

CHOITHRAM SCHOOL, MANIK BAGH, INDORE

ANNUAL CURRICULUM PLAN SESSION 2020-21

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 and July-	Unit -1 Entrepreneurship – Concept, Functions and Need	<b>The Students will be able to:</b> <ul style="list-style-type: none"> <li>• Why Entrepreneurship for You</li> <li>• Myths about Entrepreneurship</li> <li>• Advantage and Limitations of Entrepreneurship</li> <li>• Process of Entrepreneurship</li> <li>• Entrepreneurship – The Indian Scenario</li> </ul>	<b>Students will be able to develop:</b> <ul style="list-style-type: none"> <li>• Innovation taking capability</li> <li>• Risk taking capability</li> <li>• creativity</li> <li>• Organization building</li> <li>• Collaboration</li> <li>• To think from society point of view also</li> <li>• Awareness</li> <li>• Problem solving</li> <li>• Decision making</li> <li>• Relevance of becoming a job giver</li> <li>• Leadership and communication skills</li> </ul>	Students will enlist the needs and the problems of the society and try to come up with some creative solution	After going through this unit, the student/ learner will be able: <ul style="list-style-type: none"> <li>• Appreciate the need for Entrepreneurship in our economy</li> <li>• Assess how entrepreneurship can help shape one's career</li> <li>• Examine the myths, advantages and limitations of Entrepreneurship</li> <li>• Describe the steps in the process of Entrepreneurship</li> <li>• Discuss the current scenario of Entrepreneurial activity in India</li> </ul>	Verbal assessment will be done on the basis of questions asked in the class
	<b>Unit -2</b> <b>AN ENTREPRENEUR:</b>	<b>The Students will be able to:</b>	<b>Students will be able to develop:</b>	<b>Art Integration</b> Students will make small	After going through this unit, the student/ learner will be able :	Verbal assessment will be done on the

		<ul style="list-style-type: none"> <li>• Why be an Entrepreneur</li> <li>• Types of Entrepreneurs</li> <li>• Competencies and characteristics</li> <li>• Entrepreneurial Values, Attitudes and</li> <li>• Motivation</li> <li>• Intrapreneur: Importance in any organization; Difference between Entrepreneur &amp; Intrapreneur.</li> </ul>	<b>Need Achievement, Motivation, Ethics, opportunity seeking, Passion, Independence</b>	<p>case study on the types of entrepreneur</p> <p>Students will discuss about need of intrapreneur, they will search companies which motivate intrapreneur and share their knowledge with the class</p>	<ul style="list-style-type: none"> <li>• Understand the motivation to become an entrepreneur</li> <li>• Differentiate between various types of entrepreneurs</li> <li>• Explain the competencies of an Entrepreneur</li> <li>• Appreciate the importance of Ethical Entrepreneurship</li> <li>• Appreciate the difference between Entrepreneur and Intrapreneur</li> </ul>	basis of questions asked in the class
<b>AUGUST</b>	<b>Unit-3 ENTREPRENEURSHIP JOURNEY:</b>	<b>Students will be able to:</b> Self-Assessment of Qualities, Skills, Resources and Dreams <ul style="list-style-type: none"> <li>• Idea generation.</li> <li>• Feasibility Study and opportunity assessment</li> <li>• Business Plan: meaning, purpose and elements</li> <li>• Execution of Business Plan</li> </ul>	<b>Students will be able to develop:</b> Scanning the environment; Information seeking; creativity; Innovativeness; divergent thinking; Perseverance	Case studies of various entrepreneur will be discussed	After going through this unit, the student/ learner will be able: <ul style="list-style-type: none"> <li>• Assess their own entrepreneurial qualities and competencies</li> <li>• Understanding ways of idea generation.</li> <li>• Discuss the concept of types of feasibility study</li> <li>• Draft a basic business plan</li> <li>• Understand the reasons for success and failure of business plan</li> </ul>	Home assignment will be given & assessment will be done on the basis of answers given
<b>SEPTEMBER</b>	<b>Unit-4 Entrepreneurship as Innovation and Problem Solving</b>	<b>Students will be able to:</b> <ul style="list-style-type: none"> <li>• Entrepreneurs as</li> </ul>	<b>Students will be able to develop:</b> Risk taking;	Various business model like oyo rooms, paytm, etc will be discussed	After going through this unit, the student/ learner will be able:	Verbal assessment will be done on the basis of questions asked in the class

		<p>problem solvers</p> <ul style="list-style-type: none"> <li>Innovations and Entrepreneurial Ventures – Global and Indian</li> <li>Role of Technology – E-commerce and Social Media</li> <li>Social Entrepreneurship - Concept</li> <li>Risk Taking- Concept and types</li> </ul>	<p>Determination; Initiative; problem solving ability; Adaptability to changing technologies</p>		<ul style="list-style-type: none"> <li>Understand the role of entrepreneurs as problem solvers</li> <li>Appreciate the role of global and Indian innovations in entrepreneurial ventures</li> <li>Understand the use of technology and digitization for new businesses.</li> <li>Discuss the concept of social entrepreneurship</li> <li>Analyse the risk in entrepreneurial ventures</li> </ul>	
<b>OCTOBER-</b>	<b>Unit-5 Concept of Market:</b>	<p><b>Students will be able</b></p> <ul style="list-style-type: none"> <li>Market; Concept &amp; Types</li> <li>Market Research - Concept,</li> <li>Importance and Process Marketing Mix</li> </ul>	<p><b>Students will be able to develop:</b> <b>Task oriented, Opportunity seeking, resourcefulness, organizational skills, Analytical and logical reasoning</b></p>	<p><b>Art Integration</b></p> <ul style="list-style-type: none"> <li>Develop a Questionnaire for finding out which tooth paste is used most in your neighborhood. and/or</li> <li>Students will prepare presentation on E-commerce (Such as Flipkart , Amazon, ebay etc.)</li> </ul>	<p>After going through this unit, the student/ learner will be able:</p> <ul style="list-style-type: none"> <li>Scan the market environment</li> <li>Learn how to conduct market research</li> <li>Understand the elements of marketing mix</li> </ul>	<p>Verbal Assessment will be done</p>
<b>NOVEMBER</b>	<b>Unit-6 Business Finance Arithmetic:</b>	<p><b>Students will be able:</b></p> <ul style="list-style-type: none"> <li>Unit of Sale, Unit Price and Unit Cost - for single product or service</li> </ul>	<p><b>Students will be able to develop:</b></p> <p>Arithmetic skills, critical analysis, decision making, self-confidence, problem solving.</p>	<p>Students will solve more questions from the worksheet.</p>	<p>After going through this unit, the student/ learner will be able:</p> <ul style="list-style-type: none"> <li>Discuss- Unit Cost, Unit of Sale, Unit Price of a product or service</li> <li>Understand the components of COST - Start-</li> </ul>	<p>Assessment will be done on the basis of the assessment sheet</p>

		<ul style="list-style-type: none"> <li>• Types of Costs - Start up, Variable and Fixed</li> <li>• Income Statement</li> <li>• Cash flow projections</li> <li>• Break Even Analysis - for single product or service</li> </ul>			<p>up and operational costs</p> <ul style="list-style-type: none"> <li>• Prepare Income Statement and cash flow projection <ul style="list-style-type: none"> <li>• Calculate break even of single product and service</li> </ul> </li> <li>• Differentiate between Cash flow &amp; Cash flow projections</li> <li>• Appreciate the importance of Cash Flow Projections in the smooth flow of finances in the business</li> </ul>	
<b>DECEMBER-17</b>	<b>Resource Mobilisation;</b>	<p><b>Students will be able:</b></p> <p>Types of Resources –Physical, Human, Financial and Intangible.</p> <ul style="list-style-type: none"> <li>• Selection and utilization of human resources and professionals like Accountants, Lawyers, Auditors, Board Members, etc.</li> <li>• Estimating Financial Resources requirement</li> <li>• Methods of meeting the financial requirements</li> <li>• Size and capital-based classification of business enterprises.</li> </ul>	<p><b>Students will be able to develop:</b></p> <p>Resourcefulness; Collaboration; Managing Risk; Organizational Skills; Informed Decision Making</p>	<ul style="list-style-type: none"> <li>• Students will prepare a statement enlisting various resources required for a business unit .</li> </ul>	<p>After going through this unit, the student/ learner will be able :</p> <ul style="list-style-type: none"> <li>• Identify the different types of resources tools – Physical and material, Human, Financial, Intangibles</li> <li>• Discuss the methods to secure business finance.</li> <li>• Appropriate use of debt and equity in estimating the financial requirements of an enterprise</li> <li>• Explain the difference, advantages and disadvantages of Debt and Equity</li> <li>• Estimate the financial requirements of an enterprise</li> <li>• Understand the meaning of fixed and working capital</li> </ul>	Verbal Assessment will be done
<b>JANUARY-25</b>	<b>RESOURCE</b>	<b>(Contd...)</b>	<b>(Contd...)</b>	<b>(Contd...)</b>	<b>(Contd...)</b>	<b>(Contd...)</b>

	<b>MOBILISATION: And PROJECT WORK</b>					
	<b>(Continued...)</b>					
<b>FEBRUARY-05</b>	<b>REVISION</b>					