

ACADEMIC PLANNER OF BUSINESS STUDIES (2026-27)

Month/ Working Days	Content	Learning Outcomes	Mode of Assessment	Homework/ Assignment	Teaching Pedagogy	Inter- disciplinary	
April	CH-1 NATURE & SIGNIFICANCE OF MANAGEMENT	1.Understand the concept of management. 2.Explain the meaning of 'Effectiveness and Efficiency. 3.Discuss the objectives of management. 4.Describe the importance of Management	ORAL TEST	Assignment of questions	Peer Learning	Business Management	
April 1-15 (11)	Concept, Feature and Functions of Management	5. Examine the nature of management as a science, art and profession 6.Understand the role of top, middle and lower levels of management.		Group Discussion			Collaborative Learning
	Importance, objectives of Management, Levels of Management	7.Explain the functions of management. 8.Explain the importance of coordination.					
April	CH-2 PRINCIPLES OF MANAGEMENT	1.Understand the concept of principles of management. 2.Explain the significance of management principles. 3.Discuss the principles of management developed by Fayol. 4.Explain the principles and techniques of 'Scientific Management'. 5.Compare the contributions of Fayol and Taylor.	CLASS TEST	1 mark Qs Assignment at the end of Chapter	Situational Analysis	Application of Management Principles in daily life	
April 16-30 (13)	Meaning, Nature and Significance of Management Principles				Value Based Analysis		
	Fayol's Principles and Techniques of Scientific Management				PROJECT BASED LEARNING		
	Revision/Practice						

May	CH-3 BUSINESS ENVIRONMENT					
May 1-7 (6)	Meaning, Features, Importance and Dimensions of Business environment	1.Understand the concept of 'Business Environment'. 2.Describe the importance of business environment 3. Describe the various dimensions of 'Business Environment'. 4. Understand the concept of demonetization.	UNIT TEST	Assignment of short Question	SWOT ANALYSIS	Environment Analysis
May	CH-4 PLANNING	1.Understand the concept of planning. 2.Describe the importance of planning. 3.Understand the limitations of planning. 4. Describe the steps in the process of planning. 5.Develop an understanding of single use and standing plans	ORAL TEST & CLASS TEST	Assignment of 1 mark Question	Group Discussion	Planning of different events in school
May 8-22 (11)	Concept of Planning					
	Importance & Limitations					
	Process of Planning					
	Single use and Standing Plans					
	Revision/Practice					
July	CH-5 ORGANISING					
July 1-15 (12)	Concept, Importance, and Process	1.Understand the concept of organizing as a structure and as a process. 2.Explain the importance of organising. 3. Describe the steps in the process of organizing. 4. Describe functional and divisional structures of organisation. 5.Explain the advantages, disadvantages and suitability of functional and divisional structure. 6.Understand the concept of formal and informal organisation. 7. Discuss the advantages, disadvantages of formal and informal organisation.	CLASS TEST & ASSIGNMENT	Assignment of 1 mark Question	Group Discussion	Organizational structure of different firms
	Types of Organisational Structure-Functional, Divisional					
	Delegation of Authority, Concept, elements and Importance					
	Decentralisation of Authority-concept and Importance					
	CH-6 STAFFING					

	Meaning of Supervision	4.Understand the concept of motivation. 5.Develop an understanding of Maslow's Hierarchy of needs.	CLASS TEST & M.C.Q. TEST			Maslow's Need Theory: Psychology
	Meaning, Importance of Motivation; Maslow's Hierarchy of Needs	6.Discuss the various financial and non-financial incentives. 7. Understand the concept of leadership. 8.Understand the various styles of leadership. 9.Understand the concept of communication. 10.Understand the elements of the communication process. 11.Discuss the concept of formal and informal communication. 12. Discuss the various barriers to effective communication. 13.Suggest measures to overcome barriers to communication.		Group Discussion		
Aug 16-31 (11)	Leadership- Concept and Styles of Leadership				Brain Storming & Democratic Env.	Team Work
	Communication- Concept, Barriers to communication & How to overcome.					
	Ch-8 CONTROLLING- Meaning and Process of Controlling	1.Understand the concept of controlling. 2.Explain the importance of controlling. 3.Describe the relationship between planning and controlling. 4.Discuss the steps in the process of controlling.	CLASS TEST & Assignment	Performance appraisal		
	September(Days -24)					
Sept	CH-9 BUSINESS FINANCE	1.Understand the concept of financial management. 2. Explain the role of financial management in an organisation. 3.Discuss the objectives of financial management.				
Sept 1-15	Concept, Importance of Financial Management, Decisions	4.Discuss the three financial decisions and the factors affecting them. 5.Describe the concept of financial planning and its objectives.	ORAL TEST	Assignment of Q/A	Group Discussion	Financial RATIOS & CFS

(11)	Factors affecting Capital Structure, working capital, Dividend Decision	6. Explain the importance of financial planning. 7. Understand the concept of capital structure. 8. Describe the factors determining the choice of an appropriate capital structure of a company. 9. Understand the concept of fixed and working capital. 10. Describe the factors determining the requirements of fixed and working capital.			PROJECT BASED LEARNING	
	Concept of financial Planning and Importance			(1 Mark 10 Qs in 10 Min)		
Sept 16-31 (13)	HALF YEARLY EXAMINATION					
Oct	CH-10 FINANCIAL MARKET	1. Understand the concept of financial market. 2. Understand the concept of money market.	ORAL TEST & PRE- BOARD EXAM	Assignment of short Questions	Group Discussion	TRADING IN STOCK MARKET
Oct 1-15 (10)	Concept of Financial Market Types of Market, Functions of SEBI	3. Discuss the concept of capital market. 4. Explain primary and secondary markets as types of capital market. 5. Differentiate between capital market and money market. 6. Distinguish between primary and secondary market.				
	Capital market and its Types	7. Give the meaning of a stock exchange. 8. Explain the functions of a stock exchange.				
	Trading Procedure of Stock Exchange, Depository Services & Demat A/c	9. Discuss the trading procedure in a stock exchange. 10. Give the meaning of depository services and Demat account as used in the trading procedure of securities. 11. State the objectives of SEBI. 12. Explain the functions of SEBI.				

Oct	CH-11 MARKETING MANAGEMENT	1.Understand the concept of marketing. 2.Explain the features of marketing. 3.Discuss the functions of marketing. 4.Explain the marketing philosophies.	ORAL TEST & PRE- BOARD EXAM	M.C.Q. And Viva Questions At The End Of The Chapter	Group Discussion	Sales and Marketing	
Oct 16-31 (11)	Concept of Marketing, Marketing Management Philosophies	5.Understand the concept of marketing mix. 6. Describe the elements of marketing mix. 7. Understand the concept of product as an element of marketing mix.				PROJECT BASED LEARNING	Start Up & Entrepreneurship
	Meaning, Functions of Marketing, Meaning and functions of Branding, Packaging,	8.Understand the concept of branding, labelling and packaging. 9.Understand the concept of price as an element of marketing mix.					
	Labelling, Price Mix, Factors deciding the price of the product	10.Describe the factors determining price of a product. 11.Understand the concept of physical distribution.					
Nov	CH-11 MARKETING MANAGEMENT	12.Explain the components of physical distribution. 13.Describe the various channels of distribution.					
	Physical Distribution- Concept, levels of Channels of Distribution	14.Understand the concept of promotion as an element of marketing mix.		Real Life case study			

Nov 1-15 (9)	Concept of Personal Selling, Meaning and role of Public Relations	15. Describe the elements of promotion mix. 16. Understand the concept of advertising.				
	Public Relations- Concept and Role	17. Understand the concept of sales promotion. 18. Discuss the concept of public relations.				
	CH-12 CONSUMER PROTECTION ACT	1. Understand the concept of consumer protection. 2. Describe the importance of consumer protection.		Assignment On Value Based Q's	Group Discussion	Consumer Laws & Consumer Rights
	Concept and Importance of consumer protection Act	3. Discuss the scope of Consumer Protection Act, 2019. 4. Understand the concept of a consumer according to the Consumer Protection Act, 2019.	ORAL TEST & PRE- BOARD EXAM			
	Meaning of Consumer, Rights and Responsibilities and Reliefs	6. Explain the consumer rights • Understand the responsibilities of consumers.				
	Who can file a complaint and against whom?	7. Understand who can file a complaint and against whom?				
	Redressal machinery	8. Discuss the legal Redressal machinery under Consumer Protection Act, 2019.				

	<p>Role of Consumer Organisations and NGO's</p>	<p>9. Examine the remedies available to the consumer under Consumer Protection Act, 2019.</p> <p>10. Describe the role of consumer organizations and NGOs in protecting consumers' interests.</p>				
<p>Nov 16-30 (12)</p>	<p>Revision/Practice</p>					
<p>PRE-BOARD EXAMINATION (December & January)</p>						