



**INDIAN SCHOOL SOHAR  
UNIT TEST (2019-20)  
ENTREPRENEURSHIP (066)**

**CLASS: XII  
DATE: 19/05/2019**

**MAX. MARKS: 50  
DURATION: 2HRS**

**General Instructions: -**

- a. This paper contains 16 questions in 5 parts and all questions are compulsory.
- b. The instructions for each part are given separately. Read them carefully and follow.

**Part A**

**This part contains 2 questions carrying 1 mark each. Answer to these questions should be from one word to one sentence.**

1. "It is the process of entrepreneurship which involves the translation of useful idea into an application which has commercial value". Identify the process. 1
2. Paranshu was working "with Hithesh, a new entrepreneur, as a Production Manager. For smooth and coordinated flow of work he had to pay attention towards various elements. To ensure predetermined quality of products he had to compare the performance with established standards.
  - (i) Identify and state the element being discussed above which is related to one of the components of a 'Business Plan'. 1

**Part B**

**This part contains 4 questions carrying 2 marks each. Answer to these questions should be in 50 to 75 words.**

3. Dileep's business has been operating successfully for 2 years. He decided to expand. He wanted his business to grow, but he did not have enough funds. His wife advised him to ask one of his friends to invest in his business. Dileep took her advice and admitted his friend Rakesh, as a partner into his business with equal sharing of profits and losses.
  - (ii) Identify the form of business was Dileep following initially.
  - (iii) State the form of business he changed to afterwards. 2
4. "Harry plans production of a motor car for the common man at a very low price". Explain the characteristics that develops his ideas into available and successful project. 2

5. Resham and Sinu the partners, wants to register an “Accounting firm”. Explain the necessary procedure for registration of a partnership Firm? 2
6. Explain the factors to be considered in sound financial plan. 2

### Part C

**This part contains 4 questions carrying 3 mark each. Answer to these questions should be in about 100 words.**

7. Roshni wants to start small shoe manufacturing factory. As a part of her business plan she prepared an ‘entertaining slide show and oral narrative’ that is meant to trigger discussion and create interest in potential investors for reading and written presentation.
- (i) Identify and explain the concept available to design a successful plan
  - (ii) Explain the other formats of business plan. 3
8. Explain ‘PESTAL’ model. 3
9. The business plan generally begins with the “mission statement” by the entrepreneur describing the size, scope and nature of the enterprise. This plan is to save the entrepreneur from a potential disaster of time and cost. The entrepreneur is able to assess and evaluate whether idea is feasible or not.
- (i) Identify the concept discussed in this para.
  - (ii) Explain two other elements of this concept other than the one identified above. 3
10. Explain any three sources from which basic ideas emerge. 3

### Part D

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

11. What is a business opportunity? Explain its elements. 4
12. This is a form of organization wherein persons voluntarily associated as human beings on the basis of equality for the promotion of the economic interest of themselves.
- (i) Identify the concept discussed here.
  - (ii) Explain any three features of this concept. 4
13. Ramesh started a school bag business with his brother. Both were very excited about the new venture. With meticulous planning and a lot of hard work they were able to sell 1000 bags in

the first year. But they did not earn any profit. Both were happy because they were not at loss and revenue generated was equal to the cost. Now they were moving towards earning profit in the second year.

(i) Identify the component of this plan discussed above.

(ii) Explain any three other component of this plan which is useful for the entrepreneur. 4

14. What are the factors an entrepreneur has to keep in mind while assessing the market? 4

### Part E

**This part contains 2 questions carrying 6 mark each. Answer to these questions should be in about 200 words.**

15. It is a system whereby there is achieved a smooth and coordinated flow of work within the factory so that, by planning and control all the productive operations in all the stages of manufacture, the final product is completed in accordance with the plans.

(i) Identify the concept.

(ii) Explain any five elements of this discussed concept. 6

16. "Sensitivity to environmental factors is curial for an entrepreneur". In the light of the above statement explain any six importance of environment scanning. 6

\*\*\*\*\*The End\*\*\*\*\*