

Q1 Write short notes on the following :-

(i) Values of teaching Commerce

Teaching Commerce - The definition of commerce education has been changing according to society, nation and world's economic activities and situations.

"Commerce education is fundamentally a programme of economic education that has to do with the acquirement, conservation and spending of wealth.

Values of teaching Commerce :-

1) Theoretical Significance - It develops the mental abilities of the students. It is also called theoretical importance of commerce. It is classified as under :-

- a) Informative Value - Commerce teaches so many instructive facts about human behaviour particularly about man's
- b) Development of logical skill and decision power - The values and principles related to commerce education develop

the logical skill and decision power of the students.

- c) Cultural Value - It also develops cultural values as it makes study about material and non-material things. This leads to various cultural values in the society.
2. Practical significance - It denotes the acquisition of knowledge that proves useful for the development of practical behaviour of human being in their own lives.
- a) Value for businessmen - It enables the businessmen to be efficient in deciding about what form of business to be adopted.
- b) Value for Nation and Society - It is helpful in the development of nation and society because it provides better planning scheme for nation and society.
- 3) Group Significance - It is very important & valuable discipline for each country's development. It can help in solving several economic problem like unemployment, inequality of income, etc.

(ii) M-Commerce

M-Commerce or mobile commerce is the buying and selling of goods and services through wireless handheld devices such as smartphone and tablets. As a form of e-commerce, m-commerce enables users to access online shopping platforms without needing to use a desktop computer.

Examples - include purchasing, mobile banking, virtual marketplace apps like the Amazon mobile app or a digital wallet such as Apple Pay, Android Pay.

Over time, content delivery over wireless devices has become faster, more secure and scalable. As of the use of m-commerce accounted for 34.5% of e-commerce sales. The industries affected most by m-commerce include :-

- Financial services, which include mobile banking as well as brokerage services, in which stock quotes can be displayed and trading conducted from the same handheld device.
- Telecommunications, in which service charges, bill payment account reviews can all be performed from the same handheld device.
- Service and retail, as consumers are given the ability to place and pay for orders on-the-fly.
- Information services, which include the delivery of financial news, sports figures and traffic updates to a single mobile device.

M-commerce can be categorized by function as either mobile shopping, payments, etc. Mobile payments enable users to buy products in-person using a mobile device, allow a customer to buy a product without needing to swipe a card or pay with physical cash.

(iii) Text books and reference books

Textbooks and reference books are the books for the students of a particular age-group.

Textbook - It is a manual of instruction. It contains presentation of the principles of the subject used as a basis of instruction. The word text-book consist of two word 'text' and 'book'. Text means written or printed material. Book means a set of pages that have been fastened together in side a cover to be read. Text-books determines the standard of curriculum and the methods of teaching.

1. "A textbook is a book prepared socially and specially to assist learners in mastering a subject or a part of a subject."
2. "Text-books are books that are designed to present the basic principle or aspects of a given subject for use as the basis of

instruction. They can, in fact, be considered as an entire course of instruction, they are highly organised.

Reference books - Books which are written so that they can read consecutively for inspiration, enjoyment or information is called ordinary or general book, than books which are design to be consulted or referred to from time to time, for a specific piece of information ordinarily these don't lend themselves to continuous reading.

- They are intended primarily for occasional consultation and are consulted for definite items of information.
- The information included in them is collected from a vast number of source.
- It follows some methods of arrangement e.g. alphabetical, Chronological or other method. They usually concentrate on facts.

(iv) Question Bank

The question bank makes available statistically sound question of known technique worth and model question paper and thus facilitates selection of proper questions for a well designed test question paper.

A question bank is planned library of test items designed to fulfil certain predetermined purposes. Question bank should be prepared with utmost care so as to cover the entire question bank should be exhaustive and cover entire content with different types.

An item bank or questions bank is a collection of test items organised, classified and catalogued in order to facilitate the construction of a variety of achievement and other types of mental test.

characteristics :-

- Questions bank should be based ideas, purposes, adapted to the particular objectives of mind.
- Question bank should be within the range of the students experience and knowledge.
- Question bank should present a challenge which stimulates an educative response in keeping with the objectives.
- It should contain only one idea, a many faceted questions may confuse the students, who usually answers but one phase and forget the remainder.
- It is a continuous process.
- It is based on action.
- It maintains record of any number of question with their answers in all the language with their corresponding courses, categories and levels.

UNIT-1

Q2 Discuss the Taxonomy of Instructional Objectives given by Bloom.

Ans Commerce is one of the most relevant subjects in modern age. Most of the scholars have divided school education in the following stages based on the mental level of the child.

1. Pre-primary level - for children up to the age of 5 years
2. Elementary level - for children in the age group of 5-14 years
3. Secondary level - for children in age group of 14-16 years.
4. Senior-secondary level - for children in the age group of 16-18 years

In the curriculum formulated by I.C.S.E (Indian Certificate of Secondary Education), Commerce has been introduced as a separate subject in class 9th and 10th. whereas CBSE and other boards include the commerce subject at the senior secondary stage of education. It has

been found that upto secondary stage of education students should be provided general knowledge and they can learn more subjects at the senior secondary level. Commerce is a specialized discipline and students can learn about it at the senior secondary level.

Objectives - Objectives of commerce course prescribed for Indian certificate of secondary Education (I.C.S.E) are as follows :

1. To create an awareness of the environment with in which the business activity takes place.
2. To acquaint the students with the contemporary business problems.
3. To develop knowledge and understanding of the meaning and importance of commerce.
4. To expose the students to certain technical terms in commerce.

5. To understand the various hindrances of trade to appreciate the aids that remove these hindrances.
6. To understand the way in which changes in the environment influence business activities.
7. To prepare students to cope with the stress and strain that occur in the process of business activities.
8. To develop an understanding about commercial activities.
9. To become an effective citizen.
10. To help students to understand the various agencies of business sector and that all the agencies must work co-operatively to develop business sector.

11. To develop desirable attitudes and to become effective instruments of business change in future.
12. To familiarise the students with the basic technology and elementary ideas of commerce.

At senior secondary stage, commerce is introduced with different angles for assessing the importance of a subject in the school curriculum. At this stage the subject of commerce is introduced with the following reasons :-

1. The students who have acquired knowledge of commerce, tries to solve various problems in an independent manner. It will help in developing original thinking of the pupils.
2. It enables the students to choose further courses of study.
3. It provides the knowledge about flow of goods and services.

- from the producer to consumer.
4. The students get knowledge about the business situations of one's own country as well as of other countries with the study of interest and internal trade, foreign trade, etc.
 5. The study of commerce helps in development of socio-economic competency by assisting students to develop a clear understanding of the national economy. The nation needs people who are socially efficient and at the same time economically sound.
 6. It enables the students to prepare for entry in vocation.
 7. It enables the students to understand how competition brings improvement in the quality of production of goods.

8. It enables the students to understand how advertisement helps in the selling of a product.
9. It enables the students to understand how advertisement and how price of different products are determined.
10. The study of commerce helps the young people to become thoughtful. It makes them able to think about various social and national problems. They acquire the capacity and efficiency to play their role in the business life of the society.
11. It enables the students to fulfill their responsibility as a citizen of the whole world.
12. It enables the students to understand how a variety of consumer interests are developed.
13. It provides knowledge of methods used in maintaining records of proprietary and partnership firms, companies and non-trading organisations.

14. It acquaints the students with practice and procedure of determination of cost from the view point of its element.

Thus, we can say that commerce has an important place in the school curriculum. Education is a medium through which knowledge and intelligence required by an individual or society can be obtained or properly formulated. Commerce begins with functional steps and then leads to liberal and ideological aspects. The individual and the society get goods and service at their doorsteps. The commerce system deals with every part of human life and thus commerce education becomes an education for better living. Commerce has an importance place in the senior secondary curriculum because of developing different qualities related to theoretical as well as practical aspects.

UNIT-2

Q3 Discuss the concept of pedagogical analysis by giving its steps. How the pedagogical analysis can be useful for a commerce teacher?

Ans In modern age banking has become the foundation of economic development.
"Pedagogy is an art or science of teaching, especially, instructions in teaching methods".

Pedagogy is the art or science of being a teacher. The term generally refers to the strategies of instruction or a style of instruction. It is sometimes referred to the correct use of teaching strategies. The word 'pedagogy' comes from the Greek word 'paidagogos' literally meaning to lead the child. In English speaking world, the term pedagogy refers to the science of theory of education.

Pedagogical analysis involves making a systematic examination of a teaching task to reveal its

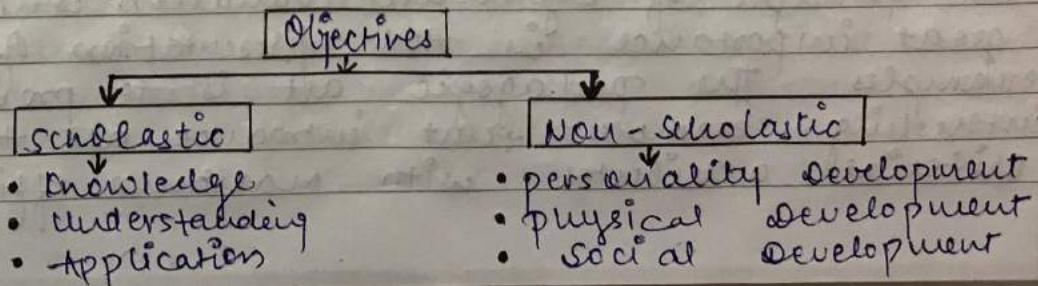
essential elements. The outcome of this analysis is a plan for the teaching of the lesson or lessons. The plan resulting from pedagogical analysis is not a conventional lesson. Pedagogical analysis produce guides to action in a specific piece of teaching that will take into account.

The term pedagogical analysis stands for a type of analysis based on pedagogy. Analysis as a term stands for the process of breaking or separating a thing into its constituents or elements. In teaching, we break a teaching unit into sub units, topic or single concept, etc. through the process of unit analysis.

The plan resulting from pedagogical guides to action in a specific piece of teaching will take into account such things as the conceptual structure.

Steps of Pedagogical Analysis:

1. Content Analysis - In process of content analysis, the prescribed unit or topic is analysed into various constituents - major and minor, section and subsections, topic and sub-topic known as content analysis. The teacher then determines the teaching points on the basis of content analysis. The teacher should be skillful and intellectual while selecting teaching points because these points provide direction.
2. Determination of objectives - After content analysis, the teacher determines the desired change in behaviour of the students with reference to cognitive. The knowledge level of teaching helps in making objectives



3. Teaching - Learning Experience - It is most important part of pedagogical analysis. It involves in relation to the analysis conceptual content with the planning type of examples. The teacher makes use of different media such as diagram, pictures and films and also observes a variety of people practising the skills.

4. Evaluation - The best method of evaluating new learning is to see if it is of use in circumstances other than those in which it took place. To evaluate pupils learning of concept it is best to avoid asking them just the state the general principles they embody, as in dictionary, definition.

The principle of systematic variation is of great importance in the presentation of examples. The pedagogic art is to provide interesting examples that introduce all the criterial attributes with maximum efficiency.

Teacher's imagination provide the way in which the pedagogic principles and their own knowledge of the field of study come together to provide elegant solutions to teaching problems.

Pedagogical analysis for commerce ~~student~~ teachers :-

- clarity of subject matter
- clarity of objectives
- Pre-preparation of teaching aids.
- pre-preparation of teaching methods.
- Fixation of evolution techniques.
- knowledge of important aspects of the subject matter.
- knowledge of teaching maxims.
- selection of suitable teaching methods, teaching techniques and aids according to the levels of students.
- Knowledge of different skills to be used in teaching in advance.

UNIT-3

Q4 what is meant by curriculum? what is its importance in the education process? Discuss the main principles of curriculum construction.

Ans "Curriculum" does not mean only the academic subjects traditionally taught in the school. It includes the totality of experience the pupil receives through the manifold activities that go on in the schools in the class room, library, laboratory, work-shop, play-ground and in the numerous informal contacts between the teachers and pupils. In this sense, curriculum touches the life of the students at all points. It helps in evolution of a balanced personality. Therefore, development of a suitable curriculum is of vital importance in the present day. With the help of curriculum the process of studying becomes easier.

The literary meaning of curriculum is a particular course study in the subject. The word curriculum is derived from Latin word 'currere' which means - A race course. Curriculum in the field of education, is like a race-course for children who run to win the race in the limited time-duration.

Importance in education process :-

The term curriculum refers to the lesson and academic content taught in school or to a specific course program. In dictionaries, curriculum is often defined as the courses offered by school, but it is rarely used in such a general sense in schools.

An effective curriculum provides teachers, students, administrators and community stakeholders with a measurable plan and structure of delivery of a quality education. The curriculum identifies the learning outcomes, standards and core competencies that students must demonstrate.

before advancing to the next level. Teaching plays a key role in developing, implementing, assessing and modifying the curriculum. An evidenced-based curriculum acts as a road map for teachers and students to follow on the path to academic success.

When developing a curriculum for a school or district, designing curriculum and instruction through the development that may adjust during the process with teachers and district output. Including related professional development and teacher input is imperative in especially when developing or introducing new curriculum at a site or district level. For the curriculum development process to be successful, site and district leadership need to be available and open to working with teachers and curriculum developers as well.

Curriculum is an important element of education. Aims of education are reflected in the curriculum. In other words, the curriculum is determined by the aims of life and society. Aims of life and society are subject to constant change.

Principles of curriculum construction :- There are no hard and fast principles of the construction of the curriculum, however the following factors should be kept in mind which are based on the needs, situations and expectations of the society.

1. Child centredness - The curriculum should meet the requirements of the child. It means that curriculum should be in accordance with the interest, age aptitude, capabilities & expectations of the society.
2. Principle of utility - It is the most important principle

of construction of a curriculum. All those content and activities should be included in the curriculum which are likely to be useful to a child in his life and by means of which he can be made a responsible member of society.

3. Training in proper patterns of conduct :- The curriculum should be such as educate the child so that he should be able to adopt the patterns of behaviour proper to different circumstances. It is the function of education to teach us how to behave in situations.
4. Principle of creativity :- Children are by nature creative. It should be kept in mind while preparing the curriculum. It should suit the need of today and of future.
5. Evolution of Democratic Values - The curriculum should be so designed that it develops

a democratic feeling and creates a positive faith in democratic values

6. Constant Development - Curriculum should be dynamic. It should be based on the realization that no curriculum can prove adequate for all time and in all places.

4. Principle of variety - It is another principle of curriculum construction. Curriculum must have variety. It will provide an opportunity for development.

1. Education for leisure - One of the objectives of education is training for leisure, because it is believed that education is not merely for employment or work. Therefore, curriculum should include training of all those activities which will make the individuals leisure more pleasurable.

UNIT- 4

Q5 What is meant by Evaluation? Give its type. Also explain the importance of evaluation in commerce.

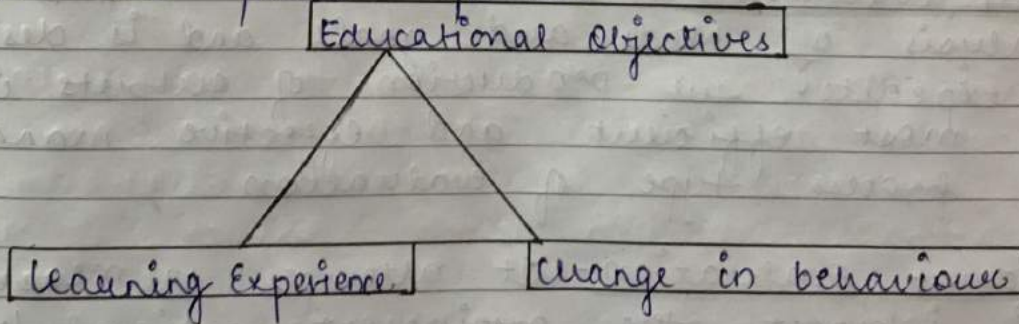
Ans Evaluation - Evaluation is a process of making judgements that are to be used as a basis of planning. It consists of establishment of goals, collecting evidence concerning the growth towards goals, making judgement about the evidence & revising procedure and goals in the light of the judgement. It is a procedure for improving the products and even the goals themselves.

Evaluation is quite often regarded as an end of the course activity rather than an integral part of the total curriculum.

The word 'evaluation' means - value judgement or an observation. It implies to evaluate

the teaching of the teacher and to inform him whether the behavioural changes occurred in the pupils are with the reference to the predetermined learning objectives. Thus, evaluation is the scheme of collecting evidence of behavioural changes and finding the direction and extent of such things.

The term 'evaluation' was developed in America through the sincere efforts made by B.S. Bloom in 1958. His main emphasis was that testing should be based on teaching and these should be objective centred. He states that evaluation is a tri-polar process.



Types of Evaluation :-

1. Formative evaluation - It seeks to identify the learning difficulties prior to the completion of instruction as a unit. This is intended to facilitate learning by providing information which can direct the remedial instruction.
2. Summative evaluation - It is a later process that occurs at the end of session or term to measure the achievement of the pupil.
3. Process evaluation - It is directed towards the analysis of needs and goals and is designed to expedite the production of outputs in the most efficient and effective manner. It is the process type of evaluation.
4. Product evaluation - It attempts to measure and interpret the attainment achieved by an

Instructional programme

5. Oral evaluation - It is done by asking the student certain questions verbally which he has to answer or asked to discuss a topic.
6. Written evaluation - The teacher may develop many types of written test such as comprehensive mid term & final examination.

Importance of evaluation :-

1. Helps in clarifying objectives - helps to clarify the educational objectives as it is based on objectives. The process of teaching-learning depends upon the objectives.
2. Basis for guidance - The teacher in recognising individual difference, inabilities, achievement and other aspect of the personality of his students.

3. Basis of admission - It helps in finding the capability, and achievement of students in different fields through different tests.
4. Progress of the students - It is very helpful in indicating and knowing the progress of the students.
5. Base for testing teacher's efficiency - It is also helpful in testing the efficiency of the teacher.
6. Helpful in providing incentives - It helps in providing incentives for the students as examination sets a clear cut goal to achieve before the students.
7. Curriculum changes - It leads to changes in the curriculum to enable it to keep pace with the demands of a rapidly changing and amazingly complex world. In fact, it is based on the objectives are based on the need, interest and the psychology of learning.