**SINDHI HIGH SCHOOL, HEBBAL**

**PRE FINAL EXAMINATION [2024-25] SUBJECT: ENTREPRENEURSHIP (066)**

**Class: XI Max. Marks: 70**

**Date: 8.1.2025 Reading Time: 8:30 to 8:45am  
No. of sides: 03 Writing Time: 8:45 to 11:45 am**

***General Instructions*:-**

•The question paper contains 4 sections A, B, C and D.

• Sections A- Multiple choice questions. (1mark)

• Section B- 2 marks.

• Section C- 3 marks.

• Section D- 5 marks.

• All parts of a question should be answered in one place.

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|  | **Section A** |  |
| **1**. | What is the role of an entrepreneur in starting a business?  a. Adopting changes actively b. Generating new ideas for products  c. Working as the fourth factor of production d. All of the above | **1** |
| **2**. | Given below are types of Entrepreneur with their features. Match them correctly.   |  |  | | --- | --- | | Column – Type of Entrepreneur | Column –B Features | | (i) Imitative | (A) They resists changes | | (ii) Drone | (B) Shy and Lazy | | (iii) Fabian | (C) They are flexible and adopt changes | | (iv) Innovative | (D) Introduces new products |   a. i-A ,ii-B ,iii-C ,iv-D b. i-B ,ii-D,iii-C ,iv-A  c. i-C ,ii-A ,iii-B ,iv-D d. i-C ,ii-B,iii-A ,iv-D | **1** |
| **3**. | Which method is used for generating a number of business idea through group discussion?  a. Focus Group b. Market Research c. Brain storming d. Environment Scanning | **1** |
| **4.** | What change has E-Business brought in the distribution channel?  a. It has lengthened the distribution channel.  b. It has had no impact on the distribution channel.  c. It has shortened the distribution channel by reducing middlemen.  d. It has increased the number of intermediaries. | **1** |
| **5.** | To whom are social entrepreneur accountable?  a. Only to their investors b. Primarily to government agencies  c. To their beneficiaries and investors d. Exclusively to their board members | **1** |
| **6.** | Assertion (A):- An expense should not be universally categorized as fixed or variable without considering the business context.  Reason(R):- Costs like paper bills and stationery can always be fixed cost.  a) Both Assertion (A) and Reason (R) are true and Reason R is the correct explanation of 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. | **1** |
| **7.** | Assertion (A):- Business does not live in isolation.  Reason(R):- The environment is the form of sum total of all forces and things internal to business firms.  a) Both Assertion (A) and Reason (R) are true and Reason R is the correct explanation of 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 | **1** |
| **8.** | In a mixed economy like India, which two entities play equally important roles in economic development?  a. Private entrepreneur and socialist organization  b. Government and cultural institutions  c. Private entrepreneurs and Government  d. Capitalists and Socialist entrepreneurs | **1** |
| **9.** | What is the definition of ‘Unit of Sale’ in a business context?  a. The total revenue generated from sales.  b. The measure of products/ service sold, used for billing customers.  c. The total number of items available for sale. d. The profit margin per product sold. | **1** |
| **10.** | The Company Beta a local garment company sells its garment through a network that includes a distributor (wholesaler) who then supplies to various retail stores. This distribution channel used by Company Beta is an example of which type?  a. Direct /Channels, Zero channel b. Producer, Retailer, Consumer  c. Producer, Wholesaler, Retailer, Consumer d. Producer, Agent , Wholesaler, Retailer, Consumer | **1** |
| **11.** | Which of the following best describes the final step in the entrepreneurs “Total Offer ‘to consummate the marketing process?  a. Focusing on transportation and warehousing.  b. Implementing aggressive advertising strategies.  c. Using the pricing mechanism to strike a balance acceptable to both the firm and consumers.  d. Selecting the most efficient distribution channels. | **1** |
| **12** | Sunita is an entrepreneur who is screening various news magazines trade publications and consumer reviews to identify new trends for her business idea. Which idea generation technique is Sunita using?  a. Creativity and Creative problem solving b. Market Research  c. Environment Scanning d. Focus Groups | **1** |
| **13.** | Which of the following examples correctly illustrates a variable cost?  a. Telephone bill in a standard office setting. b. Paper bill in a regular office or shop  c. Water consumption in an office environment. d. Stationery usage in a coaching class | **1** |
| **14** | To whom are social entrepreneurs accountable?  a. Only to their investors b. Primarily to government agencies  c. To their beneficiaries and investors d. Exclusively to their board member’s |  |
| **15** | According to modern thinkers Peter Drucker what is the essence of a market in the seventies and eighties?  a. It is defined by its geographical location and physical presence  b. It is restricted to the local community and immediate neighborhood  c. It is an interaction of buyers and sellers regardless of geographical boundaries  d. None of these | **1** |
| **16** | What is the primary goal of resource mobilization in a business?  a. To reduce the workforce b .To obtain resources to support organization objectives  c. To increase product prices d. To focus solely on financial gains | **1** |
| **17** | What differentiates a feasibility study from a business plan?  a. A feasibility study is more detailed.  b. A business plan focuses on idea viability.  c. A feasibility study is conducted prior to the business plan.  d. A business plan is not necessary for starting a business. | **1** |
| **18** | How does business intelligence help organization’s gain a competitive edge?  a. By reducing the need for data collection b. By improving customer service  c. By enabling smarter strategic decisions d. By increasing product price | **1** |
|  | **Section B** |  |
| **19** | Explain any two advantages of being an entrepreneur.  **OR**  Explain any two disadvantages of being an entrepreneur. | **2** |
| **20** | What is the primary function of cloud computing?  **OR**  Give any two points of difference between Entrepreneurship and Social Entrepreneurship. | **2** |
| **21** | Research studies have shown that there are certain core values which are found in entrepreneurs. State these values. | **2** |
| **22**  **23** | Describe the role of E-commerce or E-business with the help of any two points.  What are physical resources? Give two examples. | **2** |
| **24** | Why do business plan fails? | **2** |
|  | **Section C** |  |
| **25** | According to David McClelland, regardless of culture or gender, people are driven by three motives. Describe them.  **OR**  Explain the process of Motivation with the help of a diagram. | **3** |
| **26** | Explain any three misconceptions related to Business ideas. | **3** |
| **27** | What is meant by indirect and direct channels of distributions? Give an example of each.  **OR**  Explain the characteristics of Good Marketing Information. | **3** |
| **28** | Classify the following into Fixed cost and Variable cost.  a. Raw material b. Consultancy charges c. Sales commission d. Royalty e. Salary to permanent staff f. Advertising | **3** |
| **29** | What are Focus groups and discuss the way they function. | **3** |
|  | **Section D** |  |
| **30** | Give examples of social entrepreneur and their work.  **OR**  Explain Business Intelligence and Smart Mobility in detail. | **5** |
| **31** | Explain the first five steps involved in the process of entrepreneurship. | **5** |
| **32** | Explain the key elements that constitute the Macro environment factor.  **OR**  Explain the key elements that constitute the Micro environment factor. | **5** |
| **33** | Describe the various durations for which finance is required in a business and what are they used for?  . | **5** |
| **34.** | The following information relates to a company, which produces a single product.   |  |  | | --- | --- | | Direct labor per unit | Rs.30 | | Direct material per unit | Rs.15 | | Variable overheads per unit | Rs.5 | | Fixed Costs | Rs.5,00,000 | | Selling price per unit | Rs.70 |   Use the above figures to show the minimum number of units that must be sold for the company to Break-even in units an in value. | **5** |

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