

CLASS- XI–BUSINESS STUDIES [054]

MONTH	CHAPTER	EXPECTED LEARNING OUTCOMES	PEDAGOGICAL APPROACH (TEACHING METHODS/ STRATEGIES)	ASSESSMENT TOOLS	RUBRICS	ART INTEGRATION	ICT INTEGRATION
JULY	Foundations of Business Evolution and Fundamentals of Business Nature and Purpose of Business	To acquaint the History of Trade and Commerce in India Understand the meaning of business with special reference to economic and non-economic Activities. Discuss the characteristics of business. Understand the concept Trade and auxiliaries to trade. Business risks.	Constructive approach. Inquiry based, Collaborative approach	Class test, Brainstorming	Content and vocabulary, time management	Charts. Concept maps	Power point presentation. Videos
	Forms of Business Organizations	List the different forms of business organizations and understand their meaning. Identify and explain the concept, merits and limitations of a Partnership firm. Hindu Undivided Family Business. Cooperative Societies. Understand the concept of Company Choice of form of business organization	Constructive approach. Inquiry based	Classroom discussion quiz	Content and vocabulary, time management	Charts. Concept maps	Power point presentation. Videos
	Public, Private and Global Enterprises	Develop an understanding of Public sector and private sector enterprises. Identify and explain the features, merits and limitations of different forms of public sector enterprises. Develop an understanding of global Enterprises, public private partnership by studying their Meaning and features.	Constructive approach. Inquiry based	Classroom discussion quiz	Content and vocabulary, time management.	Concept maps	Power point presentation.

AUGUST	Business Services	Understand the meaning and types of business services. Discuss the meaning and types of Business service Banking Develop an understanding of Difference types of bank account. Develop an understanding of the different services provided by banks Recall the concept of insurance Understand Utmost Good Faith, Insurable Interest, Indemnity, Contribution, Doctrine of Subrogation and Causa Proxima as principles of insurance Discuss the meaning of different Understand the utility of different telecom services	Constructive approach. Inquiry based	Classroom discussion quiz	Content and vocabulary, time management.	Concept maps	Power point presentation.
	FIRST PERIODIC ASSESSMENT EXAMINATION						
SEPTEMBER	Emerging Modes of Business	Give the meaning of e-business. • Discuss the scope of e-business. • Appreciate the benefits of e-business. • Distinguish e-business from Traditional business.	Constructive approach. Inquiry based	Class test, Brainstorming [lets speak] Home Assignment	Content and vocabulary, time management.	Preparation of charts	Power point presentation.
	Social Responsibility of Business and Business Ethics	State the concept of social Responsibility. Examine the case for social responsibility State the concept of business ethics. Describe the elements of business ethics	Constructive approach. Inquiry based	Class test, Brainstorming [lets speak] Home Assignment	Content and vocabulary, time management.	Preparation of charts	Power point presentation.
	Sources of Business Finance	State the meaning, nature and importance of business finance. Classify the various sources of funds into owners' funds. State	Constructive approach. Inquiry based,	Class test, Brainstorming [lets speak]	Content and vocabulary, time management.	Preparation of charts	Power point presentation.

		the meaning of owners' funds. Borrowed funds. Discuss the concept of debentures, bonds, loans from financial institutions and commercial banks, Trade credit and inter corporate State the meaning of deposits. Distinguish between owners' funds and borrowed funds.	Collaborative approach	Home Assignment			
	MIDTERM EXAMINATION						
OCTOBER	Small Business	Understand the concept of Entrepreneurship Development (ED), Intellectual Property Rights Understand the meaning of small business Discuss the role of small business in India Appreciate the various Government schemes and agencies for development of small-scale industries. NSIC and DIC with special reference to rural, backward area	Constructive approach. Inquiry based, Collaborative approach	Class test, Brainstorming[lets speak] Home Assignment	Content and vocabulary, time management.	Preparation of charts	Power point presentation.
NOVEMBER	Internal Trade	State the meaning and types of internal trade. Appreciate the services of wholesalers and retailers Explain the different types of retail trade Highlight the distinctive features of departmental stores, chain stores and mail order business.	Constructive approach. Inquiry based, Collaborative approach	Class test Worksheet	Time management	Flow charts	Power point presentation
D E C	SECOND PERIODIC ASSESSMENT EXAMINATION						

	International Business	Understand the concept of International trade. Describe the scope of international trade to the nation and business Identify the specimen of the various documents used in international trade. Highlight the importance and the documents of international trade transactions State the meaning of World Trade Organization. Discuss the objectives of World Trade Organization To understand the need and importance of project	Constructive approach. Inquiry based, Collaborative approach	Class test, Brainstorming [lets speak] Home Assignment	Content and vocabulary, time management.	Concept maps	Power point presentation
JAN	REVISION /PRACTICAL EXAMINATION	FINAL PRACTICAL	Constructive approach. WRITTEN				
FEBR	ANNUAL EXAMINATION						


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CLASS- XII – BUSINESS STUDIES [054]

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APRIL	Nature and Significance of Management	Concept & significance of Management. Functions, Levels & Nature of management. concept of Coordination,	Constructive approach.	Class test, Brainstorming [lets speak]	Content and vocabulary, time management.	Concept map.	Power point presentation.
	Principles of Management	Principles of Management concept and significance. Fayol's principles of management. Taylor's Scientific management-principles and techniques					
	Business Environment	Concept & importance of Business Environment'. Elements of environment. Concept of demonetization.	Constructive approach.	Constructive approach.	Content and knowledge.	Sketch the concept map.	Power point presentation.
	Planning	Concept, importance limitation and process of planning & types of plan.					Videos
JULY	Organizing	Concept, Importance structure & process of Organizing. Formal & informal organization. Concept of Delegation, Centralization and decentralization.	Constructive approach.	Question answer session [lets speak]	Content and vocabulary, time management.	Sketch the concept map.	Power point presentation.

		Concept & Importance staffing.					
	Staffing	Describe the steps in the process of staffing. Meaning & process of recruitment & Selection. Concept of Training & development.	Constructive approach	Question answer session [lets speak]	Content and vocabulary, time management	Sketch the concept map.	Power point presentation
FIRST PERIODIC ASSESSMENT EXAMINATION							
AUGUST	Directing Controlling	Concept, importance & Element of directing, (motivation, leadership, communication) Barriers of communication. Concept & importance controlling. The steps in the process of controlling. Relationship b/w planning & controlling.	Constructive approach. Inquiry based, Collaborative approach.	Class test, quiz [lets speak]	Time management	Making of flow chart by students.	Power point presentation
SEPTEMBER	Financial Management	Concept, role and objectives of F M. Financial decisions. Financial planning. Capital structure.	Constructive approach. Inquiry based, Collaborative approach	Class test, quiz [lets speak]	Time management	charts	Power point presentation
MID TERM EXAMINATION							
OCT	Financial Markets	Concept of financial market. Capital market (Primary & secondary) and money market (concept). Stock Exchange: functions, Trading procedure.	Constructive approach. Inquiry based, Collaborative approach	Worksheet Team work / Games	Content and vocabulary, time management.	Concept maps	Power point presentation

		Objectives & Functions of SEBI.					
NOVEMBER	Marketing Management	<p>Concept, Functions, philosophies of marketing.</p> <p>Marketing Mix. (Product, Price Place and Promotion)</p> <p>Promotional tools: Advertising, personal selling, sales promotion and public relation.</p>	<p>Constructive approach.</p> <p>Inquiry based, Collaborative approach</p>	<p>Worksheet</p> <p>Team work / Games</p>	<p>Content and vocabulary, time management.</p>	<p>Flow chart</p>	<p>Power point presentation</p>
FIRST PRE-BOARD EXAMINATION							
DECEMBER	Consumer Protection	<p>Concept & scope of Consumer Protection Act, 2019.</p> <p>Rights & responsibility of a consumer.</p> <p>Understand the need and importance of marketing project work. How to make it.</p>	<p>Constructive approach.</p> <p>Inquiry based, Collaborative approach</p>	<p>Lab activity</p> <p>Role Play (let's speak)</p>	<p>research</p>	<p>Concept map</p>	<p>Power point presentation</p>
	Project Work						
SECOND PRE-BOARD EXAMINATION							
JANURARY	ANNUAL PRACTICAL EXAMINATION						
FEBRUARY	BOARD EXAMINATION						

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