

Pre-Content/content Post-Content	Learning Outcome/Objectives	
	General	Specific
<u>Pre-Content</u> Have you ever thought if there were no markets, how products of different manufacturers would reach us? Trade refers to buying and selling of goods and services with the objective of earning profit on the basis of geographical location of buyers and sellers. <u>Content</u> Trade can be classified into two categories (i) internal trade; and (ii) external trade. Internal trade can be classified into two broad categories viz., (i) wholesale trade and (ii) retail trade. <u>Post-content</u> The Indian Chambers of Commerce and Industry has been playing a catalytic role in strengthening internal trade to make it an important part of overall economic activity. The chambers also aims at erecting sound infrastructure and simplifying and harmonizing the tax structures.	Students will be able to ✓ Describe the meaning and types of internal trade; ✓ Specify the services of wholesalers to manufactures and retailers; ✓ Explain the services of retailers; ✓ Classify the types of retailers; ✓ Explain the forms of small scale and large scale retailers; ✓ GST- Meaning and features ✓ State the role of Chambers of Commerce and industry in the promotion of internal trade.	Students will be able to ✓ Explain the meaning and types of internal trade ✓ Discuss the functions and services of wholesalers ✓ Understand the services of retailers and visualize the types of retailers; ✓ Analyze the operations of itinerant and fixed shop retailers ✓ Appreciate the distinctive features of departmental store, super market, chain store, mail order business and consumers' cooperative store; ✓ GST- Meaning and features ✓ Explain the role of Chambers of Commerce and Industry in the promotion of trade; ✓ Describe the main documents used in internal trade; and ✓ Explain the main terms of trade.

Home Work /Assignments

NCERT back exercise is given as home task

Questions taken in the class were also asked to solve.

Teacher's Activity	Student's Activity	Teacher's Observation And Remedial
Teacher will help students understand that Internal trade aims at equitable distribution of goods within a nation, speedily and at reasonable cost. The teacher will discuss the role of wholesalers as an important link between manufacturers and retailers. They add value by creating time and place utility. The teacher will explain the role of a retailer as a business enterprise that is engaged in the sale of goods and services directly to the ultimate consumers. The teacher will classify retail trade into different types according to their size, type of ownership, on the basis of merchandise handled and whether they have fixed place of business or not. Retailers can be categorized as (i) itinerant retailers; and (ii) fixed shop retailers ---- classified as (a) small shopkeepers and (b) large retailers. The teacher will explain meaning and features GST Teacher will describe the main documents used in internal trade; and explain the role of Chambers of Commerce and Industry in the promotion of trade.	The students will use their previous knowledge in understanding that trade refers to buying and selling of goods and services with the objective of earning profit. Students will classify trade into two categories: (i) internal trade (ii) external trade. Internal trade can be classified into two broad categories viz., (i) wholesale trade and (ii) retail trade. Students will be able to identify that wholesalers provide various services to the manufacturers as well as the retailers and provide immense help in the distribution of goods and services. They will be able to appreciate that how the itinerant retailers and fixed shop retailers serve as an important link between the wholesalers and final consumers in the distribution of products and services in this process. Students will outline the features of departmental store, chain store, mail order business and vending machines The students will appreciate the applicability of GST. Students will evaluate the role of Chambers of Commerce and Industry in the promotion of trade.	Teacher will write her observations after completion of the topic.

Teaching Aids : Active inspire, NCERT Book, PPTs

Methodology/Innovative Methods: Discussion, Recall, Explanation, Question-Answer method, problem solving

Interdisciplinary Links: Economics, Entrepreneurship. Psychology, Accountancy and Sociology