

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. 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 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.		