

Curriculum
Subject: Business Studies(054)
Class: XII
Session: 2026-27

	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"> • Explain 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. 	<ul style="list-style-type: none"> • State 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. 	<ul style="list-style-type: none"> • Explain the concept, importance, limitations and steps in the process of planning. • State 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 • State the concept, elements, importance of delegation. • State 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"> • State the concept, importance, steps in process of staffing. • Explain the meaning and steps in the process of recruitment & selection • Explain 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	Logical and Analytical Thinking//Personal development, Communication and collaboration	Logical and Analytical Thinking//Personal development, Communication and collaboration	Logical and Analytical Thinking//Personal development, Communication and collaboration	Logical and Analytical Thinking//Personal development, Communication and collaboration
Competency Skill Based Activities/ Experiential Learning	Art Integrated Project- Principles of Management 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	Revision
Learning Outcomes	<p>After going through this unit, the student/ learner would be able to:</p> <ul style="list-style-type: none"> ● State the concept of controlling. ● Explain the importance of controlling. ● Discuss the steps in the process of controlling. <p>After going through this unit, the student/ learner would be able to:</p> <ul style="list-style-type: none"> ● Explain 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. ● State the concept of capital structure & the factors determining the choice of an appropriate capital structure of a company. ● Explain the concept of fixed and working capital. 	<ul style="list-style-type: none"> ● Explain the concept, functions.philosophies of marketing. ● State the concept of marketing mix. ● Explain the concept of product as an element of marketing mix. ● State the concepts of branding, labeling and packaging. ● State the concept of price as an element of marketing mix. ● Describe the factors determining price of a product. <p>Physical Distribution – concept ●Understand the concept of physical distribution</p> <ul style="list-style-type: none"> ● State 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"> ●State the concept of a consumer according to the Consumer Protection Act, 2019. ●Explain the consumer rights and responsibilities of consumers <p>Who can file a complaint and against whom?</p> <ul style="list-style-type: none"> ●Discuss the legal redressal machinery under Consumer Protection Act, 2019. ●Examine the remedies available to the consumer <p>Explain Consumer Protection Act,2019</p> <ul style="list-style-type: none"> ● State the concept of the financial market. ● Explain the functions of the financial market. ●State capital market and money market as types of financial markets. ● Explain 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	Logical and Analytical Thinking//Personal development, Communication and collaboration	Logical and Analytical Thinking//Personal development, Communication and collaboration	Logical and Analytical Thinking//Personal development, Communication and collaboration	
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.			