



**INDIAN SCHOOL MUSCAT  
SENIOR SECTION  
DEPARTMENT OF COMMERCE AND HUMANITIES  
CLASS XI  
ENTREPRENEURSHIP - 066  
YEAR PLAN 2022-2023**

**SYLLABUS FOR THE YEAR – 2022-2023**

**Theory: 70 Marks**

**Project: 30 Marks**

UNIT	TOPIC	MARKS
<b>Part A: Foundations of Business</b>		
1	Entrepreneurship: Concept and Functions	15
2	An Entrepreneur	
3	Entrepreneurial Journey	20
4	Entrepreneurship as Innovation and Problem Solving	
5	Understanding the Market	15
6	Business Finance and Arithmetic	20
7	Resource Mobilization	
<b>PART C: PROJECT WORK (as per CBSE guidelines)</b>		30
<b>TOTAL</b>		100

**MONTHLY BREAK UP OF SYLLABUS**

**CLASS - XI**

Month	Unit/ Chapter	Sub- units
<b>MAY, 2022</b>	Unit 1: Entrepreneurship: Concept and Functions	Entrepreneurship- Concept, Functions and Need. Myths about Entrepreneurship
<b>JUNE, 2022</b>	Unit 1: Entrepreneurship: Concept and Functions	Advantages of Entrepreneurship Limitations of Entrepreneurship Process of Entrepreneurship Entrepreneurship – The Indian scenario
<b>SUMMER VACATION</b>		
<b>AUGUST, 2022</b>	Unit 2: An Entrepreneur	Why be an Entrepreneur Types of Entrepreneurs Competencies and Characteristics: Ethical Entrepreneurship Intrapreneur: Meaning and Importance

	Unit 3: Entrepreneurship Journey	Generation of Ideas Feasibility Study and Opportunity Assessment Business Plan: meaning, purpose and elements Execution of business plan
<b>SEPTEMBER, 2022</b>	Unit 4: Entrepreneurship as Innovation and Problem Solving	Entrepreneurs- as problem solvers. Innovations and Entrepreneurial Ventures – Global & Indian  The role of technology/- E Commerce & social media  Social Entrepreneurship-Concept Barriers to Entrepreneurship <b>PERIODIC TEST – 1</b>
<b>OCTOBER, 2022</b>	Unit 5: Concept of Market	Market- Concept, Role and Types  Micro and Macro market environment  Marketing Mix: Concept  Marketing mix- Elements  Market Research- Concept, Importance and Process
<b>NOVEMBER, 2022</b>	Unit 6: Business Arithmetic  Unit 7: Resource Mobilization	Unit of Sale, Unit Price and Unit Cost - For single product or service Types of Costs - Start up, Variable and Fixed Break Even Analysis - for single product or service Taxes Types of Resources – Physical, Human
<b>DECEMBER, 2022</b>	Unit 7: Resource Mobilization	Types of Resources – Financial, Intangible <b>REVISION</b> <b>HALF YEARLY EXAMINATION</b>
<b>JANUARY, 2023</b>	Unit 7: Resource Mobilization	Selection and utilization of human resources and professionals like Accountants, Lawyers, Auditors, Board Members, etc. Methods of meeting the financial requirements Estimating Financial Resources required Identify the different types of resource tools <b>PERIODIC TEST – 2</b>
<b>FEBRUARY, 2023</b>	<b>REVISION</b> <b>FINAL EXAMINATION</b>	
<b>MARCH, 2023</b>	<b>NEW ACADEMIC YEAR – CLASS – XII</b>	

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**ENTREPRENEURSHIP (Code no. 066)**  
**QUESTION PAPER DESIGN**  
**CLASS XI (2022-23)**

S.No.	Competencies	Total Marks	% Weightage
1.	<p><b>Remembering:</b> Exhibit memory of previously learned material by recalling facts, listing elements, terms and basic concepts</p> <p><b>Understanding:</b> Demonstrate understanding of facts and ideas by organizing, comparing, translating, interpreting, giving descriptions, and stating main ideas</p>	20	28.5%
2.	<p><b>Applying:</b> Solve problems to new situations by applying acquired knowledge, facts, techniques and rules in different ways.</p>	30	43%
3.	<p><b>Analysing and Evaluating:</b> Examine and break information into parts by identifying motives or causes. Make inferences and find evidence to support generalizations, integrated learning; Present and defend opinions by making judgments about information, validity of ideas, or quality of work based on a set of criteria.</p> <p><b>Creating:</b> Compile information together in a different way by combining elements in a new pattern or proposing alternative solutions</p>	20	28.5%
	<b>TOTAL</b>	<b>70</b>	<b>100%</b>