



# B.K. BIRLA CENTRE FOR EDUCATION

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



## POST-MID TERM TEST (2025-26)

### ENTREPRENEURSHIP (066)

Class : XI

Date : 7/01/2026

Admission No: \_\_\_\_\_

Duration: 1Hr

Max. Marks: 25

Roll No. \_\_\_\_\_

#### General Instructions:

Read the following instructions very carefully and strictly follow them:

- This question paper contains 13 questions. All questions are compulsory.
- Marks are indicated against each question.

- The buyer buys more during the boom than in recession. His buying behaviour is being affected by which factor: (1)
  - Economic
  - social
  - political
  - legal
- \_\_\_\_\_ can be defined as the study that gathers information directly from consumers by asking them questions about their preferences, taste and habit. (1)
  - Market research
  - Market survey
  - Research instruments
  - case studies
- Statement 1:** Channels of distribution makes shopping easy consumer and distribution simple for manufacturers.  
**Statement 2:** Zero level channel of distribution is also known as direct channel (1)
  - Both Statements are true
  - Both Statements are false
  - Statement 1 is true but statement 2 is false
  - Statement 2 is true but statement 1 is false
- Assertion (A):** The break-even point is when total revenue equals total cost. (1)  
**Reason(R):** At the break-even point, the business neither makes a profit nor incurs a loss.  
**Choose the correct option from the following:**
  - Both Assertion (A) and Reason (R) are correct and Reason (R) is the correct explanation of Assertion (A).
  - Both Assertion (A) and Reason (R) are correct and Reason (R) is not the correct explanation of Assertion (A).
  - Assertion (A) is correct, but Reason (R) is incorrect.
  - Assertion (A) is incorrect, but Reason (R) is correct.
- The unit of sale house, plot and apartment is \_\_\_\_\_. (1)
  - Per piece

- b) Per hour
- c) Per square feet
- d) Per litre

6. Non-recurring cost, which entrepreneur recurs at the time of launching the enterprise is called (1)

- a) Fixed Cost
- b) Variable Cost
- c) Start-up Cost
- d) Operational Cost

7. Differentiate between Micro and Macro Environment. (2)

8. What will be the treatment of money withdrawn from ATM. (2)

9. What do you mean by start up cost. Explain in detail. (2)

10. "Desire to grow and expand comes naturally to an entrepreneur". Do you agree? Give reasons for your answer. (2)

11. Price is the only element in the marketing mix that produces revenue, the other elements produce cost. Explain. (3)

12.(A) Difference between Direct and Indirect Tax. (3)

**OR**

(B) Mukesh is a shop keeper who deals with shoes. He expects a daily profit of Rs.1,000. He has taken a loan on which he pays a daily interest of 100; daily rent is 250; employed a manager daily salary is 500 and a helper daily wage 200. Other fixed daily expenses were 350. His gross profit margin is Rs.150.

Calculate : i) Total fixed expenses ii) Break even volume (per day)

13. (A) **From, the following information prepare a Cash Register:** (5)

- (a) Ms. Keerti commenced business with Rs 5,00,000.
- (b) Bought furniture worth Rs 2,00,000 and paid freight of Rs 5,600.
- (c) Sold to us by Mr. Martin for cash :
  - 5 coloured TV @10,000 each.
  - 5 LED @ 18,000 each.
- (d) Sold to M/s Nehal for cash: 2 colour TV @ 20,000 each.
- (e) Returned 1 LED TV to Mr. Martin as it was defective and received payment.

**OR**

(B) Differentiate between Fixed cost and variable cost on the below basis:

Basis: Meaning, Dependent, Formula, Expressed, example, curve

**ALL THE BEST**

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