

**YEAR PLAN 2018 – 2019**  
**Grade X COMMERCIAL APPLICATIONS**

The academic year is divided into **two** sessions

**Session One:** June 2018 to October 2018

**Session Two:** November 2018 to January 2019

**Continuous assessments:** July, August, September, December, January, February

**Summative Assessment I:** October 2018

**Model Exam I: December 2018**

**Model Exam II: January 2019**

Please check the **index page** in the notebooks for Continuous Assessment marks.

AIM:

- To help in creating an appreciation for the diverse roles of both the entrepreneur and the professional manager.
- To develop in students an analytical ability to balance the demands of society and business parameters with individual aspiration.
- To develop an ability to work in and through teams.
- To provide knowledge and skills as a basis for further study and work.

ENDURING UNDERSTANDING: *Appreciate that business is an integral component of society where there are many social and ethical issues.*

GENERAL OBJECTIVES:

- To understand the functions of central and commercial banks.
- To describe the accounting records of business as well as non-trading concerns.
- To develop an attitude towards environmental protection.
- To provide knowledge about the rights and duties of consumers.

**Session One –June 2018 TO OCTOBER 2018**

Duration	Topics	Specific learning objectives	Activities	Resources
JUNE	1. Banking Functions of the Central Bank and commercial banks, types of accounts and banking transactions.	Define the term banking Understand the functions of the central and commercial banks. Identify the different types of bank accounts	Discuss the functions of commercial and central banks. Discussing various types of bank accounts by sharing real life experiences.	Commercial Applications- Goyal brothers Prakashan, <a href="http://www.economicstimes.indiatimes.com">www.economicstimes.indiatimes.com</a> <a href="http://www.bloomberg.com">www.bloomberg.com</a>
JULY	2. Understanding Finance Elementary understanding of Generally Accepted- Accounting Principles (GAAP)  Principles of financial accounting and reporting  Receipts and payments account, income and expenditure account, balance sheet.	Understand the meaning of GAAP.  Identify the different accounting concepts.  Describe the accounting records of a non profit organisation.  Differentiate between a receipts and payments account, income and expenditure account and balance sheet.	Prepares a sample list of the various assets and liabilities of a company.	<a href="http://www.businessdictionary.com">www.businessdictionary.com</a> <a href="http://www.investopedia.com">www.investopedia.com</a> <a href="http://www.accountingtools.com">www.accountingtools.com</a>

AUG-SEP	<p>3.Fundamental concept of Cost According to nature (direct and indirect), behaviour (variable, fixed and semi-fixed).</p> <p>4. Advertising and Brand Promotion : definition , concept, and types of advertising</p> <p>5. Sales and selling process, the difference between sales and marketing ;qualities of a salesperson</p>	<p>Understand the meaning of cost Classify costs according to the nature and behaviour.</p> <p>Understand the meaning and concept of advertising and types of advertising</p> <p>Comparison between the sales and marketing.</p>	<p>General discussion on the different types of cost that may arise for a business concern.</p> <p>Discussing the qualities of a sales person.</p>	<p><a href="http://www.businessdictionary.com">www.businessdictionary.com</a>  <a href="http://www.investopedia.com">www. Investopedia.com</a>  <a href="http://www.costing.org">www.costing.org</a></p>
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**November 2018 – February 2019**

OCTOBER	<p>Revision</p> <p>6 &amp;7.Understanding the basics of markets and marketing. Marketing Mix: Meaning, Elements, PLC stages, pricing strategies etc.</p>	<p>Identifying the types of markets with examples. Analysing different stages of marketing</p> <p>Concept of marketing mix will be discussing with the help of examples.</p>	<p>Discussing various types of marketing with examples.</p> <p>Discussing the topic with real life examples.</p>	<p>Past question papers <a href="http://www.smallbusiness.chron.com">www.smallbusiness.chron.com</a>  <a href="http://www.mindtools.com">www.mindtools.com</a></p>
NOVEMBER	<p>8 &amp; 9 .Issues of the environment &amp; Public relations (Presentation by students) Ecosystem and its destruction, excessive consumption of resources, environmental values and ethics, community participation and awareness for ecological restoration.</p>	<p>Seminar presentations Analyse the various issues of the environment and the need for protecting them. Explain the different rights of consumers.</p>	<p>Debate on the role of business in polluting the environment.</p>	<p><a href="https://en.wikipedia.org">https://en.wikipedia.org</a>  <a href="http://www.globalissues.org">www.globalissues.org</a>  <a href="http://www.ingentaconnect.com">www.ingentaconnect.com</a>  <a href="http://www.yourarticlelibrary.com">www.yourarticlelibrary.com</a></p>

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Textbook: Commercial Applications (Grade X) by C.B Gupta.  
Projects: As per the guidelines given by ICSE

***Approved by the principal***