



INDIAN SCHOOL AL WADI AL KABIR

First Unit Test 2023-24

Entrepreneurship (066)

Date: 18/05/2023

Time Allowed: 1 hour

Class: XI

Maximum Marks: 30

General Instructions: -

- 1) All questions in both the sections are compulsory.*
- 2) Marks for questions are indicated each.*
- 3) All parts of a question should be answered at one place.*

Q. No.	SECTION A	Marks
1	A typical entrepreneur earns less money than he/she otherwise would have earned, working for someone else State whether the above given statement is True or False	1
2	"They are highly ambitious are normally not satisfied by slow progress in their jobs." This applies for which entrepreneurs?	1
	Read the following case and answer questions 3-5 A young man was passing through a site of construction. He saw three labourers working at the site. He went to one of them and asked, 'What are you doing here?' The worker answered, 'Don't you see? I am making a living. I am working to earn.' The young man moved towards the second man and asked him the same question. Pat came reply "Don't you see? I am constructing a wall." The young man moved towards the third man and repeated the question. The laborer replied "Don't you see? I am building a beautiful mansion."	
3	All the three were doing the same work, then what differentiates them?	1
4	What is important to do a piece of work effectively and efficiently?	1
5	Whose answer reflected a positive attitude?	1

6	The word Entrepreneur was coined by _____ a. Joseph Schumpeter b. Richard Cantillon c. Steve Jobs d. Peter Drucker	1
7	Name the motivation theory stated by Maslow.	1
8	According to Mc Clelland's Need for Achievement Theory, people with high need for affiliation usually derive pleasure from being loved and tend to avoid the pain of being rejected. State whether the statement given above is True or False	1
9	The main need for entrepreneurship State in any country is for_____. a. Social development b. Economic Development c. Political development d. Cultural development	1
10	This stage of the entrepreneurial process involves examining work experience and relating it to potential opportunities a. Planning b. Harvesting c. Self – discovery d. Growth	1
11	Mila owns a textile business. She has been running the business in the exact same way her father and grandfathers did. She is set in a routine and does not want to change. Name any one quality of an entrepreneur that you would like Mila to inculcate?	1
12	Kinetic Engineering Limited is the flagship company of Firodia Group of companies, one of the pioneering groups in automobiles in India, founded in 1972 by Mr. H. K. Firodia. The company encourages employees to use their time efficiently for innovation in its upcoming products. The Kinetic Zing model of bicycle was the idea of an employee working in the corporation. This is an example of: a. Entrepreneurship b. Values c. Attitudes d. Intrapreneurship	1

	SECTION B	Marks
13	Since childhood, Mahima leaned towards an eco-friendly living style. Her attitude helped to recognize how elephant dung can be a useful resource. She created Haathi Chaap - a brand which makes everything such as notebooks, photo albums, frames, bags, gift tags,	2

	<p>stationery, coasters, etc. These all are made by using elephant dung and the range of their prices start from Rs 10 to Rs 500.</p> <p>This venture of Mahima debunks a myth related to Entrepreneurship. Identify the myth and give reasons for your answer.</p> <p style="text-align: center;">OR</p> <p>Do you think Intrapreneur is necessary for an organisation? Support your answer with strong reasons.</p>	
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SECTION C		Marks
14	Explain the types of entrepreneurs based on their motivating factors.	3
15	Discuss the need for entrepreneurship in the country	3

SECTION D		Marks
16	Explain the commercial functions of entrepreneur.	5
17	<p>Richa had been suffering from hair fall issues since her teenage years. She consulted many Trichologists however; the problem had remained unsolved. She would get angry when someone suggested a product or any home remedy as she was fed up trying them all. She would even avoid going to parties or any social gatherings in order to avoid unwanted recommendations. One day while Richa was grocery shopping, she met one of her schoolmates Rachna.</p> <p>Rachna had been the head girl in Richa's school and she admired her strength, bold outlook and positive nature. In between conversations Richa mentioned her hair fall issues to Rachna. Immediately Rachna recommended an anti-hair fall shampoo to Richa. But instead of being agitated as she normally would, Richa accepted the recommendation and immediately purchased a bottle of the anti-hair fall shampoo.</p> <p>Read the above given case study carefully and answer the questions given below:</p> <ol style="list-style-type: none"> a. Which concept is highlighted in the given passage? b. Explain the identified concept in detail with an example. 	5