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**INDIAN SCHOOL SOHAR
SECOND TERM EXAM
ENTREPRENEURSHIP**

Date: - 22.11.2015

STD: - XI

Marks: 70

Time: 3hrs

General Instructions:-

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

1. What is cloud computing? 1
2. How has Clark & Clark defined a Market? 1
3. Who is an Intrapreneur? 1
4. Define business ethics. 1
5. List two examples of incubation centers in India. 1
6. What is the difference between entrepreneurship and social entrepreneurship? 2
7. What is EDP? Name any 4 entrepreneurial development schemes that have been implemented by government of India. 2
8. Mention any 4 competencies of an entrepreneur. 2
9. Describe any two advantages and disadvantages of being an entrepreneur 2
10. Why entrepreneurs are called 'agents of progress' for a nation? What role do they play in the nation's development? 2
11. Explain the concept of 'Barriers to Entrepreneurship.' 3
12. "Market survey can be used as a tool for betterment of society". Explain the steps to conduct a fair survey. 3
13. Identify and explain the efforts of any 3 Indian entrepreneurs who have made a change in the life of people through their efforts. 3
14. Aravind , the manufacturer of footwear sells the same to different retailers, Who then sell it to the consumers. Explain the other distribution options available to Aravind to sell his products? 3
15. Define feasibility study. Which are the different features of feasibility study? 3

16. Babita and Co. started a leather factory near Kanpur. As an entrepreneur she always helps her employees and motivates them in different ways.” You are a senior manager in an organization according to you what motivational technique would Babita take to achieve an objective of an organization .Explain in detail the Maslow’s Need Hierarchy theory 3
17. Give the main elements of a proposed business plan. 3
18. Nirapara, which was initially confined to local Kerala market later expanded to regional market and to the national and subsequently International market, How can an entrepreneur enter a foreign market? 4
19. ‘We can appoint an employee but not an entrepreneur.’ Describe the difference between an employee and an entrepreneur in the light of this statement 4
20. Gokul is planning to launch a new female clothing store. Draft a survey not exceeding 10 questions as to collect some information that will be helpful in launching of this store. 4
21. What is risk? Explain various internal and external factors which lead to business risk. 4
22. Explain various controllable and uncontrollable factors of a business firm . 6
23. You are the marketing manager of a company manufacturing toy car. Explain briefly, the factors to be considered by you before finalizing the Marketing Mix. 6
24. Starting a venture is not an easy task. Series of activities need to be planned and undertaken to create an enterprise. Discuss in detail the essential functions of an entrepreneur. 6