



## INDIAN SCHOOL AL WADI AL KABIR

### UNIT TEST-XII 2025-26 ENTREPRENEURSHIP (066)

#### ANSWER KEY

SECTION A		
1.	(B) Natural resource	1
2.	(B) Watch trends	1
3.	(C) Sensing entrepreneurial opportunities	1
4.	(C) Economic	1
5.	(A) Problem	1
6.	(D) The company is more concerned about the impact of carbon and smoke emission from the vehicle.	1
7.	(C) Problem identification	1
8.	(A) Identification of business opportunity	1
9.	(A) Both Assertion (A) and Reason (R) are correct and Reason (R) is the correct explanation of Assertion (A).	1
10.	(B) 196	1
11.	(B) Proforma income statement	1
12.	(D) All 1,2,3	1
13.	(C) Manpower Plan	1
14.	(C) Profit sharing	1
15.	(B) A pitch deck with oral narrative	1
SECTION B		
16.	(a) Give the meaning of 'Business opportunity'. (b) State the two things that an entrepreneur has to ensure before selecting an opportunity.	2

	<p>Business opportunity can be described as an economic idea which can be implemented to create a business enterprise and earn profits.</p> <p>Before selecting an opportunity, the entrepreneur has to ensure two things-</p> <ul style="list-style-type: none"> <li>• There is a good market for the product he is going to produce</li> <li>• The rate of return on the investment is attractive to be accepted by him</li> </ul>	
SECTION C		
17.	<p>Discuss any three importance of scanning the environment.</p> <p>Identification of opportunities to get first mover advantage</p> <p>Formulation of strategies and policies</p> <p>Tapping useful resources</p> <p>Better performance</p> <p>Sensitisation of entrepreneurs to cope up with rapid changes</p> <p>Image building</p> <p>(Any 3 with explanation) ½ for heading; ½ for meaning</p>	3
SECTION D		
18.	<p>Explain the steps involved in the creative process.</p> <p>The process of creativity involves five steps: 1. Idea germination, 2. Preparation, 3. Incubation, 4. Illumination and 5. Verification.</p> <p>(with Explanation of each steps) ½ for heading, ½ for meaning</p>	5
19.	<p>One of the oldest, simplest and most commonly used forms of business organization which is owned financed, controlled and managed by only one person is called as sole proprietorship.</p> <p>Discuss any five characteristics of this form of business.</p> <p>Individual ownership</p> <p>Individual management and control</p> <p>Individual financing</p> <p>No separate legal entity: Unlimited liability</p> <p>Sole beneficiary</p> <p>Easy formation and closure</p> <p>Limited area of operation</p> <p>(with Explanation of 5 points ) ½ for heading, ½ for meaning</p> <p style="text-align: center;">OR</p> <p>Explain the elements of Operational Plan.</p> <p>Routing, Scheduling, Dispatching, Follow-up, Inspection Shipping.</p> <p>(with Explanation of 5 points ) ½ for heading, ½ for meaning</p>	5