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INDIAN SCHOOL SALALAH
FIRST TERM EXAMINATION – SEPTEMBER 2026



ENTREPRENEURSHIP (066)

Class : XI

DATE: 14/09/2026

Time : 3 Hrs

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 words.

	SECTION A	
1.	Assertion (A): A drone entrepreneur may continue using existing production methods even when the enterprise suffers losses. Reason (R): Drone entrepreneurs are conventional in their approach and resist changes in existing production methods. (A) Both A and R are true, and R is the correct explanation of A. (B) Both A and R are true, but R is not the correct explanation of A. (C) A is true, but R is false. (D) A is false, but R is true.	1
2.	A young entrepreneur repeatedly studies customer feedback, compares the quality of his products with established standards and modifies the product whenever necessary. Which entrepreneurial competency is most clearly demonstrated? (A) Staffing (B) Enterprise launching (C) Persuasion and influencing others (D) Quality performance	1
3.	An employee of a large company is given resources and responsibility to develop an innovative project for the company. He works like an	1

	entrepreneur but does not establish an independent enterprise. This person is best described as a: (A) Business entrepreneur (B) Intrapreneur (C) Trading entrepreneur (D) Professional entrepreneur	
4.	Which of the following is included in the financial plan of a business plan? (A) Administrative structure and management team (B) Pricing policies and promotional strategies (C) Break-even analysis, fixed capital and working capital requirements (D) Manufacturing process and physical infrastructure	1
5.	A business faces a sudden shortage of funds. Instead of abandoning the venture, the entrepreneur searches for alternative sources of finance to overcome the difficulty. Which entrepreneurial competency is most clearly demonstrated? (A) Information seeking (B) Problem solving (C) Quality performance (D) Enterprise management	1
6.	A business collects information about customers' age, frequency of visits and purchase preferences and analyses this information to make better strategic decisions and identify new opportunities. Which concept is being illustrated? (A) Business intelligence (B) Smart mobility (C) Business incubation (D) Organisational feasibility	1
7.	A person identifies an unmet need in the market, studies whether the idea is practical and profitable, arranges the required resources and finally launches the venture. Which sequence of the entrepreneurial process is most appropriate? (A) Planning → Self-discovery → Harvest → Start-up (B) Raising start-up capital → Self-discovery → Identifying opportunities → Growth (C) Identifying opportunities → Generating and evaluating ideas → Planning → Raising start-up capital (D) Growth → Planning → Generating ideas → Identifying opportunities	1
8.	Which of the following best describes an entrepreneur who enters entrepreneurship because of government financial assistance, incentives and concessions? (A) Spontaneous entrepreneur (B) Motivated entrepreneur (C) Induced entrepreneur (D) Professional entrepreneur	1
9.	Which technique involves screening large amounts of information from sources such as news magazines, government publications, consumer publications and trade publications to detect emerging trends?	1

	(A) Environment scanning (B) Focus group (C) Brainstorming (D) Market research					
10.	Assertion (A): Sales projections are relevant when assessing market feasibility. Reason (R): Financial feasibility determines the legal and corporate structure of a business. (A) Both A and R are true, and R is the correct explanation of A. (B) Both A and R are true, but R is not the correct explanation of A. (C) A is true, but R is false. (D) A is false, but R is true.	1				
11.	Rohan is considering launching a new product. He analyses competitors, market positioning, industry trends and the growth potential of the opportunity. Which process is he undertaking? (A) Opportunity assessment (B) Recruitment planning (C) Production scheduling (D) Organisational restructuring	1				
12.	Sugum, an entrepreneur decides to manufacture eco-friendly bags. The business plan specifies the products to be offered, scale of operation, technology to be used and skilled personnel required. This information comes under: (A) Financial Plan (B) Marketing Plan (C) Human Resource Plan (D) Business Venture	1				
13.	A business plan contains a market research report, contracts with vendors and financial institutions, business risks and a contingency plan. These details are included in: (A) General Introduction (B) Miscellaneous/Appendix (C) Financial Plan (D) Organised Plan	1				
14.	Which of the following pairs is correctly matched? (A) Percy Spencer — Pacemaker (B) John Hopps — Microwave oven (C) George Crum — Potato chips (D) Alexander Fleming — X-rays	1				
15.	Match Column I with Column II: <table><tr><th>Column I – Situation</th><th>Column II – Type of Entrepreneur</th></tr><tr><td>1. Develops a new product and establishes an enterprise to commercialise it</td><td>a. Professional Entrepreneur</td></tr></table>	Column I – Situation	Column II – Type of Entrepreneur	1. Develops a new product and establishes an enterprise to commercialise it	a. Professional Entrepreneur	1
Column I – Situation	Column II – Type of Entrepreneur					
1. Develops a new product and establishes an enterprise to commercialise it	a. Professional Entrepreneur					

	2. Buys products and concentrates on identifying markets and stimulating demand 3. Converts economic resources and technology into a profitable manufacturing venture 4. Establishes businesses, sells them after development and moves on to new projects Codes: (A) 1-c, 2-d, 3-b, 4-a (B) 1-d, 2-c, 3-a, 4-b (C) 1-b, 2-a, 3-d, 4-c (D) 1-a, 2-b, 3-c, 4-d	b. Industrial Entrepreneur c. Business Entrepreneur d. Trading Entrepreneur	
16.	Which core value provides goal direction and encourages entrepreneurs to pursue a path where rewards are linked to the quality and degree of effort? (A) Respect for work (B) Innovation and creativity (C) Independence (D) Ownership		1
17.	A student is unsure about choosing Commerce as a stream. After discussing it with a respected teacher who explains its career opportunities and encourages the student to choose it, the student develops a positive attitude towards Commerce. This attitude is mainly influenced by: (A) Direct Personal Experience (B) Group Associations (C) Influential Others (D) Cultural Factors		1
18.	According to McClelland, why should managers recognise the dominant need of an individual? (A) All employees are motivated by exactly the same factors. (B) The dominant need influences the way an individual can be motivated. (C) Employees with different needs cannot work together. (D) Motivation depends only on financial rewards.		1
	SECTION B		
19.	Explain the steps involved in the controlling function of the management.		2
20.	Jaspaal had always dreamed of building a business that he could call his own. After starting his venture, however, he noticed several differences from his earlier working life. There was no certainty about how much money he would take home each month. His phone frequently rang after business hours whenever an urgent matter arose. He also found himself making decisions involving finance, employees and customers without anyone higher in the organisation to guide him. At the same time, training his new employees consumed much of his valuable time.		2

	From the above case, identify any four disadvantages associated with starting one's own business by quoting the lines from the paragraph.	
21.	What is a focus group? How is it different from brainstorming?	2
22.	A start-up allows customers to access its services through smartphones from anywhere and stores its data using internet-based computing services. Identify and explain the two technologies being used.	2
23.	Distinguish between a feasibility study and a business plan by stating any two points of difference.	2
24.	Arjun wants to secure a high rank in his examination. This desire creates a strong urge to study. He prepares a timetable, attends extra classes and practices regularly. He eventually achieves a high rank and feels satisfied. Identify the different stages of the motivation process reflected in the case and present them in the form of a diagram.	2
	SECTION C	
25.	Pratheek noticed that many students in his town were looking for affordable and healthy snacks. He discussed the possibility of starting a millet-snack business with experts in the field. After receiving positive feedback, he decided to examine the opportunity further. He estimated the expected demand for the products and studied the availability of raw materials, labour, machinery and power. After being satisfied that the proposal was practical and profitable, Pratheek selected a suitable factory site, contacted suppliers of raw materials and arranged for the required machinery. He also persuaded two of his friends to join the venture. Question: Identify and explain the three promotional functions of an entrepreneur reflected in the above case. Quote the relevant line from the case for each function.	3
26.	Explain with example Entrepreneurs as problem solvers.	3
27.	“A well-prepared business plan may still fail to produce the desired results.” Give any three reasons why business plans fail.	3
28.	Kabir and Meera plan to launch “Nutri bite”, a start-up offering healthy, protein-rich snack bars for college students and young professionals. Before launching the venture, they prepare a detailed written document explaining the future actions of the business, resources required, organisation of activities and methods of measuring progress. They also plan to share the document with potential investors to obtain finance. (a) Identify the document prepared by Kabir and Meera. (b) Explain any two purposes of this document as reflected in the case.	3
29.	Explain the importance of Evaluating Business Idea.	3
	SECTION D	
30.	Aman Gupta and Sameer Mehta, the founders of boAt, noticed that Indian consumers wanted stylish and good-quality audio products at affordable	5

	prices. They identified a gap in the market and introduced products designed to suit Indian consumers. Their first product was a durable charging cable that addressed the common problem of cables breaking easily. They started the business with their own savings and continued to develop and improve their products despite facing competition and difficulties. Their focus on attractive design, quality and continuous improvement helped boAt become a successful Indian consumer electronics brand. Identify and explain the four core entrepreneurial values demonstrated by the founders of boAt.	
31.	Explain the need for Entrepreneurship.	5
32.	Read the following case carefully and answer the questions that follow: Aarav, a young entrepreneur, developed a mobile application that helps small retailers manage their inventory digitally. After identifying the opportunity, he explained the benefits of the application to shopkeepers and persuaded them to adopt it. To launch the enterprise, he arranged the required technology, identified the resources needed and completed the necessary arrangements for starting the business. Once the business was launched, Aarav efficiently managed different functions of the enterprise. He planned the marketing activities, monitored the financial requirements and ensured that the application continued to function effectively. Although he faced repeated difficulties in convincing retailers to use the application, he did not give up and continued his efforts. He also motivated his team to work towards achieving the objectives of the enterprise. Answer the following questions: (a) Which entrepreneurial competency is demonstrated when Aarav explains the benefits of the application and persuades shopkeepers to adopt it? (b) Identify the competency reflected when Aarav arranges the required technology and resources needed to launch the business. (c) Which competency is demonstrated when Aarav manages the marketing and financial functions after the business is launched? (d) Identify the competency demonstrated when Aarav continues his efforts despite repeated difficulties in convincing retailers. (e) Which competency is demonstrated when Aarav motivates his team to work towards achieving the objectives of the enterprise?	5
33.	Arjun and Kiara are planning to launch “reware”, a clothing brand that uses discarded fabrics to create new fashion products. Before investing their money, they conduct a detailed study of the entire business idea to find out whether it is practical and workable. The study examines the pros and cons of the proposed venture and identifies possible problems that may arise. They plan to use the findings before preparing their detailed business proposal. (a) Identify the study conducted by Arjun and Kiara.	5

	(b) State any four features of this study.	
34.	"Social entrepreneurship is an approach that combines the passion of a social mission with an image of business-like discipline, innovation, and determination". Elaborate the statement with a case study of a social entrepreneur. Also explain any four characteristics of Social Entrepreneur.	5