



**Date:04/12/23**  
**GRADE: XI**

**TERM 2 EXAMINATION (2023-24)**  
**ENTREPRENEURSHIP (066)**

**Max marks: 70**  
**Time: 3 Hours**

General Instructions:

1. The question paper contains 34 questions . All questions are compulsory
2. The question paper is divided into four sections- Section A, B, C and D
3. In Section A question number 1 to 18 carry 1 mark each
4. In Section B question number 19 to 24 carry 2 marks each.
5. In Section C question number 25 to 29 carry 3 marks each
6. In Section D question number 30 to 34 carry 5 marks each
7. There is no overall choice. However, an internal choice has been provided in Section B, C, D of question paper. A candidate has to attempt any one of the alternatives in such questions.

	<b>PART A</b>	Marks allocated
1	<p>New ideas with which an entrepreneur adds value to a business can be of many kinds, including new products like-----</p> <p>a. New marketing ideas      c. new services like home delivery b. Cost reduction ideas      d. all of the above</p>	1
2	<p>A ----- is a business that turns raw materials into finished products of fulfil customer needs.</p> <p>a. manufacturing business      c. service business b. trading business              d. all of the above</p>	1
3	<p>Being ----- helps an entrepreneur to take the first step of starting a new business and then trying new things to grow the business.</p> <p>a. confident                              c. values b. qualities                                d. none of the above</p>	1
4	<p>Microsoft by Bill Gates is an example of which type of entrepreneurship.</p> <p>a.innovative                              c. agricultural</p>	1

	b. social d. joint	
5	The minimum financial interests that a woman has to have in woman entrepreneurship is a. 51 percent b. 50 percent c. 49 percent d. 60 percent	1
6	Which of the following is not an example of self-employment? a. Doctor working at a city hospital b. The doctor doing private practice c. shop owner d. café owner	1
7	Who is considered the father of entrepreneurship? a. Joseph Schumpeter b. Bill Gates c. Paul Reynolds d. Elon musk	1
8	Which of the following type of entrepreneurs is suitable for medical, technology, finance, legal and consulting fields? a. Trailblazers c. Managers c. Go-getters d. Motivators	1
9	----- is a process in which a number of persons sit together and generate a number of business ideas by innovating alternative ways of meeting the needs and solving problems. a. market research b. brainstorming c. environment scanning d. all of the above	1
10	Assertion(A ) We need Entrepreneur to ensure growth and prosperity in the nation. Reason (R ) An Entrepreneur is the one who designs a plan of action and engages in the activities to start production. Alternatives a. Both Assertion (A)and Reason (R ) are true and Reason (R ) is the correct explanation of Assertion (A ) b. Both Assertion (A ) and Reason (R ) are true but Reason (R ) is not the correct explanation of Assertion ( A ) c. Assertion ( A ) is true but Reason (R ) is false d. Assertion ( A ) is false but Reason (R ) is true	1

11	<p>Assertion ( A ) A report of survey done in USA revealed that 79% of entrepreneurs or small business -owners work 40 hours or more per week.</p> <p>Reason ( R ) Successful entrepreneurs believe that they can achieve anything through hard work.</p> <p>Alternatives</p> <ol style="list-style-type: none"> <li>Both Assertion (A)and Reason ( R ) are true and Reason ( R ) is the correct explanation of Assertion ( A )</li> <li>Both Assertion ( A ) and Reason ( R ) are true but Reason ( R ) is not the correct explanation of Assertion ( A )</li> <li>Assertion ( A ) is true but Reason ( R ) is false</li> <li>Assertion ( A ) is false but Reason ( R ) is true</li> </ol>	1
12	<p>Assertion (A) An intrapreneur is the one who takes the responsibility for creating innovation of any kind within an organization</p> <p>Reason( R ) An intrapreneur may be the inventor or creator but is always the dreamer to convert idea into profitable reality.</p> <p>Alternatives</p> <ol style="list-style-type: none"> <li>Both Assertion (A)and Reason ( R ) are true and Reason ( R ) is the correct explanation of Assertion ( A )</li> <li>Both Assertion ( A ) and Reason ( R ) are true but Reason ( R ) is not the correct explanation of Assertion ( A )</li> <li>Assertion ( A ) is true but Reason ( R ) is false</li> <li>Assertion ( A ) is false but Reason ( R ) is true</li> </ol>	1
13	<p>What does GPS stands for?</p> <ol style="list-style-type: none"> <li>Global Positioning Systems</li> <li>Giant Positioning system</li> <li>Global Problem Solver</li> <li>Great Problem Solver</li> </ol>	1
14	<p>Ela Bhatt is the founder of -----</p> <ol style="list-style-type: none"> <li>Selco college</li> <li>Amul Diary</li> <li>Barefoot</li> <li>SEWA</li> </ol>	1
15	<p>The inventor of X-rays is</p> <ol style="list-style-type: none"> <li>Wilhem Roentgen</li> <li>Percy Spencer</li> <li>Alexander Fleming</li> <li>George Crum</li> </ol>	1

16	<p>----- refers to carrying on business activities both industrial and commercial through computer network i.e., internet, wherever internet can reach that place has become a probable market.</p> <p>a. E-Commerce c. Traditional market</p> <p>c. E-business d. Modern market</p>	1
17	<p>----- facilitate the work of consummating exchange in the market.</p> <p>a. Supplier b. market intermediary</p> <p>c. Consumer d. Producer</p>	1
18	<p>Which of these is not a category of external forces that affects a business?</p> <p>a. competitive forces b. economic forces</p> <p>c. technological forces d. socio-economic forces</p>	1
<b>PART B</b>		
19	<p>Mention any 4 advantages of Entrepreneurship.</p> <p style="text-align: center;"><b>OR</b></p> <p>Who are Fabian Entrepreneurs?</p>	2
20	<p>Rahul is an entrepreneur endowed with entrepreneurship skills, can you explain what you have understood by the term 'entrepreneur' and entrepreneurship.</p>	2
21	<p>Who is an Innovative Entrepreneur?</p>	2
22	<p>What is market research? Which are the different tools that can be used during a research?</p> <p style="text-align: center;"><b>OR</b></p> <p>Mention the steps in preparation of Business Plan</p>	2
23	<p>What is micro-environment? Name the factors affecting the micro-environment?</p>	2
24	<p>Which are the 7 personality types of entrepreneurs?</p> <p style="text-align: center;"><b>OR</b></p> <p>What is the importance of evaluating ideas?</p>	2

<b>PART C</b>		
25	What is Feasibility study?. Explain the 2 types of feasibility.	3
26	Explain any 3 limitations faced by women entrepreneurs.  <b>OR</b> Explain the nature of Business risk.	3
27	Kareem an engineering graduate from Coimbatore began an unit to produce submersible pumps. He started the enterprise with enthusiasm, but when he faced with some difficulties in the execution of their plans he lost confidence and finally gave up the venture. Identify the barriers of entrepreneurship discussed in this case and explain any two other barriers.	3
28	Stat any 3 differences between traditional and modern market?	3
29	Explain any 3 steps in market survey?  <b>OR</b> Explain any 3 difference between Entrepreneurship and Intrapreneurship	3
<b>PART D</b>		
30	Briefly summarise the purposes of a business plan  <b>OR</b> Define the characteristics of social entrepreneurs.	5
31	Explain the various types of risks faced by an entrepreneur.  <b>OR</b> Explain the role of E-commerce.	5
32	Rehman an entrepreneur knew the importance of marketing research but he needs clarification on the good aspects of marketing research. Can you help him with a few characteristics that make the marketing research a good research.  <b>OR</b> What are the main steps involved in marketing research?	5
33	'We can appoint an employee but not an entrepreneur'. In the light of this statement describe difference between an employee and an entrepreneur	5

34	<p>.Read the following passage and answer the following questions</p> <p>Bhavik and Ratul were two students studying hotel management course in a city college. They hailed from Kolkata a metropolitan city and Pune respectively. They became good friends during the course of their education. Bhavik hailed from an upper class family with his parents in influential Government jobs. Ratul hailed from lower middle class family with his single parent which means his mother depend on farming for their livelihood. They both shared a long ambition to become successful in their life working independently.</p> <p>They were both intelligent and creative and both were intent on starting a restaurant in one of their respective places by the name khana Khazana. Ratul wanted to start the restaurant in Pune but Bhavik felt that since people of Pune already have so many options, they won't explore a new one. But Ratul was strong in his view.</p> <p>a.To become an successful entrepreneur what characteristics do you think Bhavik and Ratul should display?</p> <p>b. In this passage what is the type of entrepreneur you have identified. Justify your answer.</p>	<p>3</p> <p>2</p>
	THE END	