



B.K. BIRLA CENTRE FOR EDUCATION

SARALA BIRLA GROUP OF SCHOOLS
A CBSE DAY-CUM-BOYS' RESIDENTIAL SCHOOL

TERM-1 EXAMINATION 2026-27 ENTREPRENEURSHIP (066) SET-I

Class: XI
Date: 7.09.2026
Admission no:

Time: 3 hrs
Max Marks: 70
Roll no:

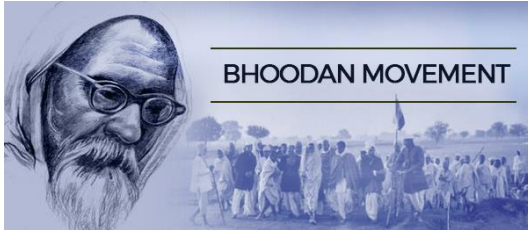
General Instructions:

Read the following instructions very carefully and strictly follow them:

- This question paper contains 34 questions.
- Divided into Section A (18 marks) and Section B (52 marks)
- All questions are compulsory.
- Marks are indicated against each question.

	SECTION A (18 marks)	Marks
1.	An entrepreneur must have following qualities i) change agent ii) price setter iii) pace setter iv) concept promoter (A) Only i) and ii) (B) Only i), ii) and iii) (C) Only i),iii) and iv) (D) Only ii), iii) and iv)	(1)
2.	Assertion: Entrepreneurs are agents of change in society. Reason: Entrepreneurs are innovators Choose the correct option. (A) Both A and R are true, and R is the correct explanation of A. (B) Both A and R are true, but R is not the correct explanation of A. (C) A is true, R is false (D) A is false, R is true	(1)
3.	Bio Fresh technology used by Samsung is an example of ? (A) Innovation (B) Planning (C) Marketing (D) Risk Taking OR Apex Retail, a mid-sized clothing chain, must choose between slow expansion into local towns or fast leap into online-only global sales. The online shift requires spending all reserve cash on tech and marketing, which may cause total bankruptcy if it fails, but offering massive growth if it succeeds. This case exhibit which entrepreneurial function? (A) Organisation building (B) Innovation (C) Risk Taking (D) Financing	(1)
4.	Which are the areas where risk is NOT involved? (A) Availability of resources (B) Demand and Supply situations (C) Information seeking (D) Market share	(1)
5.	Identify the responsibility of the entrepreneur towards shareholders. (A) Ensure safety of investment (B) Being truthful in advertising (C) Pay taxes and duties on time (D) Adopt fair dealings OR Identify the responsibility of the entrepreneur towards consumer. (A) Provide goods and safe working condition (B) Follow fair trade practice (C) Ensure safety of investment (D) Help in solving social problems	(1)

6.	According to David McClelland, which psychological need is the primary driving force behind an entrepreneur's motivation? (A) Need for Achievement (B) Need for Affiliation (C) Need for Power (D) Need for Security OR Vikram is a brilliant software engineer at Apex Tech. He possesses excellent technical skills and consistently delivers flawless code ahead of schedule. He prioritizes maintaining harmonious relationships over enforcing strict deadlines. He feels deeply uncomfortable when he has to give critical feedback, fearing it might cause friction or make his team members dislike him. Which psychological need is exhibited here? (A) Need for Achievement (B) Need for Affiliation (C) Need for Power (D) Need for Security	(1)
7.	Arjun, a young graduate, suddenly decides to start a café because he feels strongly about experimenting with new ideas and wants to be independent. What type of entrepreneur is he? (A) Induced (B) Motivated (C) Spontaneous (D) First generation	(1)
8.	Entrepreneurs who build their businesses around farming, dairy processing, and irrigation technologies are known as: (A) Corporate Entrepreneurs (B) Industrial Entrepreneurs (C) Agricultural Entrepreneurs (D) Trading Entrepreneurs	(1)
9.	Autonomy of entrepreneur refers to (A) Respect for work (B) Quest for outstanding performance (C) Innovativeness and creativity (D) Atmosphere of freedom	(1)
10.	Which type of feasibility study assesses whether the required machinery, technology, and production processes are available to execute the business idea? (A) Financial Feasibility (B) Market Feasibility (C) Operational Feasibility (D) Technical Feasibility	(1)
11.	Which type of entrepreneurs according to Bill Wagner, enter traditional industries (like automotive or transport) and completely rewrite the rules using cutting-edge technology and rapid, aggressive expansion. (A) Authoritarian (B) Collaborator (C) Diplomats (D) Trail blazers OR  What type of entrepreneur is the above person as per Bill Wagner? (A) Authoritarian (B) Collaborator (C) Diplomats (D) Trail blazers	(1)
12.	 The above picture represents which way of generating ideas? (A) Brain mapping (B) Brain activation (C) Brain storming (D) Brain drawing OR A conscious endeavour to collect ideas from different sources to find a creative answer to a need or problem means:	(1)

	(A) Execution of an idea (C) Generation of an idea	(B) Implementation of an idea (D) Rejection of an idea	
13.	Statement 1: Seed capital is used for initial market research, building early-stage prototypes, and completing basic legal registrations. Statement 2: Seed capital is primarily utilized to execute large-scale, nationwide marketing and aggressive brand building campaigns. Choose the correct option: (A) Both Statement 1 and Statement 2 are true. (B) Both Statement 1 and Statement 2 are false. (C) Statement 1 is true but Statement 2 is false. (D) Statement 1 is false but Statement 2 is true.		(1)
14.	Which one of the below is NOT a general instruction. (A) Type of employees required (C) Name and address of the entrepreneur (B) Name and address of business (D) name of business and customer OR What does the term "Brainstorming" refer to in the context of idea generation? A) A structured financial analysis of a business market B) A group problem-solving technique to generate ideas spontaneously C) The process of evaluating legal and technical risks D) A formal pitch presentation made to potential investors		(1)
15.	 This is the picture of the founder of Self Employed Women Association, she is (A) Ela Arun (B) Ela Bhatt (C) Ela Bhatia (D) Ela Ben Popat OR  With whom is the above movement associated? (A) Bunker Roy (B) Vinobha Bhave (C) Mahatma Gandhi (D) Harish Hande		(1)
16.	With what do we associate George Crum in relation to innovation? (A) Penicillin (B) Potato Chips (C) Pace maker (D) Pencil		(1)
17.	The initial stage of conceiving idea to start an enterprise is called. (A) Embryo Stage (B) Nurture Stage (C) Take off stage (D) Take on stage		(1)
18.	What is the full form of KVIC in relation to training institutes of entrepreneurs? (A) Khelo aur Vikas India Committee (B) Karam aur Vikas Industry Corporation (C) Khadi and Village India Corporation (D) Khadi and Village Industry Commision		(1)
SECTION B (52 marks)			
19.	Explain the controlling function of the entrepreneur. OR Write a short note on Mitticoll fridge.		(2)
20.	State any four ways by which an entrepreneur may collect informations.		(2)

21.	To take any decision an entrepreneur must acquire certain basic competencies. State any four.	(2)																
22.	State any four responsibilities of an entrepreneur towards community. OR State any four responsibilities of an entrepreneur towards consumer.	(2)																
23.	Mention the reasons why it is important to evaluate ideas. OR Elon Musk did not just enter existing industries; he reimagined them from the ground up. With SpaceX, he pioneered reusable rocket technology, fundamentally crashing the cost of space exploration. With Tesla, he transformed electric vehicles from slow, niche hobbyist concepts into desirable, mass-market performance cars. What type of entrepreneur is Elon Musk and why	(2)																
24.	Give the full form of i) EDII ii) SIDO iii) NSIC iv) IFCI	(2)																
25.	State any four disadvantages of entrepreneurship and explain any two OR State any six myths about entrepreneur	(3)																
26.	Complete the table in relation to the second and third generation entrepreneurs. <table border="1"><thead><tr><th>Entrepreneur</th><th>Parent Conglomerate</th><th>Original Core Focus</th><th>Third-Gen Strategic Pivot</th></tr></thead><tbody><tr><td>Akash Ambani</td><td></td><td>Refining & Petrochemicals</td><td></td></tr><tr><td></td><td>HCLTech</td><td></td><td>Global Software Services & Tech Consulting</td></tr><tr><td></td><td>TVS Group</td><td>Internal Combustion Engines</td><td></td></tr></tbody></table> OR At 20, he and a friend (Steve Wozniak) started a company in a garage on April 1, 1976. Later that year, the duo debuted the Apple I at the Homebrew Computer Club in Palo Alto, California. A local store offered to buy 50 machines and to finance the production, the duo had to sell their most expensive possessions. Jobs sold his Volkswagen van while Wozniak sold his Hewlett-Packard scientific calculator. Their company was named_____ in memory of a happy summer he had spent as an orchard worker in Oregon. i) Who is referred to as he in the first line? ii) What did both partners sell to fund their venture? iii) What was their company named and why?	Entrepreneur	Parent Conglomerate	Original Core Focus	Third-Gen Strategic Pivot	Akash Ambani		Refining & Petrochemicals			HCLTech		Global Software Services & Tech Consulting		TVS Group	Internal Combustion Engines		(3)
Entrepreneur	Parent Conglomerate	Original Core Focus	Third-Gen Strategic Pivot															
Akash Ambani		Refining & Petrochemicals																
	HCLTech		Global Software Services & Tech Consulting															
	TVS Group	Internal Combustion Engines																
27.	Explain the motives that drive people according to David McClelland.	(3)																
28.	Production plan and Human resource plan are the two most important plans. State what they include.	(3)																
29.	Explain any three factors that causes internal risk. OR Explain any three factors that causes external risk.	(3)																
30.	Aarav, noticed a surging demand for eco-friendly packaging materials in his city due to strict plastic bans. He realized that while businesses wanted to switch to sustainable alternatives, they lacked a reliable, local supplier who could provide affordable, customized biodegradable packaging. Aarav decided to start his own venture, "Bio Pack Solutions." He began by conducting thorough market research to understand consumer preferences, pricing structures, and competitor weaknesses. After validating that the idea was financially and technically viable, he drafted a comprehensive project report detailing the required machinery,	(5)																

	raw materials, labour, and initial capital. Aarav approached his family and a local bank to assemble the necessary funds. He then went ahead and registered the company name, obtained the required environmental clearances, and leased a small factory space in an industrial zone. He negotiated contracts with raw material suppliers and hired a team of skilled technicians to set up the specialized processing machinery. i) Identify and explain the very first promotional function performed by Aarav before starting "Bio Pack Solutions." ii) "After validating that the idea was financially and technically viable, he drafted a comprehensive project report..." Which specific promotional function is highlighted in this statement? Explain its importance. iii) State any two other promotional functions performed by Aarav in the case study. • OR Explain any five ways to fund a start-up.	
31.	Name all the managerial function to be performed by an entrepreneur and explain any four.	(5)
32.	Sam joined Tech Start Inc., a booming software company, as a Junior Developer. Initially, he was thrilled with his Rs.12 LPA salary and the free catered meals, which easily covered his rent and living expenses. The company also provided excellent health insurance and a predictable work schedule, making Sam feel highly secure about his future. After a year, Sam was promoted to Senior Developer. He transitioned into a close-knit team where he made great friends. They regularly held team outings, and Sam felt a strong sense of belonging. However, over the last few months, Sam's motivation has gone down drastically. He feels his hard work goes unnoticed by management. He rarely receives praise, and his name is never mentioned in company-wide appreciation emails. Although his salary and friendships are intact, he now feels unappreciated and stuck. His manager tried to motivate him by offering another 10% salary hike, but Sam remains disengaged and is now looking for a new job where his competence will be recognized. i) Which hierarchy of needs are satisfied of Sam as per the first paragraph of this case? (2) ii) According to Maslow's Need Hierarchy Theory, which level of need is currently unfulfilled for Sam, causing his demotivation? Give reason. (2) iii) Why did the manager's offer of a 10% salary hike fail to motivate Sam? (1) A) Financial rewards never motivate employees. B) Sam's lower-level financial and security needs are already satisfied. C) Sam has already reached the self-actualisation stage. D) Salary hikes only satisfy social needs.	(5)
33.	There are several external factors that impact business opportunities, explain any five.	(5)
34.	An enterprise goes through several stages for its growth. Explain them OR Write a note on five social entrepreneurs of India.	(5)

ALL THE BEST