



DELHI PUBLIC SCHOOL

SAIL TOWNSHIP, RANCHI

ANNUAL EXAMINATION (2016-17)

Class:-XI

Time- 3 hrs.

Subject:- Entrepreneurship

M.M-70

General Instructions:-

1. *All the questions are compulsory.*
2. *Mark are indicated against each question.*
3. *Questions no.- 1-6 are very short answer type questions, carrying 1 marks each. Answer them in 15 words.*
4. *Question no. 7-10 are short answer type questions, carrying 2 marks each. Answer to each of these questions should not exceed 50 words.*
5. *Question no.- 11 to 16 are long answer (LA- 1) type questions, carrying 3 marks each. Answer to each of these questions should not exceed of 75 words.*
6. *Questions no.- 17 to 21 are long answer (LA -2) type questions, carrying 4 marks each. Answer to each of these questions should not exceed 150 words.*
7. *Questions no.- 22 to 24 are essay type questions, carrying 6 marks each. Answer to each of these questions should not exceed 250 words.*

- Q.1 Who is an Entrepreneur? Who plays the role of an entrepreneur in a socialist country? [1]
- Q.2 “ Entrepreneur waste our National resources”. Do you agree? Give reason. [1]
- Q.3 Why attitude is called pervasive? [1]
- Q.4 What is ‘Brainstorming’? [1]
- Q.5 Give one difference between cash flow and Income statement. [1]
- Q.6 What is said to be an “efficient utilization of human resources ‘? [1]
- Q.7 Shivi , a dropout from 10th std. is forced by her mother to start working as a domestic help. Shivi agrees on the condition to do only Cooking in 2-3 houses. One family turns out to be Punjabi, one Gujrati and the other is Rajasthani. She cooked their kind of food for an year and to everyone’s surprise, she expressed her desire to open up a small eating joint of her own, which turned out to be a hot spot because of platter being offered. Do you think she is an entrepreneur? Give reason for your answer. [2]
- Q.8 “ Economic factor refer to the purchasing power of the potential customers”. Explain. What is meant by the terms ‘purchasing power’ and ‘potential customers’? [2]

- Q.9. Suman has started selling bed sheets from her own house. She purchased 25 bed sheets from a wholesale dealer @ Rs. 100/- per bed sheet and selling @ Rs. 200/- per bed sheet. She spent Rs. 500/- for advertisement. You have to calculate her income by preparing an income statement. [2]
- Q.10 How is “ Capitalisation” different from “Capital structure” ? [2]
- Q.11 Explain any three managerial functions of an entrepreneur? [3]
- Q.12 “Competencies is a set of defined behaviour.” Explain. State any two types of Competencies required by an entrepreneur? [3]
- Q.13 Define feasibility study along with its two types. [3]
- Q.14 What is ‘Market Development strategy? How can the same be applied by the entrepreneur? [3]
- Q.15 Distinguish between:- [3]
- (a) Unit Cost and Unit Price (with example)
- (b) Expenses and Expenditure (with example)
- Q.16 Who is a Mentor? What does a mentor do? What is Mentorship? Who is a business mentor? [3]
- Q.17 What is meant by Primary, Secondary and Tertiary source of information? Explain the methods of collecting these data. [4]
- Q.18 What do you mean by Break Even Point? Draw a diagram. [4]
- Q.19 Of what help is marketing mix for entrepreneurs? Explain briefly Price mix and its factors too. [4]
- Q.20 Explain ‘barriers to entrepreneurship’. Write the example in each case. [4]
- Q.21 What are the basic differences between Maslow’s and Mc clelland’s Theory of Needs? [4]
- Q.22 How is a Business Plan Prepared? What are its elements? [6]
- Q.23 Explain in detail:- [6]
- (a) Business Intelligence
- (b) Smart Mobility
- (c) Cloud Computing
- Q.24 How to enter ‘Foreign Market’? [6]