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**INDIAN SCHOOL SOHAR
PRE FINAL EXAM
ENTREPRENEURSHIP**

Date: -07/02/2016

STD: - XI

Marks: - 70

Time: - 3hrs

General Instructions:-

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

1. Define the term 'Business Resources' 1
2. What do you understand by Contra transaction? 1
3. "The Gujarat earthquake caused irreparable damage not only to the business enterprises but also adversely affected the whole economy of the state". Name the risk factor involved in it. 1
4. What is business intelligence? 1
5. What do you mean by corporate entrepreneurship? 1
6. Explain the step by step process of resource mobilization? 2
7. "Market survey is a useless expensive tool" Do you agree with the statement? Support your answer with reasons? Give reasons in support of your answer. 2
8. Do all the units need to prepare a business plan? Do the plan vary depending on the size of the unit? 2
9. Match the entrepreneur and his/her enterprise from the following table given below: 2

Enterprise	Entrepreneur
WIPRO	VERGHESE KURIEN
AMUL	SUNIL MITTAL
RELIANCE	AZIMJI PREMJI
BHARATI ENTERPRISES	DHIRUBHAI AMBANI

10. Differentiate between entrepreneur and entrepreneurship. 2
11. "Many problems are bound to come in the path of progress, Ratan Tata shifted the manufacturing plant for Nano Cars from Singur to Sanand due to unforeseen complexities". What type of competency is shown here? Discuss. 3

12. Explain in detail any six problems faced by women entrepreneurs. 3
13. Abhishek is an entrepreneur. A Few workers in his organization are too lazy and always try to show inability and unwillingness to take up any kind of new work given to them. As a manager, how would you motivate lazy employees? 3
14. What do you mean by social entrepreneurs? Explain the characteristics of social entrepreneurs with examples. 3
15. Preetham is planning to start a new soap manufacturing factory. Draft a survey (not exceeding 10 questions) as to collect information that will be helpful for starting this business. 3
16. Explain in detail any 3 entrepreneurial personalities. 3
17. “Starting a business takes a lot of research. An entrepreneur can find information on almost any subject very rapidly by using the internet’s World Wide Web. An entrepreneur must communicate with many people, suppliers, distributors and a very quick and inexpensive way is through the internet”. Explain the role of internet and social media for an entrepreneur. 3
18. From the following information prepare a Cash Register 4
- a) Ms. Neethu commenced business with ₹ 5,00,000
 - b) Bought furniture worth 2,00,000 and paid freight of ₹ 5,600
 - c) Sold to Neethu by Mr. Martin for cash
 - 5 color TV @ ₹ 10,000 each
 - 5 LED @ ₹ 18,000 each
 - d) Sold to Ms. Nehal for cash : 2 color TV @ ₹ 20,000 each
 - e) Returned 1 LED TV to Mr. Martin as it was defective
 - f) Received commission ₹ 3000
 - g) Paid 3 months rent ₹ 2000
 - h) Paid salary to Mohan ₹ 2000
 - i) Sold to Neeraja for cash
 - 3 color TV for ₹ 20,000
 - 3 LED of 18,000 each for ₹ 25,000
 - j) Paid electricity bill of ₹ 800
 - k) Paid income tax ₹ 3,000 and sales tax of ₹ 2000

19. Anuj opens a grocery store. To advertise his shop in the local market he announces free coupons worth ₹100/- and ₹200/- on a purchase of goods ₹1000/- and above. Which element of marketing mix is being used by Anuj? Explain it with two more relevant examples. 4
20. A young man was passing through a site of construction. He saw three labourers working in the site. He went to one of them and asked “What are you doing here?” the worker answered, can’t you see; I am pulling in to earn a living. I am working and earning.” The young man moved towards the second. Now, he asked the second man the question “What are you doing?”Pat came the reply “can’t you see? I am constructing a wall”. The young man now asked the third person the same question and he replied “can’t you see? I am building a beautiful mansion.”
- a) All three men were doing the same work.What differentiated them?
- b) Why is it important to do a piece of work effectively and efficiently? 4
21. Explain efficient utilization of human resource? 4
22. Maheswari is running a shoe manufacturing company. She wishes to expand her business. Explain which are the three expansion options available for her for the same. 6
23. The following information relates to ‘Midhun’,who produces a single product Door mats.
- Fixed Cost – ₹2,00,000
Variable Cost – ₹50/unit
Sales price – ₹100/unit
- a) Calculate minimum number of units that must be sold for the company to break even.
- b) Show break even in terms of rupees
- c) Calculate B.E.P (In units & rupees) if:-
- i. Fixed Cost decreases by 20%
 - ii. Fixed cost increase by 30%
 - iii. Variable cost increases by 50%
 - iv. Selling cost decrease by 10%
- 6
24. Anita is planning to establish a small scale export factory. To ensure that she is neither short of nor in excess of capital, guide Anita about financial resources so that she is neither short of nor in excess of capital. 6