



Loreto Convent Intermediate College

Lucknow

TERM – WISE SYLLABUS BREAK UP (2025 – 26)

CLASS XII C

COMMERCE

TERM I

1. UNIT 1 - Business Environment.

2. UNIT II - Financing:

- a) Capital – Fixed and Working Capital.
- b) Sources of finance for Sole trader, Partnership and Joint Stock company – owned and borrowed capital sources.
- c) Banking – latest trends.

3. UNIT III - Management:

- a) Management: Meaning, objectives and characteristics of management.
- b) Nature of Management- Science, Art and Profession.
- c) Importance of Management.
- d) Principles of Management:
 - i. Nature of principles; need for principles.
 - ii. Taylor's 5 scientific principles of Management.
 - iii. Fayol's 14 principles of Management.
 - iv. Relevance of the principles of Management in today's business scenario.
 - v. Comparison of Taylor's and Fayol's principles.

e) Functions of Management:

- i. Planning
- ii. Organising
- iii. Staffing
- iv. Directing
- v. Controlling
- vi. Coordinating

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TERM II

4. UNIT 1V - Marketing:

- a) Marketing: concept and functions.
- b) Marketing Mix.
- c) Consumer Protection.



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