



**DELHI PUBLIC SCHOOL SURAT
ENTREPRENEURSHIP**

Roll No:

Class: XI

Marks: 70

Time Allowed: 3 Hrs

General Instructions :

- (i) All the questions are compulsory,
- (ii) Marks are indicated against each question.
- (iii) Question Nos. 1 to 5 are very short answer questions carrying 1 mark each. Answer to each of these should not exceed 15 words.
- (iv) Question Nos. 6 to 10 are short answer questions carrying 2 marks each. Answer to each of these should not exceed 50 words.
- (v) Question Nos. 11 to 17 are short answer questions carrying 3 marks each. Answer to each of these should not exceed 75 words.
- (vi) Question Nos. 18 to 21 are short answer questions carrying 4 marks each. Answer to each of these should not exceed 150 words.
- (vii) Question Nos. 22 to 24 are long answer questions carrying 6 marks each. Answer to each of these should not exceed 250 words.

Answer the following:

1. How is finance different from accounting under commercial function performed by an entrepreneur? [1]
2. One of the objectives of this concept is to build up reserves for future contingencies. Identify the concept. [1]
3. This element of marketing mix encourages innovation. Identify the element. [1]
4. Diagrammatically show the various factors, which influence entrepreneurial values. [1]
5. Mention any two characteristics of a social entrepreneur. [1]
6. Write a brief note on product development strategies. [2]
7. 'A person starts a business because she has lost her job'. Which form of an entrepreneur is she? Discuss the any other type under the same category. [2]
8. Differentiate between expense and cost. [2]

9. Discuss the major components around which price mix revolve. [2]
10. Explain creativity and creative problem solving. [2]
11. Draw the manning table of managerial staff. By stating any four reasons, justify how expert professional assistance leads to a better cost efficiency. [3]
12. How do incubators help start-ups get funding? Why are entrepreneurs called problem solvers? [2+1]
13. 'Regardless of culture or gender, people are driven by some motives'. In light of the above statement, identify and discuss the motivation theory being referred here. [3]
14. The following information relates to a company, which produces single product.
 Direct labour per unit= ₹22
 Direct materials per unit= ₹12
 Variable overheads per unit= ₹6
 Fixed costs= ₹4,00,000
 Selling price per unit= ₹60
- a. What should be the minimum number of units sold, for the company to break even?
 b. How many units should be sold if the company targets to have a profit of ₹80,000? [3]
15. 'This concept helps to determine whether an idea or business is a viable option while the other concept is developed after the business opportunity is created'. Identify both the concepts in the given statement. Explain any two elements of the later concept, identified amongst the two. [3]
16. It is an electronic communication among enterprises, including customers, suppliers, business partners, government organizations and financial institutions. Identify the concept. Discuss any two roles performed by the concept identified. [3]
17. Discuss the given myth relating to entrepreneurship, 'most enterprises are successful financially'. Also state any other such myth associated with the concept of entrepreneurship. [3]
18. Vatsal is planning to establish a small manufacturing unit to manufacture components used in solar panel. He has also planned to employ workers from backward area, promising the creche facility to the female workers. Advice him regarding the various factors affecting the requirement of fixed capital. Which values does he exhibit? [4]
19. Lalit Mesgs is planning to launch new female clothing store. Draft a survey, so as to collect some information that will be helpful in launching of this store. [4]
20. "Using the business plan to attract investors, venture capitalists and partners, this stage can involve producing prototypes or test-marketing services". Identify the stage under the process of entrepreneurship. Also explain the remaining other stages to be accomplished by an entrepreneur to successfully end the process. [4]
21. 'Many problems are bound to come in the path of progress. Ratan Tata shifted the manufacturing plant of Nano cars from Singur to Sanand due to unforeseen complexities'. Which type of competency is shown here? Discuss the other three types of competencies that an entrepreneur must exhibit. [4]

22. Who is a business mentor? State two of its characteristics. Diagrammatically explain the types of mentoring. [6]
23. “Risk is the chance of loss. It is the possibility of some adverse occurrence”. In light of the given statement, explain the concept of risk taking. [6]
24. Identify the personality trait of entrepreneur in the following cases: [6]
- a. They are not the greatest rainmaker, but once they have a client or prospect, they do a great job of keeping them.
 - b. They tend to deal with even the most negative arguments by using the three F’s—feel, felt and found.
 - c. They usually aren’t comfortable with cold calling or pitching new ideas; they like to follow prescribed rules and guidelines.
 - d. Their business strengths are: Doing things on their own, as great behind-the- scene leaders who love working with systems, concepts, ideas and technologies.
 - e. They are detail- and tactic-oriented, and motivated by doing things one- way-the right way.
 - f. They typically wouldn’t buy a franchise or distributorship, but they would start a company that competes with a franchise.

END OF EXAMINATION