



# **BOARD OF SCHOOL EDUCATION HARYANA**

## **Syllabus and Chapter wise division of Marks (2025-26)**

**Class- 11<sup>th</sup>**

**Subject: Retail**

**Code: RET 932**

### **General Instructions:**

1. There will be an Annual Examination based on the entire syllabus.
2. The Annual Examination will be of 60/2=30 marks, Practical Examination will be of 50 marks and 20 marks weightage shall be for Internal Assessment.
3. For Practical Examination:
  - i) Two experiments of 10 marks each.
  - ii) One activity of 15 marks.
  - iii) Practical record of 10 marks.
  - iv) Viva-voce of 15 marks.
4. For Internal Assessment:

There will be Periodic Assessment that would include:

- i) For 6 marks- Three SAT exams will be conducted and will have a weightage of 06 marks towards the final Internal Assessment.
- ii) For 2 marks- One half yearly exam will be conducted and will have a weightage of 02 marks towards the final Internal Assessment.
- iii) For 2 marks- Subject teacher will assess and give maximum 02 marks for CRP (Class room participation).
- iv) For 5 marks- A project work to be done by students and will have a weightage of 05 marks towards the final Internal Assessment.
- v) For 5 marks- Attendance of student will be awarded 05 marks as:

75% to 80%	- 01 marks
Above 80% to 85%	- 02 marks
Above 85% to 90%	- 03 marks
Above 90% to 95%	- 04 marks
Above 95%	- 05marks



## Course Structure (2025-26)

Class- 11<sup>th</sup>

Subject: Retail

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Unit. No.	Unit Name	Unit Marks
1	Fundamentals of Retailing	10
2	Process of Credit Application	10
3	Mechanism for Customers to Choose Right Products	12
4	Specialist Support to Customers.	10
5	Health and Safety Management	08
	<b>Employability Skill</b>	
1	Unit 1: Communication Skills	2
2	Unit 2: Self-management Skills	2
3	Unit 3: Information and Communication Technology Skills	2
4	Unit 4: Entrepreneurial Skills –	2
5	Unit 5: Green Skills	2
	Total	60/2=30
	Practical Examination	50
	Internal Assessment	20
	<b>Grand Total</b>	<b>100</b>



## **Vocational Retail Subject Book:**

### **Unit 1: Fundamentals of Retailing.**

- Session 1: Basics of Retailing.
- Session 2: Sales Associate Services to Customers.
- Session 3: Skills for Handling Retail Business.
- Session 4: Duties and Responsibilities of a Sales Associate.

### **Unit 2: Process of Credit Application.**

- Session 1: Features and Conditions for Credit Sales
- Session 2: Credit Checks and Getting Authorisation
- Session 3: Processing Credit Requisitions.
- Session 4: Techniques for determining Creditworthiness

### **Unit 3: Mechanism for Customers to Choose Right Products.**

- Session 1: Methods of Selling.
- Session 2: Sales Promotional Activities.
- Session 3: Responding to Questions and Comments.
- Session 4: Techniques of Closing a Sale.

### **Unit 4: Specialist Support to Customers.**

- Session 1: Providing Product Information.
- Session 2: Techniques to Encourage Customers to Buy Products.
- Session 3: Personalised Customer Service.
- Session 4: Post-sales Service Support.

### **Unit 5: Health and Safety Management.**

- Session 1: Health and Safety Requirements.
- Session 2: Equipment and Material.
- Session 3: Dealing with Accidents and Emergencies.
- Session 4: Reporting Accidents and Emergencies Revision.



## **Employability Skill Book:**

### **Unit 1: Communication Skills**

- **Session 1:** Demonstrate Knowledge of Various Methods of Communication.
- **Session 2:** Identify Specific Communication Styles.
- **Session 3:** Demonstrate Basic Writing Skill.

### **Unit 2: Self-management Skills**

- **Session 1:** Demonstrate Impressive Appearance and Grooming.
- **Session 2:** Demonstrate Team Work Skills.
- **Session 3:** Apply time Management Strategies and Techniques.

### **Unit 3: Information and Communication Technology Skills**

- **Session 1:** Create a Document on Word Processor.
- **Session 2:** Edit, Save and Print a Document in Word Processor.

### **Unit 4: Entrepreneurship Skills**

- **Session 1:** Describe the Significance of Entrepreneurial Values and Attitude.
- **Session 2:** Demonstrate the Knowledge of Attitudinal Changes Required to Become an Entrepreneur.

### **Unit 5: Green Skills**

- **Session 1:** Describe Importance of Main Sector of Green Economy.
- **Session 2:** Describe the Major Green Sectors/Areas and the Role of Various Stake holder in Green Economy.





# Month wise NSQF Syllabus Teaching Plan (2025-26)

Class- 11th

Subject: Retail

Code: RET 932

Month	Subject- Content	Teaching Periods	Revision Periods	Practical Work
April	<b><u>Vocational Skill</u></b> : - Class Admission and Class Readiness Programme Activities. <b><u>Employability Skill</u></b> : - Motivation and Introduction to NSQF Subjects.	10		12
May	<b><u>Vocational Skill</u></b> . <b><u>Unit 1: Fundamentals of Retailing.</u></b> Session 1: Basics of Retailing. <b><u>Employability Skill.</u></b> <b><u>Unit 1: Communication Skills</u></b> Session 1: Demonstrate Knowledge of Various Methods of Communication. Session 2: Identify Specific Communication Styles.	12	5	4
June	Summer Vacation	Summer Vacation		
July	<b><u>Vocational Skill.</u></b> <b><u>Unit 1: Fundamentals of Retailing.</u></b> Session 2: Sales Associate Services to Customers. Session 3: Skills for Handling Retail Business. Session 4: Duties and Responsibilities of a Sales Associate. <b><u>Employability Skill.</u></b> <b><u>Unit 1: Communication Skills</u></b> Session 3: Demonstrate Basic Writing Skill.	11	5	5
August	<b><u>Vocational Skill.</u></b> <b><u>Unit 2: Process of Credit Application.</u></b> Session 1: Features and Conditions for Credit Sales Session 2: Credit Checks and Getting Authorisation Session 3: Processing Credit Requisitions <b><u>Employability Skill.</u></b> <b><u>Unit 2: Self-management Skills</u></b> Session 1: Demonstrate Impressive Appearance and Grooming. Session 2: Demonstrate Team Work Skills.	12	5	4



September	<b>Vocational Skill .</b> <b>Unit 2: Process of Credit Application.</b> Session 4: Techniques for determining Creditworthiness. <b>Unit 3: Mechanism for Customers to Choose Right Products.</b> Session 1: Methods of Selling. Session 2: Sales Promotional Activities. <b>Employability Skill.</b> <b>Unit 2: Self-management Skills</b> Session 3: Apply time Management Strategies and Techniques.	5	11	
October	<b>Vocational Skill .</b> <b>Unit 3: Mechanism for Customers to Choose Right Products.</b> Session 3: Responding to Questions and Comments. Session 4: Techniques of Closing a Sale. <b>Unit 4: Specialist Support to Customers.</b> Session 1: Providing Product Information. Session 2: Techniques to Encourage Customers to Buy Products. <b>Employability Skill.</b> <b>Unit 3: Information and Communication Technology Skills.</b> Session 1: Create a Document on Word Processor. Session 2: Edit, Save and Print a Document in Word Processor..	11	6	4
November	<b>Vocational Skill .</b> <b>Unit 4: Specialist Support to Customers.</b> Session 3: Personalised Customer Service. Session 4: Post-sales Service Support. <b>Employability Skill.</b> <b>Unit 4: Entrepreneurship Skills</b> Session 1: Describe the Significance of Entrepreneurial Values and Attitude. Session 2: Demonstrate the Knowledge of Attitudinal Changes Required to Become an Entrepreneur.	10	7	4
December	<b>Vocational Skill .</b> <b>Unit 5: Health and Safety Management.</b> Session 1: Health and Safety Requirements. Session 2: Equipment and Material <b>Employability Skill.</b> <b>Unit 5: Green Skills</b> Session 1: Describe Importance of Main Sector of Green Economy.	10	7	4



January	<b>Vocational Skill.</b>	8	7	
	<b>Unit 5: Health and Safety Management.</b> Session 3: Dealing with Accidents and Emergencies. Session 4: Reporting Accidents and Emergencies Revision. <b>Employability Skill.</b> <b>Unit 5: Green Skills</b> Session 2: Describe the Major Green Sectors/Areas and the Role of Various Stake holder in Green Economy.			
February	<b>Vocational Skill.</b> Revision of Complete Syllabus.		11	
March	Annual Examination			

**Note:**

- Subject Teachers are advised to direct the students to prepare notebook of the Terminology/Definitional Words used in the chapters for enhancement of vocabulary or clarity of the concept.
- The NCERT textbook present information in boxes the book. These help students to get conceptual clarity. However, the information in these boxes would not be assessed in the year-end examination.



# NSQF Question Paper Design (2025-26)

Class- 11<sup>th</sup>

Subject: Retail

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Time 2 Hours 30 Minutes

Competencies	Total
Knowledge	40%
Understanding	30%
Application	20%
Skill	10%
	100%

Type of Question	Marks	Number	Description	Total Marks
Objective Questions	1	15	6 Multiple Choice Questions, 3 Fill in the Blanks Questions, 3 One Word Answer Type Questions, 3 Assertion-Reason Questions	15
Very Short Answer Type Question	2	6	Internal choice will be given in any 2 questions	12
Short Answer Type Question	3	6	Internal choice will be given in any 2 questions	18
Essay Answer Type Question	5	3	Internal options will be given in all the questions	15
Total		30		60