

CHOITHRAM SCHOOL, MANIK BAGH, INDORE

ANNUAL CURRICULUM PLAN SESSION 2017 – 2018

CLASS: XI

SUBJECT: ENTREPRENEURSHIP

Month & Working Days	Theme/ Sub-theme	Learning Objectives		Activities &Resources	Expected Learning Outcomes	Assessment
		Subject Specific (Content Based)	Behavioral (Application based)			
JUNE-14 Days	ENTREPRENEURSHIP: CONCEPTS AND FUNCTIONS: <ul style="list-style-type: none"> • Concepts; • Functions of Entrepreneur; • Need and Importance of Entrepreneurship; • Myths about Entrepreneur; • Pros and Cons of Entrepreneurship 	The Students will be able to: <ul style="list-style-type: none"> • To define the term Entrepreneur and enterprise. • To understand the concept of Entrepreneur. • To compare between investors and innovators. • To understand different functions of Entrepreneurs. • To explain need and importance of an Entrepreneur. • To enlist myths about Entrepreneur. • To explain entrepreneurship process. • To understand 	Students will be able to develop: <ul style="list-style-type: none"> • Innovation • Risk taking capability • Attainment of goal on time • creativity • Organization building • Collaboration • To think from society point of view also • Awareness • Problem solving • Decision making • Relevance of becoming a job giver • Leadership and communication skills 	Case Studies; Quiz; Group discussion; Oral Discussion; Open discussion on HOTS and Application based questions; Open discussion on the topic “Entrepreneur wastes our National Resources.”	After going through this unit, the student/ learner will be able: <ul style="list-style-type: none"> • To understand the concepts of Entrepreneurship • To understand the functions of Entrepreneurs. • To analyze the difference between Entrepreneur and an Employee. • To differentiate between Promotional and Commercial functions of Entrepreneurs. • To learn step by step approach to start an enterprise. • To identify opportunities with potential for innovation. 	Verbal assessment will be done on the basis of questions asked in the class

		the pros and cons of Entrepreneurship.				
JULY-21	AN ENTREPRENEUR: <ul style="list-style-type: none"> • Types of Enterprises; • Types of Entrepreneurs; • Competencies and characteristics of Ethical Entrepreneurship; • Characteristics of an Entrepreneur; • Values; • Entrepreneur's Attitude; • Positive and Negative Attitude; • Essential attitudes of an Entrepreneur; • Entrepreneurial Motivation; • Mindset of an Employee and an Entrepreneur-Difference; • Importance of Intrapreneur in an Organisation. 	Students will be able: <ul style="list-style-type: none"> • To know about different types of Enterprises. • To know about different types of Entrepreneurs. • To understand competencies and characteristics of Ethical Entrepreneurship. • To know different characteristics of an Entrepreneur. • To understand the accountability to different interest groups. • To understand Entrepreneur's Attitude and Values. • To explain different attitudes for an Entrepreneur. • To know Entrepreneurial Motivation. • To know the basic features of Motivation. 	Students will be able to develop: <ul style="list-style-type: none"> • Positive Attitude • Ethical Values • Socially responsible • Innovation • Risk taking capability • Attainment of goal on time • creativity • Organisation building • Collaboration • Awareness • Decision making • Leadership and communication skills • Motivation 	Discussion on Case Study-Women Entrepreneurs Women entrepreneurs have braved the world and carved a place/special position for themselves. They have set examples for woman power to identify their worth and prove their mental, be it Simone Tata, Indu Jain, Ela Bhatt, Jaswanti ben Papat, Dr. Kiran M.Shaw, Mahima Mehra, Zia Modi, Anita Roddicks, Kalpana Saroj, to name a few. Research about them and find out: <ul style="list-style-type: none"> • The name of their entrepreneurial venture. • What barriers they faced in their entrepreneurial journey? • How did they overcome these barriers? • What made them so strong and committed? 	After going through this unit, the student/ learner will be able : <ul style="list-style-type: none"> • To identify different types of Entrepreneurs. • To understand the different Motivational Theories. • To develop Positive Attitude. • To learn Ethical Entrepreneurship. • To develop social responsibility towards different Interest groups. 	Verbal assessment will be done on the basis of questions asked in the class

		<ul style="list-style-type: none"> • To understand different Motivation theories. • To understand importance of Intrapreneur in an Organisation. • To compare between Entrepreneurship and Intrapreneurship. 		<ul style="list-style-type: none"> • Also find out the role played by their family as a support structure • An Oral discussion on - “A young Boy is working hard to earn his living. He also tries to save some part of his earning for basic education.” Which needs is he satisfying according to Maslow need Hierarchy Theory? According to you what is the limitation of this theory. Explain. • An open discussion on HOTS and Application based questions. 		
AUGUST-19	ENTREPRENEURSHIP JOURNEY: <ul style="list-style-type: none"> • Self Assesment of qualities, skills, resources and dreams; • Generation of Idea; • Feasibility Study; • Opportunity Assessment; • Business Plan; • Role of Society and family in the growth of an Entrepreneur; • Challenges faced by women in Entrepreneurship. 	Students will be able: <ul style="list-style-type: none"> • To know about common ways of generating an idea. • To know about different types of Personality traits of an Entrepreneur. • To know about different Feasibility plan. • To explain 	Students will be able to develop: <ul style="list-style-type: none"> • Risk taking capability • cooperate in a multidisciplinary team • use her or his insights in team collaboration • Decision making skills • creativity • Organization building • Collaboration • Awareness • Leadership and communication skills • Motivation • Equality • Respect for Women 		After going through this unit, the student/ learner will be able: <ul style="list-style-type: none"> • To learn about different entrepreneurs. • To self assess of qualities, skills, resources and dreams. • To generate an idea. • To understand the method of preparing business plan. • To understand the contents of business plan. • To understand to prepare financial plan, marketing plan, human 	Home assignment will be given & assessment will be done on the basis of answers given

		<p>Feasibility Plan for implementation of a project.</p> <ul style="list-style-type: none"> • To understand how to assess an opportunity. • To understand the concept of Business plan • To appreciate the importance of a Business Plan • To describe various components of Business plan. • To know the challenges faced by women in Entrepreneurship. 	Entrepreneurs.		<p>resource plan as well as production plan.</p> <ul style="list-style-type: none"> • To prepare their own business plans effectively. • To learn about problems of Women Entrepreneur. 	
SEPTEMBER-20	<p>Entrepreneurship as Innovation and Problem Solving</p> <ul style="list-style-type: none"> • Entrepreneur: A Problem Solver; • Innovations leading to Entrepreneurial ventures; • Social Entrepreneurship; • Business Risk; 	<p>Students will be able:</p> <ul style="list-style-type: none"> • To know about innovative ways leading to Entrepreneurial values. • To know about Social Entrepreneurship 	<p>Students will be able to develop:</p> <ul style="list-style-type: none"> • Innovation • Risk taking • Social responsibility • Decision making skills • creativity • Collaboration 	<p>Group discussion;</p> <p>“Innovation” is the word that differentiates an entrepreneur from businessman. TATA NANO is one such innovative product. Collect articles from magazines, newspapers etc. on the latest innovations brought out by a few entrepreneurs and prepare a collage on these innovations.</p>	<p>After going through this unit, the student/ learner will be able:</p> <ul style="list-style-type: none"> • To learn new and innovative ways leading to Entrepreneurial values. • To learn to be socially responsible.. • To learn about Business Risk. • To identify different 	<p>Verbal assessment will be done on the basis of questions asked in the class</p>

	<ul style="list-style-type: none">• The role of Technology and social media;• Barriers in Entrepreneurship;• Help and support to Entrepreneurs;• Training Institutions of Entrepreneurship in India;• Business incubator.	<ul style="list-style-type: none">• ip.• To understand the concept and importance of Social Entrepreneurship.• To explain the nature of Business Risk.• To understand different types of Business Risk.• To understand the different kinds of Barriers to Entrepreneurship.• To classify Entrepreneurs.• To know about various training institutions of Entrepreneurship in India.• To know about Business Incubator.	<ul style="list-style-type: none">• Awareness• Leadership and communication skills		<ul style="list-style-type: none">• types of Business Risks.• To learn different kinds of Barriers to Entrepreneurship.• To learn about various training institutions of Entrepreneurship in India.	
OCTOBER-8	Concept of Market: <ul style="list-style-type: none">• Market;• Opportunities or benefits of E-	Students will be able: <ul style="list-style-type: none">• To define the term Market.	Students will be able to develop: <ul style="list-style-type: none">• Critical thinking• punctuality	<ul style="list-style-type: none">• Develop a Questionnaire for finding out which soap is used most in your neighborhood. and/or	After going through this unit, the student/ learner will be able: <ul style="list-style-type: none">• To learn and define the term Market.	Verbal Assessment will be done

	<ul style="list-style-type: none">business;Analysing the Market Environment;Researching the Market;Research instruments;Types of Market Survey;Expanding Markets;Market Expansion Grid;Ways of Entering into International business;Know the Business;Types of Business;The Marketing Mix.	<ul style="list-style-type: none">To know about E-Business.To understand the benefits of E-Commerce.To differentiate between E-Business and Traditional Business.To analyze the Market Environment.To identify the Market opportunities.To generate and evaluate market actions.To monitor marketing performance.To understand Marketing as a process.To know about the research tools, methods and techniques employed in Research.To know different ways to expand the market.To understand different types	<ul style="list-style-type: none">AuthenticityRelevanceConfidenceStrategic valuesReliabilityObjectivityAccuracyCompletenessInnovationClarityPrecisionRisk taking capabilitySocial responsibilityDecision making skillscreativityAwarenessLeadership and communication skillsResearch orientedCreate, identify and act on new opportunities.Identify the impact of marketing on consumers and customersDeveloping managerial skillsDeveloping negotiation skillsEstablishing the goals for start-ups.	<ul style="list-style-type: none">Students will prepare presentation on E-commerce (Such as Flipkart, Amazon, ebay etc.)	<ul style="list-style-type: none">To learn the benefits of E-Commerce.To learn to differentiate between E-Business and Traditional Business.To learn about how to analyze the Market Environment.To learn and understand Marketing as a process.To learn about the research tools, methods and techniques employed in Research.To learn about different types of business.To learn Marketing mix concept.To learn new and innovative ways leading to Entrepreneurial values.	
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		of business. <ul style="list-style-type: none"> To understand Marketing mix concept. 				
NOVEMBER-18	Business Arithmetic: <ul style="list-style-type: none"> Simplified Cash register and Record Keeping; Unit of sale, unit cost and unit price unit of sale; cost; Income statement; Cash Flow Projection; Taxes 	Students will be able: <ul style="list-style-type: none"> To know the importance of Record Keeping. To understand the importance of maintaining register. To record cash inflow and outflow. To know about cash and credit transactions To know how to maintain Income Statement. To calculate Break-even point for Multiple products To understand the meaning of inventory control To understand the meaning of Economic 	Students will be able to develop: <ul style="list-style-type: none"> Critical thinking Understand the structure of a cash flow forecast Evaluate cash flow forecasts as decision making tools Know the causes of cash flow problems. Identify solutions to cash flow problems Calculate, interpret and analyze cash flow forecasts Relevance Risk taking capability Decision making skills creativity Awareness Research oriented 	Solve a Case Study - Story will be given to students and they have to prepare Income Statement and complete Cash flow projections.	After going through this unit, the student/ learner will be able: <ul style="list-style-type: none"> To learn the importance of record keeping in business transactions. To understand the concept of Unit Cost Understand the concept of unit price To learn to calculate Break-even point for Multiple products To understand the meaning of inventory control To understand the meaning of Economic Order Quantity To enumerate the meaning of cash flow projection To explain the concept of working capital To understand the terminologies- financial management and budgets To learn to calculate Return on Investment To explain the concept of Return on Equity 	Assessment will be done on the basis of group discussions done in the class

		Order Quantity <ul style="list-style-type: none"> • To enumerate the meaning of cash flow projection • To explain the concept of working capital • To know why government levy taxes on public. 				
DECEMBER-20	Resource Mobilisation; <ul style="list-style-type: none"> • Meaning and types of Resources; • Resource Mobilisation; • Slection of Personnel; 	Students will be able: <ul style="list-style-type: none"> • To define Human Capital. • To know about procurement and mobilization of resources. • To understand the different types of resources- Physical, Human and Financial. • To understand how to use human resources efficiently. 	Students will be able to develop: <ul style="list-style-type: none"> • Commitment • Loyalty • Honesty • Expertise • Confidence • Accuracy • Completeness • Risk taking capability • Decision making skills • Research oriented 	<ul style="list-style-type: none"> • Open discussion on-List all the resources required to start a small scale business. 	After going through this unit, the student/ learner will be able : <ul style="list-style-type: none"> • To learn and understand the need of finance in the Business. • To learn and understand the various sources of funds required for a firm. • To learn and understand the methods of raising finance in primary market. • To learn and understand the importance of secondary market for mobilization or resources. • To give the meaning of stock exchange. • To learn to raise funds through financial 	Verbal Assessment will be done

		<ul style="list-style-type: none">• To understand the ways to procure personnel.• To identify the factors to be kept in mind before selecting a suitable source of Business Finance.• To explain the concept of angel investors and venture capital.• To know how to estimate financial requirement.• To know different sources of raising finance.• To understand the methods of raising finance in primary market.• To understand the different methods of data collection.			<p>markets.</p> <ul style="list-style-type: none">• To learn and understand the relevance of stock exchange as a medium through which funds can be raised.• To learn and understand the role of SEBI.• To explain the concept of angel investors.• To explain the concept of venture capital.• To learn the different methods of collecting data.	
JANUARY-21	RESOURCE MOBILISATION:	(Contd...)	(Contd...)	(Contd...)	(Contd...)	(Contd...)

	<ul style="list-style-type: none">• Estimating Financial requirement;• Estimating Capital Requirement;• Capitalisation;• Sources of Finance;• Mentoring;• Sources of Information. <p>(Continued...)</p>					
FEBRUARY-07	REVISION					