



INDIAN SCHOOL AL WADI AL KABIR DEPARTMENT OF COMMERCE

UNIT TEST I -2025-26 ENTREPRENEURSHIP (066)

CLASS: XI
DATE: 20/05/2025

MARKS: 30
TIME: 1 HOUR

GENERAL INSTRUCTION:

- 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.	QUESTIONS	MARKS
1	<p>The word Entrepreneur was coined by_____, an Irishman, living in France.</p> <p>A. Peter F. Drucker B. Adam Smith C. Joseph Schumpeter D. Richard Cantillon</p>	1
2	<p>Narrating an incident from Dhirubhai's life, his son Mukesh recalls that, when Dhirubhai was flown to Jamnagar and shown a piece of barren land, he asked why mangoes could not be grown there. The officials informed him that the land was not fertile enough for mango crop. Dhirubhai took it as a challenge and told those officials that it was for the same reason why mangoes ought to be grown there. After just a few years, the entire land of about 2000 acres had been converted green and 6000 tonnes of mango crop was harvested from the same land. So, Dhirubhai took a risk here and believed in its success, thus translating it into the best of mango variety, the „Alphonso“, which is being grown in that region. This is an example of which entrepreneurial function?</p>	1

3	<p>_____ is the basic managerial function of an entrepreneur.</p> <p>A.Planning B.Organising C.Directing D.Controlling</p>	1
4	<p>It is the process by which an entrepreneur imaginatively directs/guides and influences the work of others in choosing and attaining specified goals by mediating between the individual and organisation in such a manner that both will get the maximum satisfaction.</p> <p>A. Communication B. Leadership C. Organising D. Staffing</p>	1
5	<p>According to Guy Kawasaki, many entrepreneurs believe a set of myths about entrepreneurship. Identify one of the myths from the following.</p> <p>A. The growth of a start-up doesn't depend on an entrepreneur's talent than on the business he chooses B. Start-ups can be financed with debt C. Banks lend money to start-ups D. Most entrepreneurs start businesses in attractive industries</p>	1
6	<p>_____ is defined as a systematic recording of entrepreneurial transactions of an enterprise and the financial position of the enterprises.</p> <p>A.Accounting B.Operations C.Financing D.Personnel</p>	1
7	<p>_____ has broadly classified entrepreneurs into four types.</p>	1

8	<p>Entrepreneurs of Hero Motorcorp and Hyundai Corporation are called as _____.</p> <p>A. Corporate Entrepreneurs B. Industrial Entrepreneurs C. Business Entrepreneurs D. Agricultural Entrepreneurs</p>	1
9	<p>Drone Entrepreneurs may be termed as _____.</p>	1
10	<p>_____comprises of the study of proper business policies and practices regarding potentially controversial issues, such as corporate governance, insider trading, bribery, discrimination, corporate social responsibility and fiduciary responsibilities.</p> <p>A. Business Ethics B. Fiduciary responsibility C. Legal responsibility D. Corporate social responsibility</p>	1
11	<p>According to David McClelland, regardless of culture or gender, people are driven by three motives: Achievement, _____ and _____.</p> <p>A. Motive and Need B. Need and Power C. Affiliation and Power D. Affiliation and Need</p>	1
12	<p>Google_____Intrapreneurship program has a formal process for their selection of entrepreneurial projects, for the formal evaluation process and the monitoring of each Google approved entrepreneurial project. For a Google employee, to participate in the program, he/she needs to submit a project proposal with a timeline.</p>	1

	A. "Motivation Time Off" B. "Innovation Time Off" C. "Formal evaluation Time Off" D. "Proposal Time Off"	
13	The highest need in Maslow's hierarchy is that of _____. A. Physiological needs B. Safety needs C. Social needs D. Self-actualization	1
14	A young village boy, who wanted to clear the I.A.S. examination, could not succeed because he got stuck at the interview level. He opened an institute for aspiring youngsters. What started as a single teacher coaching center grew into a big education institute that provides tutorials to wide range of courses. The young man who could not achieve his dream of becoming a civil servant, has become an entrepreneur in the field of education. Identify the core value possessed by this boy. A. Quest for outstanding performance B. Respect for work C. Ownership D. Innovation and Creativity	1
15	Identify one of the demerits of entrepreneurship from the following : A. Incompetent staff B. Freedom C. Rational Salary D. Independence	1
16	Explain any (2) Entrepreneurial functions.	2
17	Identify the type of entrepreneurs based on their motivating factors from the following cases: (i) These Entrepreneurs are otherwise known as pure entrepreneurs, who are motivated by their desire for self-fulfilment and to achieve or prove their excellence in job performance. They undertake entrepreneurial activities for their personal satisfaction in work, ego, or status. Their strength lies in	3

	<p>their creative abilities. They are the natural entrepreneurs in any society. They do not need any external motivation. -</p> <p>(ii)These entrepreneurs enter into entrepreneurship because of various governmental supports provided in terms of financial assistance, incentives, concessions and other facilities to the people who want to set up of their new enterprises. Sometimes prospective entrepreneurs are induced or even forced by their special circumstance, such as loss of job or inability to find a suitable job according to their talent and merit to adapt to entrepreneurship. -</p> <p>(iii)These entrepreneurs are motivated by their desire to make use of their technical and professional expertise and skill in performing the job or project they have taken up. They have enough confidence in their abilities. -</p>	
18	Although enterprises are as different and unique as the entrepreneurs who create them, most of them appear to work through a process. Self-Discovery, identifying opportunities, Generating and evaluating ideas being the initial steps in the process, explain briefly the further steps.	5
19	This theory was proposed by Abraham Maslow and is based on the assumption that people are motivated by a series of five universal needs. These needs are ranked, according to the order in which they influence human behaviour, in hierarchical fashion. Explain	5