

Curriculum
Subject: Business Studies(054)
Class: XII
Session: 2025-26

	April	May	June	July
Content	Nature and Significance of Management	-Principles of Management -Business Environment	-Planning -Organizing	Staffing/Directing
Learning Outcomes	<p>After going through this unit, the student/ learner would be able to:</p> <ul style="list-style-type: none"> • Describe the concept , objectives,functions, importance and levels of management. •Examine the nature of management as a science, art and profession. • Discuss the concept and characteristics and importance of coordination. 	<p>After going through this unit, the student/ learner would be able to:</p> <ul style="list-style-type: none"> • Describe the concept of principles of management. • Explain the significance of management principles. Fayol’s principles of management • Discuss the principles of management developed by Fayol. • Taylor’s Scientific management □ principles and techniques • Explain the principles and techniques of ‘Scientific Management Understand the concept of ‘Business Environment’. • Describe the importance and dimensions of the business environment. 	<p>After going through this unit, the student/ learner would be able to:</p> <ul style="list-style-type: none"> • Describe the concept ,importance,limitations and steps in the process of planning. • Describe the concept and importance of organizing as a structure and as a process. • Describe the steps in the process of organizing Structure of organization- functional and divisional concept • Describe functional and divisional structures of organization. Delegation: concept, elements and importance • Describe the concept,elements,importance of delegation. • Describe the concept and importance of decentralization. • Differentiate between delegation and decentralization. 	<p>After going through this unit, the student/ learner would be able to:</p> <ul style="list-style-type: none"> • Describe the concept ,importance,steps in process of staffing. • Describe the meaning and steps in the process of recruitment & selection • Understand the concept of training and development. • Appreciate the importance of training to the organization and to the employees. • Discuss on the job and off the job methods of training. • Describe the concept,importance,elements of directing. • Describe the various elements of directing Motivation - concept, Maslow’s hierarchy of needs, Financial and non-financial incentives .
Skills	Critical thinking,Enquiry based.	Social awareness. Critical thinking.	Critical thinking,Enquiry based.	Communication and collaboration.
Competency Skill Based Activities/ Experiential Learning	Art Integrated Project- Principles of Management with Social science. Monument awareness- Visit to Handloom industrial area at Bhutti.	Model of three levels of Management.	Visit to Bhuttico.	
Assessment	C.W./H.W Model/Project Notebook Maintenance Periodic Test Main Book: Business Studies by Poonam Gandhi.			

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	August/September	October	November/December
Content	Controlling ;Financial Management	Marketing Management.	Financial Markets and Consumer Protection
Learning Outcomes	<p>After going through this unit, the student/ learner would be able to:</p> <ul style="list-style-type: none"> ● Describe the concept of controlling. ● Describe the importance of controlling. <ul style="list-style-type: none"> ● Discuss the steps in the process of controlling. ● Describe the concept, role, objectives of financial management. ● Discuss the Financial decisions: investment, financing and dividend- Meaning and factors affecting. ● Describe the concept, importance of financial planning. ● Describe the concept of capital structure & the factors determining the choice of an appropriate capital structure of a company. ● Describe the concept of fixed and working capital. 	<p>After going through this unit, the student/ learner would be able to:</p> <ul style="list-style-type: none"> ● Describe the concept, functions, philosophies of marketing. ● Explain the concept of marketing mix. ● Explain the concept of product as an element of marketing mix. ● Describe the concepts of branding, labeling and packaging. ● Describe the concept of price as an element of marketing mix. ● Describe the factors determining price of a product. Physical Distribution – concept ● Discuss the concept of physical distribution. ● Describe the concept of promotion as an element of marketing mix and elements of the promotion mix. 	<p>After going through this unit, the student/ learner would be able to:</p> <ul style="list-style-type: none"> ● Describe the concept of a consumer according to the Consumer Protection Act, 2019. ● Describe the consumer rights and responsibilities of consumers ● Describe who can file a complaint and against whom? ● Discuss the legal redressal machinery under Consumer Protection Act, 2019. ● Examine the remedies available to the consumer under Consumer Protection Act, 2019 <ul style="list-style-type: none"> ● Describe the concept of the financial market. ● Explain the functions of the financial market. ● Describe capital market and money market as types of financial markets. Money market and its instruments ● Describe the concept of the money market. ● Describe the various money market instruments. ● Discuss the concept of capital market. ● Explain primary and secondary markets as types of capital market. ● Differentiate between capital market and money market. ● Discuss the methods of floating new issues in the primary market. ● Distinguish between primary and secondary markets. ● Give the meaning ,functions and the trading procedure in a stock exchange. ● Give the meaning of depository services and demat account as used in the trading ● State the objectives and functions of SEBI
Skills	Critical thinking, Enquiry based. Collaboration.	Research, Critical thinking, Enquiry based.	Social awareness, Enquiry based.
Competency Skill Based Activities/ Experiential Learning	Report on various resources of Finance.	Project - Stock Exchange.	Role play can be performed in the class to form a Joint stock company.
Assessment	C.W./H.W Model/Project Notebook Maintenance Periodic Test Main Book: Business Studies by Poonam Gandhi.		