



AL AIN JUNIORS SCHOOL
INDIAN SYSTEM

NAME OF THE DEPARTMENT - COMMERCE SYLLABUS BREAK UP 2021-22 -A,JI

Name of the Subject Teacher:- Ms. K. Shamala Ganapathy

Grade:- 12

MONTH	WEEK	Unit/Section	No of Periods	Topic Break Down / for Periods/Learning objectives / progression	Learning Outcomes/ Skills acquired	Activities (Formative assessment tasks, projects, Visits) INCLUDING VIRTUAL LEARNING	Teaching Aids / Reference/ Resources	Competencies and Values	MY IDENTITY	Cross curricular link	Art Integration	Artificial Intelligence	
March & April	2	Principles of Management	2	Concept and significance	justification of the concept of principles of management.	Case study Forms assignments Forms Quiz	PPT,TEAMS,,FO RMS,SHARED DRIVE .	collabration	To integrate with the principles followed by Federal govt of U.A.E.	project work as per CBSE curriculum			
			6	Fayol's principles of management	Explain the significance of management principles. Discuss the principles of management developed by Fayol.	Case study Forms assignments Forms Quiz	PPT,TEAMS,,FO RMS,SHARED DRIVE .	communication, collaboration	Research on principles of management and discussion on difERENCE between taylors principle and fayols principle	Psychology Gr 11	Mind mapping Technique	To use Google map support to get information on which nearby organisations are using these principles	
			4	Taylor's Scientific management- principles and techniques	Explain the principles and techniques of 'Scientific Management'. Compare the contributions of Fayol and Taylor.	Case study Forms assignments Forms Quiz	PPT,TEAMS,,FO RMS,SHARED DRIVE .	critical thinking and team work	Research on principles of management and discussion on difERENCE between taylors principle and fayols principle	Psychology Gr 11	Mind mapping Technique	To use Google map support to get information on which nearby organisations are using these principles & Techniques	
	2	Business Environment	2	Business Environment- concept and importance	importing the concept of 'Business Environment'. ☑ Describe the importance of business environment.	mews paper report	PPT,TEAMS,,FO RMS,SHARED DRIVE .	communication, integrity	To use the newspaper reports and connect to the real life business environment in UAE in terms of COVID=19	Forms of Business Organisation Gr 11	Mind mapping Technique		
			4	Dimensions of Business Environment- Economic, Social, Technological, Political and Legal	Describe the various dimensions of 'Business Environment'.	Case study Forms assignments Forms Quiz	PPT,TEAMS,,FO RMS,SHARED DRIVE .	respect, teamwork	To use the newspaper reports and connect to the real life business environment in UAE in terms of COVID=19	Dimesniosn of marketing from Gr 11	Mind mapping Technique	To use the official COVID -19 app and see the impact on business in the location	
			6	Impact of Government policy changes on business with special reference to liberalization, privatization and globalization in India	Examine the impact of government policy changes on business in India with reference to liberalisation, privatization and globalisation since 1991. Understand the concept of demonetization ☑ Discuss the managerial response to changes in business environment.	project work as per CBSE curriculum	PPT,TEAMS,,FO RMS,SHARED DRIVE .	teamwork, communication	To use the newspaper reports and connect to the real life business environment in UAE in terms of COVID=19	New Economic policy - Gr 12 Economis	Mind mapping Technique	To use the official COVID -19 app and see the impact on business in the location	
				2	Introduction	Displaying the concept of management.	Individual Tracker sheet s Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	critical thinkin gand collabration	To collabrate with the WEB HR of Al Ain Juniors School and the U.A.E. Federal government		Mind mapping Technique	

2	Nature and Significance of management	1	Meaning ☒	Explain the meaning of Effectiveness and Efficiency.	Individual Tracker sheet s Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	teamwork, communication	To collabrate with the WEB HR of Al Ain Juniors School and the U.A.E. Federal government	Forms of Business Organisation Gr 11	Mind mapping Technique	
		2	Characteristics	Discuss the objectives of management. Describe the importance of management.	Individual Tracker sheet s Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	integrity	To collabrate with the WEB HR of Al Ain Juniors School and the U.A.E. Federal government	Forms of Business Organisation Gr 11	Mind mapping Technique	
		1	Merits and demerits	merits and demerits of management	Individual Tracker sheet s Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	respect, teamwork	To collabrate with the WEB HR of Al Ain Juniors School and the U.A.E. Federal government	Forms of Business Organisation Gr 11	Mind mapping Technique	
		2	levels of management	Examine the nature of management as a science, art and profession Understand the role of top, middle and lower levels of management	Individual Tracker sheet s Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	critical thinkin gand collabration	Discussion on levels of management of Al Ain Juniors school	Forms of Business Organisation Gr 11	Mind mapping Technique	
		4	Coordination	meaning of co-ordination	project work as per CBSE curriculum	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Communication. Integrity	Discussion on levels of management of Al Ain Juniors school	Forms of Business Organisation Gr 11		
	Planning	1	Concept, importance and limitation	co-ordination	Form Assignment To relate to real life planning of Birthday party	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	communication, collaboration	To Collabrate with the activities of Planning with regard to U.A.E. National day celebrations and Teachers Day celebrations by Student council memebtrs	Economics - Gr 11 and 12 planning commission and Niti Ayog	To Individually shoot a Video on the Merits of E - Distance learning .	
		4	Planning process	Understand the concept of planning. ☒ Discribe the importance of planning. ☒ Understand the limitations of planning	Form Assignment To relate to real life planning of Birthday party	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	teamwork, communication	To Collabrate with the activities of Planning with regard to U.A.E. National day celebrations and Teachers Day celebrations by Student council memebtrs	Economics - Gr 11 and 12 planning commission and Niti Ayog	To Individually shoot a Video on the Merits of E - Distance learning .	
		6	Single use and standing plans. Objectives, Strategy, Policy, Procedure, method Rule, budget and Programme	Describe the steps in the process of planning.	Form Assignment To relate to real life planning of Birthday party	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	collabration and communication	To Collabrate with the activities of Planning with regard to U.A.E. National day celebrations and Teachers Day celebrations by Student council memebtrs	Economics - Gr 11 and 12 planning commission and Niti Ayog	To Individually shoot a Video on the Merits of E - Distance learning .	

May

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Controlling	2	Concept and importance	Develop an understanding of single use and standing plans ☑ Describe objectives, policies, strategy, procedure, method, rule, budget and programme as types of plans.	Form Assignment To relate to real life planning of Study and home work schedule	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	communication, collaboration	To Collabrate with the steps in Controlling with its merits and demerits with regard to U.A.E. National day celebrations and Teachers Day celebrations by Student council memebtrs	Ratios Gr 12 Accountancy and Break even alaysis in Economics	To Make a film by integrating all videos of E - Distance Learning	
	4	Relationship between planning and controlling	Understand the concept of controlling. ☑ Explain the importance of controlling	Form Assignment To relate to real life planning of Study and home work schedule	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	communication, collaboration	To Collabrate with the steps in Controlling with its merits and demerits with regard to U.A.E. National day celebrations and Teachers Day celebrations by Student council memebtrs	Ratios Gr 12 Accountancy and Break even alaysis in Economics	To Make a film by integrating all videos of E - Distance Learning	
	5	Steps in process of control	Discuss the steps in the process of controlling.	Form Assignment To relate to real life planning of Study and home work schedule	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	communication, collaboration	To Collabrate with the steps in Controlling with its merits and demerits with regard to U.A.E. National day celebrations and Teachers Day celebrations by Student council memebtrs	Ratios Gr 12 Accountancy and Break even alaysis in Economics	To Make a film by integrating all videos of E - Distance Learning	
Organising	1	Concept and importance	Understand the concept of organizing as a structure and as a process. ☑ Explain the importance of organising	Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	integrity and team work	To relate with the working of diffeent departments in Al Ain Municipality and othe departments.	Joint stock company in Forms of Business organisation in Gr 11 Business studies and Gr 12 Accountancy Company accounts		
	2	Organising Process	Describe the steps in the process of organising	Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	respect, teamwork	To relate with the working of diffeent departments in Al Ain Municipality and othe departments.	Joint stock company in Forms of Business organisation in Gr 11 Business studies and Gr 12 Accountancy Company accounts	To mind map the steps in organising	
	7	Structure of organisation- functional and divisionalconcept. Formal and informal organisation- concept	Describe functional and divisional structures of organisation. ☑ Explain the advantages, disadvantages and suitability of functional and divisional structure. ☑ Understand the concept of formal and informal organisation. ☑ Discuss the advantages, disadvantages of formal and informal organisation.	Paper activities based on each chapter	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	collabration and team work	Describe why and how organizations change.	Joint stock company in Forms of Business organisation in Gr 11 Business studies and Gr 12 Accountancy Company accounts	Mind mapping of the organisational structure. Functional and divisional	
	4	Delegation: concept, elements and importance	Understand the concept of delegation. ☑ Describe the elements of delegation. ☑ Appreciate the importance of Delegation. Decentralization: concept and importance ☑ Understand the concept of decentralisation	Case study Forms assignments Forms Quiz	PPT TEAMS FORMS SHARED DRIVE .	collabration and team work	The work delegation in Federal government and each minister's role	Joint stock company in Forms of Business organisation in Gr 11 Business studies and Gr 12 Accountancy Company accounts		

June	5		2	Decentralization: concept and importance	Understand the concept of decentralisation. ☑ Explain the importance of decentralisation. ☑ Differentiate between delegation and decentralisation	Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT, TEAMS, FORMS, SHARED DRIVE .	collabroration and team work	The work delegation in Federal government and each minister's role	Joint stock company in Forms of Business organisation in Gr 11 Business studies and Gr 12 Accountancy Company accounts			
		Staffing	2	Concept and importance of staffing	Describe the steps in the process of staffing	Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT, TEAMS, FORMS, SHARED DRIVE .	collabroration and team work	to coorelate with Al Ain Juniros as an organisation	Psychology Gr 11 and 12 of Employees satisfaction and motivation and emotional status			
			2	Staffing as a part of Human Resource Management concept	☑ Understand the meaning of recruitment. ☑ Discuss the sources of recruitment. ☑ Explain the merits and demerits of internal and external sources of recruitment.	Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT, TEAMS, FORMS, SHARED DRIVE .	collabroration and team work	relating the concepts with organisations of al ain juniors school	Psychology Gr 11 and 12 of Employees satisfaction and motivation and emotional status	Mind mapping of Recruitment - Internal and External		
			2	Staffing process	Understand the meaning of selection. ☑ Describe the steps involved in the process of selection.	Case study Forms assignments Forms Quiz	PPT TEAMS FORMS SHARED DRIVE .	Decision making skillss and critical thinking	relating the concepts with organisations of al ain juniors school	HR Dept of AJI Ms. Intu was guest speaker and gave students examples in Al Ain Juniors Organisation	Mind mapping of the steps in selection process		
			8	Training and Development- Concept and importance, Methods of training- on the job and off the job- Induction training, vestibule training, apprenticeship training and internship training	☑ Understand the concept of training and development. ☑ Appreciate the importance of training to the organisation and to the employees. ☑ Discuss the meaning of induction training, vestibule training, apprenticeship training and internship training. ☑ Differentiate between training and development. ☑ Discuss on the job and off the job methods of training.	Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT, TEAMS, FORMS, SHARED DRIVE .	critical thinking and collabroration	relating the concepts with organisations of al ain juniors school	Psychology Gr 11 and 12 of Employees satisfaction and motivation and emotional status	Mind mapping of Tranining on and offsite		
July	SUMMER VACATION												
August			1	Concept and importance	Describe the concept of directing. ☑ Discuss the importance of directing	Form Assignment To relate to real life planning of Birthday party	PPT TEAMS FORMS SHARED DRIVE .	communication, collaboration		To link with			
			1	Elements of Directing	Describe the four elements of directing	Form Assignment To relate to real life planning of Birthday party	Smart Board with help of Digital Tabe, PPT, TEAMS, FORMS, SHARED DRIVE .	communication, collaboration					
			1	Supervision –concept, function of a supervisor	Understand the concept of supervision. ☑ Discuss the functions performed by a supervisor.	Form Assignment To relate to real life planning of Birthday party and supervision	Smart Board with help of Digital Tabe, PPT, TEAMS, FORMS, SHARED DRIVE .	Decision making skillss and critical thinking	"Identify how the company can supervise its employees and agents effectively. What benefits will the company		Mind mapping of supervisor qualities		

September	4	Directing	5	Motivation-concept, Maslow's hierarchy of needs, Financial and non financial incentives	Understand the concept of motivation. ☑ Develop an understanding of Maslow's Hierarchy of needs. ☑ Discuss the various financial and non-financial incentives.	You Tube Videos	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Decision making skillss and critical thinking	derive from effective supervision?" Impact on montivation Developing Leadership and Emphasis on effective communication in Al Ain Juniors school as an organisation. ☑	To link with Psychology Gr 11 - Motivation	Mind mapping of Maslow Hierarchy Theory	
			5	Leadership- concept, styles- authoritative, democratic and laissez faire	Understand the concept of leadership. ☑ Understand the various styles of leadership	To role plaay as leaders	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Decision making skillss and critical thinking		To moral science skills	Mind mapping of leadership styles	
			6	Communication- concept, formal and informal communication; barriers to effective communication, how to overcome the barriers	Understand the concept of communication ☑ Understand the elements of the communication process. ☑ Discuss the concept, merits and demerits of formal and informal communication. ☑ Discuss the various barriers to effective communication. ☑ Suggest measures to overcome barriers to communication	Form Assignment To relate to real life planning of Birthday party and communicate the information	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Decision making skillss and critical thinking		To moral science skills	Mind mapping of type of communicatio ns and its barriers	
October	3	Financial Management	5	Concept, role and objectives of Financial Management	Understand the concept of financial management. ☑ Explain the role of financial management in an organisation. ☑ Discuss the objectives of financial management	Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	respect, teamwork	Collection of information about the companies that have mobilised resources through primay market.	Gr 11 Financial Management and Gr 12 Ratio Analysis of Accountancy		
			4	Financial decisions: investment, financing and dividend- Meaning and factors affecting	Discuss the three financial decisions and the factors affecting them.	Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Collabration Communication	Collection of information about the companies that have mobilised resources through primay market.	Gr 11 Financial Management and Gr 12 Ratio Analysis of Accountancy	to draw with help of format to find out EPS	
			5	Financial Planning- concept and importance	Describe the concept of financial planning and its objectives. ☑ Explain the importance of financial planning.	Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Collabration Communication	Collection of information about the companies that have mobilised resources through primay market.	Gr 11 Financial Management and Gr 12 Ratio Analysis of Accountancy		
			5	Capital Structure- Concept	☑ Understand the concept of capital structure. ☑ Describe the factors determining the choice of an appropriate capital structure of a company.	Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Collabration Communication	To find the capital sturcture of any organisation with help of research work	Gr 11 Financial Management and Gr 12 Ratio Analysis of Accountancy	to draw with help of format to find out EPS	
				Fixed and Working Capital- Concept and factors affecting their requirements	Understand the concept of fixed and working capital. ☑ Describe the factors determining the requirements of fixed and working capital.	Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Collabration Communication	To find the capital sturcture of any organisation with help of research work	Gr 11 Financial Management and Gr 12 Ratio Analysis of Accountancy		

November	4	Financial Market	1	Financial Markets: Concept, Functions and types	Understand the concept of financial market. ☑ Explain the functions of financial market. ☑ Understand capital market and money market as types of financial markets.	Yout Tube videos Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	integrity and Respect	To researach on working of Abu Dhabi Financial market and Indian BSE	Economics Gr 11 and 12			
			1	Money market and its instruments	Understand the concept of money market. ☑ Describe the various money market instruments.	Yout Tube videos Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	integrity and Respect	To researach on working of Abu Dhabi Financial market and Indian BSE	Economics Gr 11 and 12			
			2	Capital market and its types (primary and secondary), methods of floatation in the primary market	Discuss the concept of capital market. ☑ Explain primary and secondary markets as types of capital market. ☑ Differentiate between capital market and money market.	Yout Tube videos Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	integrity and Respect	To researach on working of Abu Dhabi Financial market and Indian BSE	Economics Gr 11 and 12	To mind mapp the different financial markets in money and capital markets		
			1	Stock Exchange- Functions and trading procedure	Give the meaning of a stock exchange. ☑ Explain the functions of a stock exchange. ☑ Discuss the trading procedure in a stock exchange. ☑ Give the meaning of depository services and demat account as used in the trading procedure of securities.	Yout Tube videos Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	integrity and Respect	To researach on working of Abu Dhabi Financial market and Indian BSE	Economics Gr 11 and 12	To mind mapp the different financial markets in primary and secondary markets		
			1	Securities and Exchange Board of India (SEBI) - objectives and functions	State the objectives of SEBI. ☑ Explain the functions of SEBI.	Yout Tube videos Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	integrity and Respect	To researach on working of Abu Dhabi Financial market and Indian BSE	Economics Gr 11 and 12	To mind mapp the different financial markets in primary and secondary markets		
	Consumer protection		1	Concept and importance of consumer protection	Understand the concept of consumer protection. Describe the importance of consumer protection. Discuss the scope of Consumer Protection Act, 1986	Yout Tube videos Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Communication and Collabroration	To use case studies from news paper of U.A.E and INDIA for discussion of all concepts	Gr 11 marketing conumer behaviour			
			2	Consumer Protection Act 1986: Meaning of consumer Rights and responsibilities of consumers Who can file a complaint against whom? Redressal machinery Remedies available	Understand the concept of a consumer according to the Consumer protection Act 1986. Explain the consumer rights Understand the responsibilities of consumers Understand who can file a complaint and against whom? Discuss the legal redressal machinery under Consumer protection Act 1986. Examine the remedies available to the consumer under Consumer protection Act 1986.	Yout Tube videos Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Communication and Collabroration	To use case studies from news paper of U.A.E and INDIA for discussion of all concepts	Gr 11 marketing conumer behaviour	To mind map the rights responsibilites and legal support with regard to conuser		

			2	Consumer awareness- Role of consumer organizations and Non-Governmental Organizations (NGOs).	Describe the role of consumer organizations and NGOs in protecting consumers' interests.	Yout Tube videos Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Communication and Collabration	To use case studies from news paper of U.A.E and INDIA for discussion of all concepts	Gr 11 marketing conumer behaviour	To mind map the rights responsibilities and legal support with regard to conusmer	
December	2	Marketing Management	1	Selling and Marketing- Concept	Understand the concept of selling, marketing. ☑ Explain the features of marketing. ☑ Distinguish between marketing and selling.	Yout Tube videos Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Communication and Collabration	The U.A.E and INDIA markets	Gr 11 Marketing Gr 12 Marketing and Gr 11 Business studies	The students role play and flip classroom strategy used	
			1	Marketing Management- Concept	Describe the concept of marketing management.	Yout Tube videos Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Team work Integrity Collabration and Respect	The U.A.E and INDIA markets	Gr 11 Marketing and Gr 12 Marketing and Gr 11 Business studies	The students role play and flip classroom strategy used	
			1	Marketing Functions	Discuss the functions of marketing.	Yout Tube videos Case study Forms assignments Forms Quiz	Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Team work Integrity Collabration and Respect	The U.A.E and INDIA markets	Gr 11 Marketing and Gr 12 Marketing and Gr 11 Business studies	The students role play and flip classroom strategy used	
			1	Marketing management philosophies	Explain marketing management philosophies.		Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Team work Integrity Collabration and Respect	The U.A.E and INDIA markets	Gr 11 Marketing and Gr 12 Marketing and Gr 11 Business studies	The students role play and flip classroom strategy used	
			1	Marketing Mix – Concept and elements	Understand the concept of marketing mix. ☑ Describe the elements of marketing mix.		Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Team work Integrity Collabration and Respect	The U.A.E and INDIA markets	Gr 11 Marketing and Gr 12 Marketing and Gr 11 Business studies	The students role play and flip classroom strategy used	
			1	Product - branding, labelling and packaging - Concept	Understand the concept of product as an element of marketing mix. ☑ Understand the concept of branding, labelling and packaging.		Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Team work Integrity Collabration and Respect	The U.A.E and INDIA markets	Gr 11 Marketing and Gr 12 Marketing and Gr 11 Business studies	The students role play and flip classroom strategy used	
			1	Price- Concept, Factors determining price	Understand the concept of price as an element of marketing mix. ☑ Describe the factors determining price of a product.		Smart Board with help of Digital Tabe, PPT ,TEAMS,FORMS, SHARED DRIVE .	Team work Integrity Collabration and Respect	The U.A.E and INDIA markets	Gr 11 Marketing and Gr 12 Marketing and Gr 11 Business studies	The students role play and flip classroom strategy used	

