



ARMY PUBLIC SCHOOL GWALIOR

ACADEMIC SESSION 2025-2026 EXAMINATION CIRCULAR

III PERIODIC TEST CLASS IX & II UNIT TEST XI

PRE BOARD - I CLASS X & XII



Dear Parents,

1. Periodic Test 3 Class IX, Unit Test 2 Class XI and I Pre Board **of Class X & XII** will be conducted from 08 Dec 2025. The Date sheet of the test/examination is attached herewith along with the blue print of question papers and syllabus.

DATE SHEET CLASS IX AND X

DATE	DAY	IX	X
08 Dec.2025	MONDAY	ENGLISH	SOCIAL SCIENCE
10 Dec.2025	WEDNESDAY	MATHEMATICS	ENGLISH
12 Dec.2025	FRIDAY	SOCIAL SCIENCE	SCIENCE
15 Dec.2025 ⁱ	MONDAY	HINDI COURSE B	MATHEMATICS
17 Dec.2025	WEDNESDAY	-	HINDI COURSE B
18 Dec.2025	THURSDAY	SCIENCE	INFORMATION TECHNOLOGY/ARTIFICIAL INTELLIGENCE /MULTI MEDIA/DATA SCIENCE/PHYSICAL ACTIVITY TRAINER/MARKETING AND SALES

Note :-

1. 06 Dec 2025 will be observed as Preparation Leave for Periodic Test 3/Unit Test 2/First Pre Board.
2. School time during the examination - 0830 hrs – 1200 hrs
3. P.T.M – 27 Dec 2025 (0930 hrs to 1130 hrs)

SYLLABUS AND BLUE PRINT CLASS X

SUBJECT: SOCIAL SCIENCE

Time-3 hrs.

M.M.80

Section-A

History (18+2 marks)

4 ques. objective type (Ans, in one word/fill ups/M.C.Q/Matching etc.)	4x1=4
1 ques. V. Short Ans. type x 2m (Word limit- 30-40)	1x2=2
1 ques Short Ans. type x 3m(Word limit-80)	1x3=3
1 ques Long Ans. type x 5 m (Word limit-120)	1x5=5
1 ques Competency Based 1 x 4 m (Source/Case Study/Picture etc. based Ques.)	1x4=4
2 items (map)x1m	2x1=2

Section-B

Geography (17+3 marks)

6 ques. objective type (Ans, in one word/ fill ups/M.C.Q/Matching etc.)	6x1=6
1 ques. V. Short Ans. type x 2m (Word limit- 30-40)	1x2=2
1 ques Long Ans. type x 5 m (Word limit-120)	1x5=5
1 ques Competency Based 1x 4m(Source/Case Study/Picture/data etc. based Ques.)	1x4=4
3 items (map)x1m	3x1=3

Section-C

Political Science (20 marks)

4 ques. objective type (Ans. in one word/ fill ups/M.C.Q/Matching etc.)	4x1=4
2 ques. Very Short type x 2m (Word Limit- 30-40)	2x2=4
1 ques Short Ans. type x 3m(Word limit-80)	1x3=3
1 ques Long Ans. type x 5 m(Word limit-120)	1x5=5
1 ques Competency Based 1x 4m(Source/Case Study/Picture/data etc. based Ques.)	1x4=4

Section-D

Economics (20 marks)

6 ques. objective type (Ans. in one word/ fill ups/M.C.Q/Matching etc.)	6x1=6
3 ques Short Ans. type x 3m(Word limit-80)	3x3=9
1 ques Long Ans. type x 5 m (Word limit-120)	1x5=5

Design of Question Paper

Type of questions	No. of question	Mark of each question	Total
Objective Type	20	1	20
V. Short Answer Type	4	2	08
Short Answers Type	5	3	15
Long Answers Type	4	5	20
Competency based questions: (Source/case study/paragraph/data/ Picture/Cartoon etc. based)	3	4	12
Skill (Map work)	1	5items (5x1=5)	05
Total Marks:			80
Internal Assessment:			20
Grand Total:			100

Class X Syllabus of Social Science for PB-I Examination,2025-26

Full Syllabus Prescribed by CBSE

SUBJECT - ENGLISH LANGUAGE AND LITERATURE (CodeNo.184)

Sections		Weightage
A	Reading Skills	20Marks

B	Writing Skills with Grammar	20Marks
C	Language through Literature	40Marks

BLUE PRINT

Time: 3 hrs.

Max Marks: 80

Section A: Reading Comprehension [20 Marks]

Q1 Discursive passage (Factual, descriptive or literary/discursive or persuasive) (10 Marks)

Q2. Case-based factual passage (with visual input - statistical data/chart etc.) (10 Marks)

Section B: Grammar and Creative Writing Skills [20 Marks]

Q3. Integrated Grammar exercise based on Grammar textbook (10 Marks) Ten out of twelve questions will have to be attempted.

Q4 Writing a Formal Letter based on a given situation in 100-150 words.

One out of two questions is to be answered. (5 Marks)

Q5. Writing an Analytical Paragraph in 100-120 words on a given Map/Chart/Graph/Table/Cue/s.

One out of two questions is to be answered (5Marks)

Section C: Literature [40 Marks]

Q6. One extract out of two from Drama/Prose (MCQs/Objective Type Questions/Very short Answer Questions) (1x5=5 marks)

Q7. One extract out of two from Poetry. (MCQs/Objective Type Questions/Very short Answer Questions)
(1x5=5marks)

Q8. Four out of Five Short Answer Type Questions to be answered in 40-50 words from First Flight
(4x3=12 marks)

Q9. Two out of Three Short Answer Type Questions to be answered in 40-50 words from Footprints Without Feet
(2x3=6 marks)

Q10. One out of Two Long answer Type Questions from First Flight to be answered in about 100-120 words.
(1x6=6marks)

Q11. One out of Two Long answer Type Questions from Footprints Without Feet to be answered in about 100-120 words.
(1x6=6marks)

SYLLABUS OF PREBOARD EXAMINATION 2025-26

First Flight

A. Prose

- 1 A Letter to God
- 2 Nelson Mandela: Long Walk to Freedom
- 3 Two Stories About Flying
 - I. His First Flight
 - II. The Black Aeroplane
4. From the Diary of Anne Frank
5. Glimpses of India
 - I. A Baker from Goa
 - II. Coorg
 - III. Tea from Assam
6. Mijbil The Otter
7. Madam Rides The Bus

8. The Sermon at Benaras

9. The Proposal

B. Poems:

1. Dust of Snow

2. Fire and Ice

3. A Tiger in the Zoo

4. How to Tell Wild Animals

5. The Ball Poem

6. Amanda!

7. The Trees

8. Fog

9. The Tale of Custard the Dragon

10. For Anne Gregory

Footprints Without Feet

1. A Triumph Of Surgery

2. The Thief's Story

3. The Midnight Visitor

4. A Question of Trust

5. Footprints without Feet

6. The Making of a Scientist

7. The Necklace

8. Bholi

9. The Book That Saved the Earth

Writing Skills:

Letter Writing and Analytical Paragraph

Grammar: Integrated Grammar s(Tenses, Modals, Determiners, Subject –Verb Agreement and Reported Speech)

SUBJECT-SCIENCE

Time 3Hrs

M.M-80

S.NO	TYPES OF QUESTION	MARKS OF EACH QUESTION	NUMBER OF QUESTIONS	MARKS
1	OBJECTIVE(MCQ)	1	20	20
2	VSA	2	6	12
3	SA	3	7	21
4	LA	5	3	15
5	CASE BASED QUESTIONS	4	3	12
			39	80

FULL SYLLABUS

Note: Teachers are requested to strictly follow the Social Science sample paper design currently provided by CBSE while preparing the question paper for the upcoming “Pre-Board Examination”.

SUBJECT - MATHEMATICS

CLASS- X

Time: 3 Hrs

Max Marks: 80

1. This Question paper contains - five sections A, B, C, D and E. Each section is compulsory. However, there are internal choices in some questions.
2. Section A has 18 MCQ's and 02 Assertion-Reason based questions of 1 mark each.

3. Section B has 5 Short Answer (SA-I)-type questions of 2 marks each. Internal choice is provided in 2 questions.
4. Section C has 6 Short Answer (SA-II)-type questions of 3 marks each. Internal choice is provided in 2 questions.
5. Section D has 4 Long Answer (LA)-type questions of 5 marks each. Internal choice is provided in 2 questions.
6. Section E has 3 Source based/Case based/Passage based/Integrated units of assessment (4 marks each) with sub parts of 1,1, and 2 marks.

Internal Assessment: (20 marks)

Weight age of PT-1	: 05 marks
Multiple Assessments	: 05 marks
Portfolio	: 05 marks
Subject Enrichment Activity	:05 marks

Syllabus:

Class X: Full syllabus as per CBSE Board.

SUBJECT - HINDI COURSE B (085)

निर्धारित समय: 3 घंटे

कुल: भारांक: 80

खंड - क (बहुविकल्पी प्रश्न)			
	विषयवस्तु	उप भार	कुल भार
1	अपठित गद्यांश पर बोध, चिंतन, विश्लेषण, सराहना आदि पर बहुविकल्पीय, अतिलघुत्तरात्मक एवं लघुत्तरात्मक प्रश्न		14
	(अ) दो अपठित गद्यांश लगभग 200 शब्दों के। एक अंकीय तीन बहुविकल्पीय प्रश्न (1x3=3) पूछे जाएँगे।	7+7	

		अतिलघुत्तरात्मक एवं लघुत्तरात्मक प्रश्न (2x2=4) पूछे जाएँगे।		
खंड - ख (व्यावहारिक व्याकरण)				
2		व्याकरण के लिए निर्धारित विषयों पर विषयवस्तु का बोध, भाषिक बिंदु/संरचना आदि पर अतिलघुत्तरात्मक/लघुत्तरात्मक प्रश्न (1x16) (कुल 20 प्रश्न पूछे जाएँगे, जिनमें से केवल 16 प्रश्नों के उत्तर देने होंगे)		16
	1	पदबंध (1x4=4) (5 में से 4 प्रश्न करने होंगे)	4	
	2	रचना के आधार पर वाक्य रूपांतरण (1x4=4) (5 में से 4 प्रश्न करने होंगे)	4	
	3	समास (1x4=4) (5 में से 4 प्रश्न करने होंगे)	4	
	4	मुहावरे (1x4=4) (5 में से 4 प्रश्न करने होंगे)	4	
खंड - ग (पाठ्यपुस्तक एवं पूरक पाठ्यपुस्तक)				
3	(अ)	गद्य खंड (पाठ्यपुस्तक)	11	28
	1	स्पर्श (भाग-2) से निर्धारित पाठों में से गद्यांश के आधार पर विषयवस्तु का ज्ञान, बोध, अभिव्यक्ति आदि पर एक अंकीय पाँच बहुविकल्पी प्रश्न पूछे जाएँगे। (1x5)	5	
	2	स्पर्श (भाग-2) से निर्धारित पाठों में से विषयवस्तु का ज्ञान, बोध, अभिव्यक्ति आदि पर तीन प्रश्न पूछे जाएँगे। (विकल्प सहित-25-30 शब्द-सीमा वाले 4 में से 3 प्रश्न करने होंगे) (2x3)	6	
	(ब)	काव्य खंड (पाठ्यपुस्तक)	11	
	1	स्पर्श (भाग-2) से निर्धारित कविताओं में से काव्यांश के आधार पर एक अंकीय पाँच बहुविकल्पी प्रश्न पूछे जाएँगे। (1x5)	5	
	2	स्पर्श (भाग-2) से निर्धारित कविताओं के आधार पर विद्यार्थियों का काव्यबोध परखने हेतु तीन प्रश्न पूछे जाएँगे। (विकल्प सहित-25-30 शब्द-सीमा वाले 4 में से 3 प्रश्न करने होंगे) (2x3)	6	

	(स)	पूरक (पाठ्यपुस्तक संचयन भाग – 2)	6	
		संचयन (भाग-2) से निर्धारित पाठों पर आधारित दो प्रश्न पूछे जाएँगे। (3x2) (विकल्प सहित-50-60 शब्द-सीमा वाले 3 में से 2 प्रश्न करने होंगे)	6	
खंड - घ (रचनात्मक लेखन)				
	i	विभिन्न विषयों और संदर्भों पर विद्यार्थियों के तर्कसंगत विचार प्रकट करने की क्षमता को परखने के लिए संकेत-बिंदुओं पर आधारित समसामयिक एवं व्यावहारिक जीवन से जुड़े हुए तीन विषयों में से किसी एक विषय पर लगभग 120 शब्दों में अनुच्छेद लेखन (5 × 1)	5	22
	ii	अभिव्यक्ति की क्षमता पर केंद्रित औपचारिक विषयों में से किसी एक विषय पर लगभग 100 शब्दों में पत्र (विकल्प सहित) (5 × 1)	5	
	iii	व्यावहारिक जीवन से संबंधित विषयों पर आधारित लगभग 60 शब्दों में सूचना लेखन। (विकल्प सहित) (4 × 1)	4	
	iv	विषय से संबंधित लगभग 40 शब्दों के अंतर्गत विज्ञापन लेखन (विकल्प सहित) (3 × 1)	3	
	v	विविध विषयों पर आधारित लगभग 80 शब्दों में ई - मेल लेखन (5 × 1) अथवा दिए गए विषय / शीर्षक आदि के आधार पर लगभग 100 शब्दों में लघुकथा लेखन (5 × 1)	5	
			कुल	80

Syllabus for PB-1

सम्पूर्ण पाठ्यक्रम

स्पर्श भाग- 2 (गद्यखंड+काव्यखंड)

संचयन भाग- 2 व्यावहारिक व्याकरण

रचनात्मक लेखन

SUBJECT - IT
PRE BOARD BLUE PRINT

PART A - EMPLOYABILITY SKILLS (10 MARKS):

UNIT NO.	NAME OF THE UNIT	OBJECTIVE TYPE QUESTIONS	SHORT ANSWER TYPE QUESTIONS	TOTAL QUESTIONS
		1 MARK EACH	2 MARKS EACH	
1	Communication Skills - II	1	1	2
2	Self-Management Skills - II	2	1	3
3	ICT Skills – II	1	1	2
4	Entrepreneurial Skills - II	1	1	2
5	Green Skills – II	1	1	2
TOTAL QUESTIONS		6	5	11
NO. OF QUESTIONS TO BE ANSWERED		Any 4	Any 3	07
TOTAL MARKS		1 x 4 = 4	2 x 3 = 6	10 MARKS

PART B - SUBJECT SPECIFIC SKILLS (40 MARKS):

UNIT NO.	NAME OF THE UNIT	OBJECTIVE TYPE QUESTIONS	SHORT ANSWER TYPE QUESTIONS	DESCRIPTIVE/ LONG ANS. TYPE QUESTIONS	TOTAL QUESTIONS
		1 MARK EACH	2 MARKS EACH	4 MARKS EACH	

1	Digital Documentation (Advanced)	6	1	1	8
2	Electronic Spreadsheet (Advanced)	6	2	1	9
3	Database Management System	6	1	2	9
4	Maintain Health, Safety and Secure Working Environment	6	2	1	9
TOTAL QUESTIONS		24	6	5	35
NO. OF QUESTIONS TO BE ANSWERED		20	Any 4	Any 3	27
TOTAL MARKS		1 x 20 = 20	2 x 4 = 8	4 x 3 = 12	40 MARKS

Syllabus:

Part-A: EMPLOYABILITY SKILLS

S. No.	Units
1.	Unit 1: Communication Skills-II
2.	Unit 2: Self-management Skills-II
3.	Unit 3: Information and Communication Technology Skills-I
4.	Unit 4: Entrepreneurial Skills-II
5.	Unit 5: Green Skills-II

Part-B – SUBJECT SPECIFIC SKILLS

Unit 1: Digital Documentation (Advanced) using LibreOffice Writer

Unit 2: Electronic Spreadsheet (Advanced) using LibreOffice Calc

Unit 3: Database Management System using LibreOffice Base

Unit 4: Maintain Healthy, Safe and Secure Working Environment

SUBJECT- ARTIFICIAL INTELLIGENCE (417)

PART A - EMPLOYABILITY SKILLS (10 MARKS):

UNIT NO.	NAME OF THE UNIT	OBJECTIVE TYPE QUESTIONS	SHORT ANSWER TYPE QUESTIONS	TOTAL QUESTIONS
		1 MARK EACH	2 MARKS EACH	
1	Communication Skills – II	1	1	2
2	Self-Management Skills – II	2	1	3
3	ICT Skills – II	1	1	2
4	Entrepreneurial Skills – II	1	1	2
5	Green Skills – II	1	1	2
TOTAL QUESTIONS		6	5	11
NO. OF QUESTIONS TO BE ANSWERED		Any 4	Any 3	Any 7
TOTAL MARKS		1 x 4 = 4	2 x 3 = 6	10 MARKS

PART B - SUBJECT SPECIFIC SKILLS (40 MARKS):

UNIT NO.	NAME OF THE UNIT	OBJECTIVE TYPE QUESTIONS	SHORT ANSWER TYPE QUESTIONS	DESCRIPTIVE/ LONG ANS. TYPE QUESTIONS	TOTAL QUESTIONS
		1 MARK EACH	2 MARKS EACH	4 MARKS EACH	
1	Unit 1: Revisiting AI Project Cycle & Ethical Frameworks for AI	5	1	1	7
2	Unit 2: Advanced Concepts of Modeling in AI	4	2	2	8
3	Unit 3: Evaluating Models	6	1	1	8
4	Unit 5: Computer Vision	4	1	-	5
5	Unit 6: Natural Language Processing	5	1	1	7
TOTAL QUESTIONS		24	6	5	35
NO. OF QUESTIONS TO BE ANSWERED		Any 20	Any 4	Any 3	Any 27
TOTAL MARKS		1 x 20 = 20	2 x 4 = 8	4 x 3 = 12	40 MARKS

SYLLABUS**Part A (Employability Skills)**

Unit 1: Communication Skills -II

Unit 2: Self- Management Skills -II

Unit 3: ICT Skills -II

Unit 4: Entrepreneurial Skills -II

Unit 5: Green Skills -II

Part B (Subject Specific Skills)

Unit 1: Revisiting AI Project Cycle & Ethical Frameworks for AI

Unit 2: Advanced Concepts of Modeling in AI

Unit 3: Evaluating Models

Unit 5: Computer Vision

Unit 6: Natural Language Processing

SUBJECT - MULTI MEDIA (CODE NO. – 415)

BLUE PRINT

SECTION A: OBJECTIVE TYPE QUESTIONS	
Q1	Answer any 4 out of the given 6 questions on Employability Skills (1 x 4 = 4 marks)
Q2	Answer any 5 out of the given 6 questions (1 x 5 = 5 marks)
Q3	Answer any 5 out of the given 6 questions (1 x 5 = 5 marks)
Q4	Answer any 5 out of the given 6 questions (1 x 5 = 5 marks)
Q5	Answer any 5 out of the given 6 questions (1 x 5 = 5 marks)
SECTION B: SUBJECTIVE TYPE QUESTIONS	
Q6-10	Answer any 3 out of the given 5 questions on Employability Skills in 20 – 30 words each (2 x 3 = 6 marks)
Q11-16	Answer any 4 out of the given 6 questions in 20 – 30 words each (2 x 4 = 8 marks)
Q17-21	Answer any 3 out of the given 5 questions in 50– 80 words each (4 x 3 = 12 marks)

SYLLABUS

	UNITS	MARKS
PART A	Employability Skills	
	Unit 1: Communication Skills-I	2
	Unit 2: Self-management Skills-I	2
	Unit 3: Information and Communication Technology Skills-I	2
	Unit 4: Entrepreneurial Skills-I	2
	Unit 5: Green Skills-I	2
	TOTAL	10
	Subject Specific Skills	
PART B	Unit 1: Surface and Materials	10
	Unit 2: Shading and Texturing	10
	Unit 3: Texturing in Photoshop and Autodesk Maya	20
	TOTAL	40
	GRAND TOTAL	50

SUBJECT- DATA SCIENCE (419)

PRE BOARD BLUE PRINT

PART A - EMPLOYABILITY SKILLS (10 MARKS):

UNIT NO.	NAME OF THE UNIT	OBJECTIVE TYPE QUESTIONS	SHORT ANSWER TYPE QUESTIONS	TOTAL QUESTIONS
		1 MARK EACH	2 MARKS EACH	
1	Communication Skills –II	1	1	2
2	Self-Management Skills –II	2	1	3
3	ICT Skills – II	1	1	2
4	Entrepreneurial Skills –II	1	1	2
5	Green Skills -II	1	1	2
TOTAL QUESTIONS		6	5	11
NO. OF QUESTIONS TO BE ANSWERED		Any 4	Any 3	07
TOTAL MARKS		1 x 4 = 4	2 x 3 = 6	10 MARKS

PART B - SUBJECT SPECIFIC SKILLS (40 MARKS):

UNIT NO.	NAME OF THE UNIT	OBJECTIVE TYPE QUESTIONS	SHORT ANSWER TYPE QUESTIONS	DESCRIPTIVE/ LONG ANS. TYPE QUESTIONS	TOTAL QUESTIONS
		1 MARK EACH	2 MARKS EACH	4 MARKS EACH	
1	Use of statistics in Data Science	4	1	1	6
2	Distributions in Data Science	4	1	1	6
3	Identifying Patterns	4	1	1	6
4	Data Merging	7	2	1	10
5	Ethics in Data Science	5	1	1	7
TOTAL QUESTIONS		24	6	5	35
NO. OF QUESTIONS TO BE ANSWERED		Any 20	Any 4	Any 3	27
TOTAL MARKS		1 x 20 = 20	2 x 4 = 8	4 x 3 = 12	40 MARKS

SYLLABUS

Part A (Employability Skills)

Unit 1: Communication Skills -II

Unit 2: Self- Management Skills -II

Unit 3: ICT Skills -II

Unit 4: Entrepreneurial Skills -II

Unit 5: Green Skills -II

Part B (Subject Specific Skills)

Unit 1: Use of Statistics in Data Science

Unit 2: Distributions in Data Science

Unit 3: Identifying Patterns

Unit 4: Data Merging

Unit 5: Ethics in Data Science

SUBJECT: PHYSICAL ACTIVITY TRAINER (SUBJECT CODE – 418)

Chapter	Book Name	Month	Chapter Name	Examination
1	Link of E hand book provided by teacher in Class group	Apr	Communication Skills-II	Half yearly Exam
2		May	Self-Management Skills-II	
3		Jul	Role And Responsibility of Early Years Physical Activity Facilitator	
4		Aug	ITC Skills- II Assessment and Evaluation of Students	
		Sep	Free Play	
5		Oct	Monitoring and Inventory Management	Final Exam

		Nov	Entrepreneurship Skills- II Green Skills-II	
6		Dec	Project Work & Practical Examination	

BLUE PRINT

TIME: 2 Hrs

M.M.: 50

S. No.	TYPE OF QUESTIONS	MARKS PER QUESTION	TOTAL NUMBER OF QUESTION	TOTAL MARKS
1	Objective Based Questions: (MCQs/ Assertion/ Reason)	1	24	24
2	Short Answer Type Questions	2	7	14
3	Descriptive/ Long Type Questions	4	3	12
TOTAL				50

SUBJECT- MARKETING AND SALES

Written M.M-50

Practical -50

SYLLABUS

Employability Module

- Communication Skills
- Self-Management Skills
- Information and Communication Technology Skills
- Entrepreneurship Skills
- Green Skills

Part B

- Sales with other functions: Introduction to Marketing Mix
- Market (Segmentation, Targeting and Positioning)
- Basic concept of Sales and selling
- Careers in selling
- Skills in selling

Practical Work:-

Project:-10 marks

Viva:- 05 marks

Practical File:- 15 marks

Demonstration of skill competency via Lab Activities:- 20marks

Total = 50 marks

PART A - EMPLOYABILITY SKILLS (10 MARKS):

U N I T N O .	NAME OF THE UNIT	OBJECTIV E TYPE QUESTION S	SHORT ANSWER TYPE QUESTIONS	TOTAL QUESTIONS
		1 MAR K EAC H	2 MARK S EACH	
1	Communication Skills - II	1	1	2
2	Self-Management Skills - II	2	1	3
3	ICT Skills - II	1	1	2
4	Entrepreneurial Skills - II	1	1	2
5	Green Skills - II	1	1	2
TOTAL QUESTIONS		6	5	11
NO. OF QUESTIONS TO BE ANSWERED		Any 4	Any 3	07

TOTAL MARKS	1 x 4 = 4	2 x 3 = 6	10 MARKS
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PART B - SUBJECT SPECIFIC SKILLS (40 MARKS):

UNIT NO.	NAME OF THE UNIT	OBJECTIVE TYPE QUESTIONS	SHORT ANSWER TYPE QUESTIONS	DESCRIPTIVE / LONG ANS. TYPE QUESTIONS	TOTAL QUESTIONS
		1 MARK EACH	2 MARKS EACH	4 MARKS EACH	
I	Sales with other functions: Introduction to Marketing Mix	3	1	1	5
II	Market (Segmentation, Targeting and Positioning)	3	1	1	5
III	Basic concept of Sales and selling	6	2	1	9
IV	Careers in selling	6	1	1	8
V	Skills in selling	6	1	1	8
TOTAL QUESTIONS		24	6	5	35
NO. OF QUESTIONS TO BE ANSWERED		20	Any 4	Any 3	27
TOTAL MARKS		1 x 20 = 20	2 x 4 = 8	4 x 3 = 12	40 MARKS
