

CHOITHRAM SCHOOL, MANIK BAGH, INDORE

ANNUAL CURRICULUM PLAN SESSION 2020-21

TARGET GROUP: CLASS XI

SUBJECT AREAS: Business Studies

Month/working days	Theme/ Sub-theme	Learning Objectives		Activities/Resources	Expected Learning outcomes	Assessment
		Subject Specific (Content Based)	Behavioral (Application based)			
May + June-17	<b>Nature &amp; purpose of business-</b> <ul style="list-style-type: none"> <li>• Concept &amp; characteristic of business</li> <li>• Comparison of business/profession /employment</li> <li>• Classification &amp; objective of business</li> <li>• Causes of business risk</li> <li>• History of commerce</li> <li>• Industry-types: primary, secondary, tertiary</li> <li>• Commerce-trade: (types-internal, external; wholesale and retail) and auxiliaries to trade; (banking, insurance, transportation, warehousing, communication, and advertising) – meaning</li> </ul>	After completion of the chapter student would learn- <ul style="list-style-type: none"> <li>• Understanding human activity</li> <li>• Classification of different economic &amp; non economic activity</li> <li>• Role of profit</li> <li>• Compare different types of business</li> <li>• Causes of business risk</li> <li>• Factor before starting a business</li> </ul>	<ul style="list-style-type: none"> <li>• understanding economic behavior</li> <li>• risk handling</li> <li>• understanding the importance of financial resources</li> <li>• fulfilling the need of people of society</li> <li>• impact of economic activities and their relatedness</li> <li>• to follow fair trade practices</li> <li>• environmental protection</li> <li>• relevance of becoming job seeker rather than job giver</li> <li>• innovation</li> </ul>	<ul style="list-style-type: none"> <li>• Text book</li> <li>• Individual &amp; group activity</li> <li>• Pictures related to various activities will be shown and students will be told to classified as economic and non-economic</li> <li>• <b>Probing method will be used. Students themselves will identify different risks associated</b></li> </ul>	<ul style="list-style-type: none"> <li>• The relevance of human activity</li> <li>• To classify different economic &amp; non economic activity</li> <li>• Role of profit in business</li> <li>• To compare business profession and employment</li> <li>• How to handle business risk</li> <li>• To consider the factors before starting a business</li> <li>• To fulfill the need of the people of society</li> <li>• To protect environment</li> <li>• The importance of financial resources</li> </ul>	Home Assignment will be given

				<b>with business</b>		
<p><b>JUNE +JULY/26</b></p>	<p><b>(II)Forms of business organization</b></p> <ul style="list-style-type: none"> <li>• Introduction</li> <li>• Sole proprietorship</li> <li>• Joint Hindu family business-features, merits &amp; limitations</li> <li>• Partnership- feature, merits, limitations &amp; types of partner&amp; partnership</li> <li>• Cooperative society- feature, merits, demerits,&amp; types.</li> <li>• Joint stock company- feature, merit limitations &amp; types- public, private.</li> <li>• Different between public &amp; private company.</li> </ul> <p><b>Formation of company-</b></p> <ul style="list-style-type: none"> <li>• Introduction</li> <li>• Stages of promotion</li> <li>• Incorporation</li> <li>• Capital subscription stage</li> <li>• Commencement of business</li> <li>• Promoter</li> <li>• Important document- MOA, AOA, Prospectus &amp; statement in lieu of prospectus</li> <li>• Choice of form of business organization</li> </ul>	<p>Student would learn-</p> <ul style="list-style-type: none"> <li>• Different forms of business organization</li> <li>• Feature, merits, limitation of business organization</li> <li>• Distinguish between various forms of organization</li> <li>• Analyzing factors determining appropriate form of business organization</li> <li>• Factors to be noticed while making choices of forms of business</li> </ul> <p>Student will learn-</p> <ul style="list-style-type: none"> <li>• Identifying of business opportunities</li> <li>• Preparation of necessary documents</li> <li>• Filling of documents &amp; payment of fees</li> <li>• SEBI approval,</li> </ul>	<ul style="list-style-type: none"> <li>• Students will be able to identify the partnership form of business from his/ her surroundings.</li> <li>• Children will be able form partnership deed.</li> <li>• They will be able to give examples of types of partners from real life business forms.</li> <li>• Child will have more elaborative approach towards legal aspect of partnership.</li> <li>• Students will be able to appreciate the need of registration of partnership and formation of partnership deed.</li> <li>• Students will be able to debate on partnership and sole proprietor.</li> <li>• They will be able learn co-operation, team work, understanding, sharing, transparency. financial discipline.</li> </ul>	<ul style="list-style-type: none"> <li>• Text book</li> <li>• Group activity</li> <li>• <b>Art Integration</b></li> <li>• Mind Map of forms of business organization</li> <li>• Probing method will be used to ask the reasons for choosing the different forms of business organization.</li> <li>• <b>Solo Taxonomy will be used to explain the concept of Partnership and different types of partners</b></li> </ul>	<ul style="list-style-type: none"> <li>• Define meaning of partnership.</li> <li>• Know different types of partnership and partners form.</li> <li>• Discuss the types of partner and partnership.</li> <li>• The concept of partnership deed and its need.</li> <li>• List out the content of partnership deed.</li> <li>• Understand about registration of partnership firm and consequences of the non-registration of partnership firm.</li> <li>• Explain the merits and demerits of partnership.</li> <li>• Compare to partnership with Sole proprietorship.</li> <li>• Identify the partnership form of business from his/ her surroundings.</li> <li>• form partnership deed.</li> <li>• Give examples of types of partners</li> </ul>	<p>Home Assignment will be given</p> <ul style="list-style-type: none"> <li>• Dividing students in equal group an assigning them activity related to Indian company profile</li> </ul>

		<p>minimum subscription</p> <ul style="list-style-type: none"> <li>• Meaning, types &amp; legal status of promoter</li> <li>• MOA- Name, Situation, Object, Liability, Capital &amp; Association Clause</li> <li>• Meaning, important &amp; content of prospectus</li> <li>• Distinguish between the various forms of Business organisations.</li> <li>• Explain the factors that influence the choice of a suitable form of business organisation.</li> </ul>			<p>from real life business forms.</p> <ul style="list-style-type: none"> <li>• Elaborative approach towards legal aspect of partnership.</li> <li>• Appreciate the need of registration of partnership and formation of partnership deed.</li> <li>• Learn co-operation, team work, understanding, sharing, transparency, financial discipline.</li> <li>• Sole proprietorship, company, co-operative society and HUF as a form of business organizations. Their merits, limitations and legal aspects of formation.</li> </ul>	
<b>AUGUST/20</b>	<p><b>(III) Private, public &amp; global enterprises</b></p> <ul style="list-style-type: none"> <li>• Introduction</li> <li>• Role of public sector</li> <li>• Role of private sector</li> <li>• Types of public sector enterprise</li> <li>• Departmental undertaking</li> </ul>	<p>After completion of the chapter student will learn-</p> <ul style="list-style-type: none"> <li>• Concept &amp; characteristics of business</li> <li>• Understanding different forms of</li> </ul>	<ul style="list-style-type: none"> <li>• Global development</li> <li>• Cooperation</li> <li>• Concerned about regional values</li> <li>• Respecting the law</li> <li>• Collaboration</li> <li>• Transparency</li> <li>• Mutual trust</li> </ul>	<ul style="list-style-type: none"> <li>• Text book</li> <li>• Case studies on PPE, Joint venture, and multinational companies</li> <li>• <b>Students will list out the name of companies</b></li> </ul>	<ul style="list-style-type: none"> <li>• Understand the Concept &amp; characteristics of public sector enterprise.</li> <li>• Understanding different forms of enterprise.</li> </ul>	<p>Home Assignment will be given-</p> <ul style="list-style-type: none"> <li>• List of Indian companies entering into joint venture</li> </ul>

	<ul style="list-style-type: none"> <li>• Statutory corporation</li> <li>• Government companies</li> <li>• Difference between departmental undertaking, public corporation &amp; government companies</li> <li>• Difference between public &amp; private sector</li> <li>• Global enterprise</li> <li>• Joint venture</li> </ul>	<ul style="list-style-type: none"> <li>• Critically analyze the changing role of public sector</li> <li>• Understand feature of global enterprises</li> <li>• Can appreciate benefits of joint venture</li> <li>• Meaning, feature Merit, demerit, &amp; drawbacks of enterprises</li> <li>• Develop an understanding of Concept of public private partnership</li> </ul>		<p><b>working as Joint venture , PPE .</b></p>	<ul style="list-style-type: none"> <li>• Critically analyze the changing role of public sector.</li> <li>• Understand feature of global enterprises.</li> <li>• Identify the benefits of joint venture.</li> <li>• Know the meaning, feature Merit, demerit, &amp; drawbacks of public enterprises.</li> <li>• Develop an understanding of concept of public private partnership.</li> <li>• Learn to work in team.</li> <li>• To develop mutual trust.</li> </ul>	
<b>AUGUST/20</b>	<p><b>(IV)Business services</b></p> <p>Classification &amp; types of services</p> <ul style="list-style-type: none"> <li>• Banking service</li> </ul> <p>Classification of banking services</p> <ul style="list-style-type: none"> <li>• Types of bank accounts- savings, current, recurring, fixed deposit and multiple option deposit account.</li> <li>• Banking services with particular reference to issue</li> </ul>	<p>Student will learn from this chapter-</p> <ul style="list-style-type: none"> <li>• Meaning &amp; feature of services</li> <li>• Classification of services</li> <li>• Types of services –banking, insurance, Postal &amp; communication</li> <li>• Classification of</li> </ul>	<ul style="list-style-type: none"> <li>• Understanding of different types of banks Accounts.</li> <li>• Become familiar with cheque, draft and e-banking.</li> <li>• Know about different types of insurance.</li> <li>• Safety</li> <li>• Foresightedness</li> <li>• Learn about Communication modes.</li> <li>• Protection of national</li> </ul>	<p><b>Art Integration</b></p> <ul style="list-style-type: none"> <li>• Project work on banking and insurance in file and PPT</li> <li>• <b>Solo Taxonomy will be used to explain different functions of bank</b></li> <li>• Guest lecture on E. banking</li> </ul>	<ul style="list-style-type: none"> <li>• The meaning of business services.</li> <li>• To discuss the types of Business service (Banking, insurance, communication services, transportation, warehousing).</li> <li>• To develop an understanding of</li> </ul>	<p>Class room discussion will be there with student related to the topic</p> <p>Home assignments will be given-</p> <ul style="list-style-type: none"> <li>• <b>List of various services you use &amp; get on regular</b></li> </ul>

	<p>of bank draft, banker's cheque (pay order), Real Time Gross Settlement (RTGS), National electronic Funds Transfer (NEFT), bank overdraft, cash credit and e-banking</p> <ul style="list-style-type: none"> <li>• E-banking- benefits</li> <li>• Insurance</li> <li>• Fundamentals of insurance</li> <li>• Principle of insurance</li> <li>• Types of insurance</li> <li>• Communication services</li> <li>• Postal services</li> <li>• Differentiate between life, fire &amp; marine insurance.</li> <li>• Difference between insurance &amp; assurance</li> <li>• Postal and telecom services: Mail,</li> <li>• Under Postal Certificate (UPC), Registered Post, Parcel, Speed Post and Courier and other services</li> </ul>	<p>banking- commercial bank, cooperative bank, Specialized bank, &amp; Central bank</p> <ul style="list-style-type: none"> <li>• Functions – depositing, granting ,remittance, cheque, NEFT, RTGS,ATM, debit card &amp; credit card</li> <li>• Meaning &amp; feature of insurance</li> <li>• Functions – protection, risk sharing, certainty</li> <li>• Principles of insurance Types- life insurance, health insurance, fire insurance, marine insurance</li> <li>• Understand the utility of different postal and telecom services.</li> </ul>	<p>Wealth.</p> <ul style="list-style-type: none"> <li>• Technology up gradation.</li> <li>• Know about changing Market trend.</li> <li>• Safety</li> <li>• Awareness</li> </ul>	<ul style="list-style-type: none"> <li>• <b>Probing method will be used and students will tell the importance of taking insurance and its types</b> <ul style="list-style-type: none"> <li>• <b>With drawal slip, cheque , draft will be shown to students to have better understanding of banking transactions.</b> <ul style="list-style-type: none"> <li>• <b>Students will tell the importance of cross cheque and A/C payee cheque</b></li> </ul> </li> </ul> </li> </ul>	<p>difference types of bank account.</p> <ul style="list-style-type: none"> <li>• To develop and understanding of the difference services provided by banks.</li> <li>• To recall the concept of insurance.</li> <li>• To understand the principles of insurance.</li> <li>• To discuss the meaning of different types of insurance</li> <li>• To understand the utility of different postal and telecom services: <ul style="list-style-type: none"> <li>a) Postal services</li> <li>b) Telecom services</li> </ul> </li> </ul>	<p><b>basis &amp; identify its distinct features</b></p>
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<p><b>SEPTEMBER /20</b></p>	<p><b>(V)Emerging modes of business</b></p> <ul style="list-style-type: none"> <li>• Introduction</li> <li>• Meaning &amp; scope of e-business</li> <li>• E-business &amp; e-commerce</li> <li>• Opportunity of e-business</li> <li>• E-business &amp; traditional business</li> <li>• Resources required for successful e-business implementation</li> <li>• online transaction</li> <li>• Payment mechanism,</li> <li>• Security and safety of business transactions</li> <li>• Outsourcing-Concept:</li> <li>• Business process Outsourcing (BPO)</li> <li>• Knowledge Process Outsourcing (KPO)-</li> <li>• Concept, need and scope</li>   <li>• Concept, need and scope: Smart cards and ATM's meaning and utility</li> </ul>	<p>After going through this unit, the student/ learner would be able to:</p> <ul style="list-style-type: none"> <li>• State the meaning of e-business.</li> <li>• Discuss the scope of e-business.</li> <li>• Appreciate the benefits of e-business</li> <li>• Distinguish e-business from traditional business.</li> <li>• Explain the process of online buying and selling</li> <li>• As a part of e-business.</li> <li>• Examine the major security concerns of</li> <li>• Electronic mode of doing business.</li> <li>• Understand the methods of secure and safe</li> <li>• business transactions.</li> <li>• Identify the resources required for implementation of a successful e-business.</li> </ul>	<ul style="list-style-type: none"> <li>• How to use technology while doing business</li> <li>• How to increase its sales by using it.</li> <li>• Measures to be taken while doing e-business transactions.</li> <li>• Why outsourcing is important nowadays</li> <li>• Update themselves with the latest technology.</li> </ul>	<p><b>Activity on Solo Taxonomy will be conducted:</b></p> <ul style="list-style-type: none"> <li>• <b>To explain the concept of outsourcing</b> <ul style="list-style-type: none"> <li>• Utility of ATM cards Smart cards</li> </ul> </li> <li>• <b>Group discussion between students to present the arguments for and against the E-business</b></li> <li>• <b>Students will explain the different payment mechanism</b></li> </ul> <p>Individual &amp; group activity</p> <p>Project work on Outsourcing</p>	<ul style="list-style-type: none"> <li>• The meaning of e-business.</li> <li>• Discuss the scope of e-business.</li> <li>• Appreciate the benefits of e-business</li> <li>• Compare e-business with traditional business.</li> <li>• Learn the process of online buying and selling as a part of e-business.</li> <li>• Examine the major security concerns of electronic mode of doing business.</li> <li>• Understand the methods of secure and safe business transactions.</li> <li>• Identify the resources required for implementation of a successful e-business.</li> </ul>	
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		<ul style="list-style-type: none"><li>• Understand the concept of outsourcing.</li><li>• Discuss the need for business process outsourcing and Knowledge Process Outsourcing</li><li>• Examine the scope for Business process Outsourcing</li><li>• Outsourcing and Knowledge Process Outsourcing</li><li>• State the meaning of Smart cards and ATM's.</li><li>• Appreciate the utility of Smart cards and ATM's</li></ul>				
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<p><b>OCTOBER/22</b></p>	<p><b>VI) Social responsibility of business &amp; business ethics</b></p> <ul style="list-style-type: none"> <li>• Definition &amp; Concept of social responsibility</li> <li>• Cases for &amp; against social responsibility</li> <li>• Kinds &amp; reality of social responsibility</li> <li>• Responsibility towards different interest group</li> <li>• Business &amp; environment protection</li> <li>• Types of environment protection</li> <li>• Pollution control-types, ways &amp; means of pollution control</li> <li>• Business ethics</li> <li>• Ethics vs laws</li> <li>• Element of business ethics</li> <li>• Factors affecting business ethics</li> </ul>	<p>Students will learn</p> <ul style="list-style-type: none"> <li>• Concept of social responsibility</li> <li>• Will know the need of social responsibility-profit maximization, self interest, public image, social power,</li> <li>• Identify the social responsibility toward different interest group-customers, employees, shareholders, government, community &amp; superiors &amp; creditors</li> <li>• Knowledge of Kinds of social responsibility-economic, legal, ethical &amp; discretionary responsibility</li> <li>• Aware about environmental pollution- air, water &amp; land pollution</li> <li>• Need for pollution</li> </ul>	<p>Relatedness of business and society.</p> <ul style="list-style-type: none"> <li>• Contribution of business in the development of society.</li> <li>• Respecting cultural values.</li> <li>• Respecting business and societal ethics.</li> <li>• Fulfillment of legal responsibility.</li> </ul>	<ul style="list-style-type: none"> <li>• Solo Taxonomy will be used to develop the concept of social awareness and social responsibility and business ethics</li> <li>• Group activity for examining different interest groups.</li> <li>• Project work on CSR</li> </ul>	<p>Understand the concept and relevance of Corporate Social Responsibility.</p> <ul style="list-style-type: none"> <li>• Analyse the impact of business activities on society and vice versa.</li> <li>• Understand the legal aspects of performing CSR.</li> <li>• Analyse the relevance of societal values and norms.</li> <li>• Understand the relevance of following ethics in life as well as business.</li> </ul>	<p>Assignment will be given to student after completion of the chapter</p> <p>Assessment will be done by providing a home assignment &amp; then discussion in class-</p> <ul style="list-style-type: none"> <li>• Compare different products of same type with their price, quality &amp; customer satisfaction</li> <li>• <b>How different companies are fulfilling their CSR</b></li> </ul>
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		<p>control- ensure safety, economic losses, ensure healthy life</p> <ul style="list-style-type: none"> <li>• Ways &amp; means of pollution control- regulation, environmental evolution, control standards &amp; ban</li> <li>• Business ethics- factor affecting- Social values, personal values, industry norms, legislation &amp; government rules regulations.</li> </ul>				
<b>NOVEMBER/20</b>	<p><b>(VII)Sources of business finance-</b></p> <ul style="list-style-type: none"> <li>• Introduction</li> <li>• Meaning, nature &amp; significance of business finance</li> <li>• Classification &amp; sources of funds</li> <li>• Classification of business finance</li> <li>• On the basis of period-long term, medium term &amp; short time</li> <li>• On the basis of ownership- Owner's fund &amp; borrowed funds</li> <li>• On the basis of source of</li> </ul>	<p>Student will learn-</p> <ul style="list-style-type: none"> <li>• Meaning of business finance</li> <li>• Need of business finance- fixed capital requirement, working capital requirement</li> <li>• Introduction to tabular form of sources of funds</li> <li>• Identify the international sources of finance</li> </ul>	<ul style="list-style-type: none"> <li>• Plan the strategies to achieve their objectives</li> <li>• Cost control</li> <li>• Risk bearer and risk handler</li> <li>• Research</li> <li>• Problem solving</li> <li>• Rationale Decision making</li> </ul>	<ul style="list-style-type: none"> <li>• Case studies on different sources of finance <ul style="list-style-type: none"> <li>• Guest lecture on mutual funds</li> <li>• Solo taxonomy ( Group discussion) to explain how finance will be arrange and its investment</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• The concepts of business finance</li> <li>• Able to identify different sources of finance</li> <li>• To identify the financial requirement</li> <li>• To analyse the factors which effects their decision of selecting the appropriate source of finance</li> </ul>	<p>A case study will be given &amp; discussed in class-</p> <ul style="list-style-type: none"> <li>• Solving financial problem of a restaurant owner</li> <li>• Home Assignment will be given to student on completion of the</li> </ul>

	<p>generation- Internal sources &amp; external sources IDR , ADR &amp; GDR</p> <ul style="list-style-type: none"> <li>• Loan from commercial bank</li> <li>• Borrowed funds: debentures and bonds, loan from financial institution, loans from commercial banks, public deposits, trade credit, Inter Corporate Deposits (ICD).</li> </ul> <p>Differentiate between equity &amp; preferential shares Differentiate between shares &amp; debentures.</p>	<ul style="list-style-type: none"> <li>• Examine the factor that affect appropriate choice of sources of finance</li> <li>• On period basis student will learn-  Long term- equity shares, retained earnings, preference shares, debentures, loans from bank</li> <li>• Discuss the merits and limitations of debentures, bonds, loans from financial</li> <li>• Institutions, trade credit and inter corporate deposits.</li> <li>• Medium term- Bank loan, public deposits,</li> <li>• On the ownership basis-  Owner's fund- Equity shares &amp; retained earning</li> </ul>				chapter
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		<p>Borrowed funds- Debentures, lease finance, public deposit</p> <ul style="list-style-type: none"><li>• On the basis of generation-</li></ul> <p>Internal – equity &amp; retained earning External – financial institute, preferential shares, Trade credit,.</p> <ul style="list-style-type: none"><li>• Understand the concept of</li><li>• Global Depository Receipts</li><li>• American Depository Receipts and</li><li>• Indian Depository Receipts</li></ul>				
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NOVEMBER/24	<p><b>(VIII)Small business</b></p> <ul style="list-style-type: none"> <li>• Small scale enterprise as defined by MSMED Act</li> <li>• 2006 (Micro, Small and Medium Enterprise Development Act</li> <li>• Introduction</li> <li>• Meaning &amp; nature of small of small scale business</li> <li>• Role of small business</li> <li>• Problem of small business</li> <li>• Government assistance &amp; special scheme</li> <li>• Entrepreneurship Development (ED): Concept, Characteristics and Need</li> </ul> <p>Financial institution of set up of small business in rural background</p>	<p>Student will learn-</p> <ul style="list-style-type: none"> <li>• Meaning &amp; nature of small business</li> <li>• Acquire the important role of small business in India</li> <li>• Can analyze the problem of small business</li> <li>• Knowledge of different forms of classification of small business in rural area</li> <li>• Appreciate the various Government schemes and agencies for development of small scale industries.</li> </ul>	<p>Co-operation. Development of cottage industries. Government initiative for small business unit. Understanding problems of SSE.</p>	<ul style="list-style-type: none"> <li>• Probing method for concept building</li> <li>• Group activity discussing the problems face by small scale industries</li> </ul>		<p>Assessment will be done in asking cross questions by the student</p>
DECEMBER/20	<p><b>(IX)Internal trade-</b></p> <ul style="list-style-type: none"> <li>• Services rendered by a wholesaler and a retailer</li> <li>• Types of retail-trade- Itinerant and small scale fixed shops</li> <li>• Large scale retailers- Departmental stores, chain stores, mail order business</li> <li>• Concept of automatic vending machine</li> <li>• Chambers of Commerce</li> </ul>	<p>After going through this unit, the student/ learner would be able to:</p> <ul style="list-style-type: none"> <li>• State the meaning and types of internal trade.</li> <li>• Appreciate the services of wholesalers and retailers..</li> <li>• Explain the different types of</li> </ul>	<ul style="list-style-type: none"> <li>• Appreciate the services of wholesalers and retailers..</li> <li>• Categorize the different types of retail trade.</li> <li>• Emphasize the distinctive features of departmental stores, chain stores and mail order business.</li> <li>• Comprehend the concept of automatic vending machine.</li> <li>• Confer the role of</li> </ul>	<ul style="list-style-type: none"> <li>• Text book pages</li> <li>• Assignment will be given where students have to collect pictures of different types of retailers.</li> <li>• <b>Students will list out different types of retailers they observe in</b></li> </ul>	<ul style="list-style-type: none"> <li>• Understand the notion of Internal Trade and its types .</li> <li>• Explore the impact of internal trade on society .</li> <li>• Understand the legal documentation needed in Internal Trade.</li> </ul>	<p>Assessment will be done in asking cross questions by the student</p>

	<p>and Industry: Basic</p> <ul style="list-style-type: none"> <li>• Functions</li> <li>• Main documents used in internal trade: Performa invoice, invoice, debit note, credit note. Lorry receipt (LR) and Railways Receipt (RR).</li> <li>• Terms of Trade: Cash on Delivery (COD), Free on Board (FOB), Cost, Insurance and Freight (CIF),</li> <li>• Errors and Omissions Excepted (E&amp;OE).</li> <li>• Concept of GST and features</li> </ul>	<p>retail trade.</p> <ul style="list-style-type: none"> <li>• Highlight the distinctive features of departmental stores, chain stores and mail order business.</li> <li>• State the concept of automatic vending machine.</li> <li>• Discuss the role of Chambers of Commerce and Industry in the promotion of internal trade.</li> <li>• Describe the main documents used in internal trade.</li> <li>• Develop an understanding of the various terms used in internal trade.</li> <li>• Understand the concept of GST</li> </ul>	<p>Chambers of Commerce and Industry in the promotion of internal trade, the main documents used in internal trade.</p> <ul style="list-style-type: none"> <li>• Contribution of business in the development of society.</li> <li>• Respecting and following business and societal ethics.</li> <li>• Fulfillment of legal responsibility.</li> </ul>	<p><b>their surroundings</b></p> <ul style="list-style-type: none"> <li>• <b>Probing method will be used to understand the difference between different retailers</b></li> </ul>	<ul style="list-style-type: none"> <li>• Understand the relevance of following ethics in business.</li> </ul>	
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<p><b>DECEMBER/20</b></p>	<p><b>(X)International business I &amp; II</b></p> <ul style="list-style-type: none"> <li>• Introduction</li> <li>• Meaning &amp; reasons of international business</li> <li>• Difference between business &amp; domestic business</li> <li>• Difference between internal &amp; external trade</li> <li>• Scope &amp; benefit of international business</li> <li>• Indian foreign trade</li> <li>• Import, export procedure</li> <li>• Foreign trade promotion &amp; incentives</li> <li>• Organizational support</li> <li>• International trade &amp; trade agreements.</li> <li>• Documents involved in International Trade;</li> <li>• documents involved in export trade, indent, letter of credit, shipping order, shipping bills, mate's receipt(DA/DP), specimen, importance</li> </ul>	<p>Student will learn after this chapter-</p> <ul style="list-style-type: none"> <li>• Meaning &amp; feature</li> <li>• Tabular comparison between domestic &amp; international business</li> <li>• exporting&amp; importing</li> <li>• Institution-World bank, IDA, IFC, MIGA, IMF, WTO, GATT, ATC, AOA, GATS, TRIPS</li> <li>• Develop an understanding of the various documents used in international trade.</li> <li>• Identify the specimen of the various documents used in international trade.</li> <li>• Highlight the importance of the documents needed in connection with international trade</li> </ul>	<ul style="list-style-type: none"> <li>• understand meaning &amp; features of international business.</li> <li>• Differentiate between domestic &amp; international business</li> <li>• Have understanding about exporting&amp; importing</li> <li>• Institution-World bank, IDA, IFC, MIGA, IMF, WTO, GATT, ATC, AOA, GATS, TRIPS</li> <li>• Develop an understanding of the various documents used in international trade.</li> <li>• Identify the specimen of the various documents used in international trade.</li> <li>• Highlight the importance of the documents needed in connection with international trade transactions.</li> <li>• Contribution of business in the development of society.</li> <li>• Respecting and following business and societal ethics.</li> </ul> <p>Raise awareness of the interrelatedness of one country's political policies and economic</p> <ul style="list-style-type: none"> <li>• practices on another;</li> <li>• Learn to improve international business</li> </ul>	<ul style="list-style-type: none"> <li>• Abbreviation of documents used in international trade is made to remember it.</li> <li>• Actual documents will be shown used in International business. <ul style="list-style-type: none"> <li>• <b>Role play and probing questions to introduce the topic.</b></li> </ul> </li> <li>• Case studies on international business</li> </ul>	<ul style="list-style-type: none"> <li>• Concept, meaning and features of International Business</li> <li>• Distinguish between business &amp; domestic business</li> <li>• Divergence between internal &amp; external trade</li> <li>• Scope &amp; benefit of international business</li> <li>• Indian foreign trade</li> <li>• Import, export procedure</li> <li>• Foreign trade promotion &amp; incentives</li> <li>• Organizational support</li> <li>• International trade &amp; trade agreements.</li> <li>• Documents involved in International Trade;</li> <li>• documents involved in export trade, indent, letter of credit, shipping order, shipping bills, mate's receipt(DA/DP), specimen, importance</li> </ul>	<p>Assessment will be done in asking cross questions by the student</p>
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		transactions.	<p>relations through appropriate communication strategies;</p> <ul style="list-style-type: none"> <li>• Understand the global business environment—that is, the interconnectedness of cultural, political, legal, economic, and ethical systems;</li> <li>• Explore basic concepts underlying international finance, management, marketing, and trade relations; and</li> <li>• Identify forms of business ownership and international business opportunities.</li> <li>• By focusing on these, students will gain a better understanding of Political economy.</li> </ul>		<ul style="list-style-type: none"> <li>• Understand the relevance of following ethics in business.</li> </ul>	
<b>JANUARY/23</b>	<p><b>X)International business I &amp; II ( Contd.)</b></p> <p><b>PPT Presentations on project work.</b></p> <p><b>REVISION</b></p>					

<b>FEBUARY/5</b>	<b>REVISION</b>					
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