SRINIVASSA SINAI DEMPO COLLEGE OF COMMERCE AND ECONOMICS

Programme Structure for Semester I and II Under Graduate Programme - BBA (General) 2023-24

Semester	Major -Core	Minor	MC	AEC	SEC*	ı	D	VAC	Total Credit	Exit
ı	Major- 1 MAG- 100 (Management Process & Organisational Behaviour)	Minor -1 MAG-	Adjustment	English I	SEC-1 MAG-142 (Theatre Art)			Paper I: VAC 101 (Environmental Studies I) Paper II: VAC 106 (Elections and Electoral Mangement in India)	20	Internship in Summer Term (4)
II	Major- 2 MAG- 102 (Marketing Management)	112 (Financial	MC-II MGF-134 Fundamentals of Tourism Management	English II	SEC-1 MAG-148 (Film Appreciation)			Paper III: VAC 111 (Awareness of Cyber Crimes and Security) Paper IV: VAC 115 (Health and Wellness)	20	

Prof. (Dr.) Manoj S Kama

Professor and Principal

PROFESSOR and PRINCIPAL
SRINIVASSA SINAI DEMPO
COLLEGE OF COMMERCE & ECONOMICS,
Deendayal Integrated School Complex,
Cujira - Goa.

Name of the Programme: Bachelor of Business Administration

Course Code: MGA-100

Title of the Course: Management Process and Organisational Behavior

Number of Credits: 4
Effective from AY: 2023-24

Objective	To equip participants with an understanding about Manageria		
		I Processes and	
_	determinants of Employee Behaviour at workplace.		
Contents	Unit I: Introduction and Functions of Management	Hours	
	Basic concepts and its role in decision making, Planning,	(15hrs)	
	Organizing, Staffing, Leading and Controlling.		
	Unit II: Organization Structure and Design	(10hrs)	
	Role in Individual and Interpersonal behavior at work-place	(IOIIIS)	
	Unit II Introduction to Determinants of Individual Behaviour	(15hrs)	
	Perception, Personality, Attitudes, Learning, SelfConcepts,	(=====)	
	Theories/ Models for understanding these determinants		
	Unit IV: Group Dynamics, Tools for Interpersonal Analysis	(20 hrs)	
	Fundamentals of Leadership and Motivation and their application,		
	Theories/ Models/ Styles Organizational Change and Development,		
	Models of Change, Organizational Culture, Conflictand		
	Negotiations, Power and Politics in Organization		
	regoriations, rower and ronties in organization		
Pedagogy	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.		
Suggested	1) Robbins S., Coulter M.: 'Introduction to Management'. Prentice H	all, 11 th edition or	
Readings	Latest Edition		
	2) Robbins S., Coulter M. and Vohra N.; 'Management', Pearson, 9th	edition or Latest	
	Edition		
	3) Harold Koontz, Heinz Weihrich: 'Essentials of Management: An	International and	
	leadership perspective', Mcgraw Hill Education, 8 th edition or Lates		
Course	At the end of the course, the participants will be able to:		
Outcomes	 Understand the functions and responsibilities of managers a 	nd their role in	
	decision making		
	Get an insight into Organization Structure and Design and its imp	act on Individual	
	and Interpersonal behavior		
	Analyzing Individual Behavior, and its implications for organization	al behavior.	
	Analyzing Group behavior, and its implications for organizational b	ehavior.	

Name of the Programme: Bachelor of Business Administration

Course Code: MGA-111

Title of the Course: Human Resource Management

Number of Credits: 4

Prerequisites	Nil	
Objective	To equip participants with the necessary skills and techniques for effective Resource Management, within an organization.	Human
Contents	Unit I: Introduction and Planning	Hours
	Introduction to Human Resource Management-Objectives, Functions,	(15hrs)
	Organization of HR Department, Environment & Strategic Role of HRM,	
	Manpower planning, Job Analysis & job Design, Succession Planning.	
	Unit II: Recruitment & Selection	
	Definition, Sources of Recruitment, Process of Recruitment and Selection,	(15hrs)
	Types of Selection Tests, Interviews, Technology in Recruitment and	
	Selection, Evaluation, Employee Placement	
	Unit III: Training and Development and Performance Management	
	Training Process, Training Need Analysis, Training Design, Types of Training, Methods of Training, Training Evaluation.	(15hrs)
	Performance Management: Setting KRA's/KPA's, Appraisal Process,	
	Methods and its applicability, Rewards.	
	Unit IV: Compensation, Employee Benefits and Industrial Relations	(15hrs)
	Job Evaluation, Wage Mix, Compensation Structure, Performance Linked	(131113)
	Pay, Employee Benefit programs, Introduction to Industrial Relations,	
	Importance & Approaches, Trade Unions, Resolving Disputes.	
Pedagogy	lectures/ tutorials/laboratory work/ field work/ outreach activities/ project work/ vocational training/viva/ seminars/ term papers/assignments/ presentations/ self-study/ case Studies etc. or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.	
Suggested	1. K. Aswathappa, 'Human Resource Management', Tata McGraw-Hill Education	on, 6 th or
Readings	Latest Edition.	
	2. Snell, Bohlander, Vohra, 'Human Resource management', - Cengage learnin Latest Edition	g , 1 st or
	3. Gary Dessler, 'Human Resource Management', Pearson publication, 2020 Edition.	or Latest
Course	At the end of the course, the participants will be able to:	
Outcomes	 Define the concept of HR and its integration with business performance. Derive a deep insight into Human Resource planning and its linkage to an Recruitment process. 	effective
	 Understand of Training needs assessment and the training process. 	
	• Get an in depth understanding of a good Performance Management System.	
	• Evaluate various components of employee compensation and benefits and t	their role
	in attracting and retaining competent people.	
4	 Assess Industrial Disputes and methods of settlement of the same. 	

Name of the Programme: Bachelor of Arts in Psychology

Course Code: PSY-131

Title of the Course: PSYCHOLOGY OF ADJUSTMENT

Number of Credits: 03 Effective from AY: 2023-24

Content:	 Understand adjustment challenges and apply the principles of a facets of the contemporary world Analyse concepts and modern trends in the psychology of adjusts Develop skills required for effective life adjustment. CHAPTER 1: ADJUSTING TO THE MODERN WORLD Meaning of Adjustment: Definition Characteristics of Effective Adjustment: Accurate perception of reality, ability to cope with stress and anxiety, positive self-image, good interpersonal feelings Emotional Intelligence and Personal Growth: Enhancing emotional intelligence, adjustment and personal growth Cultural intelligence and critical thinking: how attitudes towards human diversity and critical thinking are linked with life-adjustment Skill Based Activities: Process of knowing yourself- SWOC 	
Content:	 facets of the contemporary world Analyse concepts and modern trends in the psychology of adjust Develop skills required for effective life adjustment. CHAPTER 1: ADJUSTING TO THE MODERN WORLD Meaning of Adjustment: Definition Characteristics of Effective Adjustment: Accurate perception of reality, ability to cope with stress and anxiety, positive self-image, good interpersonal feelings Emotional Intelligence and Personal Growth: Enhancing emotional intelligence, adjustment and personal growth Cultural intelligence and critical thinking: how attitudes towards human diversity and critical thinking are linked with life-adjustment 	tment.
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	Analysis/ Johari Window, enhancing emotional and cultural	
	intelligence.	
CI	CHAPTER 2: GENDER, SEXUALITY AND INTIMATE RELATIONSHIPS	15 hours
	Gender and Gender Identity: Gender identity, gender roles	
	and sexuality, on being transgender	
	2. Adjusting to Intimate Relationships: Sharing responsibilities,	
	communication, conflict, mindfulness, safe sex practices,	
	understanding intimate partner violence	
	3. Sexual Orientation in Contemporary Society: Changing views	
	of sexuality, Adjustment of LGBTQIA+ individuals,	
	homophobia, coming out	
	4. Relationships and Sexuality in a Digital Age: online dating	
	apps, sexting, safe social networking, cybercrime	
	Skill Based Activities: Developing the art of communication-	
	listening, speaking, and body language, building relationships with	
	friends, family, intimate relationships.	15 hours
	CHAPTER 3: ADJUSTING TO PERSONAL AND PROFESSIONAL LIFE CHALLENGES	13 110013
Ci	1. Finding a career that fits	
	Job satisfaction, job stress, and work-life balance	
	3. Adjustment to changes during emerging and early adulthood	
	4. Adjusting to changes within families: divorce, single	
	parenthood, death and dying	
	Skill Based Activities: Goal setting, team work, preparing a	
	CV/Resume, interview skills, time Management.	
Pedagogy: 1		

2. The ideas addressed in this course can be better explored through experiential learning tools such as group discussions, role play, debates, flipped learning demonstrations and sharing of experiences, among others, during lectures. 3. Facilitators are also encouraged to use ICT tools such as Power Point Presentations/ Ted talks/ documentary of science to facilitate engagement with syllabus topics. References/ **Books:** 1. Alex, K. (2011). Soft skills: Know yourself & know the world. New Delhi: S. **Readings** Chand & Company Ltd. 2. Wadkar, A. (2016). Life skills for success. New Delhi: Sage. 3. Baumgardner, S. & Crothers, M. (2014). Positive psychology. Noida: Pearson Education India. 4. Duffy K.G., Atwater E. (2014) Psychology for living: Adjustment, growth and behaviour today. (11th Ed.)India. Pearson Education. 5. Rathus, S.A., Nevid, J.S. (2019). *Psychology and the challenges and life:* Adjustment and growth [14th ed.]. Hoboken, NJ: Wiley Publication. 6. Sherfield, R.N., Montgomery, R.J., & Moody, P.G. (2010). Cornerstone: Developing soft skills. Delhi: Pearson. 4th Edition. 7. Weiten, W.D, Hammer, D.S, Yost, E. (2018). Psychology applied to modern life [12th ed.]. Boston, MA: Cengage Learning. **Article in Scholarly Journal:** 1. Ang, S., Rockstuhl, T., & Tan, M. L. (2015). Cultural intelligence and competencies. International encyclopedia of social and behavioral sciences, 2, 433-439. Retrieved from: http://www.soonang.com/wp-content/uploads/2017/04/2015-Ang-et-al-IIEnc yclopedia-of-he-Social-and-Behavioral-Sciences CI-and-Competencies.pdf 2. Oliver, S., & Duncan, S. (2019). Looking through the Johari window. Research 3. Sherin Farhana, E. V. (2022). Cyber Crimes and the Victimisation of Women. Issue 1 Int'l JL Mgmt. & Human., 5, 1877. **E-Resources:** 1. IGNOU (2017). Unit-20: Sexuality and sex education. Egyankosh. Retrieved from: https://egyankosh.ac.in/bitstream/123456789/35088/1/Unit-20.pdf 2. IGNOU (2021). Unit-2 Family Planning and Parenting. Egyankosh. Retrieved from: https://egyankosh.ac.in/bitstream/123456789/80014/1/Unit-2.pdf At the end of this course, the learner will be able to: **Course Outcomes:** 1. **Explain** contemporary perspectives regarding psychology of life adjustment. 2. **Apply** skills for effective adjustment in the modern world. 3. Harness critical perspectives regarding questions of gender, sexuality, and intimate relationships. 4. **Develop** values and competences for facing challenges at work and in families.

All skill-based activities may be recorded in a journal and may be marked as a part

Suggestions:

of continuous assessment.

Name of the Programme: Bachelor of Arts- English

Course Code: ENG-151

Title of the Course: Communicative English: Spoken and Written

Number of Credits: 02 Effective from AY: 2023-24

Pre-requisites for the Course:	Interest in improving spoken and written English skills	
Course Objectives:	 To listen, understand and convey information To listen and respond appropriately to the contributions of others To understand others and present facts, ideas and opinions To articulate experience and express what is thought, felt and imagine To communicate clearly and fluently To use grammatically correct language To use a register appropriate to the audience and context 	ed
Content:	 Verbal and non-verbal Skills: importance of pronunciation, enunciation, diction, articulation, intonation and body language. Group Discussion: persuasion, negotiation, leading and participating. Interview Skills: techniques of answering and conducting interviews. Delivering Speeches: balancing rhetoric and empathy to connect with the audience. UNIT 2 Communication through Letters: cover letters, letters of goodwill, complaint letters and invitation letters. Email Correspondence: components, format, attachments, content and language. Writing Reports: format and steps. Drafting Speeches: special occasion, motivational, informative, and extemporaneous. 	(15 hours)
Pedagogy:	Topics to be taught using interactive teaching and the workshop metho	od.
References/Rea dings:		

Course Outcomes:

On completion of the course, the student will be able to do the following:

- Elicit and show respect for the views of others as well as be culturally sensitive.
- Display emotional stability and self-confidence.
- Apply critical thinking skills through decision-making and problem-solving.
- Demonstrate effective written communication for an intended purpose and audience that follows genre/disciplinary conventions that reflect creation, organization, precision, and revision.

Name of the Program: Bachelor in Business Administration

Course Code: MGA-142
Title of the Course: Theatre Art
Number of Credits: 3 Credits(1 T+2 P)

Effective from AY: 2023 – 24

Pre-requisites	Nil		
Course Objective:	To enable participants to develop an appreciation of Theatre Arts.		
Content:	Unit I: Introduction to Theatre Introduction to Theatre - Self Introduction, Introduction about Theatre, Why Theatre, History of Indian and Western Drama,	Hours 5 hrs	
	Unit II: Eelement of theatre Text Analysis and Speech, Reading and Interpreting Text, Speech Text, Speech Emotion and Situation, Performer-Character, Play Review and Appreciation, Theatre Games and Exercise, Improvisation and Scene Work	5 hrs	
	Unit III: Production process Creating a Story Line, Ideation and Concepts, Creating the Characters and Enacting their Personalities, Create a Story, Writing a Script, Dramatize the script, Nonverbal Communication, Voice, Diction, styles of	5 hrs	
	Presentation, and Background Score. Unit IV: Practicals Rehearsals and Enactingfor classroom productions of drama demonstrating use of theoretical concepts studied in Units II and III.	60hrs	
Pedagogy:	Lectures/tutorials/laboratory work/field work/outreach activities/project work/vocational training/viva/seminars/term papers / assignments / presentations / self-study/case studies etc or a combination of some of these. Sessions shall be interactive in nature to enable peer group learning.		
References / Readings:	 The Storyteller's Start-Up Book: Finding, Learning, Performing, and Using Margaret Read MacDonald; August House Pub;1993 or Latest Edition 'An Actor Prepares' – Constantin Stanislavski, Bloomsbury; 2001 or Latest 'The Actor's Scenebook' – Michael Schulman & Eva Mekler, Bantam Books Latest Edition 'The Jumbo Book of Drama' – Deborah Dunleavy, Kids Can Press; 2004 or Edition 'The Complete Works of William Shakespeare' – Ramboro Books; 2011 or Edition 	Edition ; 1984 or _atest	
Course Outcomes:	At the end of the course, the participant will be able to:		

• Students are required to pass the Theory and Practical component separately.

Name of the Programme: UG

Course Code: VAC-101 Title of the Course: Environmental Studies I

Number of Credits: 02 Effective from AY: 2023-24

Pre-requisites	Same as programme			
for the Course:				
Course Objectives:	Sensitise students to environmental conservation and susta resources	inable	use	of
Content:	Module 1: Multidisciplinary nature of environmental studies Definition, scope and importance Need for public awareness. Natural Resources: Renewable and non-renewable resources: Natural resources and associated problems. Forest resources: Use and over-exploitation, deforestation, case studies. Timber extraction, mining, dams and their effects on forest and tribal people. Water resources: Use and over-utilization of surface and ground water, floods, drought, conflicts over water, damsbenefits and problems. Mineral resources: Use and exploitation, environmental effects of extracting and using mineral resources, case studies. Food resources: World food problems, changes caused by agriculture and overgrazing, effects of modern agriculture, fertilizer-pesticide problems, water logging, salinity, case studies. Energy resources: Growing energy needs, renewable and non-renewable energy sources, use of alternate energy sources. Case studies. Land resources: Land as a resource, land degradation, man-induced landslides, soil erosion and desertification. • Role of an individual in conservation of natural resources. • Equitable use of resources for sustainable lifestyles.	No of	hours	5
	Module 2: Ecosystems Concept of an ecosystem. Structure and function of an ecosystem. Producers, consumers and decomposers. Energy flow in the ecosystem. Ecological succession. Food chains, food webs and ecological pyramids. Introduction, types, characteristic features, structure and function of the following ecosystem: a. Forest ecosystem b. Grassland ecosystem c. Desert ecosystem d. Aquatic ecosystems (ponds, streams, lakes, rivers, oceans, estuaries); Biodiversity and its conservation Introduction — Definition: genetic, species and ecosystem diversity. Biogeographical classification of India, Value of biodiversity: consumptive use, productive use, social, ethical, aesthetic and option values,	15		

	Biodiversity at global, National and local levels. Inida as a mega-diversity nation IV, Hot-sports of biodiversity. Threats to biodiversity: habitat loss, poaching of wildlife, man-wildlife conflicts. Endangered and endemic species of India, Conservation of biodiversity: In-situ and Ex-situ conservation of biodiversity.
Pedagogy:	Class lectures, Case Studies, Field visits
References/	1. Agarwal K.C. (2001): Environmental Biology, Bikaner, Nidi
Readings:	2. Bharucha E.: The Biodiversity of India, Ahmedabad, Mapin
J	3. Bharucha E.: Textbook of Environmental Studies. Orient BlackSwan
	4. Brunner R.C. (1989): Hazardous Waste Incineration, New York, McGraw-Hill
	5. Chatwal G.R. & Sharma H. (2005: A Textbook of Environmental Studies,
	Mumbai, Himalaya
	6. Clark R.S.: Marine Pollution, Oxford, Clanderson
	7. Cunningham W.P., Cooper T.H., Gorani E. & Hepworth M.T. (2001):
	Environmental Encyclopaedia, Mumbai, Jaico.
	8. De A.K.: Environmental Chemistry, Wiley
	9. Desai R.J. (2003): Environmental Studies, Mumbai, Vipul, Goa University,
	Taleigao Plateau, Goa
	10. Gleick H.P. (1993): Water in Crisis, Stockholm Envt. Institute, OUP
	11. Hawkins R.E.: Encyclopedia of Indian Natural History, Mumbai, BNHS
	12. Heywood V.H. & Watson R.T. (1995): Environment Protection and Laws,
	Mumbai, Himalaya
	13. Jadhav H. & Bhosale V.M. (1995): Environment Protection and Laws
	Mumbai, Himalaya
	14. McKiney M.L. & Schoel R.M. (1996): Environment Science, Systems and
	Solutions, Web Enhanced Edition.
	15. Mhaskar A.K.: Matter Hazardous, Techno-Science Publications
	16. Miller T.G. Jr.: Environmental Science, Wadsworth
	17. Odum E.P. (1971): Fundamentals of Ecology, Philadelphia, W.B. Saunders
	18. Rao M.N. & Datta A.K. (1986): Waste Water Treatment, Oxford & IBH
	19. Santra S.C. (2004): Environmental Science, Kolkata, Central Book Agency
	20. Sharma B.K. (2001): Environmental Chemistry, Meerut, Goel Publishing
	House
	21. Townsend C., Harper J. & Begon M.: Essentials of Ecology, Blackwell Science
	22. Trivedi R.K.: Handbook of Environmental Laws, Rules, Guidelines,
	Compliances and, Standards, Vol.1 & 2, Enviro Media.
	23. Trivedi R.K. & P.K. Goel: Introduction to Air Pollution, Techno-Science
	Publications

	24. Wagner K.D. (1998) Environmental Management, Philadelphia, W.B.					
	Saunders Magazines					
	Down to Earth, Centre for Science & Environment, Survey of the Environment					
	published by The Hindu					
	E- resource					
	http://www.ugc.ac.in/oldpdf/modelcurriculum/env.pdf					
Course	Students will have the ability to					
Outcomes:	1. Distinguish between renewable and non-renewable resources					
	2. Understand different ways to manage resources sustainability					
	3. Appreciate the value of bio-diversity and its management					

Programme: UG

Course Code: VAC-106 Title of the Course: Elections and Electoral Management in India

Number of Credits: 2 Effective from AY: 2023-24

Pre-requisites	Any student who is eligible for a UG Programme
for the Course:	
Course Objectives:	 Introduction to Election processes and electoral Management in India and its role in a strong democracy. Familiarisation with the working of the Electoral Machinery Inculcating the importance of voters' informed choice.
Content:	Module 1: Role and Importance of Elections in Indian No of hours Democracy: Evolution of Elections in India, Structures and Functions of Election Commission of India and State Election Commissions, Electoral Machinery at Local Level: District Electoral Officer, Observers, Booth Level Officers, Polling Officer, Model Code of Conduct
Pedagogy:	Module 2: Ethical issues in Electoral practices and Challenges: THE Representation Of The People Act, 1950, Guidelines for conduct of elections, Challenges of implementation Lectures, Group Discussion and case studies
References/ Readings:	Chopra Kumar, (1989), Politics of Election Reforms in India, Delhi, Mitta Publication. Devasahayam, M.G (2022), Electoral Democracy?: An Inquiry into the Fairness and Integrity of Election in India, Paranjoy. Norris, Pippa and Nai, Alessandro, (Ed), (2017), Election Watchdogs, New York OUP.
	Norris, Pippa, (2014), Why Electoral Integrity Matters?, New York, Cambridge University press. Rajendra Vora and Palshikar Suhas, (2004), Indian Democracy: Meanings and Practices, New Delhi, Sage RobinAge, (2019), Elections in India: Everything You Need to know, Harpet Collins Publishers

	Press.
	Singh, Ujjwal and Roy, Anupama, (2019), Election Commission of India: Institutionalising Uncertainties, New Delhi, OUP
Course	Student will:
Outcomes:	1 understand the working of India's complex electoral process
	2. know the key elements of election machinery in India
	3. understand the complexities and the solutions thereof that are available on voting day.
	4 empowered to play an active citizen's role in the election process