

**INDIAN SCHOOL MUSCAT**  
**DEPARTMENT OF COMMERCE AND HUMANITIES**  
**PORTION FOR FINAL EXAMINATION**  
**CLASS XI**

**ACCOUNTANCY (055)**

**Marks: 80**

Units	UNIT NAME	MARKS
<b>Part A: Financial Accounting-I</b>		
1	Theoretical Framework	20
2	Accounting Process	40
<b>Part B: Financial Accounting-II</b>		
3	Financial Statements of Sole Proprietorship from Complete and Incomplete Records	20
<b>Total</b>		<b>80</b>

**BUSINESS STUDIES (054)**

**Marks: 80**

Units	UNIT NAME	MARKS
<b>Part A: Foundations of Business</b>		
1	Evolution and Fundamentals of Business	16
2	Forms of Business Organisations	
3	Public, Private and Global Enterprises	14
4	Business Services	
5	Emerging Modes of Business	10
6	Social Responsibility of Business and Business Ethics	
<b>Part B: Finance and Trade</b>		
7	Sources of Business Finance	20
8	Small Business and Entrepreneurship Development	
9	Internal Trade	20
10	International Business	
<b>Total</b>		<b>80</b>

**ECONOMICS (030)**

**Marks: 80**

SN	UNIT NAME	MARKS
<b>Part A Statistics for Economics</b>		
1	Introduction	13
2	Collection, Organisation and Presentation of Data	
3	Statistical Tools and Interpretation Chapter : 5 – Measures of Central Tendency and Chapter : 6 – Measures of Dispersion	27
<b>Part B Introductory Microeconomics</b>		
4	Introduction	4
5	Consumer's Equilibrium and Demand	13
6	Producer Behaviour and Supply	13
7	Forms of Market and Price Determination under perfect competition with simple application	10
<b>Total</b>		<b>80</b>

**ENTREPRENEURSHIP (066)****Marks: 70**

<b>Units</b>	<b>UNIT NAME</b>	<b>MARKS</b>
1	Entrepreneurship: Concept and Functions	<b>15</b>
2	An Entrepreneur	
3	Entrepreneurial Journey	<b>20</b>
4	Entrepreneurship as Innovation and Problem Solving	
5	Understanding the Market	<b>15</b>
6	Business Finance and Arithmetic	<b>20</b>
7	Resource Mobilization	
<b>Total</b>		<b>70</b>

**PSYCHOLOGY (037)****Marks: 70**

<b>Units</b>	<b>UNIT NAME</b>	<b>MARKS</b>
1	What is Psychology?	<b>10</b>
2	Methods of Enquiry in Psychology	<b>13</b>
3	The Bases of Human Behavior	<b>11</b>
4	Human Development	<b>9</b>
5	Sensory, Attentional and Perceptual Processes ( <b>Auditory and Visual sensation sensory adaptation</b> )	<b>9</b>
6	Learning ( <b>Concept learning, Transfer of learning Some applications of learning principles</b> )	<b>10</b>
7	Human Memory ( <b>Knowledge representation, memory as constructive process</b> )	<b>8</b>
<b>Total</b>		<b>70</b>

**SOCIOLOGY (039)****Marks: 80**

<b>Units</b>	<b>UNIT NAME</b>	<b>MARKS</b>
<b>PART – A: Introducing Sociology</b>		
1	Sociology, Society and its relationship with other Social Science disciplines	<b>10</b>
2	Terms, concepts and their use in Sociology	<b>10</b>
3	Understanding Social Institution	<b>12</b>
4	Culture and Socialization	<b>12</b>
<b>PART – B: Understanding Society</b>		
5	Social Change and Social order in Rural and Urban Society	<b>12</b>
6	Introducing Western Sociologist	<b>12</b>
7	Indian Sociologists	<b>12</b>
<b>Total</b>		<b>80</b>

**BUSINESS ADMINISTRATION (833)****MARKS: 70**

<b>Units</b>	<b>UNIT NAME</b>	<b>MARKS</b>	
<b>Part A: Employability Skills</b>			
1	Communication Skills-III	<b>10</b>	
2	Self-Management Skills-III		
3	ICT Skills-III		
4	Entrepreneurial Skills-III		
5	Green Skills-III		
<b>Part B: Subject Specific Skills</b>			
1	Introduction to Business Operation	<b>5</b>	
2	Business Environment	<b>10</b>	
3	Products & Services	<b>12</b>	
4	Types of Organisation	<b>5</b>	
5	Formation of Partnership Firm and Joint Stock Company	<b>8</b>	
6	Business Correspondence	<b>10</b>	
7	Functional Areas of Management	<b>5</b>	
8	Organisational Behaviour	<b>5</b>	
		<b>Total</b>	<b>70</b>

**MARKETING (812)****MARKS: 60**

<b>Units</b>	<b>UNIT NAME</b>	<b>MARKS</b>	
<b>Part A: Employability Skills</b>			
1	Communication Skills-III	<b>10</b>	
2	Self-Management Skills-III		
3	ICT Skills-III		
4	Entrepreneurial Skills-III		
5	Green Skills-III		
<b>Part B: Subject Specific Skills</b>			
1	Introduction to Marketing	<b>10</b>	
2	Marketing Environment	<b>10</b>	
3	Marketing Segmentation, Targeting & Positioning	<b>10</b>	
4	Fundamentals of Marketing Mix	<b>10</b>	
5	Consumer Behavior	<b>10</b>	
		<b>Total</b>	<b>60</b>

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