



Sir Padampat Singhania Education Centre
Kamla Nagar, Kanpur

Lesson Plan
Session 2019 - 2020
Class: XIIth

Subject : **Entrepreneurship**
Book : **NCERT**

Subject Coordinator
Name: Mr. Kunal Khera

Head of Department
Name: Dr. Devendra Pratap Singh

Sign:

Sign:



Sir Padampat Singhania Education Centre

Kamla Nagar, Kanpur

Yearly Syllabus/Planning overview

Session: 2019 - 2020

Subject: Entrepreneurship

Class: XIIth

No. of periods: 53

Month	Assessed in	Lesson/s to be covered	Period Count
April 2019	Term I Half Yearly Exam. Pre-Board Exam.	CH-5: Business Arithmetic (Numerical and Theory)	8
May 2019	Term I Term II Half Yearly Exam. Pre-Board Exam.	CH-1: Entrepreneurial Opportunity Summer vacation	5
June 2019	Term II Half Yearly Exam. Pre-Board Exam.	Summer vacation CH-2: Enterprise Planning	2
July 2019	Term II Half Yearly Exam. Pre-Board Exam.	CH-2: Enterprise Planning	6
August 2019	Half Yearly Exam. Pre-Board Exam.	CH-3: Enterprise Marketing	9
September 2019	Pre-Board Exam.	Case study and Revision	3
October 2019	Pre-Board Exam.	CH-4: Enterprise Growth Strategies CH-6: Resource Mobilisation	3 4
November 2019	Pre-Board Exam.	Case study and Revision	2
December 2019	Pre-Board Exam.	Case study and Revision	6
January 2020	Board Exam.	Revisions	5
February 2020	Board Exam.	Board Practicals (Tentative)	NIL

Subject coordinator:

HOD:

Sir Padampat Singhania Education Centre

Kamla Nagar, Kanpur

Monthly Syllabus/Planning overview

Session: 2019 - 2020

Subject : Entrepreneurship

Class : XIIth

No. of periods: 21

Month	Date/Week		Lesson/s to be covered in classroom	Period Count
	From	To		
April	1 st April	6 th April	Ch-5: Business Arithmetic	2
	8 th April	13 th April	Ch-5: Business Arithmetic	2
	15 th April	20 th April	Ch-5: Business Arithmetic	2
	22 nd April	27 th April	Ch-5: Business Arithmetic	2
May	29 th April	4 th May	Ch-1: Entrepreneurial Opportunity	2
	6 th May	11 th May	Ch-1: Entrepreneurial Opportunity	2
	13 th May	18 th May	Ist TERM TEST	Nil
	20 th May	25 th May	Ch-1: Entrepreneurial Opportunity	1
	27 th May	1 st June	SUMMER VACATION	NIL
June	3 rd June	8 th June	SUMMER VACATION	NIL
	10 th June	15 th June	SUMMER VACATION	NIL
	17 th June	22 nd June	SUMMER VACATION	NIL
	24 th June	29 th June	Ch-2: Entrepreneurial Planning	2
July	1 st July	6 th July	Ch-2: Entrepreneurial Planning	2
	8 th July	13 th July	Ch-2: Entrepreneurial Planning	2
	15 th July	20 th July	Ch-2: Entrepreneurial Planning	2
	22 nd July	27 th July	IInd TERM TEST	Nil

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HOD:



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Kamla Nagar, Kanpur

Monthly Syllabus/Planning overview

Session: 2019 - 2020

Subject : Entrepreneurship

Class : XIIth

No. of periods: 21

Month	Date/Week		Lesson/s to be covered in classroom	Period Count
	From	To		
August	29 th July	3 rd August	Ch-3: Enterprise Marketing	2
	5 th August	10 th August	Ch-3: Enterprise Marketing	2
	12 th August	17 th August	Ch-3: Enterprise Marketing	1
	19 th August	24 th August	Ch-3: Enterprise Marketing	2
	26 th August	31 st August	Ch-3: Enterprise Marketing	2
September	2 nd September	7 th September	Case study and Revision	2
	9 th September	14 th September	Case study and Revision	1
	16 th September	21 st September	HALF YEARLY EXAMINATION	NIL
	23 rd September	28 th September	HALF YEARLY EXAMINATION	NIL
October	30 th September	5 th October	Ch-4: Enterprise growth strategies	1
	7 th October	12 th October	Ch-4: Enterprise growth strategies	1
	14 th October	19 th October	Ch-4: Enterprise growth strategies Ch-6: Resource Mobilisation	2
	21 st October	26 th October	Ch-6: Resource Mobilisation	2
	28 th October	2 nd November	Ch-6: Resource Mobilisation	1
November	4 th November	9 th November	Case study and Revision	2
	11 th November	16 th November	GURU NANAK JAYANTI AND CHILDREN'S DAY	NIL

Subject coordinator:

HOD:



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Kamla Nagar, Kanpur

Monthly Syllabus/Planning overview

Session: 2019 - 2020

Subject : Entrepreneurship

Class : XIIth

No. of periods: 11

Month	Date/Week		Lesson/s to be covered in classroom	Period Count
	From	To		
	18 th November	23 th November	FIRST PRE BOARD	NIL
	25 th November	30 th November	DRESS REHEARSAL AND ANNUAL FUNCTION	NIL
December	2 nd December	7 th December	FIRST PRE BOARD	NIL
	9 th December	14 th December	Case study and Revision	2
	16 th December	21 st December	Case study and Revision	2
	23 rd December	28 th December	Case study and Revision	2
January	30 th December	4 th January	SECOND PRE BOARD	NIL
	6 th January	11 th January	SECOND PRE BOARD	NIL
	13 th January	18 th January	Revisions	1
	20 th January	25 th January	Revisions	2
	27 th January	1 st February	Revisions	2
February	3 rd February	8 th February	BOARD PRACTICALS (TENTATIVE)	NIL
	10 th February	15 th February	BOARD PRACTICALS (TENTATIVE)	NIL
	17 th February	22 nd February	BOARD PRACTICALS (TENTATIVE)	NIL
	24 th February	29 th February	BOARD PRACTICALS (TENTATIVE)	NIL

Subject coordinator:

HOD:



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Kamla Nagar, Kanpur

Weekly planning overview

Session: 2019- 2020

Subject : Entrepreneurship

Class : XIIth

No. of periods: 8

Period	Topic/s to be covered in classroom	Homework	Status (Yes/No) (Reason if No)
WEEK 1 : 1st April to 6th April			Period Count: 2
PD1	Ch-5: Business Arithmetic (Unit Sale, Unit Price, Unit Cost)	Worksheet	
PD2	Ch-5: Business Arithmetic (Break-even point-single commodity)	Worksheet	
WEEK 2 : 8th April to 13th April			Period Count: 2
PD1	Ch-5: Business Arithmetic (Break-even point-multiple commodity)	Worksheet	
PD2	Ch-5: Business Arithmetic (EOQ)	Worksheet	
WEEK 3 : 15th April to 20th April			Period Count: 2
PD1	Ch-5: Business Arithmetic (ROE and ROI)	Worksheet	
PD2	Numerical Questions	Revision	
WEEK 4 : 22nd April to 27th April			Period Count: 2
PD1	Numerical Questions	Revision	
PD2	Numerical Questions	Revision	

Subject coordinator

Supervisor

Principal/V. Principal



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Kamla Nagar, Kanpur

Weekly planning overview

Session: 2019- 2020

Subject : Entrepreneurship

Class : XIIth

No. of periods: 5

Period	Topic/s to be covered in classroom	Homework	Status (Yes/No) (Reason if No)
WEEK 5 : 29th April to 4th May			Period Count: 2
PD1	Ch-1: Entrepreneurial Opportunity (Meaning, elements, Factors involve in sensing Opportunities)	Worksheet	
PD2	Ch-1: Entrepreneurial Opportunity (Environment scanning, SWOT analysis, Environmental factors)	Worksheet	
WEEK 6 : 6th May to 11th May			Period Count: 2
PD1	Ch-1: Entrepreneurial Opportunity (Problem identification, Product Identification)	Worksheet /Revision	
PD2	Ch-1: Entrepreneurial Opportunity (Idea fields, Trend Spotting)	Revision	
WEEK 7 : 13th May to 18th May			Period Count: Nil
PD1	*		
PD2	*		
* Ist Term Test			
WEEK 8 : 20th May to 25th May			Period Count: 1
PD1	*		
PD2	Ch-1: Entrepreneurial Opportunity (Creativity and Innovation process)		

*** Ist Term Test**

Subject coordinator

Supervisor

Principal/V. Principal



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Kamla Nagar, Kanpur

Weekly planning overview

Session: 2019- 2020

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Class : XIIth

No. of periods: Nil

Period	Topic/s to be covered in classroom	Homework	Status (Yes/No) (Reason if No)
WEEK 9 : 27th May to 1st June			Period Count: Nil
PD1	*		
PD2	*		
* Summer Vacation			
WEEK 10 : 3rd June to 8th June			Period Count: Nil
PD1	*		
PD2	*		
* Summer Vacation			
WEEK 11 : 10th June to 15th June			Period Count: Nil
PD1	*		
PD2	*		
* Summer Vacation			
WEEK 12: 17th June to 22nd June			Period Count: Nil
PD1	*		
PD2	*		

*** Summer Vacation**

Subject coordinator

Supervisor

Principal/V. Principal



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Kamla Nagar, Kanpur

Weekly planning overview

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Class : XIIth

No. of periods: 8

Period	Topic/s to be covered in classroom	Homework	Status (Yes/No) (Reason if No)
WEEK 13 : 24th June to 29th June			Period Count: 2
PD1	Ch-2: Entrepreneurial Planning (economic activities)	Revision	
PD2	Ch-2: Entrepreneurial Planning (forms of business organization)	Revision	
WEEK 14 : 1st July to 6th July			Period Count: 2
PD1	Ch-2: Entrepreneurial Planning (forms of business organization)	Worksheet	
PD2	Ch-2: Entrepreneurial Planning (forms of business organization)	Revision	
WEEK 15 : 8th July to 13th July			Period Count: 2
PD1	Ch-2: Entrepreneurial Planning (Business plan, its importance and formats of plan)	Revision	
PD2	Ch-2: Entrepreneurial Planning (Production plan, organizational plan and operational plan)	Revision	
WEEK 16 : 15th July to 20th July			Period Count: 2
PD1	Ch-2: Entrepreneurial Planning (Financial plan and its components)	Revision	
PD2	Ch-2: Entrepreneurial Planning (Marketing plan and its steps)	Revision	

Subject coordinator

Supervisor

Principal/V. Principal



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Class : XIIth

No. of periods: 5

Period	Topic/s to be covered in classroom	Homework	Status (Yes/No) (Reason if No)
WEEK 17 : 22nd July to 27th July			Period Count: Nil
PD1	*		
PD2	*		
* IInd Term Test			
WEEK 18 : 29th July to 3rd August			Period Count: 2
PD1	Ch-3: Enterprise Marketing- goal setting, rules, SMART goals, marketing mix	Revision	
PD2	Ch-3: Enterprise Marketing- Branding	Revision	
WEEK 19 : 5th August to 10th August			Period Count: 2
PD1	Ch-3: Enterprise Marketing- Logo and taglines, labeling, intellectual property	Revision	
PD2	Ch-3: Enterprise Marketing- Pricing its advantages and methods of pricing	Revision	
WEEK 20 : 12th August to 17th August			Period Count: 1
PD1	Ch-3: Enterprise Marketing- place mix and promotion	Revision	
PD2	*		

*** Independence Day**

Subject coordinator

Supervisor

Principal/V. Principal



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Weekly planning overview

Session: 2019 - 2020

Subject : Entrepreneurship

Class : XIIth

No. of periods: 7

Period	Topic/s to be covered in classroom	Homework	Status (Yes/No) (Reason if No)
WEEK 21 : 19th August to 24th August			Period Count: 2
PD1	Ch-3: Enterprise Marketing- Promotion strategies, personal selling and public relations	Revision	
PD2	Ch-3: Enterprise Marketing- negotiation, CRM, vendor management	Revision	
WEEK 22 : 26th August to 31st August			Period Count: 2
PD1	Ch-3: Enterprise Marketing- causes of business failures	Revision	
PD2	Ch-4: Enterprise growth strategies- internal expansion, external expansion and franchising.	Revision	
WEEK 23 : 2nd September to 7th September			Period Count: 2
PD1	Case Studies	Revision	
PD2	Case Studies	Revision	
WEEK 24 : 9th September to 14th September			Period Count: 1
PD1	*	Revision	
PD2	Case Studies	Revision	

*Muharram

Subject coordinator

Supervisor

Principal/V. Principal



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Weekly planning overview

Session: 2019 - 2020

Subject : Entrepreneurship

Class : XIIth

No. of periods : 2

Period	Topic/s to be covered in classroom	Homework	Status (Yes/No) (Reason if No)
WEEK 25: 16th September to 21st September			Period Count: Nil
PD1	HALF-YEARLY EXAMINATION		
PD2	HALF-YEARLY EXAMINATION		
HALF-YEARLY EXAMINATION (16/9/19 - 30/9/19)			
WEEK 26: 23rd September to 28th September			Period Count: Nil
PD1	HALF-YEARLY EXAMINATION		
PD2	HALF-YEARLY EXAMINATION		
HALF-YEARLY EXAMINATION (16/9/19 - 30/9/19)			
WEEK 27: 30th September to 5th October			Period Count: 1
PD1	HALF-YEARLY EXAMINATION		
PD2	Ch-4: Enterprise growth strategies- advantages and disadvantages of franchising.	Revision	
HALF-YEARLY EXAMINATION (16/9/19 - 30/9/19)			
WEEK 28: 7th October to 12th October			Period Count: 1
PD1	*		
PD2	Ch-4: Enterprise growth strategies- Merger, Types of Mergers, Acquisitions, Reasons for merger and Acquisition.	Revision	

***Dussehra Holiday**

Subject coordinator

Supervisor

Principal/V. Principal



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Weekly planning overview

Session: 2019 - 2020

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Class : XIIth

No. of periods : 7

Period	Topic/s to be covered in classroom	Homework	Status (Yes/No) (Reason if No)
WEEK 29: 14th October to 19th October			Period Count: 2
PD1	Ch-4: Enterprise growth strategies- Value Addition, Moving-up the Value chain.	Worksheet	
PD2	Ch-6: Resource Mobilisation- Internal & External Sources	Revision	
WEEK 30: 21st October to 26th October			Period Count: 2
PD1	Ch-6: Resource Mobilisation: Capital Market & Method of flotation of new issue.	Revision	
PD2	Ch-6: Resource Mobilisation: Stock exchange, SEBI, Angel investors, Venture Capitalist	Revision	
WEEK 31: 28th October to 2nd November			Period Count: 1
PD1	*		
PD2	Ch-6: Resource Mobilisation: Early stage of Finance, Specified financial Institutions	Revision	
*Diwali Holiday			
WEEK 32: 4th November to 9th November			Period Count: 2
PD1	Case Studies	Revision	
PD2	Case Studies	Revision	

Subject coordinator

Supervisor

Principal/V. Principal



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Kamla Nagar, Kanpur

Weekly planning overview

Session: 2019 - 2020

Subject : Entrepreneurship

Class : XIIth

No. of periods : 6

Period	Topic/s to be covered in classroom	Homework	Status (Yes/No) (Reason if No)
WEEK 33: 11th November to 16th November			Period Count: Nil
PD1	*		
PD2	**		
* Guru Nanak Jayanti ** Children's Day			
WEEK 34: 18th November to 23rd November			Period Count: Nil
PD1	*		
PD2	*		
* First Pre Board (16 th November-7 th December)			
WEEK 35: 25th November to 30th November			Period Count: Nil
PD1	*		
PD2	**		
* Dress Rehearsal (25 th -26 th November) ** Annual function (27 th -28 th November)			
WEEK 36: 2nd December to 7th December			Period Count: Nil
PD1	*		
PD2	*		

* First Pre Board (16th November-7th December)

Subject coordinator

Supervisor

Principal/V. Principal



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Kamla Nagar, Kanpur

Weekly planning overview

Session: 2019 - 2020

Subject : Entrepreneurship

Class : XIIth

No. of periods : 6

Period	Topic/s to be covered in classroom	Homework	Status (Yes/No) (Reason if No)
WEEK 37: 9th December to 14th December			Period Count: 2
PD1	Case Studies	Revision	
PD2	Case Studies	Revision	
WEEK 38: 16th December to 21st December			Period Count: 2
PD1	Case Studies	Revision	
PD2	Case Studies	Revision	
WEEK 39: 23rd December to 28th December			Period Count: 2
PD1	Case Studies	Revision	
PD2	Case Studies	Revision	
WEEK 40: 30th December to 4th January			Period Count: Nil
PD1	*		
PD2	*		

* Second Pre Board (28th December-13th January)

Subject coordinator

Supervisor

Principal/V. Principal



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Kamla Nagar, Kanpur

Weekly planning overview

Session: 2019 - 2020

Subject : Entrepreneurship

Class : XIIth

No. of periods : 5

Period	Topic/s to be covered in classroom	Homework	Status (Yes/No) (Reason if No)
WEEK 41: 6th January to 11th January			Period Count: Nil
PD1	*		
PD2	*		
* Second Pre Board (28th December-13th January)			
WEEK 42: 13th January to 18th January			Period Count: 1
PD1	*		
PD2	Revision		
* Makar Sankranti			
WEEK 43: 20th January to 25th January			Period Count: 2
PD1	Revision		
PD2	Revision		
WEEK 44: 27th January to 1st February			Period Count: 2
PD1	Revision		
PD2	Revision		

Subject coordinator

Supervisor

Principal/V. Principal



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Kamla Nagar, Kanpur

Weekly planning overview

Session: 2019 - 2020

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Class : XIIth

No. of periods : Nil

Period	Topic/s to be covered in classroom	Homework	Status (Yes/No) (Reason if No)
WEEK 45: 3rd February to 8th February			Period Count: Nil
PD1	Board Practicals (Tentative)		
PD2	Board Practicals (Tentative)		
WEEK 46: 10th February to 15th February			Period Count: Nil
PD1	Board Practicals (Tentative)		
PD2	Board Practicals (Tentative)		
WEEK 47: 17th February to 22nd February			Period Count: Nil
PD1	Board Practicals (Tentative)		
PD2	Board Practicals (Tentative)		
WEEK 48: 24th February to 29th February			Period Count: Nil
PD1	Board Practicals (Tentative)		
PD2	Board Practicals (Tentative)		

Subject coordinator

Supervisor

Principal/V. Principal

Sir Padampat Singhania Education Centre, Kamla Nagar, Kanpur

Book :
Publication :
Lesson :

Class :
Session: 20 - 20
Subject:

Lesson Plan

Ques 1.

Ans.

(Ref.: Page 18)

Ques 2.

Ans.

(Ref.: Page 18)

Ques 3.

Ans.

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Note: This lesson contains one worksheets.

