

MID TERM EXAM (2024-25)
ENTREPRENEURSHIP (066)

Class : **XI Commerce**

Date : **14/09/2024**

Admission No: _____

Duration: **3 Hrs**


Max. Marks: **70**



Roll No. _____

General Instructions:

Read the following instructions very carefully and strictly follow them:

- i. This question paper contains 34 questions. All questions are compulsory.
- ii. Q1 to 18 are 1 mark questions.
- iii. Q19 to 24 are 2 mark questions.
- iv. Q25 to 29 are 3 mark questions.
- v. Q30 to 34 are 5 mark questions.
- vi. There are internal choices

1.		(1)
	<p>This non-conventional refrigerator</p> <p>i) Can store 5 litres of water and 10 kg of vegetables ii) Can store 10 litres of water and 5 kg of vegetables iii) Was made using special terracotta clay iv) Was made using special mud mixed with lime</p> <p>(A) Both i) and iii) (B) Both i) and iv) (C) Both ii) and iv) (D) Both ii) and iii)</p>	
2.	<p>An entrepreneur is a person who starts an enterprise and converts a situation into _____.</p> <p>(A) opportunity (B) business (C) manufacturing (D) trading</p> <p align="center">OR</p> <p>Which one below is a myth about entrepreneur?</p> <p>(A) It is not easy to start a business (B) Most start-ups are always successful (C) Banks are ready to give loans for start-ups (D) Entrepreneurs are gamblers</p>	(1)
3.	<p>This word was coined by Richard Cantillon, an Irishman, living in France.</p> <p>(A) Enterprise (B) Entrepreneurship (C) Entrepreneur (D) Entrepreneurial</p> <p align="center">OR</p> <p>According to Joseph Shumpeter Entrepreneur is</p> <p>(A) Market researcher (B) An innovator (C) Problem Solver (D) Businessman</p>	(1)
4.	<p>Dhirubhai Ambani was flown to Jamnagar and shown a piece of barren land, he asked why mangoes could not be grown there. The officials informed him that the land was not fertile enough for mango crop. Dhirubhai took it as a challenge and told those officials that it was for the same reason why mangoes ought to be grown there.</p> <p>Which entrepreneurial function is exhibited above?</p> <p>(A) Innovation (B) Risk taking (C) Discovery of an idea (D) Farming</p>	(1)
5.	<p>Offering permanent job and pension fulfils</p> <p>(A) Physiological need (B) Safety security need (C) Social need (D) Esteem need</p>	(1)

6.	What among the following is not a characteristic of entrepreneur (A) An entrepreneur incubates new idea (B) An entrepreneur takes initiative (C) An entrepreneur must be rich (D) An entrepreneur has high degree of self confidence	(1)
7.	McClelland's theory of need, states regardless of culture and gender people are driven by (A) Three motives (B) Four motives (C) Five motives (D) Six motives	(1)
8.	Jacob had joined a company with the objective to become its CEO after working for 10 years he has finally achieved his dream. Which need has he achieved? (A) Physiological need (B) Safety security need (C) Esteem need (D) Self-actualisation need	(1)
9.	Which of the below is not a common behavioural competencies. (A) Creativity and innovation (B) Depression and feeling dejected (C) Risk taking and risk management (D) Statement of quality of work performance.	(1)
10.	Akash earns income by selling goods and services. Jack receives salary at the end of the month. Parul is recruiting people as she wants to build a team. Mohit innovates a new concept. Alka has a degree from IIM and she is very successfully managing a team of 50 workers. Who among them are entrepreneurs? (A) Akash, Jack and Parul (B) Jack, Parul and Mohit (C) Parul and Alka (D) Akash, Parul and Alka	(1)
11.	CBSE brainstorming when and how to conduct board exams twice a year Here brainstorming is a way to (A) Generate Ideas (B) Provide information (C) Conducting research (D) Provide business plan OR Insurance Market to Reach \$28.5 Trillion, Globally, by 2032 at 13.5% CAGR: Allied Market Research By conducting market research the insurance sector was able to help entrepreneurs to decide (A) The size of the market (B) The process of environment scanning (C) Help them plan a business idea (D) Focus on other business	(1)
12.	 (A) Bhavish Aggarwal (B) Piyush Bansal (C) Pawan Munjal (D) Piyush Goel OR  She founded SEWA (A) Jaswanti Ben Popat (B) Kalpana Saroj (C) Zia Modi (D) Ela Bhat	(1)
13.	Break even Analysis is a part of (A) Organisation Plan (B) Production Plan (C) Market Plan (D) Financial Plan	(1)
14.	For sharing knowledge and for global reach the entrepreneur uses (A) Networking (B) Advertisement (C) Publicity (D) Promotion Mix	(1)

15.	In India it's the duty of woman to look after children and other family members. This statement is an example of (A) Patriarchal Society (B) Family background (C) Social barrier (D) Convenience	(1)
16.	Which of the below does not constitute a Macro environment (A) Political (B) Suppliers (C) Technological (D) Demographic	(1)
17.	In 1945, Percy Spencer, an American self-taught engineer, was working in a lab testing magnetrons, the high-powered vacuum tubes inside radars. One day while working near the magnetrons that produced microwaves, Spencer noticed a peanut butter candy bar in his pocket had begun to melt — shortly after, the microwave oven was born. Source : https://sg.finance.yahoo.com/news/microwave-invented-radar-engineer-accidentally-150015841.html The above news published in Fri, 3 Jul 2015 is a classic case of (A) Accident lead to invention (B) Spencer produced peanut butter candy bars (C) Innovation lead to successful venture (D) Invention of a new product	(1)
18.	The new era is an era of (A) Heavy industries (B) Nano industries (C) Computer industries (D) Dot industries	(1)
19.	Explain the staffing function of an entrepreneur. OR Finance is the life and blood of every business. As an entrepreneur what are the four things that you need to decide in relation to finance?	(2)
20.	State any two things that entrepreneurs must do to persuade or influence others.	(2)
21.	Every entrepreneur have several responsibilities towards consumers. State any four.	(2)
22.	What do you mean by generation of ideas? State any two misconceptions about great ideas.	(2)
23.	Traditional women have moved on from 3 K's to 3 P's due to development of small scale industries and now after spread of education and awareness to 3 E's. What do 3K,3P and 3E represent? OR Who are Upasana Taku and Ritesh Agarwal in the world of entrepreneurs?	(2)
24.	i) Assertion (A): Innovation is the primary driver of entrepreneurial success. Reason (R): Entrepreneurs often introduce new products or services that address unmet needs in the market. ii) Assertion (A): Entrepreneurs solve problems by improving existing products rather than creating entirely new ones. Reason (R): Enhancing existing products can be a more manageable and less risky approach compared to developing new ones. A. Both A and R are true, and R is the correct explanation for A. B. Both A and R are true, but R is not the correct explanation for A. C. A is true, but R is false. D. A is false, but R is true. Choose the correct option for i) and ii), explain the reason for your choice.	(2)
25.	Dr Padmesh Gupta, Managing Director of Oxford Business College, probes if entrepreneurship plays a vital part in creating jobs, growth and innovation. Entrepreneurship is the process of creating and running a new business venture to generate profits. It is essential in creating new jobs, fostering innovation, and driving market competition, benefiting communities and society. Entrepreneurship extends beyond financial gain; success stems from creativity, innovation, and societal and business transformation. The real accomplishment for any entrepreneur lies in the ability to foster the rise of new visionaries and business leaders. The benefits entrepreneurship provides to economic development are tenfold. Read the article above and explain why is entrepreneurship is a boon for a country like India.	(3)

26.	Motivation plays a very important role in classification of entrepreneurs. Explain	(3)										
27.	Who is an intrapreneur? State two differences between entrepreneur and intrapreneur.	(3)										
28.	No feasibility study needed for roof solar connections upto 3kW	(3)										
	What do you mean by a feasibility study? Name the different types of feasibility plans.											
29.	Assessing opportunities can be at two levels, micro and macro. Explain any three macro level interactions which an entrepreneur has to assess. OR Evaluating ideas is very important before starting any venture. Prove it explaining three points.	(3)										
30.	As an entrepreneur Mr Amit discovers an idea, does an investigation about it, assembles the requirements to start the venture and finally thinks about how to raise funds for it? What function does Amit perform as an entrepreneur? Explain all the above four functions. OR Explain any five options that a start-up has to fund his idea.	(5)										
31.	You are a successful entrepreneur, Sumit your friend is happy for you and wants to become an entrepreneur. Motivate him and explain five reasons why he should become an entrepreneur? 22	(5)										
32.	Bring out five differences between Feasibility study and Business Plan.	(5)										
33.	Read the article below and answer the questions that follow: Women entrepreneurs have boldly disrupted the status quo, leaving their mark and creating significant impact across diverse domains of life. Scriptures and studies attest to the roots of entrepreneurship tracing back to the ancient Vedic ages, taking flight in the Indian subcontinent in the late 17th and early 18th centuries. YourStory continues to showcase the unheard success stories of startups and entrepreneurs. So, today, on Business Women's Day, we reflect on the lesser-known women entrepreneurs from across the globe who were trailblazers for entrepreneurial greats like Falguni Nayar , Oprah Winfrey, and Marissa Mayer. Source: https://yourstory.com/2023/09 i) Who is the founder of YourStory? Why is Falguni Nayar considered an entrepreneurial great? ii) According to Bill Wagner, trailblazers are one of the seven types of entrepreneurs. Who are trailblazers? Name any four other types of entrepreneurs. (3) iii) Complete the table given below (1)	(5)										
	<table border="1"> <thead> <tr> <th>Entrepreneur</th> <th>Founder of</th> </tr> </thead> <tbody> <tr> <td>Sreelakshmi Suresh</td> <td>a)</td> </tr> <tr> <td>b)</td> <td>Lenskart</td> </tr> <tr> <td>c)</td> <td>LimeRoad</td> </tr> <tr> <td>Kiran Mazumdar-Shaw</td> <td>d)</td> </tr> </tbody> </table>	Entrepreneur	Founder of	Sreelakshmi Suresh	a)	b)	Lenskart	c)	LimeRoad	Kiran Mazumdar-Shaw	d)	
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34.	Explain the various types of business risks. OR Every enterprise has to pass through five stages of growth. Justify this statement.	(5)										

ALL THE BEST