

**कक्षा बारहवीं**  
**विषय : Entrepreneurship**

मास	पुस्तक का नाम	विषय वस्तु	शिक्षण के पीरियड	दोहराई के पीरियड	प्रयोगात्मक कार्य
April	Prescribed by the Board	1 Sensing Entrepreneurial Opportunities 2. Environmental Scanning	6 6	3	2
May	Prescribed by the Board	1 Market Assessment 2 Identification of Entrepreneurial Opportunities 3 Selection of an Enterprise	5 6 4	5	3
June	ग्रीष्मकालीन अवकाश 1 जून से 30 जून तक				
July	Prescribed by the Board	1 Step in setting up of an enterprise 2 Business Planning- preparation of Project report	5 9	3	4
August	Prescribed by the Board	1 Resources Assessment: Financial and Non-Financial 2 Fixed and working capital requirement	10 5	3	4
September	Prescribed by the Board	1 Fund Flow, Profit Ratios Breakeven Analysis etc. 2 Mobilizing Resources and Means of Funds	8 6	4	2
October	Prescribed by the Board	1 Facilities and Technologies for starting of an Enterprise 2 General Management: Basic Management Functions 3 Organizing/Production of Goods and Services- Quality, Quantity and Flow of Inputs	6 5 4	4	3
November	Prescribed by the Board	Managing Market: 1 Meaning, Functions of Marketing, Marketing Mix 2 Product 3 Price 4 Place 5 Promotion (Advertising and sales Promotion) Managing Finances- Sources of Long Term and Short Term Finances	10 8	5	3
December	Prescribed by the Board	1 Determination of Cost, Income, Calculation of P/L 2 Managing Growth and Sustenance- Affecting change, Modernization, Expansion, Diversification and substitution	7 8	3	2
January	Prescribed by the Board	1 Entrepreneurial Discipline , Laws of Land, Ecology 2 Consumers concern, Adherence to contract to credit	6 8	3	3
February		- Revision and solution of problems			
March		- Exam			