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FOR HARYANA CLASS 12 PREPARATION

HBSE Class 12 Syllabus 2027 Entrepreneurship

EXAM	YEAR	TYPE	SUBJECT
Haryana Class 12	2027	Syllabus	Entrepreneurship

BOARD OF SCHOOL EDUCATION HARYANA

Syllabus and Chapter wise Division of Marks (2026-27)

Class- XII **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 marksand the practical examination will be of 20 marks.
3. For Practical/Project 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 4 marks- Two SAT exams will be conducted andwill have a weightage of 04 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- A Pre-Board Examination will be conducted and will have a weightage of 02 marks for the final internal assessment.

iv. For 2 marks- Subject teacher will assess and give maximum 02 marks for CRP (Classroom participation).

v. For 5 marks- A project work to be done by students and will have a weightage of 05 marks towards the final Internal Assessment.

vi. 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

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COURSE STRUCTURE (2026-27)

CLASS-XII Subject – Entrepreneurship Code-911

S.No.	Unit	Marks
Unit 1	Entrepreneurial Opportunity	26
Unit 2	Entrepreneurial Planning	
Unit 3	Enterprise Marketing	18
Unit 4	Enterprise Growth Strategies	
Unit 5	Business Arithmetic	16
Unit 6	Resource Mobilization	
Total		**60**
PROJECT WORK		**20**
Internal Assessment		**20**
Grand Total		**100**

Unit-1	Topics	Sub-Topics
• Entrepreneurial Opportunity	• Sensing Entrepreneurial Opportunities • Environment Scanning • Problem Identification • Idea fields • Spotting Trends • Creativity and Innovation Selecting the Right Opportunity	• Meaning, Elements, Factors involved in securing opportunity, Process • Meaning, Importance, Environmental Factors • Concept and Uses of problem identification • Sources of idea field • Meaning and types of spotting trends. • Meaning, Process of creativity and innovation
Unit-2	Topics	Sub-Topics
• Entrepreneurial Planning	• Forms of business organization- Sole proprietorship, Partnership, Company • Business Plan • Components: • Organisational plan; • Operational plan; • Production plan; • Financial plan; • Marketing plan; • Human Resource plan	• Meaning and features of Sole proprietorship, Partnership, Company • Concept, Format and importance of business plan • Concept and elements of each component

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Unit-3	Topics	Sub-Topics
• Enterprise Marketing	• Marketing and Sales Strategy	• Various marketing strategy, Marketing mix, Concept and types of sales strategy
	• Branding, Logo, Tagline	• Concept of Branding, Packaging and Labelling
	• Promotion Strategy	• Tools of promotion, Objective and modes of Advertising. Concept of Personal selling, Sales Promotion, Public Relations. Various techniques of Sales Promotion
Unit-4	Topics	Sub-Topics
• Enterprise Growth Strategies	• Franchising	• Concept and types of Franchising Advantages and limitations to franchisor and franchisee.
	• Mergers and Acquisition:	• Concept, Reasons and types. • Reasons for failure of Merger and Acquisition

Unit-5	Topics	Sub-Topics
• 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)	• Concept of Unit Cost and Unit Price • Concept, Technique of calculating BEP • Concept and Computation of Working Capital • Concept of Inventory Control, EOQ Calculation • Concept and Calculation of ROI and ROE
Unit-6	**Topics**	**Sub-Topics**
• Resource Mobilization	• Capital Market • Primary market • Angel Investor • Venture Capital	• Concept and Types • Concept, Methods of Issue • Concept, Features, Importance • Features, Funding

MONTHWISE TEACHING PLAN

CLASS-XII Subject – Entrepreneurship Code-911

MONTH	UNITS AND TOPICS	PERIODS OF TEACHING	PERIODS OF REVISION	PROJECT WORK
APRIL	Unit 1: Entrepreneurial Opportunity • Sensing Entrepreneurial Opportunities • Environment Scanning • Problem Identification • Idea fields • Spotting Trends	24	3	3
MAY	Unit 1: Entrepreneurial Opportunity • Creativity and Innovation • Selecting the Right Opportunity Unit 2: Entrepreneurial Planning • Forms of business organization- Sole proprietorship, Partnership, Company • Business Plan: concept, format. • Components: Organisational plan; Operational plan;	8 16	1 2	3

	Production plan; Financial plan;			
JUNE	**SUMMER VACATIONS** **Homework: Revise April & May Syllabus** **Prepare Vocabulary Notebook.**			
JULY	Unit 2: Entrepreneurial Planning Marketing plan; Human Resource Plan	20	2	2
AUGUST	Unit 3: Enterprise Marketing • Marketing and Sales Strategy • Branding, Logo, Tagline	20	3	3
SEPTEMBER	Unit 3: Enterprise Marketing • Promotion Strategy • **Half Yearly Exam**	16	4	2
OCTOBER	Unit 4: Enterprise Growth Strategies Unit 5: Business Arithmetic • Unit of Sale, Unit Cost for multiple products or services	14 6	3 1	2

NOVEMBER	Unit 5: Business Arithmetic Break even Analysis for multiple products or services Computation of Working Capital Inventory Control and EOQ Return on Investment (ROI) and Return on Equity (ROE)	20	4	2
DECEMBER	Unit 6: Resource Mobilization	18	3	3
JANUARY	Submission of Project and solution of queries	15		3
FEBRUARY	Revision		15	
MARCH	Examinations			

Note:

- **Subjectteachers 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 textbooks present information in boxes across the book. These help students to get conceptual clarity. However, the information in these boxes would not be assessed in the year-end examination.**

QUESTION PAPER DESIGN (2026-27)

Class- XII **Subject: Entrepreneurship** **Code: 911**

Time: 3 Hrs.

Competencies	Marks	Percentage
Knowledge	24	40%
Understanding	18	30%
Application	12	20%
Skill	6	10%
Total	**60**	**100%**

Type of Question	Marks	Number	Description	Total Marks
Objective Questions	1	15	6Multiple Choice Questions, 3Fill 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