



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

Class: XI

Subject: Salesmanship

Month	CONTENT
	CHAPTERS (CBSE Study Material)
June	PART B: Salesmanship Unit 1: Salesmanship
July	PART A: Employability Skills Unit 1: Communication Skills Unit 2: Self – Management Skills PART B: Salesmanship Unit 2: Essentials of Sales Periodic Assessment – 1
August	PART A: Employability Skills Unit 3: ICT Skills PART C: Project Unit Test-1
September	PART B: Salesmanship Unit 3: Preliminary States of Personal Selling Process (contd.) Mid Term Assessment
October	PART B: Salesmanship Unit 3: Preliminary States of Personal Selling Process PART C: Project Term 1 Practical Exam Term1 Exam

November	PART B: Salesmanship Unit 4: Advanced Stages of Personal Selling Process PART C: Project
December	PART A: Employability Skills Unit 4: Entrepreneurial Skills
January	PART A: Employability Skills Unit 5: Green Skills PART C: Project Unit Test 2
February	Revision
March	Term 2 Exam

ASSESSMENT SYLLABUS

1. Unit Test – 1 (July/ August)

Employability Skills
Unit 1: Communication Skills

Salesmanship

Unit 1 : Salesmanship
Unit 2 : Essentials of Sales

2. Term 1 Exam (October)

Employability Skills
Unit 1: Communication Skills
Unit 2: Self-Management Skills
Unit 3: ICT Skills

Salesmanship

Unit 1: Salesmanship
Unit 2: Essentials of Sales
Unit 3: Preliminary Stages of Personal Selling

3. Unit Test 2 (January)

Employability Skills
Unit 4: Entrepreneurial Skills

Salesmanship

Unit 4: Advance Stages of Personal Selling
Process

4. Final Term 2 – Exam (March)

Employability Skills

Unit 4 : Entrepreneurial Skills-III

Unit 5 : Green Skills-III

Salesmanship

Unit 3: Preliminary States of Personal Selling Process

Unit 4: Advance Stages of Personal Selling Process

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