



BOARD OF SCHOOL EDUCATION HARYANA

Syllabus and Chapter wise Division of Marks (2023-24)

Class- XI

Subject: Entrepreneurship

Code: 911

General Instructions:

1. There will be an annual examination based on the entire syllabus.
2. The annual examination will be of 60 marks and the internal assessment will be of 20 marks and the practical examination will be of 20 marks.
3. For Practical Examination:
 - i) Written test based on project: 5 marks
 - ii) Practical record of 10 marks.
 - iii) Viva-voce of 5 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 (Classroom 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 mark
 - Above 80% to 85% - 02 marks
 - Above 85% to 90% - 03 Marks
 - Above 90% to 95% - 04 Marks
 - Above 95% - 05 Marks



COURSE STRUCTURE (2023-24)

CLASS-XI

Subject – Entrepreneurship

Code-911

S. No.	Unit	Marks
Unit 1	Entrepreneurship: Concept and Functions	14
Unit 2	An Entrepreneur	
Unit 3	Entrepreneurial Journey	
Unit 4	Entrepreneurship as Innovation and Problem Solving	16
Unit 5	Understanding the Market	12
Unit 6	Business Finance and Arithmetic	
Unit 7	Resource Mobilization	18
	Total	60
	PROJECT WORK	20
	Internal Assessment	20
	Total	100



DETAILED SYLLABUS OF ENTREPRENEURSHIP (911)
CLASS-XI (2023-24)

Unit 1: Entrepreneurship: Concept and Functions

Topics	Sub-Topics	
<ul style="list-style-type: none"> • Entrepreneurship 	<ul style="list-style-type: none"> • Concept, Functions, Need, Myths about Entrepreneurship • Advantages, Limitations and Process of Entrepreneurship, Current Scenario of Entrepreneurial activity in India 	<p>After going through this unit, the student/ learner would be able to:</p> <ul style="list-style-type: none"> • Understand the concept of Entrepreneurship • Explain the functions of an Entrepreneur • Appreciate the need for Entrepreneurship in our economy • Assess how entrepreneurship can help shape one's career • State the myths, advantages and limitations of Entrepreneurship • Discuss the steps in the process of Entrepreneurship • Describe the current scenario of Entrepreneurial activity in India

Unit 2: An Entrepreneur

Topics	Sub-Topics	
<ul style="list-style-type: none"> • Entrepreneur • Entrepreneurial Values, 	<ul style="list-style-type: none"> • Concept, Characteristics, Types and Competencies • Concept, Features and Importance 	<p>After going through this unit, the student/ learner would be able to:</p>



<p>Attitudes and Motivation Intrapreneur</p>	<ul style="list-style-type: none"> • Meaning and Importance Difference between Entrepreneur and Intrapreneur 	<ul style="list-style-type: none"> • Understand the motivation to become an entrepreneur • Differentiate between various types of entrepreneurs • Explain the competencies of an Entrepreneur • Appreciate the importance of Ethical Entrepreneurship • Appreciate the difference between Entrepreneur and Intrapreneur
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Unit 3: Entrepreneurship Journey		
Topics	Sub-Topics	
<ul style="list-style-type: none"> • Idea generation. • Feasibility Study and opportunity assessment • Business Plan • Execution of Business Plan 	<ul style="list-style-type: none"> • Meaning of Business Ideas, Ways to generate Idea • Concept and Types of Feasibility Study • Meaning, Purpose and Elements • Drafting a basic Business Plan, Reason for success and failure of Business Plan 	<p>After going through this unit, the student/ learner would be able to:</p> <ul style="list-style-type: none"> • Understand ways of idea generation. • Discuss the concept of types of feasibility study • Draft a basic business plan • Understand the reasons for success and failure of business plan



Unit 4: Entrepreneurship as Innovation and Problem Solving		
Topics	Sub-Topics	
<ul style="list-style-type: none"> • Entrepreneurs as problem solvers • Innovations and Entrepreneurial Ventures – Global and Indian • Role of Technology – E-commerce and Social Media • Social Entrepreneurship 	<ul style="list-style-type: none"> • Role of Entrepreneurs as problem solvers • Appreciate the role of global and Indian innovations in entrepreneurial ventures • Meaning and Importance • Concept, Features, Importance 	<p>After going through this unit, the student/ learner would be able to:</p> <ul style="list-style-type: none"> • Understand the role of entrepreneurs as problem solvers • Appreciate the role of global and Indian innovations in entrepreneurial ventures • Understand the use of technology and digitization for new businesses. • Discuss the concept of social entrepreneurship

Unit 5: Understanding the Market		
Topics	Sub-Topics	Learning Outcomes



<ul style="list-style-type: none"> • Market • Market Environment • Market Research • Marketing Mix 	<ul style="list-style-type: none"> • Concept and Types • Micro and Macro Market Environment • Concept, Importance and Process • Concept and Elements 	<p>After going through this unit, the student/ learner would be able to:</p> <ul style="list-style-type: none"> • Scan the market environment • Learn how to conduct market research • Understand the elements of marketing mix
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Unit 6: Business Finance and Arithmetic

Topics	Sub-Topics	
<ul style="list-style-type: none"> • Unit of Sale, Unit Price, and Unit Cost - for single product or service • Costs • Break Even Analysis - for single product or service 	<ul style="list-style-type: none"> • Concept • Meaning and Types - Start up, Variable and Fixed • Meaning and Calculation of BEP 	<p>After going through this unit, the student/ learner would be able to:</p> <ul style="list-style-type: none"> • Discuss - Unit Cost, Unit of Sale, Unit Price of a product or service • Understand the components of COST - Start-up and operational costs • Calculate break even of single product and service

Unit 7: Resource Mobilization

Topics	Sub-Topics	
<ul style="list-style-type: none"> • Resource - Mobilization. 	<ul style="list-style-type: none"> • Meaning, Types – Physical, Human, Financial and Intangible. • Selection and utilization of human resources and 	<p>After going through this unit, the student/ learner would be able to:</p> <ul style="list-style-type: none"> • Identify the different types of resource tools – Physical and material,



	professionals like Accountants, Lawyers, Auditors, Board Members, etc.	Human, Intangibles	Financial,
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MONTHWISE SYLLABUS (2023-24)

CLASS-XI

Subject – Entrepreneurship

Code-911

MONTH	UNITS AND TOPICS	PERIODS OF TEACHING	PERIODS OF REVISION	PROJECT WORK
APRIL	Unit 1: Entrepreneurship: Concept and Functions <ul style="list-style-type: none">• Entrepreneurship – Concept, Functions and Need• Why Entrepreneurship for You• Myths about Entrepreneurship• Advantage and Limitations of Entrepreneurship	15	3	3
MAY	<ul style="list-style-type: none">• Process of Entrepreneurship• Entrepreneurship - The Indian Scenario Unit 2: An Entrepreneur <ul style="list-style-type: none">• Why be an Entrepreneur• Types of Entrepreneurs• Competencies and characteristics	20	3	3



	<ul style="list-style-type: none"> • Entrepreneurial Values, Attitudes and Motivation • Intrapreneur: Meaning and Importance 			
JUNE	SUMMER VACATIONS Homework: Revise April & May Syllabus			
JULY	Unit 3: Entrepreneurship Journey <ul style="list-style-type: none"> • Idea generation. • Feasibility Study and opportunity assessment 	20	2	2
AUGUST	<ul style="list-style-type: none"> • Business Plan: meaning, purpose and elements. • Execution of Business Plan Unit 4: Entrepreneurship as Innovation and Problem Solving <ul style="list-style-type: none"> • Entrepreneurs as problem solvers • Innovations and Entrepreneurial Ventures – Global and Indian 	20	3	3



SEPTEMBER	<ul style="list-style-type: none"> • Role of Technology – E-commerce and social media • Social Entrepreneurship - Concept • Half Yearly Exam 	24	4	2
OCTOBER	Unit 5: Understanding the Market <ul style="list-style-type: none"> • Market: Concept, Types • Micro and Macro Market Environment • Market Research Concept, Importance and Process • Marketing Mix 	20	4	2
NOVEMBER	Unit 6: Business Finance and Arithmetic <ul style="list-style-type: none"> • Unit of Sale, Unit Price and Unit Cost - for single product or service • Types of Costs - Start up, Variable and Fixed 	20	4	2
DECEMBER	<ul style="list-style-type: none"> • Break Even Analysis - for single product or service Unit 7: Resource Mobilization 	20	3	3



	<ul style="list-style-type: none">• Types of Resources – Physical, Human, Financial and Intangible.• Selection and utilization of human resources and professionals like Accountants, Lawyers, Auditors, Board Members, etc.			
JANUARY	Submission of Project	15		3
FEBRUARY	Revision Of Whole syllabus		18	
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.

Prescribed Books:

1. Entrepreneurship- Text book for Class XI, CBSE Publication



QUESTION PAPER DESIGN (2023-24)

Class- XI

Subject: Entrepreneurship

Code: 911

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