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INDIAN SCHOOL SALALAH
FIRST TERM EXAMINATION – SEPTEMBER 2025



ENTREPRENEURSHIP (066)

Class: XI

Date: 28/09/2025

Time: 3 Hours

Maximum Marks: 70

General Instructions:

1. This question paper contains 34 questions.
2. The question paper contains 4 sections - A, B, C and D
 - 1.1. Section A contains multiple choice questions
 - 1.2. Section B - 2 marks; Answers to these questions may be from 30-40 words.
 - 1.3. Section C - 3 marks; Answers to these questions may be from 50-75 words.
 - 1.4. Section D - 5 marks; Answers to these questions may be from 120-150

SECTION A		
1	Who is an example of effective Leadership among the entrepreneurs listed below? a) A founder who gives up after early failures b) A leader who guides and motivates the team during a business crisis c) An entrepreneur working alone d) A founder who avoids conflict	1
2	According to the traditional concept of markets, as described by the American Market Association, a market is primarily defined by: a) The interaction of buyers and sellers across a region without a specific place b) A specific place where goods are concentrated for sale and buyers gather to purchase c) The use of modern communication tools like mail or telephone for transactions d) The competition between buyers and sellers on a global scale	1
3	Assertion (A): E-Business has a broader scope than E-Commerce, encompassing a wide range of business activities beyond just buying and selling. Reason (R): E-Business includes activities such as production, product development, accounting, and human resource management conducted through computer networks, while E-Commerce primarily focuses on electronic transactions between firms, customers, and suppliers over the internet. Options: a) Both Assertion (A) and Reason (R) are true, and Reason (R) is the correct explanation of Assertion (A).	1

	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.	
4	How was the Ink-Jet Printer principle discovered? a) By observing fluorescent paper glowing b) By accidentally resting a hot iron on a pen, causing ink to eject c) By frying thin potato slices d) By cooling a heart during hypothermia research	1
5	Dr. Verghese Kurien is best known for which of the following contributions? a). Land distribution in tribal areas b) India's dairy revolution through AMUL c) Solar electrification of rural homes d) Rural education for barefoot engineers	1
6	Neha runs a small food truck business. She gives customers a quick feedback form after each meal, asking about food taste, service, and price. She then reviews this data every week to understand what customers like and what needs to improve. Which role of technology is BEST shown in the above case? a) Cloud Computing b) Smart Mobility c) Information Collection d) Business Intelligence	1
7	Which type of feasibility study focuses on the legal structure of the business and the professional skills of its founders? a) Market Feasibility b) Technical Feasibility c) Financial Feasibility d) Organisational Feasibility	1
8	Which of the following correctly matches the section of a business plan with one of its key components? a) General Introduction – Types of plant and machinery b) Business Venture – Name and address of entrepreneur c) Organized Plan – Form of ownership like sole proprietorship or partnership d) Production Plan – Pricing policies of the products	1
9	Which type of feasibility study focuses on analyzing one specific task, program, or problem? a) Comprehensive feasibility study b) Limited or project feasibility study c) Market feasibility study d) Financial feasibility study	1

10	Ravi noticed that many people in his neighborhood were constantly looking for fresh, healthy juice options. Seeing an opportunity, he began experimenting with different fruit and vegetable combinations. After some time, he came up with a unique blend of juices that became quite popular among his friends. Encouraged by the positive feedback, Ravi opened a small juice stall in the local market, offering a variety of fresh juices to the customers. In the case above, Ravi's recognition of the demand for healthy juices and his ability to develop a new product aligns with which entrepreneurial function? a) Planning b) Discovery of an idea c) Accounting d) Assembling the requirements	1
11	Which statement is correct about illogical ideas? a) All ideas are logical and should be accepted as they are. b) Illogical ideas have no value and should be ignored immediately. c) Some ideas might seem illogical initially but could lead to powerful innovations after refinement. d) Entrepreneurs should never consider ideas that seem strange or unusual.	1
12	Mira works at a large tech company. She's been given the freedom, time, and company resources to develop a new AI-powered productivity tool. She is not the owner of the company, but her ideas are shaping new products. Mira is best described as: a) A freelancer b) An entrepreneur c) An intrapreneur d) A project manager	1
13	Ramesh has been working on his start-up idea for over six years. Despite multiple efforts, he still hasn't managed to turn a consistent profit. Only a few of his peers from the same batch have managed to build businesses that cover their basic expenses and personal salaries. Which entrepreneurial myth does this case challenge? a) Starting a business is easy b) It takes a lot of money to finance a new business c) Most entrepreneurs start businesses in attractive industries d) The growth of a start-up depends more on an entrepreneur's talent than on the business he chooses	1
14	Hero MotoCorp and Hyundai Corporation are examples of which type of entrepreneur? a) Trading Entrepreneur b) Corporate Entrepreneur c) Industrial Entrepreneur d) Business Entrepreneur	1

15	Match the following and choose the correct answer.	1										
	<table><tr><th>Column I</th><th>Column II</th></tr><tr><td>A. Communication</td><td>i.Overseeing employees to ensure proper execution and correction of tasks.</td></tr><tr><td>B. Directing</td><td>ii. Involves exchanging thoughts, ideas, and information—vital to every managerial action.</td></tr><tr><td>C, Supervision</td><td>iii. Ensures the company’s performance aligns with set standards through corrective measures.</td></tr><tr><td>D. Co-ordination</td><td>iv. Involves initiating action and ensuring subordinates perform planned tasks effectively.</td></tr></table>	Column I	Column II	A. Communication	i.Overseeing employees to ensure proper execution and correction of tasks.	B. Directing	ii. Involves exchanging thoughts, ideas, and information—vital to every managerial action.	C, Supervision	iii. Ensures the company’s performance aligns with set standards through corrective measures.	D. Co-ordination	iv. Involves initiating action and ensuring subordinates perform planned tasks effectively.	
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a) A-iii, B-iv, C-ii, D-i												
b) A-ii, B-iii, C-i, D-iv												
c) A-i, B-ii, C-iii, D-iv												
d) A-ii, B-iv, C-i, D-iii												
16	Neha has always valued honesty because her parents emphasized it while growing up. Even when she faces peer pressure to cheat during exams, she sticks to her principles. Over time, Neha’s attitude towards honesty has remained strong and guides her behaviour consistently. a) Attitudes affects behaviour b) Attitudes are acquired c) Attitudes are invisible d) Attitudes are pervasive	1										
17	Statement I: An entrepreneur is the one who undertakes risks. Statement II: Entrepreneurial actions do not involve solving problems for others or creating value and profit. a) Both Statement I and Statement II are true, and Statement II is the correct explanation of Statement I. b) Both Statement I and Statement II are true, but Statement II is not the correct explanation of Statement I. c) Statement I is true, but Statement II is false. d) Statement I is false, but Statement II is true.	1										
18	Which of the following correctly matches the terms with their meanings? a) Entrepreneur means the process of doing business; Entrepreneurship means the person who starts a business; Enterprise means the result of the business. b) Entrepreneur means the person who starts a business; Entrepreneurship means the result of the business; Enterprise means the process of doing business. c) Entrepreneur means the result of the business; Entrepreneurship means the person who starts a business; Enterprise means the process of doing business. d) Entrepreneur means the person who starts a business; Entrepreneurship means the process of doing business; Enterprise means the result of the business.	1										

SECTION B		
19	What is cloud computing?	2
20	State any four features of Feasibility study.	2
21	EcoClean is a startup aiming to develop an eco-friendly cleaning solution that appeals to environmentally conscious consumers. The team began by collecting and analyzing large amounts of information from environmental reports, customer reviews, and advertisements to spot new trends in biodegradable ingredients and reusable packaging. Then, they made a detailed list of the features, strengths, and weaknesses of existing cleaning products to discover unique combinations and improvements, such as natural ingredients paired with concentrated formulas to reduce waste. Next, the founders gathered a diverse group of employees and experts to have an open discussion where one idea sparked another, allowing them to come up with many possible product formulations and marketing approaches. Based on the EcoClean case study, identify and explain the two different structured approaches the company used to generate ideas.	2
22	What is the difference between Entrepreneurship and Social Entrepreneurship?	2
23	Rajesh started a home-based bakery offering customized cakes and pastries. While his business is gaining popularity and he enjoys the creative aspect of baking, he finds that the financial returns are not as high as he anticipated. Although his firm is profitable, he often faces the problem of finding qualified employees who can meet the high standards required by his clients. He spends a lot of time training new employees and managing their performance, which takes away from focusing on business expansion. He enjoys being his own boss and having full control over the direction of the company. However, he struggles with the workload and often finds himself working late nights to meet deadlines and manage her team. What two disadvantages and advantages of entrepreneurship is Rajesh experiencing in this case?	2
24	What is "Innovation time off" in an Intrapreneurship program? State with examples.	2
SECTION C		
25	TechTrend Innovations, a small electronics manufacturer in a developing country, has recently adopted an e-commerce platform to grow its business. The shift to online operations has brought notable changes. The company's website now quickly resolves customer queries through live chat, improving satisfaction and sales. It has also expanded its reach to rural and international customers, accessing markets without physical stores. By selling directly online, TechTrend has cut out middlemen, offering better prices. Customers save time and money by browsing and buying products from home. Additionally, new product launches are now more efficient using digital catalogs and email campaigns. Analyze the case of TechTrend Innovations to identify and explain any three roles of e-	3

	commerce that have contributed to its growth and strengthen the company's position in the global market.	
26	How did KFC begin its operations?	3
27	What is the need of entrepreneurship in an economy? (Any three)	3
28	Motivation is a process, explain by a model.	3
29	Rahul wants to start a new business manufacturing eco-friendly packaging materials. Before starting, he decides to prepare a detailed business plan. In his business plan, he outlines how he will organize resources, raise funds, and measure progress. a) What is a business plan, and why is it important for Rahul before starting his enterprise? b) List any four purposes of a business plan that Rahul should focus on while preparing his plan.	3
SECTION D		
30	Anita, a young woman from a rural district, observed that many children in her village were not attending school. The reasons included long walking distances, poor access, and the need to help with family chores. Determined to bring change, Anita developed a mobile learning center using recycled buses equipped with solar panels. She thought creatively and applied new ideas to real problems, bringing education directly to children's doorsteps. Anita did not let her limited resources become a barrier. Instead, she collaborated with local NGOs, volunteers, and small donors to keep the program running. She believed that "every obstacle is an opportunity to fine-tune the model" and stayed committed even when the project faced funding shortages and criticism from a few community members. She often interacted with families and children to understand their needs and adapted her approach based on feedback. She remained focused on creating a positive social impact rather than generating profit. Over the years, her work inspired similar projects in next villages and was eventually recognized on a global platform for improving access to rural education. Identify five characteristics of a social entrepreneur that are demonstrated by Anita.	5
31	Describe Commercial Functions of entrepreneurship.	5
32	When Meera first moved to Delhi for her job, her primary concern was finding a place to live and ensuring she had enough money for food and transport. She chose a shared apartment close to her office and started budgeting her meals and basic expenses carefully. After her first few months at work, Meera started to feel a little more comfortable financially. She was relieved that her job seemed stable, and she appreciated that the company provided health insurance and followed clear HR policies. She also liked knowing that her managers valued work-life balance.	5

	Soon, Meera began making friends at the office. She joined a weekend badminton group with some colleagues and enjoyed eating lunch together during breaks. She liked the feeling of being part of a team and looked forward to company outings and birthday celebrations. As she gained confidence, Meera was eager to prove herself. She took on more responsibility, offered creative ideas in meetings, and was thrilled when her manager praised her campaign designs. She received a “Rising Star” award at the company’s annual event, which boosted her morale and self-confidence. A year later, Meera felt she had grown a lot. She began mentoring new employees, enrolled in a digital design course, and even proposed a sustainability campaign that the company approved. She found joy in expressing her creativity, learning new things, and making a positive impact through her work. Read Meera’s story carefully and analyse the various set of needs based on Maslow’s Hierarchy of Needs:	
33	What do you mean by entrepreneurs? Mention the types of entrepreneurs by Danhof.	5
34	Although there is no singular process to manage the execution of a business plan, there are basic processes and fundamentals to be followed. Enlist them.	5