

SALESMANSHIP (CODE NO. 831)
CLASS XI (SESSION 2019-2020)

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Theory (Part A & B)	60 marks
Practical (Part C)	40 marks
Total Marks	100 marks

Theory

❖ **PART A: EMPLOYABILITY SKILLS**

- Unit 1: Communication Skills
- Unit 2: Self-Management Skills
- Unit 3: Basic ICT Skills
- Unit 4: Entrepreneurial Skills
- Unit 5: Green Skills

❖ **PART B:**

- Unit 1 – Salesmanship
- Unit 2 – Essentials of Sales
- Unit 3 – Preliminary Stages of Personal Selling Process
- Unit 4 – Advance Stages of Personal Selling Process

Practical

❖ **PART C:**

- Project
- Viva based on Project
- Practical File / Report / Portfolio Power Point presentation
- Demonstration of Skill competency via Lab Activities