

Class-12_Commerce_ETP	
Syllabus Term -01	Syllabus Term-02
1. Sensing Entrepreneurial opportunities	1. Concept of project and planning
2. Environment Scanning	2. Formulation of project report and project appraisal
3. Market Assessment	3. Fixed and working capital requirement
4. Identification of entrepreneurial opportunities	4. Selection of Technology
5. Selection and Setting up of an enterprise	5. Production management and quality control
6. Business planning	6. Marketing management
7. Resource assessment- financial and non financial	7. Financial management and Sources of business Finance
8. Fund flow statement	8.Determination of cost and profit
9. Accounting ratios	9. Possibilities and strategies for growth and development in business
10. Break even analysis	10. Entrepreneurial Discipline and Responsibility
11. Venture capital -sources and means of funds	
12. Fundamentals of Management	