



BK BIRLA CENTRE FOR EDUCATION
SARALA BIRLA GROUP OF SCHOOLS
SENIOR SECONDARY CO-ED DAY CUM BOYS' RESIDENTIAL SCHOOL



ANNUAL EXAM (2024-25)
ENTREPRENEURSHIP (066)

Class : **XI Commerce**
Date : **18/February/2025**
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.	Which of the following is true i) The word Entrepreneur is derived from a French word ii) Entrepreneur is an inventor who coordinates the other three factors iii) Functions of an entrepreneur are divided into four functions iv) It takes a lot of money to start an enterprise (A) Both i) and iii) (B) Both i) and iv) (C) Both ii) and iv) (D) Both ii) and iii)	(1)
2.	_____ entrepreneurs depends upon past practices, customs, traditions and religion (A) Innovative (B) Imitative (C) Fabian (D) Drone OR Trading entrepreneurs, Industrial entrepreneurs and Corporate entrepreneurs are entrepreneurs based on (A) Types of business (B) Technology (C) Motivation (D) Amount of inventiveness	(1)
3.	Core values of an individual are influenced by _____. (A) action factors (B) personality factors (C) environmental factors (D) All the three OR According to David McClelland people are driven by _____ motives (A) two (B) three (C) four (D) five	(1)
4.	Pratap was working in a private company even though the salary was good but there was no security of job neither was there any deduction for pension. So he was in search of a government job. If he gets a government job which of the following needs will be satisfied. (A) Physiological needs (B) Safety security need (C) Social need (D) Esteem need	(1)
5.	According to whom, entrepreneurs can be divided into seven types. (A) Richard Cantilion (B) Peter Drucker (C) Maslow (D) Bill Wagner	(1)
6.	Assertion (A): An entrepreneur is always a risk-taker who thrives in uncertain conditions. Reason (R): Entrepreneurs create value by transforming resources into goods and services, often in unpredictable markets. Choose the correct option from above (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 (A) is incorrect but (R) is correct	(1)

7.	First step of a business plan is (A) Market research (B) Feasibility report (C) Sources of input (D) Costing	(1)
8.	Who is the founder of “Selco India”, a solar electrical light company which has lit up over 1,20,000 households in India. (A) Dr. Abraham M George (B) Bunker Roy (C) Ela Bhatt (D) Harish Hande	(1)
9.	SIDO under the SSI Ministry of Industry is a training institution for entrepreneurship. What is full form of SIDO (A) Section Information Departmental Organisation (B) Small Industrial Departmental Organisation (C) Selected Industrial Development Organisation (D) Small Industry Development Organisation	(1)
10.	Assertion: Problem-solving is an essential skill for entrepreneurs. Reason: Entrepreneurs often face uncertainties and challenges that require creative solutions to sustain their businesses. Choose the correct option (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 (A) is incorrect but (R) is correct	(1)
11.	<div data-bbox="598 896 981 1086" data-label="Image"> </div> <p>What form of marketing is shown above (A) Traditional marketing (B) Digital marketing (C) Telemarketing (D) None of them</p>	(1)
12.	<div data-bbox="619 1198 949 1512" data-label="Diagram"> </div> <p>Which component of macro environment is shown above (A) Demographic forces (B) Economic forces (C) Natural forces (D) Cultural forces</p> <p style="text-align: center;">OR</p> <div data-bbox="526 1624 1045 1926" data-label="Diagram"> </div> <p>Which component of macro environment is shown above (A) Demographic forces (B) Economic forces (C) Natural forces (D) Cultural forces</p>	(1)
13.	Assertion: The concept of market in economics refers only to physical spaces where	(1)

	<p>transactions occur.</p> <p>Reason: The term "market" includes any mechanism where buyers and sellers interact, including virtual platforms.</p> <p>Choose the correct option</p> <p>(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 (A) is incorrect but (R) is correct</p> <p style="text-align: center;">OR</p> <p>Assertion: A market can be classified based on the types of products sold, such as consumer goods markets and capital goods markets.</p> <p>Reason: The classification of markets helps in understanding the different types of transactions that take place and the kinds of buyers and sellers involved.</p> <p>Choose the correct option</p> <p>(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 (A) is incorrect but (R) is correct</p>	
14.	<p>Statement 1: In a cash register complete records of cash receipts and cash spent is maintained. Statement 2: Buying of assets and tools and equipment leads to inflow of cash</p> <p>(A) Both statements are true (B) Both statements are false (C) Statement 1 is true but 2 is false (D) Statement 1 is false but 2 is true</p>	(1)
15.	<p>At zero output the variable cost is</p> <p>(A) Maximum (B) Minimum (C) One (D) Zero</p>	(1)
16.	<p>Assertion: A business will incur a loss if the total cost exceeds total revenue. Reason: A loss occurs when the business's expenses surpass the income it generates.</p> <p>Choose the correct option</p> <p>(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 (A) is incorrect but (R) is correct</p>	(1)
17.	<p>Mr. Roberts is an IIM pass out and has been offered the job at an MNC as CFO (Chief Financial Officer) . From the above statement it can be said that Mr. .Roberts belongs to</p> <p>(A) Top management (B) Middle management (C) Lower management (D) None</p>	(1)
18.	<p>Financial Planning links</p> <p>(A) Investment and dividend decisions (B) Investment and financing decisions (C) Recruitment and selection decisions (D) Buy or Make decisions</p>	(1)
19.	<p>State any four misconceptions about great ideas.</p> <p style="text-align: center;">OR</p> <p>What are the four conditions required to convert a business idea into an opportunity.</p>	(2)
20.	<p>Who invented Potato chips and Pace maker? How were they invented?</p>	(2)
21.	<p>State any four aspects of economic factors as macro environment.</p>	(2)
22.	<p>How is expenditure different from expenses?</p> <p style="text-align: center;">OR</p> <p>Is Cash Flow Statement and Cash Flow Projection same?</p>	(2)
23.	<p>What is tax? Why is tax levied by the government?</p>	(2)
24.	<p>What are the four factors on which the requirement of resources depends upon?</p>	(2)
25.	<p>i) Most people, who begin the process of starting a company, fail to get one up and running. Seven years after beginning the process of starting a business, only one third of entrepreneurs have a new company with positive cash flow.</p>	(3)

	<p>ii) Infosys was started with only Rs.10,000.</p> <p>iii) Mahima Mehra started Hathi Chaap. It was totally a new venture where different raw materials were tried out to make handmade paper. After researching a lot, they found that elephant dung had more fibre content which made it easy to make handmade paper.</p> <p>Read the three above cases and state what myths of entrepreneurship do they exhibit?</p>	
26.	State three differences between Entrepreneur and Employee.	(3)
27.	<p>Explain any three reasons why Social entrepreneurship is important for economic and social development.</p> <p style="text-align: center;">OR</p> <p>Name any two each training institutions of entrepreneurship under.</p> <p>a) National Level Training Institutions</p> <p>b) Central Finance Institutions</p> <p>c) State level Entrepreneurship Training institutions</p>	(3)
28.	How is E-Business different from Traditional business?	(3)
29.	Cost can be classified into two major categories Start up Cost and Operational Cost. Explain	(3)
30.	<p>According to Bill Wagner, entrepreneurs can be divided into seven types. Explain any five.</p> <p style="text-align: center;">OR</p> <p>Women entrepreneurship is not expanding with great pace due to the problems and constraints experienced by women. Explain any five challenges and face by women entrepreneurs.</p>	(5)
31.	What are non-insurable risks?	(5)
32.	<p>After completing his studies Mohan, wanted to start a business. So he started a stationery shop in front of this collage he also purchased a computer and printer. He was aware that there will be a tough competition. There was already two shops which were selling stationery items, but they were always crowded. So he had decided in the final year of his studies that he would open a shop as he was from a business family. He started to sell all the stationery items at a lower price than that was offered by the other shopkeepers. Seeing this many students were drawn to his shop. His competitors also reduced the price.</p> <p>Mohan also gave a discount on bulk print outs. Any student who used to take more than 25 print outs were given 20% discount. This impacted his profit but he was able to get a lot of customers as he was familiar with the students and also because of his pricing. Within a month the demand for printouts and other products increased.</p> <p>What pricing strategy did Mohan use? State three reasons to support your decision. (3)</p> <p>Why is pricing a product important? (2)</p>	(5)
33.	<p>Vikram left his job where he was earning Rs.450 per day and started a small business by investing Rs.20,000 of his own money and taking a loan of Rs.15,000 at 12% interest. (Interest per day Rs.5). He plans to recover his investment in 6 year recovery of initial investment (Rs.9 per day). Takes a room on rent paying rent of Rs.3,000 p.m. (Rs.100 per day). Electricity and Miscellaneous Rs.6 per day. He pays a daily wage to his worker Rs.100. He purchased the goods for Rs.180 each and sold them at Rs.200 each. Prepare the income statement for the first five days of business where the sales were 20 units, 25 units,30 units, 36 units and 45 units</p>	(5)
34.	<p>“Finance is the lifeblood of enterprise”. Explain any five factors that should be kept in mind before selecting a suitable source of finance?</p> <p style="text-align: center;">OR</p> <p>Sumit had started a business with Rs.50,000 over the period of last five years he had further invested Rs.2,50,000 and had taken a bank loan at 12 % interest of Rs.1,50,000. This year his earnings before interest and taxes were Rs.90,000.</p> <p>i) What is capital structure? What can you say about the capital structure of the business? (2)</p> <p>ii) What is interest coverage ratio? Calculate the interest coverage ratio. (2)</p> <p>iii) How is debt service coverage ratio calculated? (1)</p>	(5)