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**INDIAN SCHOOL SOHAR
FIRST TERM EXAM
ENTREPRENEURSHIP**

Date: - 13.9.2015

STD: - XI

Marks: - 70

Time: - 3hrs

General Instructions:-

- (i) Answers to questions carrying 1 mark. Answers should not exceed 15 words.
- (ii) Answers to questions carrying 2 marks. Answer should not exceed 50 words.
- (iii) Answers to questions carrying 3 marks. Answer should not exceed 75 words.
- (iv) Answer to questions carrying 4 marks. Answer should not exceed 150 words.
- (v) Answers to questions carrying 6 marks. Answer should not exceed 250 words.

1. Describe the concept of Entrepreneurship? 1
2. Define induced entrepreneurs. 1
3. What is intuition? 1
4. What do you mean by opportunity assessment? 1
5. What is intrapreneurship? 1
6. State any two advantages and disadvantages of entrepreneurship. 2
7. Define business ethics. Why it is important to an entrepreneur? 2
8. Which are the different ways to generate ideas? 2
9. Differentiate between feasibility study and business plan. 2
10. 'Innovation is the hallmark of entrepreneurship' explain. 2
11. "Women entrepreneurs need to overcome challenges" What are the different challenges they are facing? How they overcome? 3
12. Define feasibility study? Explain different types of feasibility study. 3
13. Explain Maslow's Need Hierarchy theory of motivation. 3
14. Explain the process of entrepreneurship. 3
15. "Self-assessment of qualities, skills, resources and dreams are essential for an entrepreneur" Why? Explain any two personalities of entrepreneurs. 3
16. "Half of what separates the successful entrepreneurs from the non-successful ones is pure perseverance." Discuss the essential competencies required for a successful entrepreneur 3
17. Why entrepreneurs are called "agents of progress" for a nation? What role do they play in the nation's development? 3
18. "Beliefs guide actions & judgment across a variety of situations" Explain 4

19. Explain essential attitudes of an Entrepreneur? 4
20. Geeta Ram, an orange grower from Nagpur, she started a small juice producing factory using the oranges grown by her as well as by her fellow villagers. She got this idea from her friend Anita; she is in the same business for so many years. She helped Geeta to arrange multiple resources required for her factory. But Geeta faced difficulties for raising the necessary capital. Finally she took loan from Indian Bank, Geeta made tie up with exporters and gradually company started to gain profit. Now her success journey continuous.
- (a) Do you think Geeta is a good entrepreneur with good entrepreneurial skills?
- (b) Justify giving reasons for your answer. 4
21. Starting a venture is not an easy task. Series of activities needs to be planned and undertaken to create an enterprise. Discuss the essential functions of an entrepreneur. 4
22. Who is an entrepreneur? Explain different types of entrepreneurship? 6
23. Rahul wants to start a small shoe manufacturing factory. As a part of his business plan prepared an 'entertaining slide show and oral narrative' that was meant to trigger discussion and create interest in potential investors for reading the written presentation.
- Identify and explain the format of the business plan referred in the above paragraph. 6
24. Lalita Devi did her post-graduation from Manipur University, Imphal. She had offers to join reputed firms in metropolitan cities like Delhi and Mumbai. Instead of joining any of these firms she decided to do some creative work in Imphal. She observed that a special type of chilli is grown by the farmers of most of the villages around Imphal. This chilli has a distinct flavour and the pickle made from it has a taste that may be liked by many people in other parts of the country. But the farmers were neither trained in the farming of this kind of chilli on a large scale nor was there a secured market for their produce. Lalita Devi met eighteen like-minded women of the area and formed an organization for doing the business of pickle manufacturing. Each of them contributed 2,00,000 towards its capital and were equally responsible for its management. On one hand they assured the farmers to purchase the chilli produced by them and on the other hand, the organization with the help of the local agriculture department arranged for the training of the farmers. They also employed 10 local unemployed graduate girls for doing the various operations of pickle manufacturing.
- (a) 'Lalitha converted an idea into an opportunity'. Explain
- (b) State successful outcomes
- (c) Do you think Lalitha is a social entrepreneur? Explain 6