

Sample Question Paper (2023-24)

Subject: Entrepreneurship

Class: XI

Time: 3 Hours

Max Marks: 60

General Instructions:

1. The question paper contains 4 sections - A, B, C and D
- 1.1. Section A contains multiple-choice questions.
- 1.2. Section B - 2 marks
- 1.3. Section C - 3 marks
- 1.4. Section D - 5 marks

SECTION-A		
Q1.	The first step in the stages of a start-up is A) Business Model/Plan B) Launch of Product C) Concept and Research D) None of the above	1
Q2.	Offering permanent jobs and pensions fulfill A) Physiological need B) Social need C) Safety security need D) Esteem need	1
Q3.	Break-even analysis is a part of A) Organisation Plan B) Production Plan C) Financial Plan D) Human Resource Plan	1
Q4.	The stage of conceiving the idea to start an enterprise is called A) Embryo Stage B) Fledging Stage C) Nurture Stage D) Take off Stage	1
Q5.	The middleman can disappear very easily by use of A) Advertisement B) Networking and Social media C) Promotion mix D) All of the above	1

Q6.	Adding a new line of business is known as A) Integration B) Diversification C) Innovation D) Invention	1
Q7. exemption is available for Start-Up.	1
Q8.is the first step in developing a Business Plan.	1
Q9.	Risk arises due to.....	1
Q10.	Who is Entrepreneur?	1
Q11.	What is Ethics?	1
Q12.	What is a feasibility plan?	1
Q13.	Choose the correct option. Assertion (A): An entrepreneur takes risks. Reason (R): An entrepreneur is self-confident. A. Both A) and R) are true; R is the correct explanation of A. B. A) is true but R) is False C. Both A) and R) are false. D. Both A) and R) are true, but R is not the correct explanation of A.	1
Q14.	Assertion (A): At times, a business may face a situation where it has to shut down its operations. Reason (R): If the revenue is less than its variable cost, the operations should be closed down. In the context of the above two statements, which one of the following codes is correct A. A) is correct but R) is not correct B. A) and R) both are correct and R) is the right explanation of A) C. A) and R) both are correct and R) is not the right explanation of A) D. Both A) and R) are incorrect	1
Q15.	Assertion (A): A small enterprise cannot afford to install an expensive control system. Reason (R): The control system loses some of its effectiveness when standards cannot be defined in quantitative terms. A. A) is correct but R) is not correct B. A) and R) both are correct and R) is the right explanation of A) C. A) and R) both are correct and R) is not the right explanation of A) D. Both A) and R) are incorrect	1
SECTION-B		
Q16.	What are the myths about Entrepreneurs? OR	2

	Explain two characteristics of an Entrepreneur.	
Q17.	Explain any two types of Entrepreneurs.	2
Q18.	Give two features of attitude.	2
Q19.	What do you mean by environmental scanning? OR Explain the importance of pricing.	2
Q20.	Explain any two business activities which are auxiliaries to trade.	2
Q21.	Procurement of physical resources is not an easy job. Do you agree? Give reasons.	2
	SECTION-C	
Q22.	Explain any three functions of Entrepreneurs.	3
Q23.	What are the elements of a proposed business plan? OR Explain the concept of Misconception.	3
Q24.	What is the product mix? Give any two elements of the product mix.	3
Q25.	Difference between Fixed Cost and Variable Cost. OR Explain the factors affecting Capital Structure.	3
Q26.	Explain the resources required by all the business houses.	3
Q27.	Give classification of employees on the basis of job.	3
	SECTION-D	
Q28.	Give the concept of Social Entrepreneurship and explain its features. OR Explain the stages of growth of an enterprise.	5
Q29.	Differentiate between E-business and Traditional Business. OR Explain the Features of Personal Selling.	5
Q30.	What is the difference between Direct Tax and Indirect Tax? OR Explain the methods of Debt Financing.	5