



B.K. BIRLA CENTRE FOR EDUCATION

SARALA BIRLA GROUP OF SCHOOLS
A CBSE DAY-CUM-BOYS' RESIDENTIAL SCHOOL
ANNUAL EXAMINATION (2025-26)
ENTREPRENEURSHIP (066) (SET -A)

Class: XI
Date: 23/02/2026
Admission No: _____

Duration: 3Hrs
Max. Marks: 70
Roll No.: _____

General Instructions:

Please check that this question paper contains 5 printed pages.

Please check that this question paper contains 34 questions.

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

Internal choice is given in the paper, there is no overall choice.

SECTION A

- Q1. It refers to taking responsibility for a loss that may occur due to unforeseen contingencies in the future. Give the correct response 1
- (a) Risk taking (b) Organisation Building
(c) Discovery of an idea (d) Planning
- Q2. These entrepreneurs essentially manufacture products and offer services, which have an effective demand in the marketing. They have the ability to convert economic resources and technology into a profitable venture. 1
- Select the correct option.
- a) Trading Entrepreneur
b) First Generation
c) Industrial
d) Corporate Entrepreneur
- Q3. Arrange the following needs in the order of their hierarchy as per Maslow's need hierarchy theory of motivation. 1
- (a) Safety needs
(b) Esteem needs
(c) Basic physiological needs
(d) Belonging needs

OPTIONS:

- (A) a,b,c,d
(B) c,a,d,b
(C) d,c,b,a
(D) c,d,a,b

- Q4. **Assertion (A)** : Business can grow faster if entrepreneurs can identify suitable opportunities. 1
Reason (R) : Identifying opportunities mainly involve exploring needs, wants, problems and challenges that are not yet being met or dealt with effectively.
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 and 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.

- Q5. Who is the founder of the Grameen Bank and winner of the 2006 Nobel Peace Prize? 1
a) Mohamed Yunus
b) Pervez Yunus
c) Mohamed Alam
d) None of these

- Q6. Identify the promotion mix from the following image: 1



- a) Direct marketing
b) sales promotion
c) personnel selling
d) word of mouth
- Q7. Which of the following forces is not a component of micro environment? 1
a) Customer
b) Supplier
c) Government Policies
d) Marketing intermediaries
- Q8. Identify the channel which involves no middleman between producer and consumer . 1
a) One Level channel
b) Two Level channel
c) Three Level channel
d) Zero level channel.
- Q9. Express tours and travel agency books tickets on a commission basis. During the last year there has been drastic decrease in business as most of the consumers have shifted to travel agency Shiva tours and travels which provide tickets within half an hour through internet. Identify the external force that is been overlooked by express tours. 1
1) Cultural environment
2) Demographic environment

- 3) Technological environment
- 4) Political Environment

- Q10. The enterprise may start public contact programs to introduce the product in the market Identity the promotion mix 1
- a) Sales promotion
 - b) Public relation
 - c) Personal selling
 - d) Publicity

Q11. Match the following on the basis of elements of promotion mix. 1

(A) Contribution/unit	(1) Fixed cost
(B) Fabric	(2) Selling price/unit – variable cost/unit
(c) Salary of office staff	(3) pieces
(d) Smart phone	(4) Metre
(e) Total Revenue = Total cost	(5) Break-even

Options:

- 1) a- 2, b-4, c-1, d-3, e-5
- 2) a- 1, b-2, c-3, d-4, e-5
- 3) a- 5, b-4, c-1, d-3, e-2
- 4) a- 2, b-5, c-1, d-3, e-4

- Q12. _____ are on-going costs not affected by change in production/sales volume. 1
- a) Variable costs
 - b) Fixed costs
 - c) Marginal costs
 - d) Operating costs

- Q13. Formula for calculating gross profit: 1
- a) Sales – Cost of Goods Sold
 - b) Unit sales + Unit cost
 - c) Fixed cost – Variable cost
 - d) Unit cost – Fixed cost

- Q14. Unit of sale for a coaching classes is: 1
- a) Kilogram
 - b) Hour
 - c) Square fee
 - d) Litre

- Q15. **Assertion (A):** The closing balance of an income statement becomes the opening balance in the upcoming accounting period in an income statement. 1
- Reason (R):** Opening balance is the amount of money a business starts with.
- 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 and 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.

- Q16. **Statement 1:** Expenses are incurred 1
Statement 2: Costs are derived
Choose the correct option.
a) Both the statements are true

b) Both the statements are false
c) Statement 1 is true, statement 2 is false
d) Statement 1 is false, statement 2 is true.
- Q17. Navya is a show manufacturing business. She told that cost per unit of the shirt is Rs. 200, cost of buttons is Rs. 45, cost of labour is Rs. 25 and she earns a profit of Rs. 50 by selling each shirt of Rs. 320. What is the unit cost in above case. 1
a) 320
b) 50
c) 270
d) 200
- Q18. _____ cost changes with change in output 1
a) Fixed cost
b) Variable cost
c) Marginal cost
d) Rent of building

SECTION B

- Q19. Describe entrepreneurial functions of an entrepreneur? 2
OR
What is the need of entrepreneurship in an economy?
- Q20. Seema loves gardening. Her garden is the envy of the whole neighbourhood. Her neighbours, relatives, and friends are constantly asking her for shoots of various plants that she has in her collection. She decides to turn her hobby into a profession and decides to open a nursery dealing in organic plants only. She also initiates a plantation drive in her locality. 2
1) Identify the source of Seema's idea.
2) In addition to the source, state any one or more sources of business ideas.
- Q21. 'Many problems are bound to come in the path of progress. Ratan Tata shifted the manufacturing plant of Nano cars from Singur to Sanand due to unforeseen complexities. 2
Which type of competency is shown here? Explain in short.
- Q22. Give three points of difference between the Traditional Market and Modern Markets. 2
OR
Discuss the role of E-business in promoting the business community.
- Q23. Distinguish between cost and expenses. 2
- Q24. What factors help in determining the resources required? 2
OR
Why does an entrepreneur need expert professional services?

SECTION C

- Q25. Shivi, a dropout from 10th std is forced by her mother to start working as help. Shivi agrees on the condition to do only “cooking” in 2-3 houses. One family turns out to be Punjabi, other Gujarati and the third one is Rajasthani. She cooked their kinds of food for an year and to everyone’s surprise, she expressed her desire to open up a small eating joint of her own. All alone, determined, she finally opens “Apna Bhoj”, a small eating joint with her savings and it became a hot spot because of the fusion food platter being offered. Do you think Shivi is an entrepreneur? Give 2 reasons for your answers quoting the lines from above context. 3
- Q26. Company makes a product with a selling price of Rs 20 per unit and variable costs of Rs 12 per unit. The fixed costs for the period are Rs 40,000 What is the required output level to make a target profit of Rs 10,000? 3

OR

Distinguish between Fixed Cost and Variable Cost

- Q27. The humble beginning of KFC 3
In 1930, the then 40-year-old Sanders was operating a service station in Corby, Kentucky, USA and he encountered a lot of hungry travellers who stopped for gas. He saw that the travellers wanted to eat something as there was nothing available in that area. He saw and understood the problem. As a child, he used to cook for his siblings and so he knew how to cook, which instigated him to cook for the travellers. He did not even have a restaurant to serve food but his secret blend of 11 herbs and spices made his chicken recipe such a super hit among travellers that he started getting regular customers for his food, which prompted him to start a restaurant. This is the humble beginning of the world-famous fast-food chain “KFC- Kentucky Fried Chicken”.
Which problem did Sanders set to resolve?
How did KFC begin its operations?
- Q28. Explain the term Secondary Forces. What all external environment comprise of? Explain with suitable examples. 3
- Q29. Idea evaluation is an important step in researching the venture’s feasibility. Justify. 3
OR
What purposes does a business plan serve?

SECTION D

- Q30. Give and explain the misconceptions about great idea 5
OR
Describe the various structured approaches adopted to generate ideas.
- Q31. In a given society some people are unable to avail entrepreneurial start in spite of many facilities and incentives. Explain the personal factors which prevent them. 5
- Q32. Explain Maslow's Hierarchy of Needs Theory. 5
OR
Explain McClelland's Theory of Needs.
- Q33. Explain the forces of Micro environment or internal environment. 5
- Q34. Define ‘intangible resources’. What do they generally comprise of? 5

