**INDIAN SCHOOL AL WADI AL KABIR**

DEATAILED MONTHLY PLAN 2016-17

Name of the department: Commerce Subject: Entrepreneurship-XII

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| Month | No. Of weeks  (teaching) | Topic /Lesson discussed in each week | | | |
| 1-week | 2-week | 3-week | 4-week |
| July | 1 Day | **-** | **-** | - | * Negotiations – importance |
| August | 4 weeks & 3 days | * Customer relations * Employee Vendor Management   Quality, Timeliness, Customer Satisfaction | Unit test 2   * Business Failure.   ENTERPRISE GROWTH STRATEGIES   * Franchising | Unit test 2   * Merger & Acquisition * Value Chain & Value Addition | BUSINESS ARITHMATIC   * Unit of sale, cost, price for multiple products * Break even analysis |
| September | 3 week & 1 day | * Break even analysis * Importance & use of cash flow projection. * Budgeting & Managing Finance * Computation of working Capital | * **EOQ** * **ABC analysis** * **ROI** * **ROE** | **Assessment** | Assessment |
| October | 4 weeks | RESOURCE MOBILISATION   * Sources available to raise finance * Capital markets * Angle investors * Venture capital   Specialized financial institutions   * Methods of flotation of new issues | * Secondary market * Importance of stock exchange * Angle investors | * Venture capital * Specialized financial institutions * IDBI * SIDBI | * IFCI * NABARD * TFCI |
| November | 4 weeks | * SIDC | REVISION | REVISION | REVISION |
| December | 3 weeks |  | PRELIMINARY EXAMINATION | PRELIMINARY EXAMINATION |  |