



INDIAN SCHOOL SOHAR
UNIT TEST II (2024-2025)
ENTREPRENEURSHIP (066) SET: 1

Class: XI

Date: 14/01/2025

Max Marks: 20

Time: 45 minutes

General Instructions:

1. This question paper contains 10 questions.
2. The question paper contains 4 sections - A, B, C and D
- 2.1. Section A contains multiple choice questions
- 2.2. Section B - 2 marks; Answers to these questions may be from 30-40 words.
- 2.3. Section C - 3 marks; Answers to these questions may be from 50-75 words.
- 2.4. Section D - 5 marks; Answers to these questions may be from 120-150
3. Internal choice is given in the paper, there is no overall choice.

Section - A

1. Mahendra manufactures face masks. The selling price of a single face mask is ₹55 and the variable cost of making it is ₹30 per unit. Mahendra has to bear fixed expenses amounting to ₹25,000 per month. His break-even level of sale will be: [1]

- | | |
|----------------|------------------|
| a) 100 units | b) 1,000 units |
| c) 2,000 units | d) None of these |

2. From the items given in **Column A** match the items in **Column B**: [1]

Column A	Column B
A. Wihem Roentgen	(i) Penicillin
B. Percy Spencer	(ii) The Pacemaker
C. John Hopps	(iii) Microwave ovens
D. Sir Alexander Fleming	(iv) X-Rays

Alternatives:

- | | |
|-----------------------------|-----------------------------|
| a) A-iv, B- iii, C- ii, D-i | b) A-ii, B- i, C- iii, D-iv |
| c) A-iii, B- iv, C- ii, D-i | d) A-ii, B- i, C- iv, D-iii |

3. **Read the following statement: Assertion (A) and Reason (R): Choose the correct alternative.** [1]

Assertion (A) – TFK Ltd. provides and supports the business development requirements of start – ups who can be potentially successful for a percentage share in their profits they would earn after few years.

Reason (R) – TFK Ltd. is a provider of business intelligence.

Alternatives:

- a) Both (A) and (R) are true and (R) is the correct explanation of (A).
- b) Both (A) and (R) are true and (R) is not the correct explanation of (A).
- c) (A) is true, but (R) is false.
- d) (A) is false, but Reason (R) is true.

4. Vibrant Limited is a firm producing and selling a variety of women perfumes with different flavours. It has rented an office building. The production is done in the basement and the marketing, financing and other departments are situated on the upper floor of the building. The business is making a good profit due to which the management decided to purchase the building instead of paying monthly rent as a repetitive cost. The rent of the office floor to start the business is a _____ cost. [1]

- | | |
|----------------|------------------|
| a) Operational | b) Finance |
| c) Start - up | d) None of these |

5. Rahul, an aspiring entrepreneur, decided to start a tech manufacturing company that produces consumer electronics. He realized the importance of assessing the 'place' or location for his enterprise. He carefully managed the construction of the manufacturing facility, acquiring necessary machinery, and ensuring a skilled workforce. Rahul successfully established his tech manufacturing company. Identify the holistic approach that allowed John's enterprise to operate efficiently and produce high-quality consumer electronics. [1]
- a) Human resources
 - b) Physical resources
 - c) Material resources
 - d) Financial resources

OR

Stigma Limited manufactures and sells stationery items and toys for all age groups and is operational since 2010. Now, the owner of the firm wants to expand its product line and include kids wear up to 10 years of age in its product line. The firm came into a lease contact with a land – owner for opening a separate production capacity for the new product line and the capacity will be equipped with all the machinery and material required to manufacture the new products. Which of the following resource represents the lease contract with the land owner for a place for the production capacity?

- a) Financial resource
- b) Materials resource
- c) Human resource
- d) Physical resource

Section-B

6. These resources are neither felt nor seen, far from being touched or preserved but helps immensely in providing a strong foothold to enterprise. It is a resource which enables a business to continue to earn a profit that is in excess of the normal basic rate of profit earned by other business of similar type. [2]
- a) Identify the above mentioned resource.
 - b) Explain any two categories of identified resource.
7. Jaya started a business. She is aware that in order to sell her product she needs to do a lot of research. As an entrepreneur she needs communicate with her customers to make them aware of her products. [2]
- a) What can be a very quick and inexpensive method for Jaya to communicate with her customers?
 - b) State the importance of the method identified.

Section – C

8. NSRCEL is IIM Bangalore's flagship business incubator that is a non – profit institution purely focused on aiding creators and funding start-ups in their journey. They have incubated nearly 600 ventures that exceed \$1.5 billion in combined value. NSRCEL had formed alliances with companies like Kotak Mahindra Bank, Alstom, Acumen as well as self-employed in three focused areas – social ventures, women and student entrepreneurship and emerging businesses. Their team includes students, selected IIM-B 's full time faculty, visiting faculty from businesses/industries, mentors from IIM-B, businesses, industries who strive towards finding financial, human and infrastructural resources. [3]
- a) Identify and explain business incubators in the example?
 - b) How do incubators help start-ups get funding?
 - c) What are their focus areas?
9. In an organisations, each person would have different positions, duties, responsibilities, etc., making it imperative for an organization to have a wide range of personnel ranging from managers, supervisors, administrators, engineers, technical, skilled and unskilled workers. What kind of person to recruit and for what qualities that person should be tested needs a very careful, systematic scientific and organized planning. Therefore, Amit, the manager of Collpuff Limited has developed comprehensive strategy comprising of various factors. Identify and explain those factors to be considered by Amit. [3]

Section - D

10. Salim is a native of the beautiful valley of Kashmir. His family owns an apple orchard. During his summer break, he decides to help his family at the orchard. He observed that a lot of time was lost in plucking apples. Being of an innovative mind, he worked on solving the above problem and made a simple plucking device attached with a net and a knife. This saved considerable amount of time and money. From the above case can it be rightly said that Salim is an innovator and problem solver? Give reasons for your answer. [5]

OR

Ragini runs a children day care center (Nagpur). The main clients are working parents, who pay a fixed amount of ₹100 per child for the whole day. Children at the center learn through play and engaged in different activities like art, music, dance, physical education, and handwriting and value education. The business is open for an average of 22 days each month.

Capacity	25 children per day
Unit Price	₹100
Material Requirement per child	₹10
Rent	₹3,000
Salary	₹5,000
Administrative expenses	₹300
Electricity charges	₹700

From the above given information calculate:

- Total Fixed Cost
- Calculate Break Even Point (in units) and Break-Even Point (in sales)
- Show $TR=TC$ concept.
- Explain any one importance of Break- even analysis.