

Annual & Weekly Syllabus Split-Up - 2026-27

Grade XII

Subject: ENTREPRENEURSHIP

S.No	Month	No. of Working Days	No. of Days	Topic	Sub Topic	Teaching Aids/Resources	Classroom teaching Video Link	Activities	Art Integrated project	Pedagogy Process/Teaching Strategy	Chapterwise Notes link	Assessment			
1	APRIL	25	Week 1	4	Unit 1: Entrepreneurial Opportunity	Entrepreneurial Opportunities; Environment Scanning; Problem Identification; Idea fields; Spotting Trends; Creativity and Innovation and Selecting the right opportunity	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=VnuNwTlthhE	Competency based Question answer session : By Introducing real life examples		REAL LIFE EXAmPles , Discussion on Entrepreneurial opportunities.	https://drive.google.com/drive/folders/1kmnNaYl9Faa15tAVOu5xMycnzqrhh2C7usp=drive_link			
			Week 2			6	Selecting the right opportunity	CBSE website (Text book); Prescribed Text book and notes		Worksheets based on competency based questions		BRATINSOTMING		class test	
			Week 3	5	20]	Unit 2: Entrepreneurial Planning [Mid April Exam - 13 to	Forms of business organisation- Sole proprietorship; Partnership; Company	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=-SYfjx_ogB4	Competency based Question answer session : By Introducing real life examples	Prepare chart on Forms of organisation	Idea generation exercise, Just in Time to gauge the knowledge.			
			Week 4	6			Business Plan: Concept, format.Organisational Plan; Operational Plan; :	CBSE website (Text book); Prescribed Text book and notes		Competency based Question answer session : By Introducing real life examples		This chapter is taught through project-based learning, especially by guiding students to prepare a detailed business plan.			
			Week 5	4			Production Plan; Financial Plan; Marketing Plan and Human Resource PlanMarketing Plan and Human Resource Plan	CBSE website (Text book); Prescribed Text book and notes		Worksheets based on competency based questions		Just in Time activity. Real-world examples of startups are discussed to connect theory with practice. This pedagogy develops planning, decision-making, and organizational abilities.		class test	
2	JUNE	20	Week 1	6	PERIODIC TEST 1 - June 10 to June 17 Unit 3: Enterprise Marketing										
			Week 2			Marketing and Sales Strategy	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=65MQnEMf-4	Competency based Question answer session : By Introducing real life examples		Practical exposure to marketing concepts through activities like market surveys and product analysis. Conduct Flip Class room to gauge the knowledge.				
			Week 3			6	Unit 3: Enterprise Marketing	Branding ; Logo and Tagline	CBSE website (Text book); Prescribed Text book and notes		Competency based Question answer session : By Introducing real life examples		Just in Time . Teachers use role plays to demonstrate selling techniques and customer interaction. Case studies of successful brands are discussed to understand marketing strategies.		
			Week 4			6	Promotion Strategy	CBSE website (Text book); Prescribed Text book and notes		Worksheets based on competency based questions		Students may design advertisements or marketing campaigns as classroom tasks.			
			Week 5			2	Promotion Strategy Contd...	CBSE website (Text book); Prescribed Text book and notes		Worksheets based on competency based questions		Flip Class room and Group discussions help in analyzing consumer behavior and market trends. This approach enhances creativity and understanding of real-world marketing.		Class Test	
3	JULY	27	Week 1	6	Unit 4: Enterprise Growth Strategies	Franchising: Concepts and Types; Advantages to franchisor and franchisee	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=Ty9I72Rn_zM	Competency based Question answer session : By Introducing real life examples		Discussions on how businesses expand and grow over time through Just in Time Activity				
			Week 2			Limitations to franchisor and franchisee	CBSE website (Text book); Prescribed Text book and notes	https://www.youtube.com/watch?v=B0zne7ZSf44	Competency based Question answer session : By Introducing real life examples		Examples of well-known companies to explain concepts like mergers, acquisitions, and franchising.				
			Week 3			6	Merger and Acquisition: Concepts, Reasons and Types	CBSE website (Text book); Prescribed Text book and notes		Worksheets based on competency based questions		Case studies are used to analyze different growth strategies. Flip Class room		Class Test	
			Week 4	6	PRE-MID TERM July 20 to July 27		Worksheet				Case-based teaching				

			Week 2	6	[PRE BOARD 2] [10 DEC- 21 DEC]		Worksheets		Worksheet to be solved to gain confidence and time management		
			Week 3	6							
			Week 4	4	[PRACTICE TEST in WINTER VACATION] [25 DEC- 30 DEC]		CBSE SAMPLE PAPER - 2027		Worksheet to be solved to gain confidence and time management		
			Week 5	3							
9	JANUARY	22	Week 1	0	[PRE BOARD 3] [6 JAN- 21 JAN] AISSCE PRACTICAL EXAM 2027 - (MAIN)						
			Week 2	6			CBSE PAST YEARS QUESTION PAPER		Worksheet to be solved to gain confidence and time management		
			Week 3	5							
			Week 4	6							
			Week 5	5	AISSCE PRACTICAL EXAM 2027 -(MAIN)		AS PER CBSE GUIDELINES		Worksheet to be solved to gain confidence and time management		
10	FEBRUARY	23	Week 1	6							
			Week 2	6							
			Week 3	5							
			Week 4	6							
			Week 5	NA							
			Week 5	5	CBSE AISSCE CLASS XII 2027 - (MAIN)						
11	MARCH	17	Week 1	5							
			Week 2	6							
			Week 3	6							
			Week 4	5							
			Week 5	3							