**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
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| 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
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| November | 4 weeks | * SIDC
 | REVISION | REVISION | REVISION |
| December | 3 weeks  |  | PRELIMINARY EXAMINATION | PRELIMINARY EXAMINATION |  |