

**MAULANA ABUL KALAM AZAD UNIVERSITY OF TECHNOLOGY**  
 (Formerly West Bengal University of Technology)  
**SYLLABUS: BBA (ENTREPRENEURSHIP)**  
 (Semester-6)  
 (Effective from 2023-24 Academic Sessions)

Paper: **Industrial Relations**

Paper Code: **ENTC 601**

Total Contacts Hours / Week: **Credits: 4 (4L)**

**Aim of the Course**

To provide students with an in-depth understanding of the contemporary trends, practices, and challenges in industrial relations in India and globally, with a focus on the evolving roles of employers, employees, unions, and the state in the changing industrial and economic landscape.

**Course Objectives**

- To trace the evolution and development of industrial relations in India.
- To analyze current issues and reforms in labor laws and employment relations.
- To explore collective bargaining, grievance redressal, and dispute solution mechanisms in modern workplaces.
- To examine the impact of globalization, privatization, digitization, and gig economy on industrial relations.
- To assess contemporary IR practices and their strategic role in industrial peace and productivity.

SI	Graduate Attributes	Mapped Modules
CO1	Recall fundamental concepts and historical development of Industrial Relations in India and abroad.	Remember
CO2	Explain the significance of institutions like trade unions, collective bargaining, and labor laws.	Understand
CO3	Apply IR tools and frameworks to contemporary labor-management issues and workplace conflict.	Apply
CO4	Analyze and evaluate recent changes in labor codes, IR strategies, and their impact on stakeholders.	Analyze and Evaluate

**Learning Outcome/ Skills**

Module Number	Content	Total Hours	% of Questions	Blooms Level (Applicable)	Remarks, if any
<b>THEORY &amp; PRACTICAL</b>					
M1	Introduction to Industrial Relations	12	20	1, 2, 3, 4, 5	NA
M2	Trade Unions and Industrial Democracy	14	30	1, 2, 3, 4, 5	NA
M3	Emerging Trends and Challenges in IR	14	30	1, 2, 3, 4, 5	NA

## DETAILED SYLLABUS

PAPER CODE: <b>ENTC601</b>		CREDIT:4	
<b>SL. NO.</b>	<b>MODULE NO</b>	<b>MODULE TITLE</b>	<b>DETAILS</b>
1	Module-1	Introduction to Industrial Relations	Concept, nature, and scope of Industrial Relations, Evolution of IR in India and global perspective, Role of state, employers, and employees, IR in the unorganized sector, parties to IR
2	Module-2	Trade Unions and Industrial Democracy	Trade unionism: structure, functions, problems, Trends in trade union movement, Code of Discipline and workers' participation in management
3	Module-3	Emerging Trends and Challenges in IR	Impact of globalization, privatization, and digitization, IR in gig economy and platform work, Flexible work arrangements and remote labor management, Role of HR in modern IR practices

### References

1. Mamoria, C. B., & Mamoria, S. (n.d.). *Dynamics of industrial relations*. Himalaya Publishing House.
2. Srivastava, S. C. (n.d.). *Industrial relations and labour laws*. Vikas Publishing House.
3. Singh, B. D. (n.d.). *Industrial relations and labour laws*. Excel Books.
4. Monappa, A. (n.d.). *Industrial relations*. McGraw-Hill Education.
5. Sinha, P. R. N., Sinha, I. B., & Shekhar, S. P. (n.d.). *Industrial relations, trade unions and labour legislation*. Pearson Education.
6. International Labour Organization (ILO). (Year of Publication). *Title of specific report/publication* (Report No. if applicable). ILO Publications.

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Paper: **Supply Chain Management**

Paper Code: **ENTC 602**

Total Contacts Hours / Week: **Credits: 5 (5L)**

**Aim of the Course**

The course aims to provide students with a deep understanding of supply chain functions and processes in modern business environments. It enables students to analyze, design, and manage supply chain networks and to understand the interrelationship between logistics, procurement, operations, and customer service for achieving organizational efficiency and customer satisfaction. The course also emphasizes the role of technology and global strategies in supply chain optimization.

**Course Objectives**

- To understand the fundamentals of supply chain management and its role in business.
- To explore the key drivers and metrics of an efficient supply chain.
- To analyze logistics, procurement, inventory management, and distribution.
- To assess the impact of technology and global trends on SCM.

SI	Graduate Attributes	Mapped Modules
CO1	Recall the basic terminologies, frameworks, and processes in supply chain management.	Remember
CO2	Explain the role of supply chain in business and its impact on performance, customer service, and cost.	Understand
CO3	Apply tools, techniques, and analytical models to manage supply chain processes.	Apply
CO4	Critically evaluate supply chain strategies and make data-driven decisions to improve efficiency and responsiveness.	Analyze and Evaluate

Module No	Content	Total Hours	% of Questions	Bloom Level (Applicable)	Remarks, if any
M1	Introduction to Supply Chain Management	10	15	1, 2	NA
M2	Supply Chain Network Design	12	15	1, 2	NA
M3	Demand Forecasting and Inventory Management	10	20	1, 2, 3	NA
M4	Sourcing and Procurement	8	20	1, 2, 3, 4	NA
M5	Logistics and Transportation	10	20	3, 4, 5	NA

M6	Logistics and Transportation	10	20	3, 4, 5	NA
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### DETAILED SYLLABUS

PAPER CODE: <b>ENTC602</b>		CREDIT:5	
SL. NO.	MODULE NO	MODULE TITLE	DETAILS
1	Module-1	Introduction to Supply Chain Management	Concept and importance of SCM, Key drivers of SCM, SCM vs. Logistics, SCM strategy alignment with business strategy, Types of supply chains
2	Module-2	Supply Chain Network Design	Distribution network design, Facility location decisions Capacity planning, global supply chain design and risks
3	Module-3	Demand Forecasting and Inventory Management	Forecasting methods (qualitative & quantitative) Safety stock and service levels, EOQ, JIT ,VMI models Bull whip effect and mitigation strategies
4	Module-4	Sourcing and Procurement	Strategic sourcing Suppliers election and relationship management Outsourcing and off shoring E-procurement and digital sourcing trends
5	Module-5	Logistics and Transportation	Modes of transport ,Fleet and route planning, Third-party logistics (3PL) and fourth-party logistics (4PL), Reverse logistics and sustainability in transportation
6	Module-6	Technology and Future Trends in SCM	ERP and SCM integration, Role of AI, IoT and block chain, Green supply chain, Circular supply chain and ethical sourcing

### Reference

1. Chopra, S., & Meindl, P. (2022). *Supply chain management: Strategy, planning, and operation* (8th ed.). Pearson Education.
2. Christopher, M. (2016). *Logistics and supply chain management* (5th ed.). Pearson Education.
3. Simchi-Levi, D., Kaminsky, P., & Simchi-Levi, E. (2008). *Designing and managing the supply chain: Concepts, strategies, and case studies* (3rd ed.). McGraw-Hill Education.
4. Shah, J. (2018). *Supply chain management: Text and cases* (2nd ed.). Pearson Education India.

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Paper: **Business Law**

Paper Code: **ENTC 603**

Total Contacts Hours / Week: **Credits: 5 (5L)**

**Aim of the Course**

The aim of this course is to provide students with a comprehensive understanding of the fundamental legal principles and frameworks that govern the world of business. It seeks to equip learners with knowledge of legal processes, statutory provisions, and judicial interpretations that influence business decisions and practices. The courses will enhance the students' ability to comprehend, apply, and critically evaluate the legal environment of business transactions.

**Course Objectives**

- To introduce students to the foundational principles and concepts of Business Law.
- To provide an overview of major business laws in India, including the Indian Contract Act, Companies Act, and others.
- To foster the ability to interpret and apply legal rules in business contexts.
- To develop analytical skills for evaluating legal scenarios and resolving legal disputes in business environments.
- To encourage awareness of ethical and legal responsibilities of businesses

**Course Outcomes (COs)**

SI	Graduate Attributes	Mapped Modules
CO1	Recall basic legal concepts, definitions, and statutory provisions of Indian Business Law.	Remember
CO2	Interpret the significance of laws in regulating business transactions and relationships.	Understand
CO3	Use appropriate legal principles in solving simple business law-related problems or case studies.	Apply
CO4	Critically analyze real-life legal situations and evaluate the impact of judicial decisions on business practices.	Analyze and Evaluate

Module No.	Content	Total Hours	% of Questions	Bloom Level (Applicable)	Remarks, if any
M1	Indian Contract Act, 1872	14	20	1, 2, 3, 4, 5	NA
M2	Sale of Goods Act, 1930	14	30	1, 2, 3, 4, 5	NA
M3	Indian Partnership Act, 1932	14	30	1, 2, 3, 4, 5	NA
M4	Companies Act, 2013 (Basic Overview)	8	20	1, 2, 3, 4, 5	NA

## DETAILED SYLLABUS

PAPER CODE: ENTC 603		CREDIT:5	
SL. NO.	MODULE NO	MODULE TITLE	DETAILS
1	Module-1	Indian Contract Act, 1872	Essentials of a valid contract Types of contracts, Offer and acceptance, consideration, capacity to contract, Free consent, legality of object ,Performance and discharge of contract , Remedies for breach of contract
2	Module-2	Special Contracts	Contract of Indemnity and Guarantee, Contract of Bailment and Pledge, Contract of Agency: creation, rights, duties, and termination
3	Module-3	Sale of Goods Act,1930	Contract of sale and types, Conditions and warranties, Transfer of ownership, Rights of an unpaid seller, Remedies for breach
4	Module-4	Consumer Protection Act, 2019	Definition of consumer, Rights of consumers ,Grievance redressal machinery, Consumer councils, Recent judgments and cases
5	Module-5	IndianPartnershipAct,1932	Nature and characteristics of partnership, Types of partners, Registration of partnership firms, Rights and duties of partners, Dissolution of partnership
6	Module-6	Limited Liability Partnership (LLP) Act, 2008	Nature and formation, Incorporation and agreement, Rights and liabilities of partners, Financial disclosures and audit, Winding up and dissolution
7	Module-7	Companies Act, 2013 (Basic Overview)	Types of companies, Incorporation of a company, Memorandum and Articles of Association, Directors and meetings, Corporate social responsibility (CSR) – an overview, Concept of corporate veil and lifting of corporate veil, Digital signatures and electronic governance, Legal recognition of electronic documents

### Reference

1. Kapoor, N. D. (n.d.). *Elements of mercantile law*. Sultan Chand & Sons.
2. Maheshwari, S. N., & Maheshwari, S. K. (n.d.). *A manual of business laws*. Himalaya Publishing House.
3. Gulshan, S. S. (n.d.). *Business law*. Excel Books.
4. Tulsian, P. C. (n.d.). *Business law*. McGraw Hill Education.
5. Singh, A. (n.d.). *Business law*. Eastern Book Company.

6. Ramaswamy, T. (n.d.). *Business and corporate law*. Himalaya Publishing House.

**Primary Legal Sources (Bare Acts)**

7. **Government of India.** (Year of Enactment/Amendment). *The Indian contract act, 1872*. Legislative Department, Ministry of Law and Justice.
8. **Government of India.** (Year of Enactment/Amendment). *The sale of goods act, 1930*. Legislative Department, Ministry of Law and Justice.
9. **Government of India.** (Year of Enactment/Amendment). *The Indian partnership act, 1932*. Legislative Department, Ministry of Law and Justice.
10. **Government of India.** (Year of Enactment/Amendment). *The limited liability partnership act, 2008*. Legislative Department, Ministry of Law and Justice.
11. **Government of India.** (Year of Enactment/Amendment). *The companies act, 2013*. Legislative Department, Ministry of Law and Justice.
12. **Government of India.** (Year of Enactment/Amendment). *The consumer protection act, 2019*. Legislative Department, Ministry of Law and Justice.
13. **Government of India.** (Year of Enactment/Amendment). *The information technology act, 2000*. Legislative Department, Ministry of Law and Justice.