



**INDIAN SCHOOL AL WADI AL KABIR
DEPARTMENT OF COMMERCE**

UNIT TEST I -2025-26

ENTREPRENEURSHIP (066)

CLASS: XII

MARKS: 30

DATE: 18/05/2025

TIME: 1 HOUR

Instructions:

- 1. The question paper contains 4 sections - A, B, C and D**
- 2. Section A contains Multiple choice questions, write the selected option number along with the answer.**
- 3. Section B - 2 marks**
- 4. Section C - 3 marks**
- 5. Section D - 5 marks**
- 6. Internal choice is given in the paper, there is no overall choice.**

SECTION A		
1.	During the rainy season, Subir observed that a large quantity of natural and free water was being wasted. Being a mechanical engineer, Subir started to work on a device that was to be installed in underground water tanks, for collecting the rain water, freezing it and creating a surplus water resource. He prepared a prototype and started the trials on this device. He was happy that he succeeded in converting his idea into reality. Identify the idea field that provided him an insight for developing the product : (A) Market-driven idea (B) Natural resource (C) Service-related idea (D) Creative efforts	1
2.	Aditi successfully completed her studies at a famous institute of fashion designing. She is now eager to establish a manufacturing unit specialising in designer clothes for the youth in India. To achieve this, she started going to locations frequently visited by her target customers. Additionally, she has begun exploring local markets and actively participating in fashion shows. These efforts aimed at gaining a deeper understanding of the market	1

	<p>and ensuring that the manufactured designer clothes are in sync with the prevailing fashion trends. Identify the way in which Aditi is spotting trends :</p> <p>(A) Read trends (B) Watch trends (C) Talk trends (D) Think trends</p>	
3.	<p>The process of converting an idea into an opportunity and then into an enterprise is called as _____.</p> <p>(A) Creative process (B) Environment Scanning (C) Sensing entrepreneurial opportunities (D) Trend Analysis</p>	1
4.	<p>Samarya owned an airline business with a fleet of 20 aircraft operating between Nairo and Piere. She wanted to expand the business to other parts of the country. She was concerned about the rising oil prices which would impact the costs as well as the sensitivity of the airline revenues to fluctuations in business traffic. Identify the factor affecting the macro environment under PESTEL model :</p> <p>(A) Political (B) Social (C) Economic (D) Technological</p>	1
5.	<p>Sarita got admission in Nadir Engineering College. After two to three months, she observed that the students of the college were facing problems in washing and ironing of clothes due to shortage of time. Sarita sensed the opportunity, analysed it and synthesised it to identify an opening. She suggested to her cousin, Hitesh to start a laundry service for hostel students. Soon, this service became popular, not only among the hostel students, but also among the nearby residents.</p> <p>"Ability to perceive and preserve basic ideas could be used commercially was the factor involved in sensing this opportunity."</p> <p>The source which led to the emergence of this basic idea was :</p> <p>(A) Problem (B) Innovation (C) Invention (D) Competition</p>	1

6.	<p>F.A. Auto Ltd. had launched its new Electric SUV car for the middle income market segment.</p> <p>From the following, identify the 'Ecological Factor' affecting the macro environment of business which inspired the company to launch this car :</p> <p>(A) An increase in the literacy rate that made people aware about the environment and its protection.</p> <p>(B) The government is supporting the companies which are bringing out fuel-efficient vehicles.</p> <p>(C) Now the focus of the company is on transfer of technology.</p> <p>(D) The company is more concerned about the impact of carbon and smoke emission from the vehicle</p>	1
7.	<p>After completing his MBA, Rajeev was not interested in going for a job, rather he wanted to contribute towards national income by generating employment. He noticed that now-a-days people are more career oriented. They do not have time to cook food. He researched and found that a variety of instant food products is a solution to this. In this way, Rajeev has not only clearly stated the problem but also identified the target group facing the problem.</p> <p>By doing this Rajeev has fulfilled the objectives of which of the following :</p> <p>(A) Environment scanning</p> <p>(B) Market assessment</p> <p>(C) Problem identification</p> <p>(D) Trend spotting</p>	1
8.	<p>What is the basic test of a successful entrepreneur?</p> <p>(A) Identification of business opportunity</p> <p>(B) Identification of a problem</p> <p>(C) Identification of target market</p> <p>(D) Identification of ways to earn profit</p>	1
9.	<p>Assertion (A) : In partnership the firm stands bound by the acts of partners</p> <p>Reason (R): There is an implied authority that any partner can act on behalf of the firm.</p> <p>Choose the correct option from the following :</p> <p>(A) Both Assertion (A) and Reason (R) are correct and Reason (R) is the correct explanation of Assertion (A).</p> <p>(B) Both Assertion (A) and Reason (R) are correct, but Reason (R) is not the correct explanation of Assertion (A).</p>	1

	(C) Assertion (A) is correct, but Reason (R) is incorrect. (D) Assertion (A) is incorrect, but Reason (R) is correct.	
10.	Mohit, Vaibhav, Krunal and Shravan have started a car rental company named Vehicles 24x7 Pvt Ltd. How many more members they can have for their company? (A) 46 (B) 196 (C) 200 (D) 100	1
11.	_____ component of a financial plan helps to ascertain the highest possible returns on investment. (A) Proforma investment decision (B) Proforma income statement (C) Proforma cash flow (D) Proforma balance sheet	1
12	The scope of the company form of organisation is determined by 1. The Companies Act 2013 2. Memorandum of Association 3. Articles of Association (A) Only 1 (B) Both 1,2 (C) Only 2 (D) All 1,2,3	1
13	Amaze Ltd., is a company engaged in the manufacturing of air-conditioners. The company has four main departments Purchase, Marketing & Sales, Finance and Warehousing. As the demand for the product grew, the company decided to recruit more employees in the Finance department and Marketing & Sales departments. Identify the component of the business plan which will help the Human Resource Manager to decide and recruit the required number of persons for each department. (A) Marketing Plan (B) Financial Plan (C) Manpower Plan (D) Organisational Plan	1

14.	<p>Ankita and Vinita started a partnership firm to help the poor and needy. They collected money from various agencies and used it to benefit all those who are in dire need.</p> <p>Which characteristic of partnership are they violating?</p> <p>(A) Agreement (B) Unlimited liability (C) Profit sharing (D) Utmost good faith</p>	1
15.	<p>Camcord Ltd. was into manufacturing security cameras for household and commercial buildings. Their Research and development team came up with a new idea of manufacturing drones as security cameras which will give a 360-degree view of the entire building. They needed huge finance for the same. The company MD, Abhay Mittal heard about HFCL, a finance organization who are ready to invest in new ideas. He sought an appointment with them and instructed his team members to prepare a business plan to be presented before the HFCL. His plan was to make an informative power point presentation showing key graphs of financial trends. It was meant to trigger discussion among the members.</p> <p>Which format of business plan is Abhay Mittal and his team needs to prepare?</p> <p>(A) Elevator Pitch (B) A pitch deck with oral narrative (C) A written presentation for external stakeholders (D) An internal operational plan</p>	1
SECTION B		
16.	<p>(a) Give the meaning of 'Business opportunity'.</p> <p>(b) State the two things that an entrepreneur has to ensure before selecting an opportunity.</p>	2
SECTION C		
17.	Discuss any three importance of scanning the environment.	3
SECTION D		
18.	Explain the steps involved in the creative process.	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. Discuss any five characteristics of this form of business.</p> <p style="text-align: center;">OR</p> <p>Explain the elements of Operational Plan.</p>	5
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