



INDIAN SCHOOL AL WADI AL KABIR
UNIT TEST-XII 2025-26
ENTREPRENEURSHIP (066)

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. N O	QUESTIONS	MARK S
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

	RISK-TAKING	
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

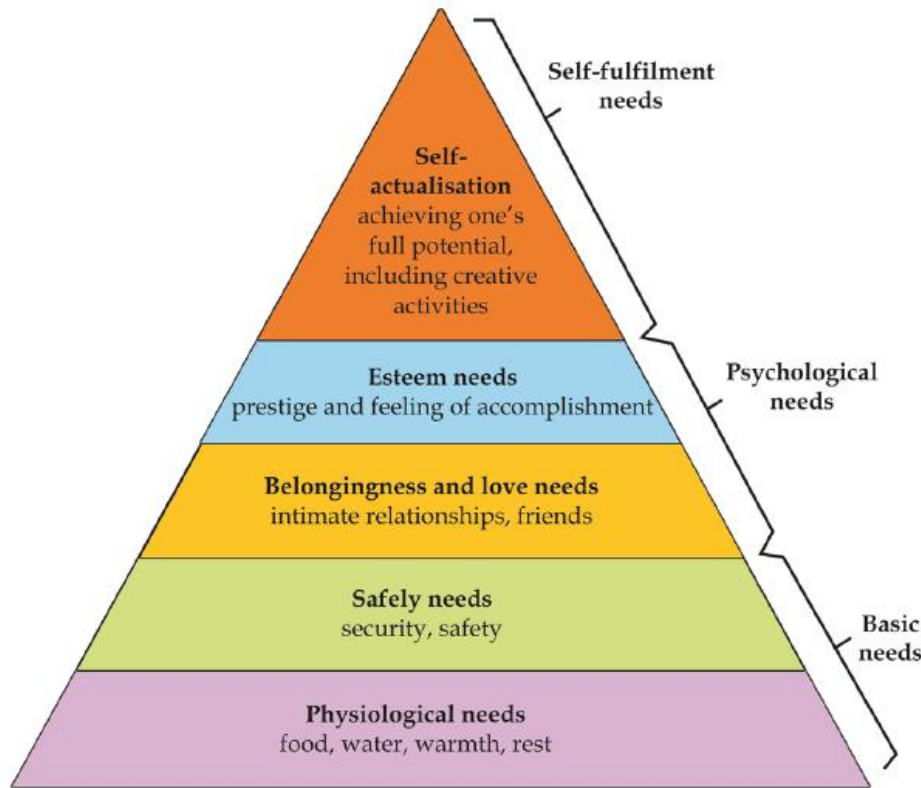
7	_____has broadly classified entrepreneurs into four types. C.DANHOF	1
8	Entrepreneurs of Hero Motorcorp and Hyundai Corporation are called as _____. A. Corporate Entrepreneurs B. Industrial Entrepreneurs C. Business Entrepreneurs D. Agricultural Entrepreneurs	1
9	Drone Entrepreneurs may be termed as _____. Laggards.	1
10	_____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. A. Business Ethics B. Fiduciary responsibility C. Legal responsibility D. Corporate social responsibility	1
11	According to David McClelland, regardless of culture or gender, people are driven by three motives: Achievement, <u>Affiliation</u> and <u>Power</u>. A. Motive and Need B. Need and Power C. Affiliation and Power D. Affiliation and Need	1
12	The _____ Google Intrapreneurship	1

	<p>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> <p>A. "Motivation Time Off" B. "Innovation Time Off" C. "Formal evaluation Time Off" D. "Proposal Time Off"</p>	
13	<p>The highest need in Maslow's hierarchy is that of _____.</p> <p>A. Physiological needs B. Safety needs C. Social needs D. self-actualization</p>	1
14	<p>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.</p> <p>A. Quest for outstanding performance B. Respect for work C. Ownership D. Innovation and Creativity</p>	1
15	<p>Identify one of the demerit of entrepreneurship from the following</p> <p>A. Incompetent staff B. Freedom C. Rational Salary D. Independence</p>	1
16	<p>Explain any (2) Entrepreneurial functions</p> <p>Innovation:</p>	2

	<p>It is the basic function of an entrepreneur. As an innovator, the entrepreneur has to introduce new combinations of the means of production, new product, new market for a product and new sources of raw material.</p> <p>Risk-taking: It refers to taking responsibility for a loss that may occur due to unforeseen contingencies in the future. An entrepreneur reduces uncertainty in his/her plan of investment, diversification of production and expansion of the enterprise.</p> <p>Organisation Building: Organisation and management are the main functions of an entrepreneur. They refer to the bringing together of the various factors of production. The purpose is to allocate the productive resources in order to minimise losses and reduce costs in production.</p>	
17	<p>Identify the type of entrepreneurs based on their motivating factors from the following cases:</p> <p>(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 their creative abilities. They are the natural entrepreneurs in any society. They do not need any external motivation. - Spontaneous Entrepreneurs</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. - Induced Entrepreneurs</p>	3

	<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> <p>Motivated Entrepreneurs</p>	
18	<p>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.</p> <p>1. Self-Discovery:</p> <p>Learning what they enjoy doing; examining their strengths and weaknesses. Examining work experience and relating it to potential opportunities.</p> <p>2. Identifying opportunities:</p> <p>Looking for needs, wants, problems, and challenges that are not yet being met, or dealt effectively.</p> <p>3. Generating and evaluating ideas:</p> <p>Using creativity and past experience to devise new and innovative ways to solve a problem, or meet a need, and then narrowing the field to one best idea.</p> <p><u>ANSWER STARTS FROM HERE:</u></p> <p>4. Planning:</p> <p>Researching and identifying resources needed to turn the idea into a viable venture.</p> <p>Doing the research in the form of a written business plan preparing marketing strategies.</p> <p>5. Raising Start-up capital:</p>	5

	<p>Using the business plan to attract investors, venture capitalists and partners. This stage can involve producing prototypes or test-marketing services.</p> <p>6. Start-Up:</p> <p>Launching the venture, developing a customer base, and adjusting marketing and operational plans as required.</p> <p>7. Growth:</p> <p>Growing the business: developing and following strategic plans, adapting to new circumstances.</p> <p>8. Harvest:</p> <p>Selling the business and harvesting the rewards. For many entrepreneurs, this also means moving on to new venture and new challenges.</p>	
19	<p>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</p>	5



Physiological needs are deemed to be the lowest- level needs. These needs include the needs such as food and water. As long as physiological needs are unsatisfied, they exist as a driving or motivating force in a person's life. A hungry person has a felt need. This felt need sets up both psychological and physical tensions that manifest themselves in overt behaviours directed at reducing those tensions (getting something to eat). Once the hunger is sated, the tension is reduced, and the need for food ceases to motivate.

At this point (assuming that other physiological requirements are also satisfied) the next higher order need becomes the motivating need.

Safety needs -- the needs for shelter and security -- become the motivators of human behaviour. Safety needs include a desire for security, stability, dependency, protection, freedom from fear and anxiety, and a need for structure, order, and law. In the workplace this needs translates into a need for at least a minimal degree of employment security; the knowledge that we cannot be fired on a whim and that appropriate levels of effort and productivity will ensure continued employment.

Social needs include the need for belongingness and love. Generally, as gregarious creatures, human have a need to belong. In the workplace, this need may be satisfied by an ability to interact with one's co-workers and perhaps to be able to work collaboratively with these colleagues. After social needs have been satisfied, ego and esteem needs become the motivating needs.

Esteem needs include the desire for self-respect, self-esteem, and the esteem of others. When focused externally, these needs also include the desire for

	<p>reputation, prestige, status, fame, glory, dominance, recognition, attention, importance, and appreciation.</p> <p>The highest need in Maslow's hierarchy is that of self-actualization; The need for self-realization, continuous self-development, and the process of becoming all that a person is capable of.</p>	
--	---	--