## Entrepreneurship (066)

### Class XI

<table>
<thead>
<tr>
<th>Unit</th>
<th>Chapters</th>
<th>Notes</th>
</tr>
</thead>
</table>
| **Unit 1** | Chapter 1- Entrepreneurship: Concepts and function  
Chapter 2 – An Entrepreneur | No change                                 |
| **Unit 2** | Chapter 3- Entrepreneurial journey  
Chapter 4- Entrepreneurship as innovation and problem solving | Chapter 3 – Self assessment of qualities, skills, resources and dreams = 4 marks  
Chapter 4 – Risk taking- concept and types = 4 marks |
| **Unit 3** | Chapter 5- Concept of market | Chapter 5 – No change |
| **Unit 4** | Chapter 6 – Business Finance and arithmetic  
Chapter 7- Resource mobilization | Chapter 6- Income statement = 2 marks  
and Cash Flow Projection = 3 marks  
Chapter 7 – Estimating financial resources requirement; Methods of meeting financial requirements; Size and capital – based classification = 8 marks |

### CLASS XII

<table>
<thead>
<tr>
<th>Unit</th>
<th>Chapters</th>
<th>Notes</th>
</tr>
</thead>
</table>
| **Unit 1** | Chapter 1- Entrepreneurial Opportunity  
Chapter 2 – Enterprise Planning | No change                                 |
| **Unit 2** | Chapter 3- Enterprise Marketing  
Chapter 4- Enterprise growth strategies | Chapter 3 - Negotiation = 2 marks  
Chapter 3 - Customer Relationship Management = 2 marks  
Chapter 3 – Vendor Management = 3 marks  
Chapter 4 – Reasons for failure of mergers and acquisitions = 6 marks |
| **Unit 3** | Chapter 5- Business Arithmetic  
Chapter 6 – Resource mobilization | Chapter 5 – No change  
Chapter 6 – Securities Exchange Board of India (SEBI) = 4 marks  
Chapter 6 – Secondary market, features and Importance = 4 marks |