

**Bloom Public School
Vasant Kunj, New Delhi
Marketing And Sales
(Subject Code-412)
Class IX**

Total Marks: 100 (Theory – 50 + Practical - 50)

Theory

PART A : EMPLOYABILITY SKILL - 10 MARKS

PART B : VOCATIONAL SKILL - 40 MARKS

MONTH	UNIT NAME
AUGUST	INTRODUCTION TO MARKETING AND SALES
SEPTEMBER HALF YEARLY	INTRODUCTION TO MARKETING AND SALES
OCTOBER	CONCEPT OF MARKET
NOVEMBER	BASIC CONCEPT OF SALES AND SELLING
DECEMBER	UNDERSTANDING CUSTOMER AND CONSUMER
JANUARY	ACTIVITIES OF SALE AND MARKETING
FEBRUARY	REVISION
MARCH FINAL EXAMS	