



Date:12.09.23 GRADE: XI	SAMPLE QUESTION PAPER- TERM 1(2023-24) ENTREPRENEURSHIP	Max marks: 70 Time: 3 Hours
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**General Instructions:**

- \*There are 24 questions in the question paper.
- \* All questions are compulsory

Qn. No		Marks allocated
1	If an entrepreneur takes decision on behalf of an enterprise, it is known as a. Routine decisions b. Strategic decisions <b>c. Organizational decisions</b> d. Personal decisions	1
2	They are highly ambitious and normally not satisfied by slow progress in their jobs. This applies for which type of entrepreneur Innovative entrepreneur	1
3	----- are conventional in their approach. They are not ready to change their existing methods of production even if they face loss. <b>a. Drone entrepreneurs</b> b. First-generation entrepreneurs c. Fabian d. Innovative entrepreneurs	1
4	"It provides a blueprint of actions to be taken in future" Name it <b>a. Format of business plan</b> b. Production plan c. Execution of business plan d. Financial plan	1
5	Dr.Varghese Kurian is the founder of ----- a. Selco b. Barefoot college <b>c. Amul Diary</b> d. SEWA	1

6	What is market research? Systematic way of gathering relevant information about products or services existing in the market	2
7	Name the managerial functions of an entrepreneur. Planning staffing leadership	2
8	State two important feature of fabian entrepreneur Entrepreneurs who are very cautious in their approach, not prone to sudden decisions, shy away from innovative ideas	2
9	Name the types of entrepreneurs Trial blazers, Go-getters, managers, motivators, authoritarians , colloborators, diplomats	2
10	What is Brain Storming? It is a process in which people gather as a group to discuss and generate a number of innovative ideas	2
11	Explain three commercial functions of an entrepreneur Production, finance , marketing accounting, innovation increased Profit	3
12	What purposes does a Business plan serve? Provides a blue print of action to be taken in future Guides the entrepreneurs in raising the factors of production It serves as a guide to organize and direct the activities of a business venture It helps in measuring the progress of the venture at successive stages Communicates to investors, lenders, suppliers etc initiating the programmes of the business	3
13	Explain any 2 advantage and 2 disadvantage of an entrepreneur Advantages- independent, source of inspiration, innovation, freedom Disadvantages-Salary in the initial stage, working hours, incompetent staff	3
14	Describe the entrepreneurial functions of an entrepreneur Innovation, risk-taking, organization building	3
15	Describe the characteristics of go-getter type of personality Good at managing and leading, good colloborators, ambitious, good in starting business	3
16	Write about any two innovations that led to entrepreneurial ventures Potato chips, antibiotics	3
17	How did KFC begin its operations? Colonel Sanders started in Kentucky in 1936. Began selling fried chicken in roadside	3

18	<p>What is feasibility study? Explain its features.</p> <p>Controlled process of identifying problems          To know whether an idea will work          Looks at entire structure          Looks at one specific task          Considers advantages and disadvantages          Helps to develop business and marketing plan          Consider the request for capital</p>	4
19	<p>Explain the different ways of generating business ideas</p> <p>Environment scanning creativity and creative problem solving brainstorming          focus groups market research</p>	4
20	<p>List the characteristics of trailblazers and mention the fields in which they have business strengths</p>	4
21	<p>Discuss the importance of evaluating ideas.</p> <p>Minimise risks, maximizing return, implement ideas with minimum resources, identify the strengths and weakness of each business</p>	4
22	<p>What are the features and types of women entrepreneurship?</p> <p>Features          Imagination, hard work, stress takers, risk takers, time orientation, flexibility, communication skill, analytical mind, leadership, determination</p> <p>Types          Affluent, pull factors, push factors, rural entrepreneurs</p>	6
23	<p>Explain the elements of a proposed business plan.</p> <p>General introduction, business venture, organized plan, production plan, human resource plan, marketing plan, financial plan, miscellaneous</p>	6
24	<p>Explain the misconceptions and realities of Business ideas</p> <p>Great ideas just appear out of nowhere          There are no illogical ideas          The customer will tell you what to do only if you listen          Customers help the business by providing valuable feedback          We will sit down in a meeting to generate ideas          Great ideas aren't the problem implementing them is</p>	6

THE END