

COMMERCIAL STUDIES .

First Term

- 1.Capital and Revenue Expenditure and Receipts.
- 2.Final Accounts of Sole Proprietorship.
- 3.Fundamental Concept of Costs.
- 4.Budgeting.
- 5.Sources of Finance.

Second Term

- 1.Recruitment , Selection and Training.
- 2.Industrial Relation , Trade Union and Social security.
- 3.Logistics and Insurance.
- 4.Banking.
- 5.Striving for a better environment.

Third Term

- 1.Stakeholders in Commercial Organisation.
- 2.Marketing and Sales.
- 3.Advertising and Sales Promotion.
- 4.Consumer Protection.
- 5.E-Commerce.