



**University of Management and Technology**  
School of Commerce and Accountancy  
Quaid e Azam Campus

### **Course Outline**

<b>Course Title: Introduction to Business Laws (LT-230)</b>	
<b>Program</b>	B. Com. (Hons.)
<b>Credits Hours</b>	3
<b>Duration</b>	15 Weeks / 30 Sessions
<b>Prerequisites</b>	None
<b>Resource Person</b>	Amer Shakeel
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**Course Description:**

In order to excel in the ever-evolving commercial environment, managers and entrepreneurs must be acquainted with legal provisions that impact all businesses and should know how to work within such legal constraints. The course is designed to introduce the participants to legal concepts that are necessary for business professionals to understand. The aim is to teach the participants to recognize and handle legal issues before the same become legal problems.

As contract law is of primary importance in commerce, the course will initially focus on this area. Gradually, other essential topics, like sale of goods, negotiable instruments, partnerships, and companies, will also be discussed. In short, the participants will be exposed to a vast array of legal issues which managers and entrepreneurs can expect to encounter.

**Learning Objectives:**

By the end of the course, the participant should:

1. Be able to apply basic legal concepts to business relationships in Pakistan;
2. Comprehend the governing structure of a Pakistani commercial entity; and
3. Analyze legal risks associated with a business in Pakistan, and evaluate and apply legal provisions to minimize those risks.

**Teaching-Learning Methodology:**

- Lectures
- Recommended Text/Supplementary Texts
- Handouts
- Project Report

**Recommended Text Book:**

1. Business Law by Kahlid Mehmood Cheema
2. Handouts by Instructor

**Supplementary Text Books:**

1. Bare Acts of relevant Laws

**Assessment & Evaluation:**

Quizzes	15%
Assignments	10%
Project Presentation	05%
Project	05%
Mid Term	25%
<u>End Term Exam</u>	<u>40%</u>
<b>Total:</b>	<b>100</b>

**SCHEDULE OF ACTIVITIES**

<b>Week</b>	<b>Contents/Topics to be Taught</b>	<b>Tasks/Activities</b>
1	Introduction of the course and Pakistani legal system	Course Outline Distribution
2-5	<b>Contract Act 1872:</b> Definition, essentials of valid contract, types of contract, definition and essentials of valid offer, valid acceptance, valid consideration. Capacity of parties, Coercion, Undue influence, Fraud, Misrepresentation and Mistake. Agreements expressly declared void. Discharge of contract by performance, agreement, subsequent impossibility, lapse of time, operation of law and breach of contract. Remedies for breach of contract, discussion on related cases.	Quiz 1 & Assignment 1
6	<b>Sale of Goods Act 1930:</b> Contract of sale and its performance. Discussion on related cases.	Quiz 2
7	<b>Partnership Act 1932:</b> Partnership, meaning, characteristics and types. Formation and registration of partnership firm. Dissolution of firm and its grounds. Discussion on related cases.	Quiz 3 & Assignment 2
8	<b>MID TERM EXAMINATION</b>	

9	<b>Payment of Wages Act 1936:</b> Application of the law, Responsibility for the payment of wages, Deduction from the wages.	Quiz 4
10	<b>Provincial Employees Social Security Ordinance 1965:</b> Application of the law, Contribution and benefits.	
11	<b>Industrial Relations Act 2012 :</b> Application of the law, Definitions, Trade union and registration, Unfair labour practices, Collective Bargaining Agent (CBA)	Quiz 5
12	<b>Workmen's Compensation Act, 1923</b>	
13	<b>Factories Act 1934:</b> Requirements for the health, safety and welfare of the workers. Working hours, Women and child workers.	Quiz 6
14	<b>Employees Old Age Benefits Institution (EOBI)</b>	
15	<b>PRESENTATIONS</b>	
16	<b>END TERM EXAMINATION</b>	