

CRITERIA 2

2.4.4 Students are enabled to evolve the following
Tools of assessment for learning suited to the
kinds of learning engagement provided to
learners, and to analyse as well as interpret
responses

1. Teacher made written tests essentially based on subject content

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INTRODUCTION

Blue Print :

Blue Print is the matrix or chart reporting the number and type of questions represented across the topics in content area, consistent with learning objective and relative weight on test given to each topic. The term "Blue print" is derived from the domain of architecture which means "detailed plan of action".

The purpose of constructing examination using a blue print is to provide a conceptual map of examination format and the content area represented in assessment. It is useful to prepare a blue print so that the test maker knows which questions will test which objective and which content unit and how many marks it would carry.

Blue print should be prepared according to the aims and objectives of the syllabus covering all four objectives like knowledge, remembering, application and skills based questions and should be consistent with content taught.

To put in simple words, Blue print is a three dimensional chart which shows the placement of each question in respect of the objective and the content area that it tests. Blue print helps in and guides in systematic construction of unit test.

Benefits of Blue Print :

- Blue print indicates the number and / or proportion and type of test items / tasks (ie; closed- and - open - response) that are to be developed to measure the assessment's content knowledge and skills.
- It provides a guide for item writers as to the learning expectations / objectives for which items / tasks are to be developed, as well as their level of cognitive processing (difficulty level)
- Blue print helps you to see at a glance whether you are challenging students to think and perform at a variety of levels - from low to high - in each learning process.
- Blue print helps the examiners in preparation of question paper that are well organised and that lacks subjectivity, bias and prejudices and considers every student's capability in constructing a syllabus and paper have varied levels of questions.

WEIGHTAGE TO OBJECTIVES

OBJECTIVE	MARKS	PERCENTAGE
Remembering	5	20%
Understanding	11	44%
Application	9	36%
Total	25	100%

WEIGHTAGE TO SUB-UNITS

SUB-UNIT	MARKS	PERCENTAGE
8-1 Introduction	-	-
8-2 Meaning & Definition	1	4%
8-3 Concept of Market	3	12%
8-4 Types of Market	9	36%
8-5 Importance of Marketing	4	16%
8-6 Functions of Marketing	2	8%
8-7 Marketing Mix	6	24%
Total	25	100%

WEIGHTAGE TO ITEM FORMAT

TYPE OF QUESTION	NUMBER OF QUESTION	MARKS	PERCENT-AGE
Essay type	1	4	16%
short answer	7	11	44%
Objective	10	10	40%
Total	18	25	100%

WEIGHTAGE TO DIFFICULTY LEVEL

DIFFICULTY LEVEL	MARKS	PERCENTAGE
Easy	8	32%
Average	11	44%
Difficult	6	24%
Total	25	100%

FINAL BLUE PRINT

OBJECTIVE SUB-UNIT	REMEMBERING			UNDERSTANDING			APPLICATION			TOTAL
	O	S	E T	O	S	E T	O	S	E T	
8.1	-	-	-	-	-	-	-	-	-	-
8.2	-	1	-	-	-	-	-	-	-	1
8.3	1	-	1	-	2	-	2	-	-	3
8.4	2	-	2	2	-	2	-	5	-	9
8.5	-	-	-	1	3	-	4	-	-	4
8.6	1	-	1	1	-	1	-	-	-	2
8.7	-	-	-	2	-	2	-	-	4	6
Total			5			11			9	25

QUESTION PAPER

NIRMALA MEMORIAL FOUNDATION COLLEGE

UNIT TEST PAPER

Std: XII

Marks: 25

Roll No. : _____

Time: 1 hr

General Instructions:

a) All questions are compulsory

b) Figures to right indicate maximum number of marks.

Question No.	1	2	3	4	5
Total Marks	10	3	4	4	4
Marks Obtained					

Q.1.A) Select the correct option and fill in the blanks: 5m

1) Awareness of product is created through _____
a) selling b) marketing c) branding

2) _____ means designing the product's package
a) Packing b) Labelling c) Design

3) Market is derived from _____ word 'mercatus'
a) French b) Latin c) German

4) The amount paid by customer for product is called _____
a) Cost b) Fee c) Price

5) Commodities sold within local geographical limit comes under _____ market
a) Local b) National c) International

Q1. B) State whether following statements are True or False: 3m

1) Wholesale market is where wholesaler sells goods to consumer directly in small quantities. _____

2) Branding helps to differentiate one's product from another by creating specific image. _____

3) Perishable goods like fruits come under Long Period Market.

Q1. c) Circle the odd man out: 2m

1) Advertising, Free samples, Sales Promotion

2) Local Market, Wholesale Market, Retail Market

Q2. Answer in one sentence: 3m

1) Define Marketing

2) Explain very short period market with one example

3) State any two importance of marketing to consumers

Q3. State reasons for following statements: 4m

1) Goods sold outside one's nation are called International Market

2) Marketing helps in increasing consumer awareness

Q4. Distinguish between: 4m

1) Short Period Market & Long Period Market

2) Commodity Concept VS Idea concept of market

Q5. Answer in brief: 4m

1) Explain any five elements (P's) of Marketing Mix

MODEL ANSWER KEY

Q1. A) Fill in the blanks:

- 1) Marketing
- 2) Packing
- 3) Latin
- 4) Price
- 5) Local

Q1. B) True or False:

- 1) False
- 2) True
- 3) False

Q1. C) Odd man out:

- 1) Free samples
- 2) Local Market

Q2. Answer in one sentence:

1) Define Marketing - According to Philip Kotler, "Marketing is a societal process by which individuals and groups obtain what they need and want through creating, offering and freely exchanging products and services of value with others".

2) Very short period market - This type of market has very short time existence i.e. a day or even few hours
eg: dairy products, fruits & vegetables, etc

3) Importance of Marketing to consumers - a) Promotes product awareness b) Provides quality product c) Helps in selection d) Regular supply of goods e) Provides variety of goods.

Q3. Justify the statements / Give reasons:

1) Goods sold outside one's nation are called International

outside that country are called International trade. Thus, goods sold outside one's country will have International Market (eg:)

2) Marketing helps in increasing consumer awareness - through various modes of marketing consumers are made aware of the firm's products and all useful information about product is provided. This helps in taking buying decisions and creating a brand image.

Q4. Distinguish between: (pointers)

1) Short period vs long period market

Meaning, types of goods involved, eg. of such markets

2) Commodity concept vs chra concept of market

Meaning, essential elements, eg.

Q5. Answer in brief: (pointers)

1) 5 elements (P's) of Marketing Mix

- Product
- Price
- Place
- Promotion
- People
- Process
- Physical Environment

MARKSHEET

Unit test Marksheets

Sub: Organisation of Commerce
Marks: 25

Std: XII

In. No.	Name of Student	Marks Obtained
1	Rakhi Kamara	18/25
2	Shweta Kudarkar	18/25
3	Tenisa Gonalves	17/25
4	Pearl Cerejo	18/25
5	Shweta D'cunha	11/25
6	Pashani Vishwakarma	9/25
7	Deepika Lohar	14/25
8	Bhoomi Joshi	14/25
9	Aris D'cunha	16/25
10	Viona Rebello	24/25
11	Nishita Vaz	18/25
12	Amella Lusko	20/25
13	Salome Fernandes	19/25
14	Chaitali Vartak	23/25
15	Seenal Nunes	13/25
16	Namrata Falcao	21/25
17	Romy John	20/25
18	Vincent Pereira	22/25
19	Jessica Gonalves	17/25
20	Cyrus Ferreira	15/25

INTERPRETATION OF MEAN

x	F	$x \times F$
9	1	9
11	1	11
13	1	13
14	2	28
15	1	15
16	1	16
17	2	34
18	4	72
19	2 1	38 19
20	2	40
21	1	21
22	1	22
23	1	23
24	1	24
Total	20	347

$$\text{Mean} = \frac{347}{20}$$

$$\therefore \text{Mean} = \underline{17.35}$$

Interpretation:

Mean represents the average of the the given distribution. The mean of the given distribution is 17.35. Thus, the above data shows that the score concentrates around 17.35.

**2. Observation modes for individual and
group activities**

Lesson observation rubrics



**NIRMALA MEMORIAL FOUNDATION
COLLEGE OF EDUCATION**

KANDIVALI

B.Ed. Sem. III, IV
Academic Year - 2021-2023

LESSON - PLAN

Name : Sharvasi Prabhakar Navarkar

Unit : A Roll No. : 44

Method - I Science Method - II Mathematics

OBSERVER'S REMARKS

- 1) Set Induction: Excellent / ~~Very Good~~ / Good / Very Satisfactory / Fair / Need Improved
- 2) Statement of Aim: Excellent / ~~Very Good~~ / Good / Very Satisfactory / Fair / Need Improved
v. good explanation.
- 3) Model Reading/Recitation: Excellent / ~~Very Good~~ / Good / Very Satisfactory / Fair / Need Improved
- 4) Method of Teaching : Excellent / ~~Very Good~~ / Good / Very Satisfactory / Fair / Need Improved
- 5) Content Mastery: Excellent / ~~Very Good~~ / Good / Very Satisfactory / Fair / Need Improved
- 6) Communication Skills: Excellent / ~~Very Good~~ / Good / Very Satisfactory / Fair / Need Improved
- 7) Questioning: Excellent / ~~Very Good~~ / Good / Very Satisfactory / Fair / Need Improved
- 8) Interaction with the pupils: Excellent / ~~Very Good~~ / Good / Very Satisfactory / Fair / Need Improved
- 9) Use of Teaching Aids: Excellent / ~~Very Good~~ / Good / Very Satisfactory / Fair / Need Improved
- 10) Additional information: Excellent / ~~Very Good~~ / Good / Very Satisfactory / Fair / Need Improved
- 11) Classroom Management: Excellent / ~~Very Good~~ / Good / Very Satisfactory / Fair / Need Improved
- 12) Chalk Board Summary: Excellent / ~~Very Good~~ / Good / Very Satisfactory / Fair / Need Improved

13) Attitude of Teacher: Excellent / Very Good / Good / Very Satisfactory / Fair / Need Improved

Towards the Class

14) Stimulus Variation: Excellent / Very Good / Good / Very Satisfactory / Fair / Need Improved

15) Incorporation of Core: Excellent / Very Good / Good / Very Satisfactory / Fair / Need Improved
Elements / Values

16) Teacher's Personality: Excellent / Very Good / Good / Very Satisfactory / Fair / Need Improved

17) Recapitulation: Excellent / Very Good / Good / Very Satisfactory / Fair / Need Improved

18) Application: Excellent / Very Good / Good / Very Satisfactory / Fair / Need Improved

Remarks and Suggestions :

* v good Explanation done.

* v good teaching aids used.

OBSERVED BY

NAME: Nitisha Jha

SIGNATURE :



Peer Observation done by students



**NIRMALA MEMORIAL FOUNDATION
COLLEGE OF EDUCATION**

KANDIVALI

B. Ed. Sem. - II

Academic Year - 20²¹-20²³.

PRACTICUM

Name : Hasti Mahendra Patel

Unit : B Roll No. : 02

Name of the Project : Project Based Activities - 1 Internship

2. OBSERVATION OF LESSON BY PEERS

Observation Criteria

Name of the Teacher : Steevena Lopes

Name of the School : Nirmala Memorial Foundation College of Education

Subject : History

Standard : VII Division : _____ Date : 5/4/22

Topic : Fundamental Right to Religion

> Beginning of the lesson

She started by showing the pictures of different religion people.

> Focus of the content

She was very much focused with the content, showing various kind of pictures.

> Content organisation

Very well organised way of teaching, loud & precise.

> Communication

Teachers communication skills was perfect with good pronunciation & eye contact.

> Questioning

She was asking ample of questions. Why we celebrate Diwali? Who started the constitution of India?

> Explanation Superb explanation on each aspect with valid examples.

> Use of examples She interacted very well with students in context of religion.

> Teacher pupil interaction She was making eye contact with the students.

> Student Response The students were responding very well to her questions.

> Instructional Material Textbook, Self-Study, Reference book etc.

> Maxims of teaching Known to Unknown

> Chalk board work / E board work She used magnets to stick the teachings aids on the board.

> Class management She encouraged us for team-work.
All the students were very keen on studying.

> Summarization Quick revision, question & answer.

> Assessing performance The students were given homework
to assess them.

> Methodology Question & answer, discussion.

> Teachers personality She was very cheerful, humble, polite
& soft spoken.

> Overall effectiveness of the lesson The students were able to
recall that in itself speaks alot.

Miscellaneous


- Maintaining attendance register

- Observing teacher's activities

- Teaching Aid preparation

They had given time & space
to prepare teaching aids.

- Reference


Student teacher's signature


Supervisor's signature

Performance Test

NIRMALA MEMORIAL FOUNDATION COLLEGE OF EDUCATION KANDIVALI (EAST), MUMBAI

NOTICE

Date: 21st July 2021

All the first year second semester students are hereby notified that they will have to attend an online CONTENT TEST IN PEDAGOGY OF SCHOOL SUBJECT 1 through Google form on Saturday, **31st July 2021** from **2:00 pm to 3:00 pm.**

Link for the Google Form will be sent to the respected method group sharp at 2 pm.

Dr. Tandra Bandyopadyay
Principal, NMFCE

PRINCIPAL
NIRMALA MEMORIAL FOUNDATION
COLLEGE OF EDUCATION
Kandivali (East), Mumbai-400 101.

The flow of electrons through a conductor is known as *

- Electric potential
- Voltage
- Electric current
- Resistance

Find odd one out *

- Carrot
- Raddish
- Potato
- Sweet potato

Match the pairs *

	H_2SO_3	H_2SO_4	HCl	HNO_3
Hydrochloric acid	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
Nitric acid	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>
Sulphuric acid	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

Give scientific reason - Protecting biodiversity is responsibility of each individual. *

1. We are living in a beautiful and colorful world, not suffocating one. It is the Earth that becomes the most ideal home to not only the human-being but also about other millions species. However, our planet is increasingly degraded, spoiled and even on the verge of being burned due to the climate change.
2. Therefore, it is high time for each individual to think of appropriate solutions to this global problem. In fact, it is believed that one of the most suitable ones is to conserve the biodiversity. As a matter of fact, unplanned exploitation of natural resources and over-industrialization by mankind result in biodiversity loss which exerts adverse influences on our home planet.
3. The world's forests house about half of global biodiversity. But they are disappearing at a rate of 0.8% per year. Tropical forests are vanishing at an annual rate of 4% which made species are known by IUCN, the World Conservation Body, to be threatened with extinction. About every fourth mammal and every eighth bird is facing a high risk of extinction. Threatened mammals include African and Asiatic lions, orang-utans, tigers, Chinese alligators.
4. From these above disturbing facts, we can not ignore this problem any more and have to take immediate actions for the future of not only our following generations but also the existence of our planet.
5. No matter what the solution may be, it should be related to the ecological stability. Conservation and restoration of ecology is the basis for the qualified living environment, food security, nutritious improvement, food eradication, poverty reduction, disaster prevention and adaptation to global climate change.
6. Green campaigns or advertisements on both television programs and social networking sites can be good ideas for spreading awareness to conserve biodiversity. Mainstreaming biodiversity requires a transformation in the way most everyone think about and value biodiversity.
7. However, biodiversity is a term that is poorly understood and communicated. Improving public awareness and understanding of biodiversity and its multiple benefits is therefore an important and ongoing ingredient in making the subject mainstream. Improving public awareness and understanding of biodiversity and its multiple benefits is therefore an important and ongoing ingredient in making the subject mainstream.
8. To ensure that mainstreaming actually happens in practice, we need to build on current activities and boost effective participation. We need all sectors of primary industries and the community to engage in biodiversity conservation efforts that are relevant to their region. Secondly, we have to take forest protection measures. Obviously, vegetation cover helps to protect soils from erosion.
9. Woodlands and hedges provide useful windbreaks in farm areas, and the vegetation on mudflats and sand dunes can help protect coastal areas from erosion by the sea and wind. Reducing the risk of local and global climate change
10. Ecosystems help maintain a healthy balance of gases in the atmosphere. Trees and other plants store carbon and help prevent the build-up of carbon dioxide in the atmosphere, reducing the risk of global warming.
11. Simultaneously, we should focus on fire regime management because activities using fire on the woods including burning forests for cultivation can be the cause of forest fires and poorly fire control can impact on biodiversity and ecosystem services through the destruction of native plant communities and animal populations.

Explain how microorganisms are helpful and harmful to human beings. *

1. Microscopic creatures—including bacteria, fungi and viruses—can make you ill. But what you may not realize is that trillions of microbes are living in and on your body right now. Most don't harm you at all.
2. In fact, they help you digest food, protect against infection and even maintain your reproductive health. For example, each human body hosts microorganisms for every human cell, and these microbes contribute to digestion, produce vitamin K, promote development of the immune system, and detoxify harmful chemicals. And, of course, microbes are essential to making many foods we enjoy, such as bread, cheese, and wine. The Good Microbes are as follows:
 - a. Lactic acid bacteria (from the genus *Lactobacillus*) are essential for making yoghurt and cheese.
 - b. Molds are used in the fermentation of certain cheeses, especially blue cheeses like Roquefort and Stilton.
 - c. Baker's yeast is a mainstay in the bakery.
3. Microbes invariably enter into beneficial, sometimes essential, associations with all higher forms of organisms, including insects, invertebrates, fish, animals and plants.
4. For example, bacteria and other microbes in the intestines of animals and insects digest nutrients and produce vitamins and growth factors. Thanks to their versatility, microbes can be put to work in many ways: making life-saving drugs, the manufacture of biofuels, cleaning up pollution, and producing/processing food and drink.
5. Remember even vaccines are made up of harmful microbes but are utilized in such manner that they become very useful for our immune system.
6. They are used in winemaking, baking, pickling and other food-making processes. Alcoholic fermentation by yeast is widely used in the preparation of wine and bread.
7. A bacterium *Lactobacillus* promotes the formation of curd. Microbes are used to reduce pollution.
8. The most common fermented foods that naturally contain probiotics, or have probiotics added to them, include yogurt, kefir, kombucha, sauerkraut, pickles, miso, tempeh, kimchi, sourdough bread and some cheeses.
9. So there are always good effects as well as bad effects of any particular thing, human, microorganism and anything else that is sustaining in the environment

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