



Kot Bhalwal, Jammu



Model Institute of Engineering  
& Technology (Autonomous)  
Dr. Arun K. Gupta Teaching-Learning Centre

## School of Management

### Details of Lesson Plan

S.No.	Particulars	Details
1.	Course Name	Business Law
2.	Course Code	BCMMJ-401
3.	Academic Year	2025-2026
4.	Semester	4 <sup>TH</sup>
5.	Number of Lesson plans	34
6.	Faculty Assigned	Ms. Sajida Batool

Sajida Batool

Faculty Signature



Version 1.1

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<b>Lesson Plan No. 1.1</b>	<b>Course Name: Business Law</b>	<b>Course No.: BCMMJ-401</b>
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<b>Objectives</b>	<p>At the end of the lesson the students shall be able to:</p> <ol style="list-style-type: none"><li>Analyse the need of Indian Contract Act, 1872.</li><li>Explain the relevance of Indian Contract Act, 1872.</li><li>Describe the scope and objective of Indian Contract Act, 1872.</li><li>Summarize the general understanding of a Contract.</li></ol>
<b>Teaching Aids (if any)</b>	<ol style="list-style-type: none"><li>Presentation</li><li>Discussion with real examples</li></ol>
<b>Teaching Development</b>	<p><b>1. Introduction (5 Minutes)</b></p> <ul style="list-style-type: none"><li>To give a general overview of the lecture.</li><li>To gather a general understanding from the students about their awareness of the topic to be taught.</li></ul> <p><b>2. Lecture / Discussion (35 Minutes)</b></p> <p><b>A. Indian Contract Act, 1872</b></p> <ul style="list-style-type: none"><li>Ask students about their general awareness about this legislation.</li><li>Give a brief about the historical background of this legislation.</li><li>Explain what is a colonial legislation.</li><li>Highlight the fact how this legislation being 150 years old has stood the test of time without any major amendments.</li><li>Describe the need of this legislation.</li><li>Relate how this legislation lays down the foundation of the civilized world.</li></ul>



	<p><b>B. Scope and Ambit</b></p> <ul style="list-style-type: none"><li>• Explain the scope and extent of Indian Contract Act.</li><li>• Tell them about the enforcement of this Act.</li><li>• Describe as to what all does Indian Contract cover.</li></ul> <p><b>C. Understanding Contract in a General Sense</b></p> <ul style="list-style-type: none"><li>• Ask students about their general understanding about what is a contract.</li><li>• Give examples from day-to-day life showcasing how we enter into various contracts knowingly or unknowingly.</li><li>• Describe and elaborate how all these interactions fall under the ambit of Indian Contract Act, 1872.</li></ul>
<b>Closure</b>	<ol style="list-style-type: none"><li>1. Summarize the lesson learning outcomes and get affirmation from students on these. Spend 5 minutes to wrap up and consolidate the learnings.</li><li>2. Suggested website: <a href="https://www.legalserviceindia.com/legal/article-7749-historical-background-of-indian-contract-act-1872.html">https://www.legalserviceindia.com/legal/article-7749-historical-background-of-indian-contract-act-1872.html</a></li></ol>
<b>Evaluation</b>	<ol style="list-style-type: none"><li>1. Reflective Questions (What, Why, Who, How?). Allow students to answer and discuss.</li><li>2. Allow students to seek any clarifications. Spend 5 minutes to evaluate student assimilation of the lesson content.</li></ol>



Lesson Plan No. 1	Course Name: Definition, Nature, Characteristics and Types	Course Code: BCMMJ-401
<b>Objectives</b>	At the end of the lesson, students shall be able to: a. Define the meaning of a contract. b. Understand the nature and characteristics of a contract. c. Identify the essential elements of a valid contract. d. Explain the different types of contracts.	
<b>Teaching Aids (if any)</b>	a. Presentation. b. Discussion with real examples	
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b> a. Begin the lesson by explaining the definition of a contract under Section 2(h) of the Indian Contract Act, 1872. b. Discuss the nature of a contract and how it forms the basis of legal obligations. c. Explain that a valid contract must satisfy the essential elements outlined in Section 10 of the Indian Contract Act.	



	<p><b>1. Development (30 minutes):</b></p> <p><b>2. a. Characteristics of a Contract:</b> Discuss the key characteristics, such as mutual consent, lawful object, and consideration.</p> <p><b>b. Types of Contracts:</b> Explain the different types, including:</p> <ul style="list-style-type: none"><li>• Void and Voidable Contracts</li><li>• Executed and Executory Contracts</li><li>• Express and Implied Contracts</li><li>• Contingent Contract</li></ul> <p><b>3. Exercise (5 minutes):</b></p> <p>Facilitate a discussion where students share real-life examples of contracts they have encountered. Encourage them to classify these into the different types discussed.</p>
<b>Closure</b>	<p>Summarize the lesson learning outcomes and confirm students' understanding of:</p> <ul style="list-style-type: none"><li>• Definition, nature, and characteristics of contracts</li><li>• Types of contracts and their applications</li></ul>
<b>Evaluation</b>	<ul style="list-style-type: none"><li>• Ask reflective questions such as:<ul style="list-style-type: none"><li>• What is a contract?</li><li>• What are the essential elements of a valid contract?</li><li>• How would you classify different types of contracts?</li></ul></li><li>• Encourage students to ask questions for clarification.</li></ul>



<b>Lesson Plan No. 1.3</b>	<b>Course Name: Business Law</b> <b>Topic: Offer</b>	<b>Course No.: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson, students shall be able to: a. Understand the concept of Offer. b. Explain the essentials of Offer. c. Distinguish between offer and invitation to offer.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. <u>Introduction (5 minutes): Opening Activity:</u></b>  a. Begin the lesson by asking students to brainstorm and write down what they understand regarding the meaning of offer in simple language and give examples. b. <b>Definition of Offer:</b> Introduce the concept of Offer or proposal by explaining Section 2 (a) of Indian Contract Act, 1872 under which the term has been defined. The Section provides "When one person



signifies to another his willingness to do or to abstain from doing anything, with a view to obtaining the assent of that other to such act or abstinence, he is said to make a proposal." Emphasize the importance of Offer in Contractual negotiations.

**2. Development (30 minutes):**

- a. **Essentials of Offer:** Explain the essentials of a valid Offer with relevant cases such as Intention to create legal relationship, certainty and definiteness of offer, requirement of communication, prohibition of negative condition, etc.
- b. **Invitation to Offer:** Explain the term invitation to offer and discuss the difference between offer and invitation to offer with the help of different cases.

**3. Exercise (5 minutes):**

Facilitate a discussion regarding the significance of different essentials of offer for a valid contract.



<b>Closure</b>	<ol style="list-style-type: none"><li>1. Summarize the lesson learning outcomes and get affirmation from students on these.</li><li>2. Suggested reading:  -Law of Contract-I by Dr R.K. Bangia, Chapter one, page 5</li></ol> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<ol style="list-style-type: none"><li>1. Ask reflective Questions such as what is offer and what are its essentials etc. and allow students to answer and discuss.</li><li>2. Encourage students to ask questions for clarification.</li></ol> <p>Spend 5 minutes to evaluate student assimilation of the lesson content.</p>



<b>Lesson Plan No. 1</b>	<b>Course Name: Law of Contract-I</b> <b>Topic: Types of Offer</b>	<b>Course No.: BCMMJ-401</b>
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<b>Objectives</b>	At the end of this lesson, students shall be able to identify and have a thorough understanding of different types of offer.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<p><b>1) Introduction (5 minutes):</b></p> <p>Begin the lesson by explaining how classification of Offer helps in understanding how and when contracts come into existence in different ways and in different situations.</p> <p><b>2) Development (30 minutes):</b></p> <p><b>Types of Offer:</b> Explain in detail different types of offer with the help</p>



	<p>of relevant case laws such as general and specific offer, express and implied offer, cross offer, counter offer and standing/ continuing/ or open offer.</p> <p><b>3) Exercise (5 minutes):</b></p> <p>Facilitate a discussion on different kinds of offer made by the parties. Have each student share illustrations with the class.</p>
<b>Closure</b>	<ol style="list-style-type: none"><li>1. Summarize the lesson learning outcomes and get affirmation from students on these.</li><li>2. Suggested reading: -Law of Contract-I by Dr R.K. Bangia, chapter one, page 13</li></ol> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<ol style="list-style-type: none"><li>1. Ask Reflective Questions such as Why according to them classification of offers is important and allow students to answer and discuss.</li><li>2. Encourage students to ask questions for clarification.</li></ol> <p>Spend 5 minutes to evaluate student assimilation of the lesson content</p>



<b>Lesson Plan No. 1</b>	<b>Course Name: Law Of Contract-I</b> <b>Topic: Definition and Essentials of Valid Acceptance</b>	<b>Course No.: BCMMJ-401</b>
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<b>Objectives</b>	At the end of this lesson, students shall be able to:  a. Understand the meaning and effect of acceptance. b. Explain the essentials of Acceptance.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  a. <b>Opening Activity:</b> Begin the lesson by asking students their views regarding the significance of acceptance in a contract. b. <b>Definition and Effect of Acceptance:</b> Begin the lesson by explaining that it is only after the acceptance of the proposal that a contract between the two parties can arise. Section 2(b) lays down "When the person to whom the proposal is made signifies his assent thereto, the proposal is said to be accepted. A proposal, when accepted, becomes a promise." Highlight the effect of acceptance in a contract.



## 2. Development (30 minutes):

**Essentials of valid acceptance:** Explain the essentials of a valid acceptance with relevant cases such as acceptance should be communicated, acceptance should be absolute and unqualified; it should be in some usual and reasonable manner and should be made while the offer is still subsisting.

## 3. Exercise (5 minutes):

Facilitate a discussion regarding the significance of different essentials of acceptance for a valid contract.



<b>Closure</b>	<ol style="list-style-type: none"><li>1. Summarize the lesson learning outcomes and get affirmation from students on these.</li><li>2. Suggested reading:  -Law of Contract-I by Dr R.K. Bangia, chapter one, page 22</li></ol> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<ol style="list-style-type: none"><li>1. Ask Reflective Questions such as what is acceptance and what are its essentials, what is the effect of acceptance in a contract etc. and allow students to answer and discuss.</li><li>2. Encourage students to ask questions for clarification.</li></ol> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents.</p>



Lesson Plan No.	Course Name: Business Law Consideration	Course Code: BCMMJ- 401
<b>Objectives</b>	At the end of the lesson the student shall be able to: a. Understand the concept of consideration. b. Explain the essential ingredients of consideration. c. Identify different kinds of consideration.	
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples	
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  a. Begin the lesson by asking the students what they understand about the term consideration. b. Introduce the definition of consideration under Section 2(d) of Indian Contract Act, 1872. c. <b>Highlight the significance of consideration in a contract.</b>	



	<p><b>2. Development (30 minutes):</b></p> <p>A. <b>Essential Ingredients of Consideration:</b> Familiarize the students with essential ingredients of a valid consideration such as consideration has to be given at the desire of the promisor, consideration has to be given by the promisee or any other person, consideration includes an act, abstinence or promise etc.</p> <p>B. <b>Kinds of Consideration:</b> Discuss the kinds of consideration in a contract such as past consideration, executed or present consideration and executory or future consideration.</p> <p><b>3. Exercise (5 minutes):</b></p> <p>Facilitate a discussion on significance of presence of a valid consideration as an essential of a valid contract.</p>
<b>Closure</b>	<ol style="list-style-type: none"><li>1. Summarize the lesson learning outcomes and get affirmation from students on these.</li><li>2. Suggested reading: -Law of Contract-I by Dr R.K. Bangia, chapter 2, page 69</li><li>3. Spend 5 minutes to wrap up and consolidate the learnings.</li></ol>
<b>Evaluation</b>	<ol style="list-style-type: none"><li>1. Ask reflective Questions such as what are the essential ingredients of a valid consideration, what is the significance of a valid consideration etc. and allow students to answer and discuss.</li><li>2. Encourage students to ask questions for clarification.</li></ol>



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Spend 5 minutes to evaluate student assimilation of the lesson content.



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Lesson Plan No. 1	Course Name: Free Consent	Course Code: BCMMJ-401
<b>Objectives</b>	At the end of the lesson the student shall be able to: a. Define the meaning of consent. b. Understand the concept of free consent. c. Understand the elements of free consent. d. Understand the importance of free consent.	
<b>Teaching Aids (if any)</b>	a. Presentation. b. Discussion with real examples	
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  a. Begin the lesson by explaining the meaning of consent under Section 13 of Indian Contract Act, 1872. b. Discuss the concept of free consent in light of Section 14 of Indian Contract Act, 1872. c. Discuss the concept of free consent as an essential of a valid contract under Section 10 of Indian Contract Act, 1872.	



	<p><b>2. Development (30 minutes):</b></p> <p>a. <b>Elements of free consent:</b> Discuss elements of a free consent in detail.</p> <p>b. <b>Importance of Free Consent:</b> Highlight the importance of free consent for a valid contract.</p> <p><b>3. Exercise (5 minutes):</b></p> <p>Facilitate a discussion on relevance of free consent of the parties for a valid contract.</p>
<b>Closure</b>	<p>1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.</p> <p>2. Suggested Website: -<a href="https://blog.ipleaders.in/free-cons">https://blog.ipleaders.in/free-cons</a></p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<p>1. Ask reflective Questions such what is a free consent and what is its importance in a contract and allow students to answer and discuss.</p> <p>2. Encourage students to ask questions for clarification.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents.</p>



<b>Lesson Plan No. 1</b>	<b>Course Name: Law of Contract-I</b> <b>Topic: Types Of Contract</b>	<b>Course Code: BCMMJ-401</b>
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<b>Objectives</b>	At the end of this lesson, students shall be able to: a. Identify different types of Contract. b. Understand the application and utility of different types of contract. c. Have a thorough understanding of various bases on which contracts are classified.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  a. <b>Opening Activity:</b> Begin the lesson by asking students to brainstorm and write down different types of contracts according to them. b. <b>Importance of classification:</b> Highlight the significance of classification of contracts on different basis. Explain how such classification helps in understanding how contracts come into existence in different ways and in different situations.



2. **Development (30 minutes):**

- a. **Basis of classification:** Discuss various bases on which contracts are classified such as classification on the basis of formation, on the basis of validity, on the basis of nature and on the basis of execution.
- b. **Types of contract:** Explain in detail different types of contracts with proper illustrations.

3. **Exercise (5 minutes):**

Facilitate a discussion on different kinds of contracts between the parties. Have each student share illustrations with the class.



<b>Closure</b>	<ol style="list-style-type: none"><li>1. Summarize the lesson learning outcomes and get affirmation from students on these.</li><li>2. Suggested website:  -<a href="https://www.indiafilings.com">https://www.indiafilings.com</a> › learn › types-of-contract</li></ol> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<ol style="list-style-type: none"><li>1. Ask Reflective Questions regarding the utility of classification of contracts and Allow students to answer and discuss.</li><li>2. Encourage students to ask questions for clarification.</li></ol> <p>Spend 5 minutes to evaluate student assimilation of the lesson content.</p>



<b>Lesson Plan No. 8</b>	<b>Course Name: Business Law Title: undue influence</b>	<b>Course Code: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson the student shall be able to: a. Understand the meaning of Undue Influence under Indian Contract Act, 1872. b. Explain the essentials of Undue Influence under Section 16 of Indian Contract Act, 1872. c. Identify the persons who are in a position to exercise undue influence. d. Understand the presumption of Undue Influence in unconscionable bargains.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  a. Introduce the topic by explaining the definition of Undue Influence under Section 16 of Indian Contract Act, 1872. b. Provide suitable illustrations for better understanding of the students.



	<p><b>2. Development (30 minutes):</b></p> <p>a. <b>Essentials of Undue Influence under Section 16 of Indian Contract Act, 1872:</b> Discuss the essentials of Undue Influence by analyzing Section 16 of Indian Contract Act, 1872.</p> <p>b. <b>Persons in Dominant Position:</b> discuss the persons who are deemed to be in position to dominate the will of another such as persons who hold a real or apparent authority over the other or stand in a fiduciary relation to the other or make a contract with a person whose mental capacity is temporarily or permanently affected by illness, age or mental or bodily distress. Discuss relevant case laws for better understanding of the students.</p> <p>c. <b>Presumption of Undue Influence in unconscionable bargains:</b> Discuss the legal presumption with the help of suitable illustrations and relevant case laws.</p> <p><b>3. Exercise (5 minutes):</b></p> <p>Have each student share illustrations and the legal implications with the class. Facilitate a discussion on Presumption of Undue Influence in unconscionable bargains.</p>
<b>Closure</b>	<p>1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.</p> <p>2. Suggested Reading: -Law of Contract-I by Dr R.K. Bangia, chapter 4, page 142</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<p>1. Ask reflective Questions such as what is undue influence and what are its essentials etc. and allow students to answer and discuss.</p>



	<p>2. Encourage students to ask questions for clarification.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents.</p>
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<b>Lesson Plan No. 7</b>	<b>Course Name: Business Law</b> <b>Topic: coercion</b>	<b>Course Code: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson the student shall be able to: a. Understand the meaning of Coercion under Indian Contract Act, 1872. b. Explain the essentials of Coercion under Section 15 of Indian Contract Act, 1872. c. Understand the concept of Duress and differentiate between Coercion and Duress.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  a. Introduce the topic by explaining the definition of Coercion under Section 15 of Indian Contract Act, 1872. b. Provide suitable illustrations for better understanding of the students.



	<p><b>2. Development (30 minutes):</b></p> <ul style="list-style-type: none"><li>a. <b>Essentials of Coercion under Section 15 of Indian Contract Act, 1872:</b> Discuss the essentials of Coercion in light of Section 15 of Indian Contract Act, 1872 such as act forbidden by the Indian Penal Code, unlawfully detaining of property and prejudice of a person. Explain it to the students with the help of relevant case laws and suitable illustrations.</li><li>b. <b>Meaning of Duress:</b> discuss the meaning of Duress under English law.</li><li>c. <b>Difference between Duress and Coercion:</b> Distinguish between Duress under English law and Coercion under Section 15 of Indian Contract Act, 1872.</li></ul> <p><b>3. Exercise (5 minutes):</b></p> <p>Have each student share illustrations and the legal implications with the class. Facilitate a discussion on difference between Coercion and Duress.</p>
<b>Closure</b>	<ul style="list-style-type: none"><li>1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.</li><li>2. Suggested Reading: -A Critical Analysis on Coercion with Respect to Indian Contract Act: <a href="https://docs.manupatra.in">https://docs.manupatra.in</a> &gt; articles &gt; Upload</li></ul>



	Spend 5 minutes to wrap up and consolidate the learnings.
<b>Evaluation</b>	<ol style="list-style-type: none"><li>1. Ask reflective Questions such as what is coercion under Indian Contract Act, 1872 and what are the key differences between Coercion under Indian law and Duress under English law and allow students to answer and discuss.</li><li>2. Encourage students to ask questions for clarification.</li></ol> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents.</p>



<b>Lesson Plan No. 10</b>	<b>Course Name: Business Law</b> <b>Topic: fraud mad misrepresentation</b>	<b>Course Code: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson the student shall be able to: a. Understand the meaning of Fraud and Misrepresentation under Indian Contract Act, 1872. b. Explain the essentials of Fraud in light of Section 17 of Indian Contract Act, 1872. c. Distinguish between Fraud and Misrepresentation.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  a. Introduce the topic by explaining the definition of Fraud under Section 17 of Indian Contract Act, 1872. b. Explain the meaning of Misrepresentation in light of Section 18 of Indian Contract Act, 1872. c. Provide suitable illustrations for better understanding of the students.  <b>2. Development (30 minutes):</b>



	<p>a. <b>Essentials of Fraud under Section 17 of Indian Contract Act, 1872:</b> Discuss the essentials of Fraud such as false statement of fact, active concealment, promise made without any intention to perform it etc. Explain the students with the help of relevant case laws.</p> <p>b. <b>Distinction between Fraud and Misrepresentation:</b> Discuss the key differences between Fraud and Misrepresentation in light of Indian Contract Act, 1872.</p> <p><b>3. Exercise (5 minutes):</b></p> <p>Have each student share illustrations and the legal implications with the class. Facilitate a discussion on the points of key differences between Fraud and Misrepresentation.</p>
<b>Closure</b>	<p>1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.</p> <p>2. Suggested Reading: Law of Contract-I by Dr R.K. Bangia, chapter 4, page 152</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<p>1. Ask reflective Questions such as what kinds of acts amount to fraud, what is the main difference between fraud and misrepresentation etc. and allow students to answer and discuss.</p> <p>2. Encourage students to ask questions for clarification.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents.</p>



<b>Lesson Plan No. 1</b>	<b>Course Name: Law Of Contract-I</b>  <b>Topic: Mistake of Law and Mistake of Fact</b>	<b>Course Code: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson the student shall be able to: a. Understand the concept of Mistake. b. Explain the concept of Mistake of Law. c. Understand the concept of Mistake of Fact.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  a. Introduce the topic by explaining the literal meaning of mistake. b. Explain it in the context of the parties to contract. c. Introduce the students with the types of mistake under Indian Contract Act, 1872 and highlight the concerned legal provisions.



	<p><b>2. Development (30 minutes):</b></p> <p>a. <b>Mistake of Law:</b> Discuss mistake of law in light of Section 21 of Indian Contract Act, 1872. Explain it with suitable illustrations for better understanding of the students. Also discuss the exceptions to the rule that mistake of law is not an excuse.</p> <p>b. <b>Mistake of Fact:</b> Explain the students the concept of mistake of fact in light of Section 20 of Indian Contract Act, 1872. Also discuss the 2 ways in which the mistake works i.e., mistake, when there is no consensus ad idem,; or there is absence of consent or Mistake as to a matter of fact essential to the agreement.</p> <p><b>3. Exercise (5 minutes):</b></p> <p>Facilitate a discussion on effect of mistake of law and mistake of fact under Indian Contract Act, 1872.</p>
<b>Closure</b>	<p>1. Summarize the lesson learning outcomes and get affirmation from students on these.</p> <p>2. Suggested reading: -Law of Contract-I by Dr R.K. Bangia, chapter 4, page 176</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<p>1. Ask reflective Questions such as what is mistake of law and mistake of fact etc. and allow students to answer and discuss.</p> <p>2. Encourage students to ask questions for clarification.</p>



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	Spend 5 minutes to evaluate student assimilation of the lesson content.
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<b>Lesson Plan No. 9</b>	<b>Course Name: Business Law</b> <b>Topic: types of mistake</b>	<b>Course Code: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson the student shall be able to: a. Identify different types of Mistakes of Fact. b. Explain the concept of Bilateral Mistake and its various types. c. Understand the concept of Unilateral Mistake.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  a. Begin the lesson by asking the students to explain about the mistake of fact in their own words. b. Ask the questions from the previous lecture.  <b>2. Development (30 minutes):</b>



	<p>a. <b>Types of Mistake of Fact:</b> Familiarize the students with different types of Mistake of Fact i.e., Unilateral Mistake and Bilateral Mistake.</p> <p>b. <b>Unilateral Mistake:</b> Explain the students the concept of Unilateral mistake in light of Section 22 of Indian Contract Act, 1872.</p> <p>c. <b>Bilateral Mistake:</b> Acquaint the students with the concept of Bilateral Mistake in light of Section 20 of Indian Contract Act, 1872.</p> <p>d. <b>Types of Bilateral Mistake:</b> Discuss the types of Bilateral Mistake such as mistake as to existence of subject matter, mistake regarding title etc.</p> <p><b>3. Exercise (5 minutes):</b></p> <p>Facilitate a discussion on legal implications of the types of mistakes of fact.</p>
<b>Closure</b>	<p>1. Summarize the lesson learning outcomes and get affirmation from students on these.</p> <p>2. Suggested reading: -Law of Contract-I by Dr R.K. Bangia, chapter 4, page 180</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<p>1. Ask reflective Questions such as what are the different types of mistakes of fact etc. and allow students to answer and discuss.</p> <p>2. Encourage students to ask questions for clarification.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson content.</p>



# Model Institute of Engineering & Technology (Autonomous) Lesson Plan

Kot Bhalwal, Jammu



Dr. Arun K. Gupta Teaching-Learning Centre

Version 1.1



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<b>Lesson Plan No. 1</b>	<b>Course Name: Law Of Contract-I</b>  <b>Topic: Effect of Flaw in Consent</b>	<b>Course Code: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson the student shall be able to: a. Understand the effect of flaw in consent caused by coercion, fraud, misrepresentation and undue influence. b. Have an understanding of right of rescission as a remedy in case of flawed consent. c. Develop the Understanding of the right to claim compensation on account of flawed consent.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  a. Introduce the topic by giving an overview of the elements responsible for vitiating the free consent. b. Provide suitable illustrations for better understanding of the students.



	<p><b>2. Development (30 minutes):</b></p> <ul style="list-style-type: none"><li>a. <b>Legal provisions regarding effect of flawed consent:</b> Discuss Section 19 of Indian Contract Act, 1872 for voidability of agreement due to coercion, fraud or misrepresentation and Section 19-A of Indian Contract Act, 1872 in case of voidability of contract due to undue influence.</li><li>b. <b>Right to Rescission of Contract:</b> discuss right to rescission of contract as a remedy in case of flawed consent. Illustrate it with relevant case law. Also discuss the limitations to this right.</li><li>c. <b>Right to Claim compensation:</b> Discuss also the right to claim compensation as a remedy in case of flawed consent. Discuss the relevant legal provisions for it.</li></ul> <p><b>3. Exercise (5 minutes):</b></p> <p>Have each student share illustrations and the legal implications with the class.</p>
<b>Closure</b>	<ul style="list-style-type: none"><li>1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.</li><li>2. Suggested reading: -Law of Contract-I by Dr R.K. Bangia, chapter 4, page 170</li></ul> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<ul style="list-style-type: none"><li>1. Ask reflective Questions such as what is the impact the voidability of</li></ul>



	<p>contract due to consent caused by coercion etc. and allow students to answer and discuss.</p> <p>2. Encourage students to ask questions for clarification.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents.</p>
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<b>Lesson Plan No. 1</b>	<b>Course Name: Business Law Topic: Introduction to Contract</b>	<b>Course Code: BCMMJ 401</b>
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<b>Objectives</b>	At the end of the lesson the student shall be able to: a. Understand the concept of Contract. b. Explain the essentials of contract. c. Have a thorough understanding of nature and types of contracts.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with examples
<b>Teaching Development</b>	<b>1. <u>Introduction (5 minutes):</u></b>  a. <b>Opening Activity:</b> Begin the lesson by asking students to brainstorm and write down what they understand regarding the meaning of contract in simple language and what is the possible difference between a contract and an agreement in their view. b. <b>Definition of Contract:</b> Introduce the concept of Contract by explaining that contract is an agreement enforceable by law. The parties to the contract are legally bound by the promise made by them. Emphasize the importance of contract in day-to-day life and in the business world. c. <b>Nature:</b> Discuss the legal nature of a contract. Explain how contracts make the parties legally bound and the nature of obligations arising from a contract.



	<p><b>2. <u>Development (30 minutes):</u></b></p> <p>a. <b>Section 10 of Indian Contract Act, 1872:</b> Discuss Section 10 of Indian Contract Act, 1872. Explain the essentials of the contract provided under the Section.</p> <p>b. <b>Key Features:</b> Highlight the key features of the Section such as agreement between the parties, free consent, lawful consideration, lawful object, and competent parties.</p> <p><b>3. <u>Exercise (5 minutes):</u></b></p> <p>Have each student share illustrations and the possible legal implications with the class. Facilitate a discussion on different kinds of agreements between the parties.</p>
<p><b>Closure</b></p>	<p>1. Summarize the lesson learning outcomes and get affirmation from</p>



	<p>students on these.</p> <p>2. Suggested reading:</p> <p>-Law of Contract-I by Dr R.K. Bangia, chapter one, page one</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<p>1. Ask reflective Questions such as what is a contract and how is it different from an agreement, what are the essentials of a contract etc. and allow students to answer and discuss.</p> <p>2. Encourage students to ask questions for clarification.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson content.</p>



<b>Lesson Plan No. 17</b>	<b>Topic: Bailment</b>	<b>Course No.: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson, students shall be able to: a. Define bailment and understand its nature. b. Explain the duties of the bailor and bailee. c. Discuss the rights of both the bailor and bailee.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  Opening Activity: a. Opening Activity: Ask students to brainstorm common situations of bailment (e.g., depositing clothes in a laundry). b. Definition of Bailment: Introduce Section 148 of the Indian Contract Act, defining bailment as the delivery of goods by one person to another for some purpose, under a contract. <b>2. Development (30 minutes):</b> a. Duties of Bailor and Bailee:  Bailor: Duty to disclose defects, bear expenses. Bailee: Duty to take reasonable care, return goods.



	<p>b. Rights of Bailor and Bailee:</p> <p>Bailor: Right to demand the goods back. Bailee: Right to compensation, lien over goods.</p> <p><b>2. Exercise (5 minutes):</b></p> <p>Discuss real-world examples of bailment contracts.</p>
<b>Closure</b>	<ol style="list-style-type: none"><li>1. Summarize the lesson learning outcomes and confirm understanding with students.</li><li>2. Suggested reading:  -Law of Contract-I by Dr. R.K. Bangia, Chapter on Guarantees, relevant pages.</li></ol> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<p>Ask reflective questions like, "What is the significance of a bailee's duty to take care?"</p>



<b>Lesson Plan No. 18</b>	<b>Topic: Pledge</b>	<b>Course No.: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson, students shall be able to: a. Understand the concept of pledge. b. Explain the rights and duties of pawnor and pawnee.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  Opening Activity: Introduce the concept of pledge, defining it as a special type of bailment where goods are delivered as security for a debt.  <b>2. Development (30 minutes):</b> a. Rights of Pawnor: Right to redeem the goods. b. Rights of Pawnee: Right to retain the goods until payment is made, right to sell in case of default.



	<p><b>2. Exercise (5 minutes):</b></p> <p>Discuss real-world examples of Pledge contracts.</p>
<b>Closure</b>	<p>1. Summarize the lesson learning outcomes and confirm understanding with students.</p> <p>2. Suggested reading:</p> <p>-Law of Contract-I by Dr. R.K. Bangia, Chapter on Guarantees, relevant pages.</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<p>Ask reflective questions like, "What is the significance of a Pawnee's duty to take care?"</p>



<b>Lesson Plan No. 15</b>	<b>Course Name: Business Law</b> <b>Topic: Guarantee</b>	<b>Course No.: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson, students shall be able to: a. Understand the definition of a guarantee. b. Explain the nature and characteristics of guarantees. c. Differentiate between guarantees and other similar concepts in contract law..
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  Opening Activity: a. Begin the lesson by asking students to share their thoughts on what they understand by the term "guarantee" and provide examples from daily life or business. b. Definition of Guarantee: Introduce the concept of a guarantee as defined under Section 126 of the Indian Contract Act, 1872, which states, "A 'contract of guarantee' is a contract to perform the promise, or discharge the liability, of a third person in case of his default." Emphasize the significance of guarantees in financial transactions and contractual obligations



	<p><b>2. Development (30 minutes):</b> Nature and Characteristics of Guarantee:</p> <ol style="list-style-type: none"><li>Discuss the nature of a guarantee, highlighting its binding nature, its role in facilitating trust in business relationships, and its purpose in ensuring performance or repayment.</li><li>Explain the key characteristics of a guarantee, such as the tripartite relationship between the creditor, principal debtor, and surety, and the conditional nature of the guarantee.</li><li>Differences Between Guarantee and Other Contracts:</li></ol> <p>Compare guarantees with indemnity and other similar contractual arrangements to clarify distinctions.</p> <p><b>2. Exercise (5 minutes):</b></p> <p>Facilitate a discussion regarding the importance of guarantees in various contexts, such as lending, leasing, and contractual agreements. Encourage students to share their own examples or experiences with guarantees.</p>
<b>Closure</b>	<ol style="list-style-type: none"><li>Summarize the lesson learning outcomes and confirm understanding with students.</li><li>Suggested reading:  -Law of Contract-I by Dr R.K. Bangia, Chapter one, page 5</li></ol> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	Ask reflective questions such as, "What is a guarantee?" and "How does it



	differ from indemnity?" Encourage students to participate in the discussion. Invite students to ask questions for clarification.
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<b>Lesson Plan No. 13</b>	<b>Course Name: Business Law</b> <b>Topic: Indemnity</b>	<b>Course No.: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson, students shall be able to: a. Understand the concept of indemnity. b. Explain the nature and characteristics of indemnity. c. Identify the rights of the indemnity holder
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes): Opening Activity:</b>  Opening Activity: a. Begin the lesson by asking students to share their understanding of indemnity and provide real-world examples. b. Definition of Indemnity: Introduce the concept of indemnity as defined under Section 124 of the Indian Contract Act, 1872, which



states, "A contract of indemnity is a contract by which one party promises to save the other from loss caused to him by the conduct of the promisor himself, or by the conduct of any other person." Emphasize the importance of indemnity in risk management and contractual agreements..

## 2. Development (30 minutes):

Nature and Characteristics of Indemnity:

- a. Explain the nature of indemnity contracts, highlighting the key characteristics such as protection against loss, the obligation of the indemnifier, and the relation to liability.
- b. Rights of the Indemnity Holder:

Discuss the rights of the indemnity holder, including the right to claim damages, the right to be indemnified for losses incurred, and the right to sue for breach of contract. Use relevant case studies to illustrate these rights in practical situations.

## 3. Exercise (5 minutes):

Facilitate a discussion regarding the significance of different essentials



	of offer for a valid contract.
<b>Closure</b>	<p>1. Summarize the lesson learning outcomes and confirm understanding with students.</p> <p>2. Suggested reading:</p> <p>-Law of Contract-I by Dr R.K. Bangia, Chapter one, page 5</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<p>Ask reflective questions such as, "What is indemnity?" and "What are the rights of the indemnity holder?" Allow students to respond and engage in discussion.</p> <p>Encourage students to ask questions for clarification.</p> <p>Spend 5 minutes to evaluate student assimilation of the lesson content.</p>



<b>Lesson Plan No. 21</b>	<b>Course Name: Business Law</b>  <b>Topic: Surety and Guarantee</b>	<b>Course No.: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson, students shall be able to: a. Understand the rights of the surety. b. Explain the liability of the guarantor. c. Discuss the scenarios in which the guarantor's liability arises or ends.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  Opening Activity: a. Start the lesson by asking students to reflect on real-life instances where guarantors are involved in loans or business dealings. b. Definition of Surety and Guarantor: Define who a surety and guarantor are under the Indian Contract Act, 1872. <b>2. Development (30 minutes):</b> a. Rights of the Surety:  Right to Subrogation Right to Indemnity Right to be Relieved from Liability b. Liability of the Guarantor:



	<p>Co-extensive Liability with the Principal Debtor Liability under Continuing Guarantee Discharge of Surety's Liability</p> <p><b>2. Exercise (5 minutes):</b></p> <p>Facilitate a discussion on how the surety's rights ensure the fair execution of a contract.</p>
<b>Closure</b>	<p>1. Summarize the lesson learning outcomes and confirm understanding with students.</p> <p>2. Suggested reading:</p> <p>-Law of Contract-I by Dr. R.K. Bangia, Chapter on Guarantees, relevant pages.</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<p>Ask reflective questions like, "What are the key rights of a surety?" Encourage students to share doubts or seek clarification.</p>



<b>Lesson Plan No. 14</b>	<b>Course Name: Business Law</b> <b>Title: Indemnity Holder</b>	<b>Course No.: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson, students shall be able to: a. Understand the concept of the indemnity holder. b. Explain the rights and duties of the indemnity holder. c. Discuss the implications of indemnity agreements in various contexts.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  Opening Activity: a. Begin the lesson by asking students to brainstorm and share their thoughts on who the indemnity holder is and why their role is crucial in indemnity contracts. b. Definition of Indemnity Holder: Introduce the concept of the indemnity holder, explaining that they are the party who is protected against loss under an indemnity agreement. Highlight their role in a contractual relationship involving indemnity.



	<p><b>2. Development (30 minutes):</b></p> <p>Rights of the Indemnity Holder:</p> <p>a. Discuss the rights of the indemnity holder in detail, including:</p> <ul style="list-style-type: none"><li>The right to claim compensation for losses incurred.</li><li>The right to indemnity before any legal proceedings.</li><li>The right to sue the indemnifier for any breach of contract.</li></ul> <p>b. Duties of the Indemnity Holder:</p> <p>Explain the responsibilities of the indemnity holder, such as notifying the indemnifier of any claims or losses and mitigating losses where possible.</p> <p><b>3. Exercise (5 minutes):</b></p> <p>Facilitate a discussion regarding real-life scenarios where indemnity holders exercise their rights and responsibilities, allowing students to share examples and insights.</p>
<b>Closure</b>	<p>1. Summarize the lesson learning outcomes and confirm understanding with students.</p> <p>2. Suggested reading:</p> <p>-Law of Contract-I by Dr R.K. Bangia, Chapter one, page 5</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	Ask reflective questions such as, "Who is the indemnity holder?" and



	"What rights do they possess?" Encourage students to share their thoughts and engage in discussion. Invite students to ask questions for clarification.
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<b>Lesson Plan No. 16</b>	<b>Course Name: Business Law</b> <b>Topic: Revocation of Guarantee</b>	<b>Course No.: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson, students shall be able to: a. Understand the concept of revocation of guarantee. b. Explain the circumstances under which a guarantee can be revoked. c. Discuss the implications of revocation on the parties involved.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  Opening Activity: a. Begin the lesson by asking students to share their understanding of what it means to revoke a guarantee and when they think it might be necessary. b. Definition of Revocation of Guarantee: Introduce the concept of revocation of guarantee, explaining that it refers to the termination of the surety's obligation to perform or discharge the liability of the principal debtor. <b>2. Development (30 minutes):</b> Circumstances for Revocation: a. Discuss the different circumstances under which a guarantee can be revoked, including:



	<p>By the surety's express notice to the creditor. Upon the expiry of a specified period. When the guarantee is based on a specific transaction and that transaction is completed.</p> <p>b. Implications of Revocation: Explain how revocation affects the rights and responsibilities of the creditor, principal debtor, and surety. Discuss potential scenarios where revocation may not release the surety from liability.</p> <p><b>2. Exercise (5 minutes):</b></p> <p>Facilitate a discussion on real-life scenarios where revocation of guarantees occurs, allowing students to share their insights or examples from their experiences.</p>
<b>Closure</b>	<ol style="list-style-type: none"><li>1. Summarize the lesson learning outcomes and confirm understanding with students.</li><li>2. Suggested reading:  -Law of Contract-I by Dr. R.K. Bangia, Chapter on Guarantees, relevant pages.</li></ol> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<p>Ask reflective questions such as, "What does revocation of a guarantee entail?" and "In what circumstances can a guarantee be revoked?" Encourage students to engage in discussion. Invite students to ask questions for clarification. Invite students to ask questions for clarification.</p>



<b>Lesson Plan No. 20</b>	<b>Course Name: Business Law</b> <b>Topic: Agency</b>	<b>Course No.: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson, students shall be able to: a. Understand the concept and creation of an agency. b. Explain the rights and duties of an agent and principal.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  Opening Activity: Define agency and explain the relationship between an agent and principal.  <b>2. Development (30 minutes):</b> a. Creation of Agency: Agency by Agreement Agency by Ratification b. Rights and Duties of Agent and Principal: Agent: Right to remuneration, duty to act in good faith.



	<p>Principal: Right to demand performance, duty to indemnify the agent.</p> <p><b>2. <u>Exercise (5 minutes):</u></b></p> <p>Discuss real-world examples of Agency contracts.</p>
<b>Closure</b>	<ol style="list-style-type: none"><li>1. Summarize the lesson learning outcomes and confirm understanding with students.</li><li>2. Suggested reading:  -Law of Contract-I by Dr. R.K. Bangia, Chapter on Guarantees, relevant pages.</li></ol> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<p>Reflective Questions:</p> <p>What is the meaning of an agency relationship? How can agency be created? What is the difference between express and implied authority? What are the rights and duties of an agent? How can an agency relationship be terminated?</p>



<b>Lesson Plan No. 19</b>	<b>Course Name: Business Law</b> <b>Topic: Agency</b>	<b>Course No.: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson, students shall be able to: a. Understand the concept of termination of agency. b. Identify the modes of termination of agency. c. Differentiate between termination by act of parties and termination by operation of law. d. Analyze the legal consequences of termination of agency.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b> a. Opening Activity: Start by asking students to recall situations where an agent's role ended. Example: A travel agent completing their task of booking a tour. b. Definition: Explain that termination of agency refers to the end of the legal relationship between an agent and a principal. c. Relevance: Highlight why it is important to know when and how an agency ends—both for agents and principals. <b>2. Development (30 minutes):</b> a. Modes of Termination (15 minutes):  By Act of the Parties: Mutual agreement Revocation by the principal Renunciation by the agent



	<p>By Operation of Law: Completion of the task Expiry of time period Death or insanity of principal or agent Insolvency of the principal</p> <p>b. Legal Consequences of Termination (10 minutes):</p> <p>Rights and liabilities after termination Duty to notify third parties Protection of the agent's authority until termination is known</p> <p>c. Relevant Cases (5 minutes): Discuss landmark cases illustrating termination of agency.</p> <p><b>2. <u>Exercise (5 minutes):</u></b></p> <p>Facilitate a class discussion on how termination impacts both principal and agent. Ask students to brainstorm examples of tasks that would naturally end an agency contract.</p>
<p><b>Closure</b></p>	<p>1. Summarize the lesson learning outcomes and confirm understanding with students.</p> <p>2. Suggested reading:</p> <p>-Law of Contract-I by Dr. R.K. Bangia, Chapter on Guarantees, relevant pages.</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>



<b>Evaluation</b>	<b>Reflective Questions:</b> What are the ways in which an agency can be terminated? How is termination by operation of law different from termination by mutual agreement? <b>Quick Quiz:</b> Conduct a brief 3-5 question quiz to test students' understanding of the topic.
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<b>Lesson Plan No. 22</b>	<b>Course Name: Business Law Topic: Overview of sale of Goods Act, 1930</b>	<b>Course Code: BCMMJ- 401</b>
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<b>Objectives</b>	At the end of the lesson the student shall be able to: a) Understand the significance of the Introduction and Interpretation Clause in the Sale of Goods Act, 1930. b) Analyse the key definitions and terms provided in the Introduction and Interpretation Clause. c) Differentiate between terms used in the Act and common usage. d) Apply the principles of interpretation to practical scenarios.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  Introduction (5 Minutes) <ul style="list-style-type: none"><li>To give a general overview of the lecture.</li><li>To gather a general understanding from the students about their awareness of the topic to be taught.</li></ul> <b>2. Development (35 Minutes)</b>



A. Introduction to Sale of Goods Act, 1930

- Provide an overview of the Sale of Goods Act, 1930, and its importance in regulating contracts related to the sale of goods.

B. Importance of Introduction and Interpretation Clause:

- Explain the significance of the Introduction and Interpretation Clause as the foundation for interpreting the terms used in the Act.
- Discuss how the definitions provided in this clause impact the interpretation of the entire Act.

C. Key Definitions and Terms

- Present the key definitions provided in the Introduction and Interpretation Clause, such as goods, price, delivery, seller, and buyer.
- Analyse the legal implications and nuances of these definitions compared to their common usage.

D. Interpretation Principles

- Discuss the principles of interpretation, including giving effect to the intention of the parties, considering trade usage, and adhering to legal definitions.

E. Application in Practical Scenarios

- Provide hypothetical scenarios involving sale of goods transactions.
- Ask students to identify relevant terms from the Act's Introduction and Interpretation Clause and apply them to the scenarios.

**2. Exercise (5 minutes):**



	<p>Have each student share illustrations and the legal implications with the class. Facilitate a discussion on the points of key differences between Sale and agreement to sale</p>
<b>Closure</b>	<ol style="list-style-type: none"><li>1. Summarize the Lesson Learning Outcomes and get affirmation from students on these.</li><li>2. Suggested Reading: P.C. Tulsian and Bharat Tulsian, Business Law, McGraw Hill Education, 4th ed., 2020. Tejpal Sehth, Business Law, Pearson, 3rd ed., 2017.  Avtar Singh, Law of Contract &amp; Specific Relief, Eastern Book Company, 12th ed., 2020.</li></ol> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	<ol style="list-style-type: none"><li>1. Reflective Questions (What, Why, Who, How?). Allow students to answer and discuss.</li><li>2. Case Law Analysis.</li></ol> <p>Spend 5 minutes to evaluate student assimilation of the lesson contents.</p>



<b>Lesson Plan No. 23</b>	<b>Course Name: Business Law</b> <b>Topic: Contract of Sale and Essential elements</b>	<b>Course No.: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson, students shall be able to: a. Understand the meaning of a contract of sale under the Sale of Goods Act, 1930. b. Explain the essential elements of a valid contract of sale. c. Differentiate between a sale and an agreement to sell. d. Understand the types of goods under the Act.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b> a. Opening Activity: Ask students to share their experiences of purchasing items (e.g., online shopping). Use their examples to introduce the concept of Contract of Sale. b. Definition: Explain that a contract of sale is a legal agreement where the seller transfers or agrees to transfer ownership of goods to the buyer for a price.  Reference: Section 4(1) of the Sale of Goods Act, 1930. c. Distinguishing Sale and Agreement to Sell: Briefly introduce the difference, emphasizing that in a sale, ownership is immediately transferred, while in an agreement to sell, ownership is transferred later. <b>2. Development (30 minutes):</b> a. Meaning and Definition of Goods (10 minutes):



Define goods under Section 2(7) of the Act.

Types of Goods:

Existing goods

Future goods

Contingent goods

Use examples to clarify these categories (e.g., buying groceries vs. pre-ordering products).

b. Essentials of a Contract of Sale (15 minutes):

Two parties: Seller and Buyer

Transfer of ownership of goods

Valid consideration (price in money)

Goods must be movable property

Offer and acceptance must be present

Free consent and legal competency of parties

c. Difference between Sale and Agreement to Sell (5 minutes):

Sale: Ownership transferred immediately.

Agreement to Sell: Ownership transferred at a future date or upon a condition being fulfilled.

**2. Exercise (5 minutes):**

Facilitate a class discussion on real-world scenarios:

Buying products from an online marketplace.

Pre-ordering items or booking services (agreement to sell).

Ask students to share examples and identify whether they are sales or agreements to sell.



<b>Closure</b>	<ol style="list-style-type: none"><li>1. Summarize the lesson learning outcomes and confirm understanding with students.</li><li>2. Suggested reading:  -Law of Contract-I by Dr. R.K. Bangia, Chapter on Guarantees, relevant pages.  Spend 5 minutes to wrap up and consolidate the learnings.</li></ol>
<b>Evaluation</b>	<b>Reflective Questions:</b> Reflective Questions:  What distinguishes a sale from an agreement to sell? Why is price in money essential for a contract of sale?  Encourage Questions: Allow students to raise queries and discuss areas of confusion.



<b>Lesson Plan No. 24</b>	<b>Course Name: Business Law</b> <b>Topic: Condition and warranty</b>	<b>Course No.: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson, students shall be able to: a. Understand the meaning of conditions and warranties under the Sale of Goods Act, 1930. b. Explain the difference between conditions and warranties. c. Recognize the legal consequences of breach of conditions and warranties. d. Apply the concept to practical scenarios, such as retail transactions and service agreements.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b> a. Opening Activity: Ask students to reflect on a time when they purchased a product and found a defect or received an unsatisfactory service.  b. Definition: Introduce the terms Condition and Warranty as part of the contract of sale under the Sale of Goods Act, 1930.  Explain that conditions and warranties are essential terms of a contract and directly affect the rights of the buyer and seller. <b>2. Development (30 minutes):</b> a. Meaning of Conditions (10 minutes):



A condition is an essential stipulation to the main purpose of the contract.

Breach of a condition gives the aggrieved party the right to terminate the contract and claim damages.

Case Example: Poussard v. Spiers – non-performance of a condition was grounds for termination.

**b. Meaning of Warranties (10 minutes):**

A warranty is a secondary stipulation, not essential to the primary purpose of the contract.

Breach of a warranty gives the aggrieved party the right to claim damages but does not allow termination of the contract.

Case Example: Bettini v. Gye – breach of a warranty entitled only damages, not contract termination.

**c. Difference between Conditions and Warranties (5 minutes):**

Condition: Essential to the contract, allows termination.

Warranty: Non-essential, allows only damages.

Explain that whether a term is considered a condition or warranty depends on the context and intention of the parties.

**d. Legal Consequences of Breach (5 minutes):**

If a condition is breached, the buyer can reject the goods and sue for damages.

If a warranty is breached, the buyer must accept the goods and claim damages.

**2. Exercise (5 minutes):**

Facilitate a class discussion on identifying conditions and warranties in everyday transactions:

Example: Buying a phone with a defective battery (condition) vs. minor scratches on the phone (warranty).

Encourage students to analyze whether the issues entitle them to reject the



	goods or claim damages.
<b>Closure</b>	<ol style="list-style-type: none"><li>1. Summarize the lesson learning outcomes and confirm understanding with students.</li><li>2. Suggested reading:  -Law of Contract-I by Dr. R.K. Bangia, Chapter on Guarantees, relevant pages.  Spend 5 minutes to wrap up and consolidate the learnings.</li></ol>
<b>Evaluation</b>	Reflective Questions:  What is the difference between a condition and a warranty? What remedies are available for breach of a condition?



<b>Lesson Plan No. 25</b>	<b>Course Name: Business Law</b> <b>Topic: Caveat Emptor</b>	<b>Course No.: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson, students shall be able to: a. Understand the meaning and concept of Caveat Emptor. b. Recognize the exceptions to the principle of Caveat Emptor. c. Apply the principle in practical scenarios of buyer-seller transactions. d. Analyze the role of Caveat Emptor in consumer protection law.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  Opening Activity: a. Opening Activity: Start the lesson by asking students whether they check products carefully before buying. Ask for their experiences of making a purchase where they later found the product defective. b. Definition and Concept:  Explain that Caveat Emptor is a Latin term meaning “let the buyer beware.” Under this principle, the buyer is responsible for checking the quality and suitability of goods before purchase. Historically, the seller was not obliged to disclose defects unless asked.



**2. Development (30 minutes):**

a. Concept of Caveat Emptor (10 minutes):

Highlight that this doctrine places the burden on the buyer to ensure that the goods purchased meet their needs and expectations.

Discuss the relevance of Caveat Emptor in promoting careful and responsible purchasing behavior.

b. Exceptions to Caveat Emptor (10 minutes):

Explain scenarios where the principle does not apply:

Sale by description – Goods must match the description given by the seller.

Sale by sample – Goods must correspond to the sample shown.

Fraud or misrepresentation – Seller deliberately hides defects or provides false information.

Fitness for a particular purpose – If the buyer relies on the seller's expertise, the seller is responsible.

Case Example: Ward v. Hobbs – Seller not liable for an apparent defect that the buyer could have noticed.

c. Role in Consumer Protection (5 minutes):

Discuss how modern consumer laws have shifted toward Caveat Venditor (let the seller beware), balancing buyer and seller responsibilities.

Mention relevant provisions under the Consumer Protection Act, 2019, which protect buyers from unfair practices.

d. Application in Real Life (5 minutes):

Use practical examples like purchasing a second-hand car or a defective smartphone and discuss whether Caveat Emptor applies

**Exercise (5 minutes):**

Facilitate a discussion on exceptions to Caveat Emptor. Provide scenarios where the principle may or may not apply and ask students to identify the correct application of the rule.



<b>Closure</b>	<ol style="list-style-type: none"><li>1. Summarize the lesson learning outcomes and confirm understanding with students.</li><li>2. Suggested reading:  -Law of Contract-I by Dr. R.K. Bangia, Chapter on Guarantees, relevant pages.  Spend 5 minutes to wrap up and consolidate the learnings.</li></ol>
<b>Evaluation</b>	Reflective Questions:  What is the meaning of Caveat Emptor? What are the key exceptions to this principle?



<b>Lesson Plan No. 26</b>	<b>Course Name: Business Law</b> <b>Topic: Unpaid Seller</b>	<b>Course No.: BCMMJ-401</b>
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<b>Objectives</b>	At the end of the lesson, students shall be able to: a. Understand the meaning of an unpaid seller under the Sale of Goods Act, 1930. b. Identify the rights available to an unpaid seller against the goods. c. Analyze the unpaid seller's rights against the buyer personally. d. Apply the concepts in real-world sale and purchase scenarios.
<b>Teaching Aids (if any)</b>	a. Presentation b. Discussion with real examples
<b>Teaching Development</b>	<b>1. Introduction (5 minutes):</b>  a. <b>Opening Activity:</b> Begin with a discussion on situations where buyers default on payment after delivery of goods. Ask students to share if they have encountered similar issues.  b. <b>Definition of Unpaid Seller:</b>  Explain who qualifies as an unpaid seller under Section 45 of the Sale of Goods Act, 1930. A seller is unpaid if the whole price is not paid, or if payment was made through a negotiable instrument (e.g., cheque) that has dishonored. <b>2. Development (30 minutes):</b> a. Rights of Unpaid Seller against the Goods (15 minutes):  Right of Lien:



	<p>The unpaid seller can retain possession of goods until full payment is made.</p> <p><b>Right of Stoppage in Transit:</b> If the buyer becomes insolvent, the seller can stop the goods while in transit.</p> <p><b>Right of Resale:</b> If the buyer defaults, the seller can resell the goods to recover the price.</p> <p><b>b. Rights of Unpaid Seller against the Buyer Personally (10 minutes):</b></p> <p><b>Right to Sue for the Price:</b> If the buyer fails to pay, the seller can sue to recover the amount.</p> <p><b>Right to Claim Damages:</b> If the buyer wrongfully refuses delivery, the seller can claim damages.</p> <p><b>c. Relevance of Rights in Commercial Transactions (5 minutes):</b></p> <p>Use real-world examples to explain how unpaid sellers secure their position in business deals, especially when buyers fail to meet obligations.</p> <p><b>1. Exercise (5 minutes):</b></p> <p>Discuss real-world examples of bailment contracts.</p>
<p><b>Closure</b></p>	<ol style="list-style-type: none"><li>1. Summarize the lesson learning outcomes and confirm understanding with students.</li><li>2. Suggested reading:</li></ol>



	<p>-Law of Contract-I by Dr. R.K. Bangia, Chapter on Guarantees, relevant pages.</p> <p>Spend 5 minutes to wrap up and consolidate the learnings.</p>
<b>Evaluation</b>	Facilitate a discussion on cases where sellers may need to exercise their right of lien or stoppage in transit. Provide practical scenarios and ask students how the rights would apply.