



INDIAN SCHOOL SOHAR
TERM I EXAMINATION (2019-2020)
ENTREPRENEURSHIP (066)

No.ofprinted pages:4
MAX. MARKS: 70
DURATION:3HOURS

DATE: 19/09/2019
CLASS: XI

General Instructions: -

- a. This paper contains 24 questions in 5 parts and all questions are compulsory.
- b. There is no word limit for numerical questions.
- c. The instructions for each part are given separately. Read them carefully and follow.

Part A

This part contains 5 questions carrying 1 mark each. Answer to these questions should be from one word to one sentence.

1. Earlier, hair oil was available only in tins and introducing it in plastic small packs has become convenient for customers to carry and use”. Mention the core value of an entrepreneur referred in the above case 1
2. Who is a trailblazer? 1
3. What do you mean by business risks? 1
4. Give any two examples of outflow of cash. 1
5. ‘When it wanes(reduce), as it surely will in difficult times, take some guilt time. This statement shows which attitude of an entrepreneur. 1

Part B

This part contains 5 questions carrying 2 mark each. Answer to these questions should be in 50 word to 75 words.

6. It is the process that activates the entrepreneurs to exert a high level of effort for the achievement of his or her goals. Identify the concept and organize the process of the concept referred in an orderly sequence. 2
7. Entrepreneurship has certain advantages and disadvantages. State any two advantages and disadvantages of entrepreneurship. 2
8. List any of the two fields in which ‘diplomats’ have business strengths 2
9. According to David McClelland, regardless of culture or gender, people are driven by three motives. States those motives. 2
10. Define ‘insider trading’. 2

Part C

This part contains 7 questions carrying 3 mark each. Answer to these questions should be in about100 words.

11. It is concerned with the movement of goods and services from the producer to the ultimate consumer. It plays a significant role in promoting the well-being of the business enterprise.

- a) Identify the concept.
- b) Explain the other two function of this concept. 3
12. “A controlled process for identifying problems and opportunities, determining objectives, describing situations, defining successful outcomes and assessing the range of costs and benefits associated with several alternatives for solving a problem”
- a) Identify the concept is referred in above para.
- b) Explain the benefits of the concept to the entrepreneur. 3
13. Explain Business Intelligence, Information collection, smart mobility. 3
14. In Tamil Nadu, tsunami caused irreparable damage not only to the business enterprises, but also adversely affected the whole economy of the state.
- a) Identify the external factors of the business enterprise.
- b) Explain two other types of external factors other than the one identified above. 3
15. Rajat is planning to open a retail shop selling high-end customized furniture. As a cost manager, advise Rajat on the costs required to transform his plan into a successful venture. 3
16. The following information relates to a company, which produces a Plastic Bottles.
- Direct labour per unit ₹ 10
- Direct materials per unit ₹ 25
- Variable overheads per unit ₹ 5
- Fixed costs ₹ 30,000
- Selling price per unit ₹ 100
- Calculate: (i) Variable cost per unit (ii) The minimum number of units that must be sold for the company to break-even. (iii) Show break-even in terms of rupees. 3
17. At 20, he and a friend (Steve Wozniak) started a company in a garage on April 1, 1976. Later that year, the duo debuted the Apple I at the Homebrew Computer Club in Palo Alto, California. A local store offered to buy 50 machines and to finance the production, the duo had to sell their most expensive possessions. Jobs sold his Volkswagen van while Wozniak sold his Hewlett-Packard scientific calculator. Jobs named their company Apple in memory of a happy summer he had spent as an orchard worker in Oregon. Steve Jobs, the brain behind Apple and I-pod, is known to value quality in all the products introduced by the company.
- Identify and explain the other three competencies of Jobs that gave a great entrepreneur to the world. 3

Part D

This part contains 4 questions carrying 4 mark each. Answer to these questions should be in about 150 words.

18. These types of entrepreneur have to identify the potential market for their product in order to stimulate the demand for the same. They push many ideas ahead of others in the form demonstration to promote their businesses.
- a) Identify the concept discussed in above para.
 - b) Identify and explain other three types of business entrepreneur. 4
19. Zest India Ltd. is a pioneer company in the FMCG goods segment. Recently, one of its highest revenue generating product has been banned due to health issues. The top-management of the company is in search of new ideas to combat this situation. Explain the various structured approaches to generate ideas to the top management of the company. 4
20. Razaq is a native of the beautiful valley of Kashmir. His family owns an apple orchard. During his summer break, he decided to help his family at the orchard. He observed that a lot of time was lost in plucking and picking apples. Being of an innovative mind, he worked on solving the above problem and made in a simple plucking device attached with a net and a knife. This saved considerable time and money.
- a) Identify the role played by Razaq.
 - b) Explain any two characteristics of social entrepreneur.
 - c) Identify one value communicated by Razaq. 4
21. (A) Distinguish between:
- a) Expenses and expenditure
 - b) Fixed cost and variable cost.
 - c) 'Profit is not to be considered as inflow'. Comment with apt reason. 4

Part E

This part contains 3 questions carrying 6 mark each. Answer to these questions should be in about 200 words.

22. Naman and Aman are classmates in Entrepreneurship Development Institute of India (EDII), Ahmadabad. Naman had various ideas of ventures to be started to exploit the business opportunities in Gujarat. Aman told Naman to go for detailed process of evaluating all business ideas Naman had. But Naman replied that "evaluating various business ideas are a big waste of time".

Aman said “Amidst of rapidly changing environment, it may seem that evaluating ideas are a big waste of time. One may think that if one takes time to evaluate one’s entrepreneurial ideas on will miss the quickly closing window of opportunity. However, there are good reasons why idea evaluation is an important step in researching the ventures feasibility”.

Explain those good reasons of evaluating business ideas before venturing into a business venture

23. Dr. Abraham M. George, is the founder of the George Foundation. It was established in January 1995 in Bangalore, India. Their mission is to work towards poverty eradication, promote environmental health, and strengthen democratic institutions and values in developing countries.

a) State which type of entrepreneur Dr.AbrahamM.George.

b) Explain other five type of entrepreneur who are related with same field. 6

24. Calculate cash flow from operating activities of Anil Ltd. from the following information.

	(₹)
Cash received from Debtors	45,000
Cash sales	60,000
Cash paid to creditors	30,000
Cash purchases	25,000
Salaries paid	12,000
Commission received	1,000
Rent paid	5,000
Administrative Expenses paid	4,000
Insurance claim for loss of stock	50,000
Income Tax paid	13,000
Tax Refund received	2,000
