



INDIAN SCHOOL SOHAR
UNIT TEST I (2023-2024)
ENTREPRENEURSHIP (066)- SET 1

Class: XII
Date: 24/05/2023

Max Marks: 20
Time: 40 Minutes

General Instructions:

- 1. The question paper contains 10 questions. All questions are compulsory**
- 2. There is no overall choice. However, an internal choice has been given for 3marks and 5 marks questions.**

1. "It also makes the optimum use scarce resources and promotes peace and prosperity in the economy". Which type of entrepreneurial benefit is mentioned in the above lines.

(a) Employment benefit	(b) Social benefit	
(c) Economic benefit	(d) Resource benefit	

(1)
2. Shivjot Singh is an innovative person and he thinks of building eco-friendly houses. These houses will remain cool in summers and hot in winters. He conceived the idea in 2005 but it could be completed in 2015. identify which stage of creative process is this.

(a) Doing Market Research	(b) Idea Germination	
(c) Brain Storming	(d) Using hobbies to generate ideas.	

(1)
3. Partnership form of a business is an ideal choice for starting a new venture if the entrepreneur's:

(a) Capital and managerial requirements are higher.		
(b) Enterprise falls in the category of either being a small or a medium-scale enterprise.		
(c) Direct contact with the customers is essential.		
(d) All of the above		

(1)
4. Give below are two statements, one labelled as **Assertion (A)** and another as **Reason (R)**:
 Choose the correct alternative.

Alternatives:

Assertion (A): If a company is sensitive to the internal environment. It will come out with new products and services.

Reason (R): Proper understanding of the various elements of external environment is necessary to take timely action to deal with threats and opportunities for the purpose of improvement in the performance of a firm.

- a. Both Assertion (A) and Reason (R) are true and Reason (R) is the correct explanation of Assertion(A)
 - b. Both Assertion (A) and Reason (R) are true but Reason (R) is not the correct explanation of Assertion(A) (1)
 - c. Assertion (A) is true but Reason (R) is false.
 - d. Assertion (A) is false but Reason (R) is true.
5. Given below are the functions and its types. Match them correctly.

Column A	Column B
(i) Technological Environment	(A) Unemployment
(ii) Legal Environment	(B) Government stability
(iii) Political Environment	(C) Environment protection laws
(iv) Economic Environment	(D) Automation

- | | | |
|------------------------------|----------------------------|--|
| (a) i – D, ii-C, iii-B, iv-A | (b) i-B, ii-A, iii-D, iv-C | |
| (c) i – C, ii-A, iii-D, iv-B | (d) i-A, ii-C, iii-B, iv-D | |
- (1)
6. Komal has completed her B.Tech. in textile designing. She wants to start a ready-made garments manufacturing unit. She wants to manufacture trendy garments for children below the age of one year. She approached popular trend spotter to help her with the same. The trend spotter demanded ₹ 2,00,000 from Ritu to help her. Looking at the high fee demanded, she decided to do

the trend spotting by herself. She decided to identify the trend by talking to the parents of the newly born.

a) Identify the trend spotting method used by Ritu.

b) Explain the identified trend spotting method.

(2)

7. Vikrant was always interested in technology driven products. After finishing his engineering degree, he started working on a new walking stick. This will help blind people. The stick will be Bluetooth and Wi-Fi enabled which will be connected through an app on the phone which will guide the blind persons about the objects in front of their walking path. He started testing the walking stick and found that the stakeholders were satisfied and it had a great value to the customers.

Identify Vikrant is in which stage of the innovation process and explain the identified step of innovation.

(2)

8. Kavita has observed that there can be a good market for hand-knitted cotton and woolen trendy garments for small kids up to the age of three years. She thought of starting a small enterprise for the same. She also ensured that the enterprise will require 10-15 trained workers and an investment of 2 lakhs. This will give 40% annual return on investment.

a) Identify the entrepreneurship concept being stated in the above para

(3)

b) Explain the identified concept and its elements.

9. "To sense an entrepreneurial opportunity, an entrepreneur employs his/her sharpened skills of observation, analysis and synthesis to identify an opening". Identify and explain the most important factors involved in the process

OR

"These are convenient frames of reference for streamlining the process of generation of ideas." Identify them and explain any three briefly.

(3)

10. Sarabjeet Singh was living in a small village near Nainital. He had a car that could run on solar energy. The car would not be generally charged due to non-availability of sun-light. The petrol was too costly and he could not afford petrol-run car. He thought of an idea and identified a chemical which when mixed with an oil would work like petrol. The cost of this chemical mixture was very low. He tested this idea, verified it and found it valuable.

a) Identify the Concept discussed in the above passage.

b) Explain the identified concept in the above question.

OR

After passing his 12th class with entrepreneurship as an elective subject Guru started his own business. He invested ₹ 2,00,000 as capital which was given to him by his father. He obtained a loan of ₹ 1,00,000 from his elder brother Ravi, who was working as an assistant manager in Bank of Baroda. In the first year, he incurred a loss of ₹ 50,000 and had to pay to his suppliers their outstanding bills. This created a financial problem for him and he had to take a loan of ₹ 1,00,000 from the Bank of Baroda on the personal guarantee of his brother. He started doing hard work, lowered the prices and informed his customers about the qualities of goods sold by him. Because of this the sales increased four times and he earned a net profit of ₹ 75,000 in the second year.

a) Identify the form of organization described in the above paragraph.

b) Explain the legal formalities involved in registration of identified form of organization in the above question.

(5)



INDIAN SCHOOL SOHAR
UNIT TEST I (2023-2024)
ENTREPRENEURSHIP (066)- SET 2

Class: XII
Date: 24/05/2023

Max Marks: 20
Time: 40Minutes

General Instructions:

- 1. The question paper contains 10 questions. All questions are compulsory**
- 2. There is no overall choice. However, an internal choice has been given for 2 marks, 3 marks and 5 marks questions.**

1. Jonny saw that people were having less time to shop for their daily needs. He thought of an app-based delivery launching system. Where anyone could order anything and get delivery within few hours or at the time they choose. He wanted this idea to be creative. For this, he decided to hire Priyanka as his creative manager. Priyanka needs to follow different steps to develop a creative idea for his app which are as :

i) Illumination	ii) Idea germination	
iii) Incubation	iv) Preparation	(1)
v) Verification		
(a) i, ii, iii, iv, v	(b) ii, iv, iii, i, v	
(c) i, ii, iv, v, iii	(d) v, iv, iii, ii, i	

Arrange the steps in correct order.
2. Ramsaran, an auto-mechanic, was working in a city. But due to the ill health of his parents, he was compelled to shift to his village. The village was approximately two kilometers away from the nearest highway. He noticed that vehicles that broke down had no repair facility in that area. This gave him an idea to open an Auto-Service Centre for earning his livelihood. He motivated some young boys of his village to join him for providing this service. He trained them and employed them in his workshop. The process which helped Ramsaran in converting an idea into an opportunity is:

(a) Sensing entrepreneurial opportunities	
(b) Environment scanning	
(c) Problem identification	(1)
(d) Spotting trends	
3. Vinita, Bhavana, Rani and Nandini are all good friends in the age group of 15-17 years of age. All of them decided together to start a business venture of making soaps at home using natural ingredients. They decided to name their venture as 'O&HM meaning Organic and Home Made. They spoke about their venture to their parents and asked them if their business could be registered so that it will be easy to divide the profits. Vinita suggested that they should register it as a Partnership firm. Can they form a partnership firm?

(a) No, they cannot form a partnership firm since all of them are minors.	
(b) Yes, they can form a partnership firm.	
(c) No, since a minimum number of people required to form a partnership is.	
(d) None of the above.	(1)
4. Given below are two statements, one is **Assertion (A)** and another one is **Reason (R)**:
 Choose the correct alternative. **Alternatives:**
Assertion (A): Customers are a part of the micro environment.
Reason(R): Micro environment does not operate in isolation and is one of the levels of business environment.

(a) Both Assertion (A) and Reason (R) are true and Reason (R) is the correct explanation of Assertion(A)	
(b) Both Assertion (A) and Reason (R) are true but Reason (R) is not the correct explanation of Assertion (A)	

(c) Assertion (A) is true but Reason (R) is false.

(d) Assertion (A) is false but Reason (R) is true.

(1)

5. Given below are the functions and its types. Match them correctly.

Column A	Column B
i. Changing the raw material into a finished product	A. Time utility
ii. Utility creation	B. Form utility
iii. Storing the goods	C. Place utility
iv. Transporting goods	D. Business character

(b) i – D, ii-C, iii-B, iv-A

(b) i-B, ii-D, iii-A, iv-C

(1)

(c) i – C, ii-A, iii-D, iv-B

(d) i-A, ii-C, iii-B, iv-D

6. Read the following newspaper article carefully.

India will ban the use of single use plastics from July 1 in order to prevent its harmful effects on environment and in pursuance of its global climate goals. The production, importation, stocking, distribution, sale, and use of certain single-use plastic items that have a low utility and a high potential for littering will henceforth be banned. The items that face ban are plastic stirrers, plastic plates, plastic cups, plastic glasses, plastic cutlery like forks, spoons, and knives, plastic trays, wrapping or packaging films around candy boxes, balloon sticks made of plastic, flags made of plastic, candy sticks, ice-cream sticks, and polystyrene (Thermocol) for decorations.

The ministry announcement further stated that control rooms at the national and state levels must be established in order to monitor the unauthorized production, importation, stocking, distribution, sale, and use of items made of single-use plastic that are forbidden.

Plastic carry bags with a thickness of less than 75 microns are currently illegal to manufacture, import, stock, distribute, sell, and use, according to the Plastic Waste Management Amendment Rules, 2021. Plastic carry bags with a thickness of less than 120 microns will be forbidden as of December 31, 2022.

Identify and explain the elements in the PESTEL model which is present in this article.

(2)

7. Cook-it-fast -a growing ready-to-cook product manufacturing company was looking into various means of advertising its products. The marketing team suggested to approach an influential food blogger, who can use their products in their recipes.

a) Which way of trend spotting does this indicate?

b) Explain the identified trend-spotting method in the above question.

OR

Lalith was always interested in technology-driven products. After finishing his engineering degree, he started working on a new walking stick. Which will help blind people. The stick will be Bluetooth and Wi-Fi enabled which will be connected through an app on the phone which will guide the blind persons about the objects in front of their walking path. He started testing the walking stick and found that the stakeholders were satisfied and it had a great value to the customers.

Identify Lalith is in which stage of the innovation process and explain the identified step of innovation.

(2)

8. Sensitivity to environmental factors is crucial for an entrepreneur. If a company is able to adapt to its environment, it would succeed in the long run. For example, Sony is failing to understand the changing trends in mobile phones and therefore losing its market share. Identify and explain any three benefits of understanding the relevant environment of a business.

OR

Neena has observed that there can be a good market for hand-knitted cotton and woolen trendy garments for small kids up to the age of three years. She thought of starting a small enterprise for the same. She also ensured that the enterprise will require 10-20 trained workers and an investment of ₹ 3 lakhs. This will give 50% annual return on investment.

- c) Identify the entrepreneurship concept being stated in the above paragraph.
- d) Explain the identified concept and its elements. (3)

9. This is a form of partnership between the private sector and the government where management is generally in the hands of private sector, with enough representation on Board of Directors by the Government too. Resources are mostly borne equally. Identify and explain the form of organization mentioned in the above lines. (3)

10. After passing his 12th class with entrepreneurship as an elective subject Virad started his own business. He invested ₹ 5,00,000 as capital which was given to him by his father. He obtained a loan of ₹ 3,00,000 from his elder brother Ravi, who was working as an assistant manager in Bank of Baroda. In the first year, he incurred a loss of ₹ 1,00,000 and had to pay to his suppliers their outstanding bills. This created a financial problem for him and he had to take a loan of ₹ 1,00,000 from the Bank of Baroda on the personal guarantee of his brother. He started doing hard work, lowered the prices and informed his customers about the qualities of goods sold by him. Because of this the sales increased four times and he earned a net profit of ₹ 50,000 in the second year.

- a) Identify the form of organization described in the above paragraph.
- b) Explain the legal formalities involved in the registration of identified form of organization in the above question.

OR

To be successful an entrepreneur needs to work on various areas. One such area is the generation of ideas, which is very crucial for the ultimate success of the firm. In order to streamline the generation of the ideas the entrepreneurs will have to use various convenient frames of reference. Comment on any five such frames. (5)