

GOVERNMENT GENERAL DEGREE COLLEGE, KALNA-I

Department of Philosophy

COURSE STRUCTURE UNDER CCFUP (NEP 2020)

FOR

Semester-III

COURSE STRUCTURE UNDER CCFUP (NEP 2020)

FOR

B.A. 4 YEARS HONOURS PROGRAMME WITH PHILOSOPHY MAJOR

Sl. No.	Course Type	Course Code	Course Title
1	Major/DS Course	PHIL3011	Outline of Philosophy: Indian and Western – III
2	Major/DS Course	PHIL3012	Ethics: Indian and Western – I
3	Skill Enhancement Course (SEC)	PHIL3051	Informal Fallacies
4	Minor Course under Vocational Education & Training	RSA 3021	Retail Sales Associate–Module 1
5	Multi/Interdisciplinary	COMP 3031	Introduction to Cyber Security
6	Ability Enhancement Course (AEC)	BENG3041 [L1-2 MIL]	বাংলা ছোটগল্প ও কবিতা

B.A. 4 YEARS HONOURS PROGRAMME WITH PHILOSOPHY MAJOR**Course Code: PHIL3011****Outlines of Philosophy: Indian and Western—III, Full Marks: 75****Learning Objectives:**

The student will be able to summarize and formulate the philosophical views of modern empiricist philosophers like Locke, Berkeley and Hume which is foundational change in philosophical tradition and the development of Kant's critical philosophy and Hegel's dialectical interpretation of being. This will be based on the creative and critical study of the texts, which is an intellectual training in itself. They will also be able to compare and give supporting arguments against different theories of modern empiricist philosophers studied.

Syllabus in details

Unit	Topic	No of Lecture
Module - I	Locke: (a) Refutation of Innate Ideas and Principles, (b) Theory of Ideas, (c) Theory of Substance, (d) Distinction between Primary and Secondary Qualities, (e) Theory of Knowledge	10
	Berkeley: (a) Rejection of the Lockean notion of Substance, (b) Refutation of Abstract Ideas (c) Rejection of the Distinction between Primary and Secondary Qualities, (d) <i>Esse Est Percipii</i>	10
Module - II	Hume: (a) Origin of Knowledge: Impressions and Ideas, (b) Laws of Association, (c) Relations of Ideas and Matters of Fact, (d) Notion of Causality, (e) Problem of Personal Identity, (F) Skepticism.	10
	4. Kant: (a) Idea of the Critical Philosophy, (b) Possibility of Metaphysics, (c) Kant's Copernican Revolution in Philosophy, (d) Role of Sensibility and Understanding in the origin of Knowledge, (e) Possibility of Synthetic <i>a-priori</i> Judgments, (f) Space and Time	5
	5. Hegel: (a) Dialectical Method, (b) The Absolute.	5
Module - III	Pūrva Mīmāṃsā: (i) <i>pramāṇas</i> with special reference to <i>arthāpatti</i> and <i>anupalabdhi</i> , (ii) <i>prāmāṇyavāda</i>	15
Module - IV	1. Advaita Vedānta: (i) <i>vivartavāda</i> , (ii) <i>māyā</i> , (iii) Brahman, <i>jīva</i> and <i>jagat</i>	10
	2. Viśiṣṭādvaita Vedānta: (i) Distinction between <i>advaitavāda</i> and <i>viśiṣṭādvaitavāda</i> , (ii) Nature of <i>īśvara</i> , <i>jīva</i> and <i>jagat</i> , (iii) Criticism of Saṃkara's Doctrine of <i>māyā</i> .	10

Suggested Readings:

- Y. Masih: *A Critical History of Western Philosophy*
- R. Falkenberg: *History of Modern Philosophy*
- Kant: *Critique of Pure Reason*, Tr. N. K. Smith
- S. C. Chatterjee & D. M. Dutta: *An Introduction to Indian Philosophy*
- Haridas Bandyopadhyay: *Bhāratīya Darśaner Marmakathā*

References:

- F. Copleston: *A History of Philosophy* [Vols. I, IV, V, & VII]
- B. Russell: *A History of Western Philosophy*
- Anders Wedberg: *A History of Philosophy*, Vol.-I & II
- Tom Sorell & G. A. J. Rogers (ed.): *Analytic Philosophy and History of Philosophy*
- Humayun Kabir: *Immanuel Kant*
- Rashbihari Das: *A Handbook on Kant's Critique of Pure Reason*
- Sushanta Chakraborty: *Pāścātya Darśaner Itihās*
- Kalyan Chandra Gupta: *Pāścātya Darśaner Itihās*
- Chandrodoy Bhattacharya: *Pāścātya Darśaner Itihās*
- Tarak Chandra Das: *Pāścātya Darśaner Itihās*, Vol.-I, II & III
- Monornjan Basu: *Pāścātya Darśaner Itihās*
- Rashbihari Das: *Kanter Darśan*
- C. D. Sharma: *A Critical Survey of Indian Philosophy*
- M. Hiriyanna: *Outlines of Indian Philosophy*
- Niradbaran Chakraborty: *Bhāratīya Darśan*
- Deepak Kumar Bagchi: *Bhāratīya Darśan*
- Debabrata Sen: *Bhāratīya Darśan*
- Pradyot Kumar Mandal: *Bhāratīya Darśan*
- Sukhamaya Bhattacharya: *Pūrva Mīmāṃsa Darśana*
- Roma Choudhury: *Vedānta Darśan*
- Pramathanath Sharma: *Māyāvāda*

Lesson Plan
for
B.A. 4 YEARS HONOURS PROGRAMME WITH PHILOSOPHY MAJOR
Course Code: PHIL3011
Outlines of Philosophy: Indian and Western—III, Lecture Hours: 75

MODULE-I
John Locke

CONTENTS

This unit provides of Locke's refutation of innate ideas and principles, theory of ideas, theory of substance, distinction between primary and secondary qualities, and his theory of knowledge.

Module Objectives:

1. From this portion students can get a clear idea about refutation of innate ideas and principles, theory of ideas, theory of substance, distinction between primary and secondary qualities, and theory of knowledge.
2. Understand the meaning of Locke theory of substance, knowledge, ideas, and primary and secondary qualities.
3. Explain the concept of substance, knowledge, ideas, and primary and secondary qualities.
4. Illustrate the various of substance, knowledge, ideas, and primary and secondary qualities.
5. Importance of Locke theory of knowledge.

Lecture Serial	Topics of Discussion	Remarks
1.	Introduction of Locke	
2.	Locke's refutation of Locke innate ideas	
3.	The concept of ideas, Distinction between primary and secondary qualities	
4.	The concept of simple and complex ideas	
5.	What is knowledge, Degree of knowledge	
6.	Three different types of knowledge	
7.	Brief distinction of different types of knowledge	
8.	The concept of substance, Theory of abstract general ideas	
9.	What is representative realism, Defects of Locke philosophy	
10.	The problem of Locke's philosophy	

George Berkeley

CONTENTS

This unit provides of Berkeley rejection Lockean notion of substance, rejection of abstract ideas, rejection of primary and secondary qualities and Esse Est Percipi.

Module Objectives:

1. From this portion students can get a clear idea about Berkeley rejection Lockean notion of substance, rejection of abstract ideas, rejection of primary and secondary qualities and Esse Est Percipi.
2. Understand the meaning of Berkeley rejection of Lockean notion of substance, rejection of abstract idea rejection of primary and secondary qualities.
3. Explain the concept of Berkeley rejection Lockean notion of substance, rejection of abstract ideas, rejection of primary and secondary qualities and Esse Est Percipi.
4. Illustrate the several of Berkeley rejection Lockean notion of substance, rejection of abstract ideas, rejection of primary and secondary qualities and Esse Est Percipi.
5. The importance of Esse Est Percipi, rejection of abstract ideas, rejection of primary and secondary qualities.

Lecture Serial	Topics of Discussion	Remarks
1.	Introduction	
2.	Berkeley's problem	
3.	View of substance	
4.	Rejection of Lockean notion of substance	
5.	What is abstract idea, The concept of Esse Est Percipi	
6.	Berkeley's rejection of distinction between primary and secondary qualities	
7.	What is subjective idealism	
8.	Is Berkeley's ideas subjective or objective	
9.	Objection raised against Berkeley's ideas	
10.	Criticism of Berkeley's philosophy	

MODULE-II
David Hume

CONTENTS

This unit provides of Hume view of origin of knowledge impression and ideas, laws of association, relations of ideas and matters of fact, notion of causality, problem of personal identity and the theory of skepticism.

Module Objectives:

1. From this portion students can get a clear idea about Hume view of origin of knowledge impression and ideas, laws of association, relations of ideas and matters of fact, notion of causality, problem of personal identity and the theory of skepticism.
2. Understand the meaning of origin of knowledge impression and ideas, laws of association, relations of ideas and matters of fact, notion of causality, problem of personal identity and the theory of skepticism.
3. Explain the concept of Hume view of origin of knowledge impression and ideas, laws of association, relations of ideas and matters of fact, notion of causality, problem of personal identity and the theory of skepticism.
4. Illustrate the several of Hume view origin of knowledge impression and ideas, laws of association, relations of ideas and matters of fact, notion of causality, problem of personal identity and the theory of skepticism.
5. The importance of Hume view of origin of knowledge impression and ideas, laws of association, relations of ideas and matters of fact, notion of causality, problem of personal identity and the theory of skepticism.

Lecture Serial	Topics of Discussion	Remarks
1.	Introduction, Hume's problem	
2.	Hume's aims and methods, Origin of knowledge	
3.	The view of impression and ideas, Law of association	
4.	Hume's laws of association, Three types of association	
5.	Relation of ideas and matter of fact	
6.	Tutorial Class	
7.	What is causation, Hume's notion of causality	
8.	Problem of personal identity	
9.	Hume's Validity of knowledge and skepticism	
10.	Tutorial Class	

Immanuel Kant

CONTENTS

This unit provides of Kant's view of idea of the critical philosophy, possibility of metaphysics, Kant's Copernican revolution in philosophy, role of sensibility and understanding in the origin of knowledge, possibility of synthetic a-priori judgments and space and time.

Module Objectives:

1. From this portion students can get a clear idea about Kant's critical philosophy.
2. Understand the meaning of Kant's view of possibility of metaphysics, Kant's Copernican revolution in philosophy.
3. Explain the concept of Kant's view on the role of sensibility and understanding in the origin of knowledge, possibility of synthetic a-priori judgments and space and time.

Lecture Serial	Topics of Discussion	Remarks
1.	Introduction, Idea of critical philosophy and its importance in philosophy.	
2.	Kant's rejection of metaphysics, what is Copernican Revolution, Kant's comparison between theory of knowledge with the Copernican Revolution.	
3.	Kant's view on the origin of knowledge, The role of sensibility in origination of knowledge, 12 categories of Understanding.	
4.	Distinction between analytic and synthetic judgment. Synthetic a priori judgment – its meaning and role in knowledge, Possibility of synthetic a priori judgment.	
5.	Kant's view of space and time, Importance of space and time in making knowledge.	

Georg Wilhelm Friedrich Hegel

CONTENTS

This unit provides of Hegel's view on dialectical method and the theory of absolute.

Module Objectives:

1. From this portion students can get a clear idea about Hegel's view on dialectical method and the theory of absolute.
2. Explain the Hegel concept of dialectical method and the theory of absolute.

Lecture Serial	Topics of Discussion	Remarks
1.	Introduction, The meaning of dialectical method.	
2.	Hegel's view on dialectical method- three processes: thesis, anti-thesis and synthesis.	
3.	The concept of Hegel's absolute idealism	
4.	Does Hegel believe in absolute truth	
5.	Tutorial Class	

Module – III Purva Mīmāṃsā

CONTENTS

Mīmāṃsā Philosophy:

- (i) pramāṇas with special reference to arthāpatti and anupalabdhi,
- (ii) prāmāṇyavāda

Module Objectives:

1. From this module students can get a clear idea about different notion of Mīmāṃsā Philosophy.
2. Explain the meaning of different pramāṇas with special reference to arthāpatti and anupalabdhi. They can also explain the Mīmāṃsā theory of knowledge i.e., prāmāṇyavāda.

Lecture Serial	Topic of Discussion on	Remarks
1.	Introduction	
2.	Perception, Inference.	
3.	comparison and testimony	
4.	Arthapatti Pramana	
5.	Anupalabdhi Pramana	
6.	Why Mimamsaka thinks Arthapatti and Anupalabdhi as a separate pramana	
7.	Validity of knowledge (Pramanyavada)	
8.	There are four theories of the validity and invalidity of knowledge	
9.	Mimamsaka theory of intrinsic validity	
10.	Mimamsaka theory of extrinsic invalidity	
11.	Tutorial	
12.	Revision – 2	
13.	Revision – 3	
14.	Flip teaching	
15.	Group discussion	

Module – IV
Advaita Vedanta
CONTENTS

1. Advaita Vedānta:

(i) *vivartavāda*, (ii) *māyā*, (iii) Brahman, *jīva* and *jagat*

Module Objectives:

1. From this module students can get a clear idea about different notion of Advaita Vedānta Philosophy.
2. Explain the Advaita notion of Atman or Brahman its nature as Pure Consciousness (Jnana-svarupa) or Consciousness of the Pure self (Svarupa Jyana) which is devoid of all attributes (Nirguna) and all categories of the intellect (Nirvishesa). They can also explain the relation Brahman with *jīva* and *jagat*.

Lecture Serial	Topic of Discussion on	Remarks
1.	Introduction	
2.	Advaita notion of Brahman and its Nature.	
3.	Brahman: svarupa lakshana and tatastha lakshana	
4.	Definition of Maya and its Characteristics.	
5.	Sattatroibiddhabada and Vivartavāda	
6.	Concept of Jiva and Jagat	
7.	Relation between Brahman, Jiva and Jagat	
8.	Tutorial class	
9.	Revision	
10.	Flip teaching	

Viśiṣṭādvaita Vedānta

CONTENTS

Viśiṣṭādvaita Vedānta:

(i) Distinction between *advaitavāda* and *viśiṣṭādvaitavāda*, (ii) Nature of *īśvara*, *jīva* and *jagat*, (iii) Criticism of Saṃkara's Doctrine of *māyā*.

Module Objectives:

1. From this module students can get a clear idea about different notion of Viśiṣṭādvaita Vedānta Philosophy.
2. Differentiate between *advaitavāda* and *viśiṣṭādvaitavāda*.
3. Explain the Nature of *īśvara*, *jīva* and *jagat* as laid down in Viśiṣṭādvaita Vedānta.
4. They can criticize Saṃkara's Doctrine of *māyā*.

Lecture Serial	Topic of Discussion	Remarks
1.	Introduction, Ramanuja's concept of Viśiṣṭādvaitavāda	
2.	Distinction between Advaitavāda and Viśiṣṭādvaitavāda	
3.	Nature of Isvara	
4.	Nature of Jiva and Jagat and its relation with Brahman	
5.	Criticism of Sankara's doctrine of Maya. 1 st three criticism discussion	
6.	Last four criticism discuss	
7.	Tutorial	
8.	Revision	
9.	Revision	
10.	Group discussion	

Departmental Continuous Internal Evaluation (CIE) Structure				
Type of Evaluation	Assignment	Viva-voce	Flip Teaching	Written Test
Full Marks	10	10	10	10

B.A. 4 YEARS HONOURS PROGRAMME WITH PHILOSOPHY MAJOR**Course Code: PHIL3012****Course: Ethics: Indian and Western-I****Full Marks:75****Course Objective:**

1. Students will be able to learn about different concepts of Indian Knowledge System.
2. Students will learn about different Vedic Concepts: ṛta, satya, yajña, ṛṇa, puruṣārtha and ethics in Śrīmadbhagavadgītā which will help them to understand the values lies in Indian Knowledge System.
3. They will also be able to learn about different concepts of Ethics in Western Philosophy.

Syllabus in details

Unit	Topic	No of Lecture
Module - I	• Vedic Concepts: ṛta, satya, yajña, ṛṇa, puruṣārtha	20
Unit II	• Ethics in Śrīmadbhagavadgītā: niṣkāmakarma and sthitaprajña	20
Unit III	• Nature and Scope of Ethics • Moral and Non-moral actions • Object of Moral Judgment: Motive and Intention	20
Unit IV	• Postulates of Morality • The Development of Morality	15

Recommended Texts:

- S. K. Maitra: *The Ethics of the Hindus*
- I. C. Sharma: *The Ethical Philosophy of India*
- W. Frankena: *Ethics*
- Y. V. Satyanarayan: *Ethics: Theory and Practice*
- W. Lillie: *An Introduction to Ethics*

References:

- K. N. Tewari, *Classical Indian Ethical Thought*
- Sukhamoy Bhattacharya: *Pūrvamimāṃsā Darśan*
- Jagadish Chandra Ghosh: *Bhagavadgītā*
- Somnath Chakraborty: *NītividyārTattvakathā*
- Sibapada Chakraborty: *Nītividyā*
- Dikshit Gupta: *Nītiśāstra*
- Indrani Sanyal & Ratna Dutta Sharma: *Dharmaniti o Sruti*
- Anita Chatterjee: *Bharatiya Dharmaniti*
- Dhruva Acharya: *nītiśāstresukhvād*
- P. Singer: *Practical Ethics*

Lesson Plan
for
B.A. 4 YEARS HONOURS PROGRAMME WITH PHILOSOPHY MAJOR
Course Title: Ethics: Indian and Western-I
Course Code: PHIL3012

Module-I

Vedic Concepts of rta, satya, yajna, rna, *puruṣārtha*

CONTENTS

This unit provides of Vedic Concepts of rta, satya, yajna, rna, *puruṣārtha*. Rta had originated from Vedas. It is the controlling and sustaining power of nature. Rna means debts, duty or prays. The concept of yajna is regarded is the highest good in vedic ethics. Purusartha describes different aspects like Carvaka, Buddha and Astika views. Purusartha is referred as the goal the purpose or the end or the aim human life.

Module Objectives:

1. From this portion students can get a clear knowledge about the structure of Vedic concepts of rta, satya, yajna, rna, *puruṣārtha*.
2. They can explain the importance of Vedic Concepts of rta, satya, yajna, rna.
- 3 They can get a clear knowledge about the structure of purusartha. Importance of purasartha of Carvaka, Buddha and Astika views.
4. Examine and illustrate the Carvaka, Buddha and Astika view of purusartha.

Lecture Serial	Topics of Discussion	Remarks
1.	Introduction of Vedic concept	
2.	What is rta, Importance of rta	
3.	Three different types of rta	
4.	What is satya, Important of satya	
5.	How do you practice satya in everyday life	
6.	The meaning of yajna, Five different types of yajna	
7.	The meaning of rna, Importance of rna	
8.	Three different types of rna	
9.	Tutorial class	
10.	What is Purusartha, Importance of Purusartha	
11.	Four different types of Purusartha	
12.	Which is the most important Purusartha in Indian philosophy	
13.	How many elements are considered in Charvaka philosophy	
14.	View of Purusartha about Buddha ethics	
15.	How many Purusartha are considered in Buddha philosophy	
16.	Important of Buddha view of Purusartha	
17.	How many Purusartha are considered in astika philosophy	
18.	What does Charvaka philosophy about Purusartha	
19.	Group Discussion	
20.	Test	

Module-II

Ethics in Srimadbhagavad Gita: niskamakarma and sthitaprajna

CONTENTS

This unit provides of Srimadbhagavad Gita's view of Niskamakarma and Sthitaprajna. Niskamakarma is a central theme in the Bhagvada Gita.

Module Objectives:

1. From this portion students can get a clear knowledge about the structure Srimadbhagavad Gita view of niskamakarma and sthitaprajna.
2. Examine and illustrate the Srimadbhagavad Gita view of Niskamakarma and Sthitaprajna.

Lecture Serial	Topics of Discussion	Remarks
1.	Introduction	
2.	What is Niskamakarma	
3.	Importance of Niskamakarma	
4.	How does the Bhagavada Gita explain niskamakarma	
5.	Concept of niskamakarma in Bhagavada Gita	
6.	Concept of niskamakarma in Bhagavada Gita	
7.	What is not right about Niskamakarma	
8.	The meaning of sakamkarma	
9.	Different types of sakamkarma	
10.	Difference between sakamkarma and niskamakarma	
11.	Tutorial Class	
12.	Flip teaching	
13.	Concept of sthitaprajna in Bhagavada Gita	
14.	Concept of sthitaprajna in Bhagavada Gita	
15.	Concept of sthitaprajna in Bhagavada Gita	
16.	Concept of sthitaprajna in Bhagavada Gita	
17.	Concept of sthitaprajna in Bhagavada Gita	
18.	Tutorial class	
19.	Group Discussion	
20.	Test	

Module – III

This unit provides the outline characteristic of ethics and its nature. To introduce some key terms of study of ethics.

Module objectives

1. From this portion students can acquire knowledge of what is ethics.
2. The nature of ethics
3. Different types of ethics
4. Importance of ethics
5. To introduce some key ethical ideas
6. Define nature of morality

Lecture Serial	Topic of Discussion on	Remarks
1.	Introduction	
2.	What is ethics, Nature of ethics	
3.	Scope of ethics	
4.	Three different scopes of ethics	

5.	Meta-ethics, Normative- ethics, Applies- ethics	
6.	Objective of ethics	
7.	Importance of ethics	
8.	Introduction of moral and non-moral action.	
9.	Introduction of moral judgment.	
10.	What is moral action	
11.	Relation between moral and non-moral action.	
12.	Analysis of voluntary action and its different stage.	
13.	What is moral judgment	
14.	What is motive and intention	
15.	Nature of moral judgment	
16.	Object of moral judgment.	
17.	What is motive and intention. Relation between motive and intention.	
18.	Is motive of voluntary action	
19.	Subject of moral judgment.	
20.	Relation of moral and non-moral action	

Module: IV

Postulate of morality:

Moral development focuses on the emergence, change, and understanding of morality from infancy through adulthood. Postulate of moral judgment. Importance of moral judgment.

The development of morality: Moral development. Free will.

Module Objectives

1. From this portion students can acquire knowledge moral judgment.
2. Unique characteristic of moral judgment.
3. The development of morality
4. Postulate of moral judgment
5. Nature of moral judgment

Lecture Serial	Topics of Discussion	Remarks
1.	Nature of morality	
2.	What is morality	
3.	Relation between morality and ethics	
4.	Introduction of moral postulates of morality.	
5.	Characteristics develop of moral character.	
6.	Important of moral judgment.	
7.	Postulate of moral judgment.	
8.	Nature of moral judgment.	
9.	What is free well?	
10.	Secondary postulates of morality.	
11.	Introduction of moral development.	
12.	The development of morality.	
13.	Revision of morality	
14.	Revision postulate of morality	
15.	Group Discussion	

Departmental Continuous Internal Evaluation (CIE) Structure

Type of Evaluation	Assignment	Viva-voce	Flip Teaching	Written Test
Full Marks	10	10	10	10

B.A. 4 YEARS HONOURS PROGRAMME WITH PHILOSOPHY MAJOR**Course Code: PHIL3051(SEC)**Course Title: **Informal Fallacies****Full Marks: 50 (40 theory + 10 Internal Assessment)****Course Objectives:**

1. Students will be able to learn about different concepts of Formal and Informal Fallacy in Western Logic which will help them think more logically without any fallacy lies in their arguments.

Syllabus in details

Unit	Topic	No of Lecture
Module - I	<i>What is fallacy, Formal and Informal Fallacy, Classification of Fallacies</i>	10
Unit II	<i>Fallacies of Relevance: (i). Appeal to the populace (Appeal to common belief, Argumentum ad populum), (ii). Appeals to emotion (Appeal to pity, ad misericordiam), (iii). Red Herring, (iv). Strawman Fallacy, (v). Argument Against the Person (The attack on the person, Argumentum ad Hominem), (vi). Appeal to force (Argumentum ad Baculum), (vii). Missing the Point (Ignoratio Elenchi), (viii). Slippery Slope</i>	10
Unit III	<i>Fallacies of Defective Induction: (i). Argument from Ignorance (Argumentum ad Ignorantiam), (ii). Appeal to Inappropriate Authority (Argumentum ad Verecundiam), (iii). False Cause (Argument non Causa pro Causa), (iv). Hasty Generalization, (v). Biased Sample Fallacy</i>	10
Unit IV	<i>Fallacies of Presumption: (i). Accident, (ii). Complex Question (Plurium Interrogationum), (iii). Begging the Question (Petitio Principii), (iv). False Dilemma, (v). Prejudicial Language Fallacies of Ambiguity: (i). Equivocation, (ii). Amphiboly, (iii) Accent, (iv). Composition, (v). Division, (vi). Failure to Elucidate (Obscurum per Obscurius),</i>	15

Recommended Text & Topics:

1. I. M. Copi, C. Cohen, K McMahon: Introduction to Logic (14th Edition), Chapter - 4
2. Bo Bennett: Logically Fallacious: The Ultimate Collection of Over 300 Logical Fallacies

References:

1. Ramaprasad Das & Subir Ranjan Bhattacharya: Samsad Yuktibijnan Abhidhan, Sahitya samsad
2. Ramaprasad Das: Kothay Kothay Logic, Paschim Bangla Akademi
3. Madhumita Dutta: Youktik Bisleasan O Tar Prayog, Avenel Press

B.A. 4 YEARS HONOURS PROGRAMME WITH PHILOSOPHY MAJOR

Minor Course under Vocational Education & Training

Course Code: RSA3021

Course Title: Retail Sales Associate–Module 1

Total Credit: 4

(Lecture -3, Tutorial -1)

Duration: 60 Hours

Detailed Syllabus – Third Semester

Full Marks:75 (Theory 60+ Internal 15)

To process credit applications for purchases (Duration: 6 Hours)

- Identify the customer's needs for credit facilities.
- Clearly explain to the customer the features and conditions of credit facilities.
- Provide enough time and opportunities for the customer to ask for clarification or more information.
- Accurately fill in the documents needed to allow the customer to get credit.
- Successfully carry out the necessary credit checks and authorization procedures.
- Promptly refer difficulties in processing applications to the right person.

To help keep the store secure (Duration: 6 Hours)

- Take prompt and suitable action to reduce security risks as far as possible, where it is within the limits of his/her responsibility and authority to do so.
- Follow company policy and legal requirements when dealing with security risks.
- Recognize when security risks are beyond his/her authority and responsibility to sort out, and report these risks promptly to the right person.
- Use approved procedures and techniques for protecting personal safety when security risks arise.
- Follow company policies and procedures for maintaining security while working.
- Follow company policies and procedures for making sure that security will be maintained when he/she goes on breaks and when he/she finishes work.

To help maintain health and safety (Duration: 6 Hours)

Follow company procedures and legal requirements for dealing with accidents and emergencies.

- Speak and behave in a calm way while dealing with accidents and emergencies.
- Report accidents and emergencies promptly, accurately and to the right person.
- Recognize when evacuation procedures have been started and follow company procedures for evacuation.

- Follow the health and safety requirements laid down by the company and by law, and encourage colleagues to do the same.

- Promptly take the approved action to deal with risks if he/she is authorized to do so.
- Report risks promptly to the right person, if he/she does not have the authority.

To demonstrate products to customers (Duration: 9 Hours)

- Prepare the demonstration area and check that it can be used safely.
 - Check whether the required equipment and products for demonstration are in place.
 - Demonstrate products clearly and accurately to customers.
 - Present the demonstration in a logical sequence of steps and stages.
- Cover all the features and benefits he/she thinks are needed to gain the customer's interest.
- Promptly clear away the equipment and products at the end of the demonstration and connect with the customer.

To help customers choose right products (Duration: 12 Hours)

Find out which product features and benefits interest individual customers and focus on these when discussing products.

Describe and explain clearly and accurately relevant product features and benefits to customers.

Compare and contrast products in ways that help customers choose the product that best meets their needs. Check customers' responses to his/her explanations, and confirm their interest in the product.

Encourage customers to ask questions & respond to their questions, comments & objections in ways that promote sales & goodwill.

Identify suitable opportunities to tell the customer about associated or additional products and do so in a way that promotes sales and goodwill.

Constantly check the store for security, safety and potential sales whilst helping customers.

- Give customers enough time to evaluate products and ask questions.
- Handle objections and questions in a way that promotes sales and keeps the customer's confidence.
- Identify the need for additional and associated products and take the opportunity to increase sales.
- Clearly acknowledge the customer's buying decisions.
- Clearly explain any customer rights that apply.
- Clearly explain to the customer where to pay for their purchases.

To provide specialist support to customers facilitating purchases (Duration: 11 Hours)

- Talk to customers politely and in ways that promote sales and goodwill.
- Use the information given by the customer to find out what they are looking for.
- Help the customer understand the features and benefits of the products they have shown an interest in.
- Explain clearly and accurately the features and benefits of products and relate these to the customer's needs.
- Promote the products that give the best match between the customer's needs and the store's need to make sales.
- Spot and use suitable opportunities to promote other products where these will meet the customer's needs.
- Control the time he/she spends with the customer to match the value of the prospective purchase.
- Constantly check the store for safety, security and potential sales while helping individual customers.
- Find out if the customer is willing to see a demonstration.
- Set up demonstrations safely and in a way that disturbs other people as little as possible.
- Check whether he/she has everything needed to give an effective demonstration.
- Give demonstrations that clearly show the use and value of the product.
- Offer customers the opportunity to use the product themselves, where appropriate.
- Give customers enough chance to ask questions about the products or services he/she is demonstrating to them.
- Check that the store will be monitored for security, safety and potential sales while he/she is carrying out demonstrations.

To maximize sales of goods & services (Duration: 10 Hours)

- Identify promotional opportunities and estimate their potential to increase sales.
 - Identify promotional opportunities which offer the greatest potential to increase sales.
 - Report promotional opportunities to the right person.
 - Fill in the relevant records fully and accurately.
 - Tell customers about promotions clearly and in a persuasive way.
 - Identify and take the most effective actions for converting promotional sales into regular future sales.
- Gather relevant and accurate information about the effectiveness of promotions, and communicate this information clearly to the right person.
- Record clearly and accurately the results of promotions.

Reference Books on Retail Sales Associate

- 1) Retail Management - Charulata Publications
- 2) Retail Management - Gullybaba Publishing House Pvt. Ltd.
- 3) Retail Sales Associate - National Council of Educational Research and Training
- 4) Your Future is Retail - ICA Retail

B.A. 4 YEARS HONOURS PROGRAMME WITH PHILOSOPHY MAJOR

Multi/Interdisciplinary Course: Introduction to Cyber Security (Theory)

Course Code: COMP3031

Full Marks 50 (Theory 40+ Internal 10)

Credit: 3 Lecture Hours: 45 Hrs.

Course Objective:

It aims to educate individuals about potential cyber threats, best practices for safeguarding sensitive information, and how to respond effectively in case of a security incident.

Course learning outcome

1. Analyse and evaluate the cyber security needs of an organization.
2. Conduct a cyber security risk assessment.
3. Measure the performance and troubleshoot cyber security systems.
4. Implement cyber security solutions.
5. Be able to use cyber security, information assurance, and cyber/computer forensics software/tools.
6. Identify the key cyber security vendors in the marketplace.
7. Design and develop a security architecture for an organization.

Syllabus:

Introduction to Cyber Space

5 hrs.

History of Internet, Cyber Crime, Information Security, Computer Ethics and Security, Choosing the Best Browser according to the requirement and email security, Guidelines to choose web browsers, Securing web browser, Antivirus, Email security

Guidelines for secure password and wi-fi security

5 hrs.

Guidelines for setting up a Secure password, Two-steps authentication, Password Manager, Wi-Fi Security Guidelines for social media and basic Windows security, Guidelines for social media security, Tips and best practices for safer Social Networking, Basic Security for Windows, User Account Password

Smartphone security guidelines

5 hrs.

Introduction to mobile phones, Smartphone Security, Android Security, IOS Security

Cyber Security Initiatives in India

5 hrs.

Counter Cyber Security Initiatives in India, Cyber Security Exercise, Cyber Security Incident Handling
Cyber Security Assurance

Online Banking, Credit Card and UPI Security

5 hrs.

Online Banking Security, Mobile Banking Security, Security of Debit and Credit Car, UPI Security Micro ATM, e-wallet and POS Security of Micro ATMs, e-wallet Security Guidelines for Point of Sales (POS).

Social Engineering

5 hrs.

Social Engineering, Types of Social Engineering-how Cyber Criminal Works, how to prevent for being a victim of Cyber Crime.

Cyber Security Threat Landscape and Techniques

5 hrs.

Cyber Security Threat Landscape, Emerging Cyber Security Threats, Cyber Security Techniques, Firewall.

IT Security Act and Misc. Topics

5 hrs.

IT Act, Hackers-Attacker-Countermeasures, Web Application Security, Digital Infrastructure Security, Defensive Programming.

Information Destroying and Recovery Tools

5 hrs.

Recovering from Information Loss, Destroying Sensitive Information, Cleaner for Windows.

Reference Books:

Cyber security: The Beginner's Guide: A comprehensive guide to getting started in cyber security, Dr. Erdal Ozkaya
Introduction to Cyber Security: concepts, principles, technologies and practices, Ajay Singh

B.A. 4 YEARS HONOURS PROGRAMME WITH PHILOSOPHY MAJOR

Ability Enhancement Course (AEC - L1-2)

Bengali

Course Code: BENG3041

Course Credit: 02

Course Name: বাংলা ছোটগল্প ও কবিতা

Total Marks: 50 40 (Theory) + 10 (Internal)

COURSE OBJECTIVE: এই পাঠ্যসূচির উদ্দেশ্য হল বাংলা সাহিত্যের আধুনিক কালের বাংলা ছোটগল্প ও কবিতা সম্পর্কে শিক্ষার্থীদের অবিহত করা।

একক – ১

বাংলা ছোটগল্প – রবীন্দ্রনাথ ঠাকুর – একরাত্রি, প্রভাত মুখোপাধ্যায় – আদিরনী, বনফুল- তাজমহল।

একক – ২

একালের কবিতা - দিনেশ দাস - কেরাণী, প্রেমেন্দ্র মিত্র - মানে, শক্তি চট্টোপাধ্যায় - অবনী বাড়ি আছে।