



Loreto Convent Intermediate College

Lucknow

TERM-WISE SYLLABUS BREAK UP (2026-2027)

CLASS XII Commerce

SUBJECT: COMMERCE

TERM I

1. UNIT I: 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. Comparison of Taylor's and Fayol's principles.Relevance of the principles of Management in today's business scenario.
- e) **Functions of Management:**

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

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TERM II

4. UNIT IV: Marketing

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

PROJECT WORK-20 Marks

Students have to prepare two projects [10 marks each] on topics assigned by the teacher.

Question Paper : 80 Marks

There shall be 3 sections in the question paper

Section A : 16 Marks- 16 Objective questions 1 mark each

Section B: 32 Marks- 8 questions 4 marks each [short questions]

Section C: 32 Marks- 4 questions 8 marks each [long questions]

Final term paper shall comprise the entire syllabus as prescribed by the ISC Board.

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