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NORTH MAHARASHTRA UNIVERSITY, JALGAON.

B.Ed. (General and Physical) (from June, 1992)

Course IV/V

B.Ed. (General)

Course V

B.Ed. (Physical)

Content cum Methodology in Commerce.

Objectives

To help the pupil teachers

- 1) To understand the nature, importance and Scope of Commerce
- 2) To understand the curriculum and Syllabus of Commerce at Secondary level.
- 3) To understand the aims and objectives of teaching Commerce.
- 4) To develop adequate skills in using various methods of teaching Commerce
- 5) To develop adequate skills in preparing year plan, unit plan, lesson plan, question items and unit test in Commerce.
- 6) To develop ability for self study, analysis problem solving, critical thinking & Evaluation.
- 7) To understand the concept of Evaluation and the use of various evaluation tools in Commerce.
- 8) To promote value of National integration and international understanding.
- 9) To understand basic concepts, ideas and principles in Commerce.
- 10) To develop desirable attitude and appreciate contribution of Commerce to life.

Syllabus

Area A (1). Meaning and Scope of Commerce

1.1 Concept and Definition of Commerce.

1.2 Scope of Commerce and its inter relationship with other subjects.

1.3 Place of Commerce in the School curriculum

1.4 Syllabus of Commerce in Educational frame work.

1.5 Critical study of the text books in light of the Syllabus.

A.2 Aims and objectives of teaching Commerce.

2.1 Broad Objectives (i.e. aims)

2.2 Instructional Objectives and their specifications.

B.1 Methods & Techniques of teaching commerce

1.1 Methods.

- a) Inductive - Deductive method
- b) Analytic - Synthetic method
- c) Demonstration Method
- d) Revision Method
- e) Narration Method
- f) Dramatization Method.

1.2 Methods Specially useful for Commerce

- a) Single commodity analysis Method
- b) Historical approach method
- c) Occupational approach method
- d) Problem Solving approach method
- e) Applied Economic Approach method

Note : The methods given in 1.1 and 1.2 are to be studied from the following points of view

- (a) Meaning Principles and Characteristics of there methods with reference to the students at various standards
- (b) Their Limitation

Teaching aids

- a) Maps charts, Pictures, Graphs Black board
- b) Text book, Reference books Teachers Hand book
- c) Epidioscope, Projector, T.V.
film and filmstrips
- d) Visits and tours
- e) Actual illustrations from the field of **business**
- f) Commercial news reported in newspapers

Commerce club

Different activities should be encouraged in Commerce club.

Core Content of Commerce

1) Trade and Commerce

- a) Meaning and Importance and difference between trade and Commerce.
- b) Evolution of money, premachines and machine age
- c) Types of trade i) Retail ii) Wholesale
- d) Procedure of a trade transaction
- e) Role of Mercantile agents
- f) Modern Commercial Office.

II) Commercial Organisations

Sale trader, Partnership, Co-operative Societies, joint stock Company.

III) Marketing

IV) Salesmanship & Advertising

V) Banking

VI) Transport

VIII) Insurance.

Area C-1 Planning for teaching Commerce

a) Year plan, Unit plan, lesson plan.

C-2 Testing

(a) Tools of Evaluation

(b) Written tests in Commerce

(c) Diagnostic tests in Commerce

Area D Practical work for internal Assessment (Any two)

1) Preparation of unit plan & unit test

2) Preparation of an achievements test of 1100 marks with different items

3) Review of one Commerce text-book

References

(a) All Commerce text-books (Specially elements of Commerce) sanctioned by the Govt of Education Maharashtra State for IX to XII

(b) Boynton L.D. Methods of teaching book keeping Cincinnati South Western Publishing Co. (1955)

2) Khan M.S. Commerce Education Sterling Publication Private Limited New Delhi (1982)

3) Lulla B.P. Methods of teaching Commerce. M.S. University Baroda

4) Tonne H.A. Principles of Business Education Macgrow Hill Gregg Division (1955)

5) Work book in Organization of Commerce for class XI NCERT Extension Service Dept Regional College of Education Bhopal

6) Udayavir Saksena- Wanjy Shikshan - Vinod Pustak Mandir, Agra (1975)