



Date:30/09/24 GRADE: XI	TERM 1 EXAMINATION (2024-25) ENTREPRENEURSHIP (066)	Max marks: 70 Time: 3 Hours
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General Instructions:

1. This question paper contains 34 questions.
2. The question paper contains 4 sections - A, B, C and D
 - 1.1. Section A contains multiple choice questions
 - 1.2. Section B - 2 marks; Answers to these questions may be from 30-40 words.
 - 1.3. Section C - 3 marks; Answers to these questions may be from 50-75 words.
 - 1.4. Section D - 5 marks; Answers to these questions may be from 120-150
3. Internal choice is given in the paper, there is no overall choice.

	PART A	Marks allocated
1	Rohan, a 28 year old software engineer, developed a mobile app for tracking personal finance. He partnered with a friend and invested Rs.2 lakhs. The app gained traction and they expanded to premium features. Which entrepreneurial function did Rohan perform by developing the mobile app? a. Innovating b. Organizing c. Risk-taking d. controlling	1
2	Amit, a 30 year old MBA graduate, started a digital marketing agency. He invested Rs.8 lakhs and hired three employees. What entrepreneurial trait did Amit demonstrate by hiring employees? a. Leadership b. Risk-taking c. Innovating d. controlling	1

10	Which type of entrepreneurs always prefer a partner? a. Managers b. Diplomats c. Trial Blazers d. Collaborators	1
11	Employee a. conceive the idea to start business b. Help to implement the ideas c. Act as worker as well as owner d. Focus on business	1
12	Chris founded a management consulting firm. What stage of the entrepreneurial journey is Chris in? a. Idea generation b. Opportunity recognition c. Launch and growth d. Scaling	1
13	Who is considered the father of entrepreneurship? a. Joseph Schumpeter b. Bill Gates c. Paul Reynolds d. Elon musk	1
14	Sarah, a passionate entrepreneur, quit her job to start a fashion e-commerce platform. She faced numerous challenges, including funding and marketing. What stage of the entrepreneurial journey is Sarah in? a. Idea generation b. Opportunity recognition c. Resource mobilization d. Launch and growth	1
15	Non-availability of raw material, capital is related to a. Social barrier b. Economic barrier c. cultural barrier d. political barrier	1
16	Major challenges towards women entrepreneurs are a. Lack of confidence b. Attitude of creditors towards women c. Inefficient market arrangements d. all of the above	1

17	According to Joseph Schumpeter Entrepreneur is a. market researcher b. An innovator c. Problem solver d. None of the above	1
18	Who among the following has described the personality of entrepreneurs as trailblazers, go-getters, managers, or motivators? a. C Danhof b. Bill Wagner c. Richard Cantillon d. Abraham Maslow	1
PART B		
19	A young boy is working hard to earn his living. He also tries to save some part of his earnings for basic education. Which need is he satisfying according to Maslow's need of hierarchy theory?	2
20	What is the difference in the mindset of an employee and an entrepreneur?	2
21	Explain briefly the characteristics of an entrepreneur	2
22	Mr. X wants to start a pollution-free zone and is seeking financial assistance from the Government. He is included in which category of entrepreneurs? Explain	2
23	What are insurable and non-insurable risks?	2
24	State the different types of internal and external risks.	2
PART C		
25	What are the misconceptions about a great idea?	3
26	"Spending money on evaluating ideas is a waste" Do you agree with this? Give reasons to justify your answer	3
27	"Only people born with entrepreneurial competencies can become entrepreneurs" Do you agree?	3
28	Ratan Tata shifted the project of the Nano car from West Bengal to Gujarat. What type of competency is shown here? Explain	3
29	Explain the role of the internet and social media for an entrepreneur from a customer's point of view.	3
PART D		
30	Traditionally women were concentrated on their family life and were satisfied with 3K's, Kitchen, kids, and knitting.	5

	<p>Apart from household activities, they were engaged mostly in agriculture or at the most in family trade activities. But with the development of small-scale industries, there were extensions of kitchen activities of women from 3k's to 3P's viz., pickles, papad and powder. With the spread of education and awareness they shifted to 3E's Engineering, electronics and energy and the journey continues. Write briefly about the challenges faced by women entrepreneurs throughout their journey.</p> <p style="text-align: center;">OR</p> <p>Enumerate the process of entrepreneurship.</p>	
31	<p>Explain the advantages and disadvantages of entrepreneurship.</p> <p style="text-align: center;">OR</p> <p>An ethical entrepreneur who is fulfilling his moral responsibilities toward society is an asset for society. Explain</p>	5
32	<p>What is feasibility study? Discuss various types of feasibility plans.</p> <p style="text-align: center;">OR</p> <p>Think like an entrepreneur and develop a business plan for a business of your choice. Explain what you have learned in the process of preparing a business plan.</p>	5
33	<p>Explain barriers to the growth of entrepreneurship.</p> <p style="text-align: center;">OR</p> <p>Explain any 5 different types of entrepreneurs.</p>	5
34	<p>Read the passage carefully and answer the question that follows:</p> <p>Opportunity is the chance to do something new. Everyone gets a chance to meet opportunities, like the opportunity to get admission in school, the opportunity to get a job, etc., But when we talk about opportunities from a businessman's or entrepreneur's point of view, we mean taking problems as a challenge and searching for opportunities to solve these problems.</p> <p>A problem gives rise to an opportunity. For example, every year many students come to Delhi from Northeast to get admission to Delhi University. The common problem they face is that they do not get food of their taste and choice. Some students took this problem as a challenge. They brought a cook from Northeast and operated a restaurant of north-eastern food and they are earning a very good amount of money for running the restaurant successfully.</p>	5

	<p>The opportunities and problem-solving are very closely related. A person starts scanning the environment when he wants solutions to his problems. In other words, we can say that problems give rise to opportunities.</p> <p>i. What does "opportunity" mean from a businessman's or entrepreneur's perspective?</p> <p>A) Getting a job or admission B) Taking problems as challenges and solving them C) Investing in stocks D) Starting a non-profit organization</p> <p>ii. What gave rise to the business opportunity for the students from Northeast?</p> <p>A) Delhi University's admission process B) Lack of northeastern food in Delhi C) High demand for tech startups D) Government subsidies</p> <p>iii. What is the relationship between problems and opportunities?</p> <p>A) Problems eliminate opportunities B) Problems give rise to opportunities C) Opportunities ignore problems D) Problems and opportunities are unrelated</p> <p>iv. What triggers a person to scan their environment for opportunities?</p> <p>A) Desire for financial gain B) Need for social recognition C) Search for solutions to problems D) Interest in entrepreneurship</p> <p>v. What was the key factor that enabled the students from Northeast to identify a business opportunity?</p> <p>A) Market research B) Personal experience with a problem C) Government incentives D) Competitive analysis</p>	
	THE END	