



BLOOM PUBLIC SCHOOL
C-8 Vasant Kunj New Delhi
SYLLABUS FOR THE SESSION 2021-22

Class: X
Subject: Marketing and Sales

MONTH	UNITS (As per rationalised curriculum)
April	Part A- Employability Skills- Unit 1: Communication Skills II Part B- Subject Specific Skills- Unit 1: Sales with other functions- Introduction to Marketing Mix
June	Part B- Subject Specific Skills- Unit 1: Sales with other functions- Introduction to Marketing Mix (Contd.) Part B- Subject Specific Skills- Unit 2: Marketing Process
July	Part B- Subject Specific Skills- Unit 3: Sales Process Periodic Assessment-1
August	Part B- Subject Specific Skills- Unit 3: Sales Process (Contd.) Part A- Employability Skills- Unit 2: Self-Management Skills II
September	Part A- Employability Skills- Unit 2: Self-Management Skills II (Contd.) Part A- Employability Skills- Unit 3: ICT Skills II Periodic Assessment-2
October	Part A- Employability Skills- Unit 3: ICT Skills II (Contd.) Part B- Subject Specific Skills- Unit 4: Careers in Selling Preboard Examination Term-I
November	Part B- Subject Specific Skills- Unit 4: Careers in Selling (Contd.) Part A- Employability Skills- Unit 4: Entrepreneurship Skills II

	Term-I Assessment
December	Part A- Employability Skills- Unit 4: Entrepreneurship Skills II (Contd.) Part B- Subject Specific Skills- Unit 5: Skills in Selling
January	Part B- Subject Specific Skills- Unit 5: Skills in Selling Part A- Employability Skills- Unit 5: Green Skills II Periodic Assessment-3
February	Part A- Employability Skills- Unit 5: Green Skills II (Contd.) Revision Preboard Examination Term-II
March	Term-II Assessment

ASSESSMENT SYLLABUS

1. Periodic Assessment-1 (July-August)

Part A- Employability Skills- Unit 1: Communication Skills II

Part B- Subject Specific Skills- Unit 1: Sales with other functions-Introduction to Marketing Mix

2. Periodic Assessment-2 (September)

Part A- Employability Skills- Unit 2: Self-Management Skills II

Part B- Subject Specific Skills- Unit 2: Marketing Process

3. Preboard 1/Term-I Assessment (November-December)

Part A- Employability Skills- Unit 1: Communication Skills II

Unit 2: Self-Management Skills II

Unit 3: ICT Skills II

Part B- Subject Specific Skills- Unit 1: Sales with other functions-Introduction to Marketing Mix

Unit 2: Marketing Process

Unit 3: Sales Process

4. Periodic Assessment-3 (January)

Part A- Employability Skills- Unit 4: Entrepreneurship Skills II

Part B- Subject Specific Skills- Unit 4: Careers in Selling

5. Preboard 2/Term-II Assessment (March-April)

Part A- Employability Skills- Unit 4: Entrepreneurship Skills II

Unit 5: Green Skills II

Part B- Subject Specific Skills- Unit 4: Careers in Selling

Unit 5: Skills in Selling