PERIODIC TEST I 2025-26
ENTREPRENEURSHIP 066

Class: XII   **Time: 1hr**
Date: 1.07.25   **Max Marks: 25**
Admission No: **Roll No:**

General Instructions:
Read the following instructions very carefully and strictly follow them:
i. This question paper contains 13 questions. All questions are compulsory however internal choices are given.(only answer one)
ii. Marks are indicated against each question.

Q1) What is described as convenient frames of reference for streamlining the process of generation of ideas? (1)
(A) Idea germination   (B) Idea generation   (C) Idea execution   (D)   Idea fields

Q2) Identify the benefits of understanding the relevant environment of business. (1)
(i) Avail first mover advantage.
(ii) Preparing entrepreneurs to cope with frequent changes.
(iii) Execution of strategies.
(iv) Improve performance.
(A) Option (i),(ii) and (iv)   (B) Option (ii),(iii) and (iv)
(C) Option (i) and (iii)   (D) Option (ii) and (iv)

Q3) Assertion (A): All business ideas are entrepreneurial opportunities. (1)
Reason (R): Every idea leads to a successful enterprise.
Choose the correct option from the following:
(A) Both (A) and (R) are correct and (R) is the correct explanation of (A)
(B) Both (A) and (R) are correct but (R) is not the correct explanation of (A)
(C) Only (A) is correct but (R) is not correct
(D) Only (R) is correct but (A) is not correct
                                    OR
Assertion (A): A business opportunity exists when a need can be satisfied by an idea profitably.
Reason (R): Opportunity is created only when an idea is implemented.
Choose the correct option from the following:
(A) Both (A) and (R) are correct and (R) is the correct explanation of (A)
(B) Both (A) and (R) are correct but (R) is not the correct explanation of (A)
(C) Only (A) is correct but (R) is not correct
(D) Only (R) is correct but (A) is not correct

Q4) Which of the following is NOT a part of business plan
(i) Executive Summary   (ii) Annual General Meeting   (iii) Operational Plan
(iv) Marketing Plan   (v) Financial Plan   (vi) General Elections

(A) (ii) and (vi)   (B) (iii), (iv) and (v)   (C) (ii) and (ii)   (D) (i), (ii) and (iii)   (1)

OR

An operational plan provides a description of _____ , qualities control and manufacturing process

(A) Break Even Analysis   (B) Cost Analysis   (C) Quantity Analysis   (D) Sales Analysis

Q5) Maximum number of partners prescribed by the government is   (1)
(A) 500   (B) 100   (C) 50   (D) 10

OR

Employee's Provident Fund is applicable for establishments employing _____ or more persons.
(A) 20   (B) 30   (C) 50   (D) 10

Q6) Finding out the number and type of employees required to perform various jobs is known as.

(A) Workforce Analysis   (B) Workforce Management
(C) Workload Management   (D) Workload Analysis   (1)

Q7) State true or false (give reason).   (2)
(i) TAN (Tax deduction/collection Account Number is a 15-digit numeric number.
(ii) In a HUF the head of the family is called Coparceners and the other male members are called Karta.

Q8) What is promotion in relation to marketing? State the four elements of promotion mix.   (2)

Q9) Is invention and innovation same?   (2)

Q10) State any four ways in which problem identification helps.   (2)

Q11) Sanjeev is one of the best all-rounders of his city in a North Eastern State of India. He has taken 15 wickets in 6 matches scored 265 runs and took 3 brilliant catches. He has been offered to play for the state team. The contract very clearly states that he cannot play IPL or in any other state team for next three years. He accepted the contract and in the first season he was the man of the series. On the basis of his excellent performances, he has been contacted by the Rajasthan Royals (IPL) team scout, and offered a place in their team. He has been asked to reply within 30 days.
From the above case perform a SWOT Analysis for Sanjeev.   (3)

Q12) Explain any three market related factors that impact the choice of channel of distribution. (3)
OR
Explain any three product related factors that impact the choice of channel of distribution.

Q13) Three individuals are pursuing different careers, identify their occupations and differentiate between them on the basis of (i) Code of conduct (ii) Transfer of interest (iii) Risk (iv) Reward (5)
(a) Prashant is a CA (Chartered Account) he practices from his own chamber.
(b) Parul is a qualified doctor working in a private nursing home.
(c) Punit is an engineer but helps his father and grandfather in their electronics shop.

-- ALL THE BEST ----------------------------------