



**INDIAN SCHOOL SOHAR  
FIRST TERM EXAM  
ENTREPRENEURSHIP**

**Date: 17/09/2017**

**STD: XI**

**Marks: 70**

**Time: 3hrs**

**General Instructions:-**

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

1. Which functions are related with identification of an idea and readiness to undertake risk? 1
2. 'A person starts a business venture because he lost his job'. Which form of entrepreneur is he? 1
3. State the two approaches for generating ideas through 'creativity and creative problem solving' approach. 1
4. What is the source of most innovative ideas? 1
5. The traditional concept focuses that market means 'a place'only.when was this concept prevalent? 1
6. Explain two disadvantages of being an entrepreneur. 2
7. Research studies have shown that there are certain core values which are found in entrepreneurs.
  - a) State these values.
  - b) Also state whether all entrepreneurs possess these values in the same degree. 2
8. What is brainstorming? 2
9. Give the contribution of the following social entrepreneurs.
  - a) Vinoba Bhave
  - b) Bunker Roy. 2
10. Good marketing information should possess many characteristics. State any four 2
11. "Assembling Requirement" is one of the steps of this function.
  - a) Identify the function.
  - b) Explain the other steps of this function. 3
12. What are the basic differences between Maslow's and McClelland's theory of need?

13. The government of India has initiated various sectors specific schemes to encourage entrepreneurship. Name such scheme 3
14. Sarita loves gardening .Her garden is the envy of the whole neighborhood. Her neighbours, relatives and friends are constantly asking her for shoots of various plants that she has in her collection. She decides to turn her hobby into a profession and decides to open a nursery dealing in organic plants only. She also initiates a plantation drive in her locality.
- a) Identify the source of Sarita’s business idea.
  - b) In addition to the above source, state any other more source of business idea.
  - c) Identify the values communicated by Sarita. 3
15. Discuss any three benefits provided by e-business to entrepreneurs.
- a) What value is exhibited by entrepreneurs in increasingly making use of this form of business? 3
16. What is cloud computing? 3
17. Ram prakash is the owner of a small eatery operating in the suburbs of Delhi. He is making just enough to make his ends meet. Since, his eatery was in a strategic location, quite close to a school, he got an offer from Freezo ice-cream to install an ice-cream freezer and sell their products from his shop. But Ram Prakash refused to embrace this opportunity. To which category of entrepreneurs does Ram Prakash belongs to? Discuss any other two category of entrepreneur. 3
18. “Entrepreneurship involves a lot of risks, yet it can pay off very well with rewards such as profits, the opportunity to be your own boss and make your own decisions” In the light of the above statement, explain any two advantages and two disadvantages of entrepreneurship. 4
19. Explain any four entrepreneurial competencies. 4
20. “A humongous amount of information from popular news magazines, reviews, government and customer publications, trade publications, commercials, etc.will has to be scanned.
- The above given details is related to one of the different structured approaches that might be adapted to generate idea.
- a. Name the approach that is adopted to generate idea.
  - b. What are the different structured approaches that might be adapted to generate idea? 4

21. Discuss the steps involved in conducting the Market Survey. 4
22. “Searching for needs, wants, problems, and challenges that are not yet being met or dealt effectively” is one of the processes of entrepreneurship.
- a. Identify the step involved in the process of above entrepreneurship from the information given above.
  - b. Explain the next five steps involved in the process of entrepreneurship. 6
23. Asha is a middle aged housewife. She decided to turn her hobby of knitting to an entrepreneurial venture. But her husband discouraged her, saying that business is a very demanding career and Asha will not be able to handle it. The attitude of her husband is one of the hindrances faced by Asha.
- a. State other limitations faced by women entrepreneurs.
  - b. Also state the value being violated by Asha’s husband. 6
24. What do you understand by Environmental barriers? Explain the various environmental barriers. 6