



INDIAN SCHOOL AL WADI AL KABIR

Class: XII	Department: Commerce
Worksheet: 1 Objective & Descriptive Type Questions	Topic: Entrepreneurial Opportunities

Q. No.	OBJECTIVE TYPE QUESTIONS
1	<p>Identify which of the following is NOT an element of a business opportunity. (SQP 2025) (Choose the correct option)</p> <p>A.Assured market scope B.Attractive and acceptable rate of Return on Investment (ROI) C.Practicability of the idea D.Existing competition in the market</p>
2	<p>Read the following statements: Assertion (A) and Reason (R). Choose the correct option from those given below:</p> <p>Assertion (A): Sensitivity to environmental factors is crucial for an entrepreneur. Reason (R): Scanning the environment helps in identifying threats and opportunities in the market. (SQP 2025)</p> <p>A.Both Assertion (A) and Reason (R) are true and Reason (R) is the correct explanation of Assertion (A). B.Both Assertion (A) and Reason (R) are true, but Reason (R) is not the correct explanation of Assertion (A). C.Assertion (A) is true, but Reason (R) is false. D.(A) is false, but Reason (R) is true.</p>
3	<p>Following is a list of external factors that affect the macro environment of the business. Identify the elements that are part of the economic environment.</p> <p>i.level of education of the population ii.interest rates on loans iii.unemployment rates iv.efficiency of the existing available machines (Choose the correct option) SQP 2025</p> <p>A. (i) and (ii) B. (ii) and (iii) C. (iii) and (iv) D. (i) and (iv)</p>
4	<p>Opportunity can be spotted by analysing the ____that exist in the environment. (Choose the correct option to fill up the blank) SQP 2025</p> <p>A.vision and creativity B.entrepreneurial intuitions C.creative solutions</p>

	D.needs and problems
5	<p>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, 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.</p> <p>Identify the idea field that provided him an insight for developing the product: (SQP 2023)</p> <p>A. Market driven idea B. Natural resources C. Service-related idea D. Creative efforts</p>
6	<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 synthesized 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 which could be used commercially’ was the factor involved in sensing this opportunity. The source which led to the emergence of this basic idea was: (QP 2023)</p> <p>A. Problem B. Invention C. Innovation D. Competition</p>
7	<p>Read the following statements: Assertion (A) and Reason(R). Choose the correct alternative from those given below:</p> <p>Assertion (A): Customers are a part of the Micro Environment Reasoning (R): Micro Environment does not operate in isolation and is one of the levels of business environment</p> <p>Alternatives:</p> <p>A. Assertion (A) is correct but Reason (R) is wrong B. Both Assertion (A) and Reason (R) are correct and Reason (R) is the correct explanation of Assertion (A). C. Both Assertion (A) and Reason (R) are correct and Reason (R) is not the correct explanation of Assertion (A) D. d. Assertion (A) is wrong and Reason (R) is also wrong</p>
8	<p>Read the following statements: Assertion (A) and Reason(R). Choose the correct alternative from those given below:</p> <p>Assertion (A): After opportunity spotting and scanning of environment and finding a creative solution, an entrepreneurial idea should lead to identify the problem Reasoning (R): Mostly entrepreneurs conceive an idea and scan the environment which leads to satisfying their own ego and nothing else</p> <p>Alternatives:</p> <p>A. Assertion (A) is correct but Reason (R) is wrong B. Both Assertion (A) and Reason (R) are correct and Reason (R) is the correct explanation of Assertion (A).</p>

	<p>C. Both Assertion (A) and Reason (R) are correct and Reason (R) is not the correct explanation of Assertion (A)</p> <p>D. Assertion (A) is wrong and Reason (R) is also wrong.</p>
9	<p>Read the following statements: Assertion (A) and Reason(R). Choose the correct alternative from those given below:</p> <p>Assertion (A): If you don't adapt, you don't endure</p> <p>Reasoning (R): If a company is able to adapt to its environment, it would succeed in the long run.</p> <p>Alternatives:</p> <p>A. Assertion (A) is correct but Reason (R) is wrong</p> <p>B. Both Assertion (A) and Reason (R) are correct and Reason (R) is the correct explanation of Assertion (A).</p> <p>C. Both Assertion (A) and Reason (R) are correct and Reason (R) is not the correct explanation of Assertion (A)</p> <p>D. d. Assertion (A) is wrong and Reason (R) is also wrong</p>
10	<p>Read the following statements: Assertion (A) and Reason(R). Choose the correct alternative from those given below:</p> <p>Assertion (A): Environment Analysis is the process of monitoring the economic and non-economic environment</p> <p>Reasoning (R): Environment Analysis help in determining the opportunities and threats to a business</p> <p>Alternatives:</p> <p>a. Assertion (A) is correct but Reason (R) is wrong</p> <p>b. Both Assertion (A) and Reason (R) are correct and Reason (R) is the correct explanation of Assertion (A).</p> <p>c. Both Assertion (A) and Reason (R) are correct and Reason (R) is not the correct explanation of Assertion (A)</p> <p>d. Assertion (A) is wrong and Reason (R) is also wrong</p>
Q.No.	DESCRIPTIVE TYPE QUESTIONS
1	<p>Raj, a recent graduate with a passion for technology, has noticed that many local grocery stores in his neighbourhood face challenges with inventory management. He realized that digital inventory control and tracking systems are currently catering only to large retailers. He saw a potential opportunity to help smaller stores streamline their processes by automating stock tracking, generating real-time updates, and reducing errors in stock management. Raj's system will be tailored to the specific needs of small businesses that have limited technological expertise. Raj uses his knowledge of software development to build a prototype and starts reaching out to local store owners to introduce the product.</p> <p>I.Mention the element of the macro environment reflected in the above case.</p> <p>II.Identify the way of idea generation used by Raj. SQP 2025</p>
2	<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>
3	Discuss any three importance of scanning the environment.
4	Explain the steps involved in the creative process.

5	<p>“Good Air Ltd.’ is the manufacturer of different types of electric fans like ceiling fans, table fans, exhaust fans, etc. It wanted to start its operations in the recently electrified rural areas ahead of its competitors. It invested in research and development to adopt new technology so that it could produce energy efficient fans at lower cost. The government was stable for the last many years and was focusing on electrification of rural areas.</p> <p>‘Good Air Ltd.’ took advantage of this and started its operations. The company complied with health and safety regulations, as well as environmental protection laws, to ensure customer safety. As its policy, the company also assures compensation to its customers in case of an injury or accident due to its fans. Since the disposable income of the people in rural areas was low, the company offered an instalment scheme, making its products more accessible to them. Committed to sustainability, the company ensures that its production causes minimum environmental damage. For this, it focuses on reducing waste by recycling production by-products and using biodegradable packaging materials whenever possible.</p> <p>Quoting lines from the above text, identify five macro environmental factors that the company took into consideration while operating its business.</p>
6	<p>The process of creativity involves various steps. One of the steps is related to transition period, ‘where the entrepreneur starts thinking about the idea and implementation in his subconscious mind’.</p> <p>Explain the next three steps followed by this.</p>
7	<p>Mr. Davis is an entrepreneur who identifies new trends to understand the market and produce goods or provide services in sync with the market trends. He uses tech-tools like e-mail newsletters or websites and forums to keep on top out of all and get the information he wants. He takes advantage of social networking tools like social network websites and forums. He joined groups on the networks and see what people are buzzing about and about the latest trends. He spends some time simply observing. What people are eating, doing, wearing, using? What stores or restaurants draw crowds and which sit empty? He absorbs and mulls about what he has read, heard and observed, starts to make connections and observations that will lead to business-boosting insights.</p> <p>Identify any two different ways in which Mr. Davis tried to spot the trends by quoting the lines given from the paragraph</p>
8	<p>A local restaurant owner, Ravi, noticed that his customers were becoming increasingly health-conscious, and many were asking for low-calorie, plant-based meal options. He realized that traditional menus didn’t cater to this growing demand.</p> <p>At the same time, a new trend was occurring in the market, with new food delivery laws and sustainable eating. This opened up an opportunity to create a delivery-only service focused on healthy, plant-based meals. Ravi also noticed that new restaurants were emerging in the market with similar concepts, which pushed him to improve his offerings and create something new.</p> <p>From the above case, identify and quote any two sources which lead to the emergence of basic ideas.</p>
9	<p>As the world is drowned in the rubble of plastic it has become a now or never situation to protect the world. Indian entrepreneurs, Mrs. and Mr. Smith launched ‘Green India’ in 2021 with the aim to provide a simple replacement for harmful plastic with bamboo-based products. Using technology for processing of the bamboo plant, the brand has developed around 22 products, with manufacturing around 30 lakh Bamboo toothbrushes which have been delivered across India and 18 countries in the world. “India is the second-largest bamboo grower in the world and also one of the biggest bamboo importers. It made me think about how we are underutilising our bamboo resources,” comments Mr. Smith. This agripreneur has since engaged 4,000 farmers</p>

	<p>from villages of Nanded in Maharashtra to manufacture products. After completing his masters degree from the University of Maharashtra, he joined the IT industry in France. It was there that the idea of starting a sustainable business struck him. He was supported by his wife who helps with human resources and accounts. He gives credit to social media platforms for the boost to sales and growing popularity of eco-friendly products. Green India is now looking to add another 1,000 families to completely depend on their products. Their major aim is to reduce 1 million kilogram of plastic waste every year from next year onwards.</p> <p>On the basis of the given text and common understanding, answer the following questions: (I) Identify the idea field used by Mr. Smith to launch the business. (II) Explain any two more idea fields, other than the one identified above. (III) Giving reasons, mention any two socio-economic benefits that the above business has. (SQP CBSE 2025)</p>
10	<p>Mr. Davis is an entrepreneur who identifies new trends to understand the market and produce goods or provide services in sync with the market trends. He uses tech-tools like e-mail newsletters or websites and forums to keep on top out of all and get the information he wants. He takes advantage of social networking tools like social network websites and forums. He joined groups on the networks and see what people are buzzing about and about the latest trends. He spends some time simply observing. What people are eating, doing, wearing, using? What stores or restaurants draw crowds and which sit empty? He absorbs and mulls about what he has read, heard and observed, starts to make connections and observations that will lead to business-boosting insights. Identify the four different ways in which Mr. Davis tried to spot the trends by quoting the lines given from the paragraph.</p>