



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-II

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.	According to whose definition Entrepreneur is the fourth factor of economy? (A) Abraham Maslow (B) Joseph Schumpeter (C) Jean Baptiste (D) Adam Smith	(1)
2.	Assertion: All entrepreneurs are born with the necessary skills. Reason: Entrepreneurial skills can be developed through training and experience. 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.	Find the odd one out (A) Innovation (B) Production (C) Marketing (D) Finance OR Risk taking is _____ function. (A) Commercial (B) Entrepreneurial (C) Managerial (D) Promotional	(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.	Maya is around 45 years, despite knowing about modern machinery that could improve her textile business, continues to use traditional handlooms because she is hesitant to change. What type of entrepreneur is she? (A) Imitative (B) Fabian (C) Innovative (D) Drone OR 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)
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 Which one of them is NOT a need according to Maslow?	(1)

	(A) Psychological	(B) Safety	(C) Social	(D) Esteem	
7.	Intrapreneur is generally an _____ who puts the ideas and plans into action. (A) agent (B) employer (C) employee (D) broker				(1)
8.	What is concerned with the drive to control and influence others? (A) Achievement (B) Confidence (C) Greatness (D) Power				(1)
9.	An entrepreneur acts as a "Calculated Risk-Taker." This implies they take: (A) Wild, blind risks without analyzing variables (B) Zero risks under any circumstances (C) Risks only after assessing the market possibilities and probabilities of success (D) Risks that are fully guaranteed by state governments				(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.	Motivators use three F's even with their negative arguments the three F's are (A) Feel, Felt and Found (B) Felt, Freedom and Faith (C) Feet, Faith and Freedom (D) Fund, Faith and Freedom OR 				(1)
	What type of entrepreneur is the above person as per Bill Wagner? (A) Authoritarian (B) Collaborator (C) Diplomats (D) Trail blazers				
12.	A conscious endeavour to collect ideas from different sources to find a creative answer to a need or problem means: (A) Execution of an idea (B) Implementation of an idea (C) Generation of an idea (D) Rejection of an idea OR 				(1)
	The above picture represents which way of generating ideas? (A) Brain storming (B) Environment Scanning (C) Focus Group (D) Market Research				
13.	Statement 1: Idea generation is a spontaneous activity that relies purely on luck and cannot be structured through deliberate tools. Statement 2: Brainstorming, environment scanning, and market surveys are systematic methods used by entrepreneurs to find business ideas. 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 (B) Name and address of business (C) Name and address of the entrepreneur (D) Name of business and customer OR How does a business plan primarily help an entrepreneur in raising funds from banks or investors? A) By proving a well-thought-out strategy for growth and profitability B) By detailing past failures of the entrepreneur's previous ventures C) By offering free equity shares directly to the bank manager D) By legally guaranteeing a 100% risk-free return on investment	(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 <table><tr><td>i) Vinobha Bhave</td><td>a) Amul</td></tr><tr><td>ii) Ela Bhatt</td><td>b) Bhudaan Andolan</td></tr><tr><td>iii) Dr. Verghese Kurian</td><td>c) Jaipur Rugs</td></tr><tr><td>iv) nand Kishore Chaudhary</td><td>d) Self Employed Women Association (SEWA)</td></tr></table> Match the following (A) i) b); ii) d); iii) a); iv) c (B) i) d); ii) b); iii) a); iv) c (C) i) a); ii) d); iii) b); iv) c (D) i) c); ii) d); iii) a); iv) b	i) Vinobha Bhave	a) Amul	ii) Ela Bhatt	b) Bhudaan Andolan	iii) Dr. Verghese Kurian	c) Jaipur Rugs	iv) nand Kishore Chaudhary	d) Self Employed Women Association (SEWA)	(1)
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16.	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 Industries Commission	(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.	With what do we associate George Crum in relation to innovation? (A) Penicillin (B) Potato Chips (C) Pace maker (D) Pencil	(1)								
	SECTION B (52 marks)									
19.	Write a short note on Mitticoll fridge. OR How did the word entrepreneur originate? Who used it for the first time?	(2)								
20.	What step does an entrepreneur take after conducting a detailed investigation?	(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 consumer. OR State any four responsibilities of an entrepreneur towards government.	(2)								
23.	Mention the reasons why it is important to evaluate ideas. OR Nithin Kamath & Nikhil Kamath (Co-founders, Zerodha) : Founded in 2010, Zerodha became India’s largest stock brokerage firm by volume. According to Bill Wagner what type of entrepreneur are they and why?	(2)								

24.	Identify the organisations from their LOGO's	(2)																
	A) B)																	
25.	State any four disadvantages of entrepreneurship and explain any two OR Kavita thinks entrepreneurs are motivated only by money. She believes profit is their sole driving force. Vikram feels entrepreneurs have to be young and energetic to succeed. He thinks older people cannot become entrepreneurs. Neha believes entrepreneurs are always their own bosses and never answer to anyone. She feels they have complete freedom. i) Identify the myths of all the three individual believes in. ii) Why is this belief incorrect of all of them?	(3)																
26.	Complete the table in relation to the second and third generation entrepreneurs. <table><tr><th>Entrepreneur</th><th>Parent Conglomerate</th><th>Original Core Focus</th><th>Third-Gen Strategic Pivot</th></tr><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></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. He 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)
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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.	Draw a flow chart to exhibit the functions of Entrepreneur. Clearly show all the main and sub functions.	(5)																
31.	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	(5)																

	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, 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 the process of entrepreneurship.	
32.	An enterprise goes through several stages for its growth. Explain them OR Write a note on five social entrepreneurs of India.	(5)
33.	There are several external factors that impact business opportunities, explain any five.	(5)
34.	Elena graduated during a severe economic recession. Unemployed for months, she struggled to afford basic groceries and skipped meals to pay the rent on her cramped studio apartment. She finally landed an entry-level data entry job. While the pay was low, it allowed her to buy stable groceries. However, the company operated on weekly rolling contracts, and management frequently threatened immediate termination for minor errors, leaving Elena constantly terrified of losing her livelihood overnight. Elena transitioned to a permanent administrative role at a healthcare firm. The job offered excellent job security and great medical benefits. However, her new team was highly skilled. Employees rarely spoke, took lunches strictly at their desks, and actively discouraged casual conversation, leaving Elena feeling intensely isolated and lonely. Elena joined the company's voluntary event planning committee. She quickly made close friends and felt a strong sense of community. Recognizing her hard work, the department head promoted her to Project Lead. She loved the new title, the dedicated office space, and the widespread recognition she received from executives, which made her feel incredibly proud and respected. i) During her period of unemployment, which specific level of Maslow's hierarchy was Elena operating within, and how did it dictate her daily priorities? (2) ii) Which part of the case highlights the need for safety and how? How did she ensure safety? (1) iii) "Elena feeling intensely isolated and lonely" which need according to Maslow is not satisfied? How did she overcome it? (2)	(5)

ALL THE BEST