

BOARD OF SCHOOL EDUCATION HARYANA

Course Structure (2026 - 27)

Class- X11

Subject: Entrepreneurship

Code:

Sr. No.	Unit	Chapter	Marks
1	Entrepreneurial Opportunity	• Sensing Entrepreneurial Opportunity	12
		• Environment Scanning	
		• Problem Identification	
		• Idea fields	
2	Entrepreneurial Planning	• Spotting Trends	14
		• Creativity and Innovation	
		• Selecting the Right Opportunity	
		• Forms of business organization- Sole proprietorship, Partnership, Company	
3	Enterprise Marketing	• Business Plan	
		• Components	
		• Operational plan;	
		• Organisational plan;	
		• Operational plan;	
		• Production plan;	
		• Financial plan;	
		• Marketing plan;	
		• Human Resource plan	
		• Marketing and Sales Strategy	

		• Branding, Logo, Tagline • Promotion Strategy	10
4	Enterprise Growth Strategies	Franchising	08
		• Mergers and Acquisition:	
5	Business Arithmetic	• Unit of Sale, Unit Cost for multiple products or services • Break even Analysis for multiple products or services • Computation of Working Capital • Inventory Control and EOQ • Return on investment (ROI), Return on equity (ROE)	08
6	Resource Mobilization	i) Capital Market ii) Primary market ii) Angel Investor v) Venture Capital	08
Total			60
Practical Examination			20
Internal Assessment			20
Grand Total			100

Question Paper Design (2026-27)

Class- X11

Subject: Entrepreneurship

Code:

Time: 3 Hours

Competencies	Marks	Percentage
Knowledge	24	40%
Understanding	18	30%
Application	12	20%
Skill	06	10%
Total	60	100%

Type of Question	Marks	Number	Description	Total Marks
Objective questions	1	21	17 multiple choice questions 2 fill in the blanks, 2 one word questions	21
Very Short Answer Type Question	2	06	Internal choice will be given in any 2 questions	12
Short Answer Type Question	3	04	Internal choice will be given in any 2 questions	12
Essay Answer Type Question	5	03	Internal choice will be given in all questions	15
Total		34		60