unit VII: Environment Laws: Different Concepts of Environment, Conferences/Protocols'/Treaties Important Case Laws</p> <p>Unit VIII: Company Law: Formation of company, Directors, Shares Merger/Amalgamation/Winding up, Important Case Laws</p> <p>Note: In addition to the above mentioned topics candidate is expected to refer the NET Syllabus prescribed by UGC.</p>



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Syllabus for PET-II Paper (Faculty of Management)

Sr No	Faculty	Syllabus
1	Faculty of Management	<p>Unit 1: Management fundamentals and Organizational Behaviour :</p> <p>Evolution of management thought :Concepts & Theories, Principles of Management, Managerial processes, functions, skills and roles in an organization; Social Responsibility of Business; Understanding and Managing individual behaviour; Personality; Perceptions; Attitudes; Learning; Management by Objectives; Understanding and managing group processes- interpersonal and group dynamics; Leadership and influence process; Work Motivation, Organizational Change and development; Conflict Management; Stress Management.</p> <p>Unit 2 : Business Statistics & Research Methodology :</p> <p>An overview of central tendency, dispersion, aid skewness. probability Theory; Classical, relative and subjective probability, - Addition and multiplication probability models; Conditional probability and Baye’s Theorem. Probability Distributions: Binomial, Poisson, and normal distributions; Sampling and sampling methods; Sampling and non-Sampling error’s; Law of Large Number and Central Limit Theorem; Sampling distributions and their characteristics. Statistical Estimation and Testing; Point and interval estimation of population mean, proportion, and variance; Statistical testing of hypothesis and errors; Large and small sampling tests—Z, t and F tests. Non—Parametric Tests: Chi-square tests; Correlation and Regression Analysis.</p> <p>Nature and Scope of Research Methodology, Problem Formulation and Statement of Research Objectives; Value and Cost of Information; Bayesian Decision Theory; Research Process; Research Designs - Exploratory, Descriptive and Experimental; Methods of Data Collection — Observational and Survey Methods, Measurement Techniques; Administration of Surveys; Sample Design; Selecting an Appropriate Statistical Technique. Field Work and Tabulation of Data; Analysis of Data; Use of SPSS and other Statistical Software Packages Advanced Techniques for Data Analysis — ANOVA. Discriminate Analysis, Factor Analysis, Conjoin: Analysis and Clustering Methods.</p> <p>Unit 3: Managerial Economics :</p> <p>Nature and scope of Managerial Economics., Marginal analysis; Objective of a firm, Demand function, Elasticity of demand; Consumer equilibrium-utility and indifference curve approach; Price, income and substitution effects; Fundamentals of demand estimation and forecasting; Short-run and long-run production functions; Cost curves and economics of scale; Price and output determination under perfect competition, monopoly, monopolistic, competition, and oligopoly; Pricing strategies and tactics; National Income— alternative concepts aid measurement of National income; Inflation—types, measurement and control; Balance of Payments; Monetary and Fiscal Policies.</p>

Unit 4: Business Environment :

Nature, components and determinants of business environment, dynamics of business environment, key indicators; Current state of business environment in India Economic reforms — Liberalization, Privatization, Globalization, industrial policy and Industrialization trends, NITI Aayog, Make in India, public enterprise reforms and disinvestment programmes; competitive environment; financial environment, , Trends in Global trade & investment; Nature & operations of multilateral economic institutions- World Bank, WTO, IMF and their impact on Indian business environment. FEMA, Factors of global competitiveness.

Unit: 5 Business Communication :

Importance and nature of business communication, Effective communication skills; Process of communication, Communication Models, Oral and Non-Verbal communication, Barriers and gateways in communication and Do's and Don'ts of business writing, Commercial letters; Writing business reports; Public speaking, listening skills, Group discussion; Personal interview and meetings, Seminars, Conferences.

Unit 6: Computer Application in Management :

Computers: An introduction; Computers in business; Elements of computer system set-up; Indian computing environment; components of a computer system Computer languages; Number system PC- Software Packages - An Introduction - Disk Operating System and Windows; Introduction to Word Processor. Introduction to spreadsheet software, Network Fundamentals, Analog and Digital Signals, Band width, Network Topology, Network Applications.

Unit 7 : Marketing Management:

Concept of marketing, Selling, Evolution of marketing ; The Marketing environment and Environment scanning; Consumer and Industrial markets; Market segmentation, Targeting and positioning; Product decisions —product mix, product life cycle, New product development, branding and packaging decisions; Pricing methods and strategies; Promotion decisions— promotion mix, advertising, sales promotion, publicity and personal selling; Channel management - Types and functions, Marketing Logistics; Organizing and implementing marketing in the organization; Evaluation and control of marketing efforts; Ethics in Marketing; New issues in marketing - Globalization, Consumerism, Digital marketing , Green Marketing, Direct Marketing, Network Marketing, Event Marketing. International Marketing

Unit 8: Human Resource Management :

Concepts and Perspectives on Human Resource Management; Human Resources Management in a changing environment; Corporate objectives and Human Resource Planning; Career and succession planning; job analysis; Methods of manpower search; Attracting, Selecting and retaining human resources; Induction and socialization; Manpower training and development; Performance appraisal and potential evaluation; Job evaluation and compensation; Employee welfare; Industrial relations & trade unions; Dispute resolution & grievance management, Employee empowerment.

Unit 9: Financial Management :

Introduction to financial management Objectives of financial management; Time value of

money, sources of finance, Investment decisions: Importance, Difficulties determining cash flows, methods of capital budgeting Risk analysis : Cost of capital; Concept and importance, Computations of cost of various sources of finance; Weighted Average Cost of Capital; Financial analysis, Ratio analysis, Funds-Flow Statement, Cash-flow Statement, Budgeting: Types of budgets and their preparation, Performance budgeting and Zero-base budgeting. Marginal costing: Break—even analysis. Standard Costing: An Overview. Capital Structure decisions; Theories of capital structure, Factors determining capital structure. Optimum capital structure; Management of working capital - Cash, Receivables and Inventory Management, Internal Financing and Dividend Policy; Financial Modeling.

Unit 10: Production and Operations Management :

Nature and Scope of Production and Operations Management; Facility Location; Types of Manufacturing Systems and Layouts; Layout Planning and Analysis; Material Handling : Principles & Equipments; Line Balancing; Production Planning and Control in Mass Production, in Batch and Job Order manufacturing; Capacity Planning; Product Planning and Selection, Process Planning, Aggregate Planning and Master Production Scheduling; Maintenance Management, Work Study : Method Study and Work Measurement, Material Management, Material Management; Materials Management, Material Requirement Planning and Inventory Control; JIT; Purchase Management; Stores Management; Quality Assurance : Acceptance Sampling, Statistical Quality Control, Total Quality Management; ISO-9000.

Unit 11: Business Legislation :

The Indian Contract Act, 1872: Essentials of a Valid Contract, Void Agreements Performance of Contracts, Breach of Contract and its Remedies, Quasi-Contracts, The Sale of Goods Act, 1930: The Negotiable Instrument Act, 1881; The Companies Act, 1956: Nature and types of Companies, Formation, Memorandum and Articles of Association, prospectus Allotment of Shares, Share and Share Capital, Membership, Meetings. Winding up.; An Overview of Consumer Protection Act.