



INDIAN SCHOOL AL WADI AL KABIR

Class: XI	Department: Commerce
Worksheet: 1	Chapter: An Entrepreneur

MULTIPLE CHOICE QUESTIONS:

- Walt Disney who started huge theme park - the Disney Land. He introduced new products, new ways of entertainment and discovered a new market for the enterprise.
Walt Disney is _____ entrepreneur.
A. Innovative B. Imitative C. Fabian D. Drone
- These entrepreneurs essentially manufacture products and offer services, which have an effective demand in the marketing. They have the ability to convert economic resources and technology into a profitable venture. Select the correct option.
A. Trading Entrepreneur B. First Generation C. Industrial D. Corporate Entrepreneur
- Akash Ambani inherited the business from his father Mr. Mukesh Ambani and his grandfather late Mr. Dhirubhai Ambani who started the as Reliance Enterprise. Akash Ambani is _____ entrepreneur.
A. First Generation. B. Second Generation C. Third Generation D. None of these
- These entrepreneurs are very shy and lazy. They are very cautious. They do not venture or take risks. They are rigid and fundamental in their approach. Select the correct option.
A. Drone B. Fabian. C. Business D. Imitative.
- Fill in the blank:
_____ entrepreneurs are those who are mainly concerned with developing alternative marketing and distribution strategies to promote their business.
A. Corporate B. Agricultural C. Technical D. Non-technical
- _____ are otherwise known as pure entrepreneurs, who are motivated by their desire for self-fulfillment and to achieve or prove their excellence in job performance. They undertake entrepreneurial activities for their personal satisfaction in work, ego, or status.
Choose the correct option to fill in the blank:
A. Induced entrepreneurs B. Innovative entrepreneurs C. Technical entrepreneurs
D. Spontaneous entrepreneur.
- The following type of entrepreneur, those who develop an idea for a new product or service and then establish an enterprise to materialize their idea into reality.
A. Industrial Entrepreneur B. Corporate Entrepreneur C. Business Entrepreneur D. Trading Entrepreneur.
- They are rigid and fundamental in their approach. Usually, they are second generation entrepreneurs in a family

business enterprise. They follow the footsteps of their predecessors. Name the type of entrepreneur.
A.Drone B.Fabian C.Imitative D.Innovative

9. Fill in the blank:

_____ entrepreneur 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.

A.Spontaneous B.Motivated C.Professional D.Induced

10. (i) Intrapreneurs are usually employees within a company who are assigned a special idea or project, and are instructed to develop the project like an entrepreneur would.
(ii) Business competencies comprises of the study of proper business policies and practices regarding potentially controversial issues, such as corporate governance, insider trading, bribery.
(iii) After social needs have been satisfied, esteem needs become the motivating needs.

Which is the correct option?

- A.(i) and (ii) are correct
B.(ii) and (iii) are correct
C. (i), (ii) and (iii) are correct
D.(i) and (iii) are correct

11. According to David McClelland, which one of the following is not a motivating force?

A.Affiliation B.Power C.Status D.Achievement.

DESCRIPTIVE TYPE QUESTIONS:

12. The entrepreneurs may be classified into the following categories on the basis of application of new technology. Explain those categories of entrepreneurs.
13. The central idea running through the process of attitude formation is that, the thoughts, feelings and tendencies to behave are acquired or learned gradually. In the light of this statement state and briefly explain the sources of entrepreneurial attitudes.
14. List the core values that are generally possessed by dynamic entrepreneurs.
15. Competency is a set of defined behaviours that provide a structured guide enabling the identification, evaluation and development of the behaviours in an individual. State any four categories of entrepreneurial competencies.
16. Why is ethics important to an entrepreneur?
17. These are the most important values found among most of the entrepreneurs. They are guided by these values when they come out with creative ideas, new products, services, processes etc., to solve specific problems of the society.
State and discuss the values referred above.
18. When you read the success story of Steve Jobs, you understand that he always believed in outstanding performance, for example, when Apple phone was launched, he took great care to make the package eco-friendly and light weight with 3D (Three Dimensional) images on it. Such was his dedication for extraordinary performance. Discuss the core value of entrepreneur cited in the above example.
19. Zomato is an Indian group founded in Delhi NCR in 2008 by Deepinder Goyal and Pankaj Chaddah. Zomato originally began as a "Foodie Bay" but was renamed "Zomato; in November 2010. Two IIT graduates, Deepinder Goyal and Pankaj Chaddah were formed to found Zomato. In July 2008, Zomato

was created. In New Delhi, they were Bain & Co-workers. Deepinder once saw his colleagues who were continuously demanding food from different restaurants. That's when Deepinder came up with the idea to turn these restaurant menus into a digital application. Their desire to make use of their technical and professional expertise and skill in performing the job or project. They have enough confidence in their abilities. They are highly ambitious and are normally not satisfied by the slow progress in their jobs.

(i) What type of entrepreneur is Deepinder Goyal and Pankaj Chaddah, based on motivation?

(ii) Discuss other two types of entrepreneur, based on motivation.

20. Explain the classification of entrepreneurs according to C. Danhof.

21. Attitudes constitute an important psychological attribute of individuals which shape their behavior. It may be defined as the way a person feels about something—a person, a place, a commodity, a situation or an idea. Explain its features.

22. Discuss any six attitude attributes that can put one in the right mindset for achieving entrepreneurial success.

23. Give the difference between entrepreneur and employee using appropriate basis.

24. Identify the needs according to Maslow's Hierarchy of Needs Theory from the following details given below:

(a) The need for stability, dependency, protection, freedom from fear and anxiety, and a need for structure, order, and law.

(b) The need for Food, water, shelter, rest.

(c) The 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.

25. The 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 behavior, in hierarchical fashion. Based on the details given, explain Maslow's Hierarchy of Needs Theory. Use the diagram.

26. Through this Google program, all the employees are empowered and encouraged to spend 20% of their time on projects that interest them and that they think will benefit Google and their customers. The Google "Innovation Time Off" 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 time line. It is critical to note that several of Google's newest products and services such as Gmail, Google news, Orkut and AdSense were all originated through this program.

(i) Identify the type of program that is discussed in above given details.

(ii) Explain the concept identified.

(iii) What are the consequences of not encouraging the above identified concept?

27. Amal and Kamal, father and son respectively, had built up a thriving retail grocery shop in Haldwani (Uttaranchal). One of their suppliers, having delivered a large consignment of rice and sugar, left the bill with Kamal. He kept that in a small cabinet in the shop. Then both the supplier and Kamal forgot about it. After about eight months or so, at the end of March, Amal began to clear the backlog and looked carefully into the cabinet. He discovered the unpaid bill and informed Kamal. The latter was shocked. Amal asked Kamal to contact the supplier immediately and clear his dues. Kamal replied: "No Father, it is the supplier's duty to remember and collect his dues. Why should we chase him?" Amal replied, "Son, that is not the way honorable people do business". It is the innermost belief, i.e., sense of values and business ethics, which guided Kamal to pay what is due to the supplier.

State the concept of entrepreneurship mentioned above.

State five more examples of the concept identified in (i)