

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

SALESMANSHIP (CODE NO. 831) Class XII (Session 2019-2020)	
Theory (Part A & B)	60 marks
Practical (Part C)	40 marks
<b>Total Marks</b>	<b>100 marks</b>

**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 – Sales Organization
- Unit 2 – Inside Selling / Store Based Selling
- Unit 3 – Field Selling
- Unit 4 – Motivation & Compensation for Salesperson

**PRACTICAL**

❖ **PART C:**

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