

Bhartiya Vidya Mandir Sen. Sec. School, Sector 39, Chandigarh Road, Ludhiana

CLASS - XII Subject: Business Studies Session : 2026-2027

Month	Unit/Chapter/Topic	Learning Objective	Resources/Art -Integrated Pedagogy Tools Used/E- Resources		Learning Outcomes and Skills Learnt by Students	
APRIL	UNIT 1 NATURE AND SIGNIFICANCE OF MANAGEMENT Features, Significance, objectives of management	To enable the students to understand the concept of management	Smart Board Black Board Lecture Method	https://diksha.gov.in/play/content/do_31307178986588569611365?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about how to manage the work	Critical Thinking Skills Creativity Skills
	Levels of management, Nature of management Functions of management	To enable the students to understand the levels, Nature and Functions of management	Lecture Method Black board Discussion Method	https://diksha.gov.in/play/content/do_312995893832318976163?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn how the functions of management are helpful in business and importance of levels of management	Decision Making Skills Communication Skills Problem Solving Skills
	Coordination	To enable the students to understand coordination	Lecture Method Black board Discussion Method	Games related to management will be conducted to understand the concept of coordination	Students will be able to learn the value of coordination in Business.	Problem Solving Skills Communication Skills
	UNIT 2 PRINCIPLES OF MANAGEMENT Concept and significance of management	To enable the students to understand the concept of management principles and their importance in business, social and personal life	Lecture Method Real life examples	https://diksha.gov.in/play/content/do_31307181297557504011544?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about how the Principles of Fayol ,F .W .Taylorare helpful in our personal and professional life	Problem Solving Skills Analytical Skills Observation Skills Role Playing
	Principles of Henry Fayol and F.W.Taylor ,Techniques of F.W. Taylor Compare the contribution of Fayol and Taylor	To enable the students to understand the concept of management principles given by Henry Fayol and F.W. Taylor	Lecture Method Real life examples	https://diksha.gov.in/play/content/do_312995893887598592120?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn how to apply principles of management	Problem Solving Skills Analytical Skills Observation Skills Role Playing
	UNIT 3 BUSINESS ENVIRONMENT Meaning and Importance, dimensions of business	To enable the students to understand the concept of business environment , dimensions process, types importance	Lecture Method Posters, Diagrams	https://diksha.gov.in/play/content/do_31307182253791641611944?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about various external factors affecting business environment	Problem Solving Skills Critical Thinking Skills Creative Thinking Skills
	DEMONETISATION	To enable the students to understand the concept of demonetisation its features	Lecture Method PPT Smart board	https://diksha.gov.in/play/content/do_31307182074129612811560?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about demonetisation and its impact on business	Decision Making Skills Communication Skills
MAY	UNIT 4 PLANNING Meaning, Importance and limitations of Planning	To enable the students to understand the concept of Planning and its importance and limitations for business	Lecture Method Posters, Diagrams	https://diksha.gov.in/play/content/do_31307182657748172811481?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about how to plan a work, how it is beneficial for business	Communication Skills Problem Solving Skills
	Planning process ,Different types of plans	To enable the students to understand the concept of Planning process	Lecture Method Posters, Diagrams	https://diksha.gov.in/play/content/do_31307182378503372811343?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about various types of plans	Communication Skills Problem Solving Skills
	UNIT 5 ORGANISATION Concept and importance ,organising process, structure of organization, formal and informal organization	To enable the students to understand the concept , structure, process ,abd importance of organization	Lecture Method Diagrams Black board	https://diksha.gov.in/play/content/do_312995893932859392165?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn how organizations structure is framed	Communication Skills Creative Thinking Skills Critical Thinking Skills

	Delegation :- Concept, elements and importance	To enable the students to understand the concept , elements and importance of Delegation	Lecture Method Diagrams Black board	https://diksha.gov.in/play/content/do_31307662977197670418523?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about delegation	Communication Skills Decision Making Skills
	Decentralisation:- concept and importance	To enable the students to understand the concept, importance of decentralisation	Lecture Method Diagrams Black board	https://diksha.gov.in/play/content/do_313076645470813388819309?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn how managers delegate and decentralise authority	Decision Making Skills Communication Skills Problem Solving Skills
JUNE	SUMMER VACATION					
	UNIT 6 STAFFING Staffing as a part of Human Resource Management concept Recruitment- sources, merits and demerits Selection concept and process	To enable the students to understand concept, importance process ,concept of HRM, recruitment, selection and training of staffing	Lecture Method Real life examples	https://diksha.gov.in/play/content/do_312995893977784320129?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about staffing, recruitment and training along with process of staffing	Analytical Skills Communication Skills
	Training and Development:- concept, importance, methods :-On the job, Off the job:- Vestibule, apprenticeship and internship training.	To enable the students to understand about training and its types	Lecture Method Real life examples	https://diksha.gov.in/play/content/do_31307661622978969617484?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about training and its types	Analytical Skills Communication Skills
	UNIT 7 DIRECTING Concept Importance and elements	To enable the students to understand the concept of directing, its importance and elements	Lecture Method Discussion Method Question Answer Method	https://diksha.gov.in/play/content/do_3131157857642414081643?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about how elements of directing can be applied in an organization	Problem Solving Skills Creative Thinking Skills
JULY	Motivation concept, Maslow 's hierarchy of needs theory ,Financial and Non Financial Incentives	To enable the students to understand about Financial and Non Financial Incentives , motivation theory	Lecture Method Discussion Method Question Answer Method	https://diksha.gov.in/play/content/do_313113816649211904193?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about motivation theory and Incentives	Decision Making Skills Communication Skills Problem Solving Skills
	Leadership- concept , styles – authoritative , democratic and laissez faire, communication- concept , formal and informal communication.Barriers of effective communication, how to overcome the barriers	To enable the students to understand that how an organization motivates the employees by understanding their needs	Lecture Method Discussion Method Question Answer Method	https://diksha.gov.in/play/content/do_313076458804027392110836?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about leadership, motivation and communication	Communication Skills Creative Thinking Skills Critical Thinking Skills
	UNIT 8 CONTROLLING Concept, importance, process and relationship between Planning and Controlling	To enable the students to understand controlling, its importance, process and relationship	Lecture Method Discussion Method Question Answer Method	https://diksha.gov.in/play/content/do_312995894010011648131?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to know how an organisation control all the activities	Critical Thinking Skills Problem Solving Skills
	UNIT 9 FINANCIAL MANAGEMENT Concept , role and objectives of financial management, Financial decision:- Investment, financing and dividend	To enable the students to understand the concept of management, three decisions role, objectives, Financial planning, capital structure, fixed and working capital requirements and factors affecting them	Lecture Method Black board Discussion Method	https://diksha.gov.in/play/content/do_31307663495549747217679?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	"Students will be able to learn how financial manager manages funds in an organisation , how funds should be planned"	Critical Thinking Skills Problem Solving Skills Creative Thinking Skills
AUGUST	Financial planning- concept and importance	To enable the students to understand the concept and importance of financial planning	Lecture Method Black board Discussion Method	https://diksha.gov.in/play/content/do_313076640094650368110872?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about importance of financial planning in business	Decision Making Skills Communication Skills Problem Solving Skills Creative Thinking Skills

	Capital structure – concept and factors	To enable the students to understand the capital structure	Lecture Method Black board Discussion Method	https://diksha.gov.in/play/content/do_31307663929531596817355?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about Choice of capital structure	Decision Making Skills Communication Skills Problem Solving Skills Creative Thinking Skills
	Fixed and Working capital concept and factors affecting their requirements	To enable the students to understand the concept of fixed and working capital and factors affecting them	Lecture Method Black board Discussion Method	https://diksha.gov.in/play/content/do_31307663495549747217679?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about fixed and working capital requirements.	Decision Making Skills Problem Solving Skills
SEPTEMBER	TERM 1 EXAMS					
	UNIT 10 FINANCIAL MARKETING Money market and its instruments Capital market and its types (primary and Secondary)	To enable the students to understand the types of financial market , Stock exchange,SEBI	Lecture Method Real life situations smart board	https://diksha.gov.in/play/content/do_313287762470051840122448?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about the money market, capital market trading procedure in stock market	Communication Skills Learning Skills Decision Making Skills
	Stock Exchange functions and trading procedure, SEBI- Objectives and functions	To enable the students to understand the functions and trading procedure of stock exchange	Lecture Method Real life situations smart board	https://diksha.gov.in/play/content/do_31307667140587520017505?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about how the functions of stock exchange are performed	Problem Solving Skills Communication Skills Decision Making Skills
	UNIT 11 MARKETING Concept, functions and philosophies	To enable the students to understand the concept, philosophies marketing mix,branding ,labelling packaging, price and promotion	Lecture Method Real life situations smart board	https://diksha.gov.in/play/content/do_313076688409796608111613?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn that how a marketer design product, how he promote that p roduct by using various promotional tools	Creative Thinking Skills Critical Thinking Skills
	Marketing mix- concept and elements	To enable the students to understand the concept and elements of marketing mix	Lecture Method Real life situations smart board	https://diksha.gov.in/play/content/do_31277310466153676815613?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about marketing mix	Creative Thinking Skills Critical Thinking Skills
OCTOBER	Product- Branding, Labelling, and packaging	To enable the students to understand the concept of Branding ,Packaging and Labelling	Lecture Method Real life situations smart board	https://diksha.gov.in/play/content/do_31307180392817459211890?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn that how branding, labelling and packaging are helpful for business	Creative Thinking Skills Critical Thinking Skills Decision Making Skills
	PRICE- concept, factors determining price	To enable the students to understand about price and factors determining price	Lecture Method Discussion Method Question Answer Method	https://diksha.gov.in/play/content/do_31311773715390464011170?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about price and its factors	Creative Thinking Skills Critical Thinking Skills Decision Making Skills Problem Solving Skills
	Promotion: concept and elements: Advertising, Personal selling, sales promotion	To enable the students to understand Promotion and elements	Lecture Method Discussion Method Question Answer Method	https://diksha.gov.in/play/content/do_312995920281272320161?referrer=utm_source%3Dmobile%26utm_campaign%3Dshare_content	Students will be able to learn about promotion and its elements	Creative Thinking Skills Critical Thinking Skills Decision Making Skills Problem Solving Skills
	UNIT 12 Consumer Protection Consumer protection act 2019,: Meaning of Consumer, Rights, Responsibilities of a consumer Who can file complaint? , Redressal Machinery, role of Consumer Organizations and NGOs	To enable the students to understand the concept of Consumer protection, his righ,responsibilities, redressal machinery, remedies available to a consumer	Lecture Method Real life situations smart board	https://1drv.ms/b/s!AptPgWbJxOh0gzaag6pTin3RGb3w	Students will be able to learn about Consumer Protection Act ,redressal machinery rights and responsibilities and remedies available to a consumer.	Problem Solving Skills Communication Skills Critical Thinking Skills

NOVEMBER	Revision of Full syllabus and case Studies
CLASS - XII Subject:	Revision for Preboard Exams and Board Exams