

Entrepreneurship (066)

Class XI

Unit 1 Chapter 1- Entrepreneurship: Concepts and function Chapter 2 – An Entrepreneur	No change
Unit 2 Chapter 3- Entrepreneurial journey Chapter 4- Entrepreneurship as innovation and problem solving	Chapter 3 – Self assessment of qualities, skills, resources and dreams = 4 marks Chapter 4 – Risk taking- concept and types = 4 marks
Unit 3 Chapter 5- Concept of market	Chapter 5 – No change
Unit 4 Chapter 6 – Business Finance and arithmetic Chapter 7- Resource mobilization	Chapter 6- Income statement = 2 marks and Cash Flow Projection = 3marks Chapter 7 – Estimating financial resources requirement; Methods of meeting financial requirements; Size and capital – based classification = 8 marks

CLASS XII

Unit 1 Chapter 1- Entrepreneurial Opportunity Chapter 2 – Enterprise Planning	No change
Unit 2 Chapter 3- Enterprise Marketing Chapter 4- Enterprise growth strategies	Chapter 3 - Negotiation = 2 marks Chapter 3 - Customer Relationship Management = 2 marks Chapter 3 – Vendor Management = 3 marks Chapter 4 – Reasons for failure of mergers and acquisitions = 6 marks
Unit 3 Chapter 5- Business Arithmetic Chapter 6 – Resource mobilization	Chapter 5 – No change Chapter 6 – Securities Exchange Board of India (SEBI) = 4 marks Chapter 6 – Secondary market, features and Importance = 4 marks