

[illegible]

ENTREPRENEURSHIP

(249)

SET

A

Signature of Invigilators 1.
2.

1. Candidate must write his/her Roll Number on the first page of the Question Paper.
2. Please check the Question Paper to verify that the total pages and the total number of questions contained in the Question Paper are the same as those printed on the top of the first page. Also check to see that the questions are in sequential order.
3. For the objective-type of questions, you have to choose any **one** of the four alternatives given in the question i.e. (A), (B), (C) or (D) and indicate your correct answer in the Answer-Book given to you.
4. All the questions including objective-type questions are to be answered within the allotted time and no separate time limit is fixed for answering objective-type questions.
5. Making any identification mark in the Answer-Book or writing Roll Number anywhere other than the specified places will lead to disqualification of the candidate.
6. Candidate will not be allowed to take Calculator, Mobile Phone, Bluetooth, Earphone or any such electronic devices in the Examination Hall.
7. In case of any doubt or confusion in the question paper, the English Version will prevail.
8. Write your Question Paper Code No. **71/S/249/A/RE, Set A** on the Answer-Book.
9. (a) The Question Paper is in English/Hindi medium only. However, if you wish, you can answer in any one of the languages listed below :
English, Hindi, Urdu, Punjabi, Bengali, Tamil, Malayalam, Kannada, Telugu, Marathi, Odia, Gujarati, Konkani, Manipuri, Assamese, Nepali, Kashmiri, Sanskrit and Sindhi.
You are required to indicate the language you have chosen to answer in the box provided in the Answer-Book.
- (b) If you choose to write the answer in the language other than Hindi and English, the responsibility for any errors/mistakes in understanding the questions will be yours only.

ENTREPRENEURSHIP

(249)

Time : 3 Hours]

[Maximum Marks : 100

- Note :**
- (i) This question paper consists of **51** questions in all.
 - (ii) **All** questions are compulsory. Internal choices are given wherever required.
 - (iii) Marks are given against each question.
 - (iv) **Section 'A'** consists of – Q. No. **1** to **20** that are Multiple Choice type questions carrying **1** mark each. Select and write the most appropriate option out of the four options given in each of these questions.
 - (v) **Section 'B'** consists of Objective Type Questions **21** to **35** carry **2** marks each. Attempt these questions as per the instructions given for each of the questions.
 - (vi) **Section 'C'** consists of –
 - (a) **Q. No. 36 to 41** – Very Short Answer type questions carrying **2** marks each to be answered in the range of **30** to **50** words.
 - (b) **Q. No. 42 to 47** – Short Answer type questions carrying **3** marks each to be answered in the range of **50** to **80** words.
 - (c) **Q. No. 48 to 51** – Long Answer type questions carrying **5** marks each to be answered in the range of **80** to **120** words.

SECTION - A

Questions 1 to 20 are Multiple Choice Questions. Internal choices are given wherever necessary.

1. Social entrepreneurship mainly focuses on : 1
 - (A) Maximizing profit
 - (B) Reducing competition
 - (C) Government ownership
 - (D) Solving social and environmental problems

2. A person running their own clinic instead of working in a hospital is an example of : 1
 - (A) Employment
 - (B) Livelihood activity
 - (C) Self-employment
 - (D) Corporate entrepreneurship

3. Which of the following is NOT an advantage of self-employment ? 1
 - (A) Flexible working hours
 - (B) Fixed monthly income
 - (C) Freedom to choose work
 - (D) Tax benefits

4. Livelihood refers to : 1
(A) Securing basic necessities of life
(B) Earning luxury income
(C) Only employment in cities
(D) Government job opportunities
5. A courier company cannot store its service for future sale. This characteristic highlights that services are : 1
(A) Tangible
(B) Homogeneous
(C) Storable
(D) Produced and consumed simultaneously
6. ROC stands for : 1
(A) Registrar Of Corporations (B) Registrar Of Companies
(C) Revenue Officer of Companies (D) Regulatory Office of Companies
7. An entrepreneur registers under Udyog Aadhaar mainly to : 1
(A) Avoid GST
(B) Increase employee strength
(C) Access government benefits and schemes
(D) Convert service business into manufacturing
8. PMEGP scheme is implemented through : 1
(A) NSIC (B) KVIC
(C) SIDBI (D) SFC
9. Udyog Aadhaar registration is based on the entrepreneur's : 1
(A) PAN number (B) Aadhaar number
(C) GST number (D) Voter ID
10. Which form of enterprise enjoys perpetual succession ? 1
(A) Sole proprietorship (B) Partnership
(C) Joint Stock Company (D) Sole Proprietorship and partnership
11. Private equity funds usually invest at the : 1
(A) Idea stage (B) Start-up stage
(C) Closure stages (D) Later stage

12. Which of the following is an example of physical resource ? 1
(A) Machinery (B) Capital
(C) Skill (D) Trade secrets
13. A product becomes successful only after it is accepted and generates profits in the market. This highlights that innovation is tested by : 1
(A) Novelty (B) Creativity
(C) Patentability (D) Market success
14. A patent describes : 1
(A) an invention (B) creativity
(C) expression of ideas (D) a design
15. Using a spider diagram to connect ideas around a central theme refers to : 1
(A) Brainstorming (B) Lateral thinking
(C) Mind mapping (D) SCAMMPERR
16. A manager removes unnecessary product features to simplify usage. Which SCAMMPERR element is applied ? 1
(A) Modify (B) Eliminate
(C) Rearrange (D) Adapt
17. Respecting customers, suppliers and investors equally highlights which core entrepreneurial value ? 1
(A) Innovation (B) Independence
(C) Respect (D) Performance
18. An entrepreneur learning discipline and honesty primarily from home is influenced by : 1
(A) Family factors (B) Personal factors
(C) Cultural factors (D) Life experience
19. According to McClelland, people with high need for achievement prefer : 1
(A) Routine work (B) No feedback
(C) Challenging tasks (D) Group dependency
20. Motivation that discourages undesirable behaviour is called : 1
(A) Positive motivation (B) Financial motivation
(C) Social motivation (D) Negative motivation

SECTION - B

Questions 21 to 35 carry 2 Marks each.

21. Match the following : 2

Column A

Column B

- | | |
|--------------------------------|-------------------------|
| (a) Women Entrepreneurship | (i) Risk |
| (b) Imitative Entrepreneurship | (ii) Size of enterprise |
| | (iii) Ownership |
| | (iv) Gender |
| | (v) Types of Business |

22. State True or False : 2

- (a) Entrepreneurs reduce competition in the market.
- (b) Innovation is a key function of entrepreneurship.

23. Fill in the blanks : 2

- (a) A business with a turnover of upto ₹ 5 crore is called a ____ enterprise.
- (b) Women entrepreneurship requires a minimum of ____ percent financial interest by women.

24. Complete the following statement : 2

Ease of Doing Business Index is prepared by the ____ and published every ____.

25. State True or False : 2

- (a) NSIC helps MSMEs by organizing buyer-seller meets.
- (b) KVIC promotes only Khadi cloth industries.

26. Complete the following table : 2

Enterprise	Investment	Turnover
1. Medium Enterprises		
2. Small Enterprises		

27. Answer the following questions in ONE WORD : 2

- (a) How many minimum members are required to form LLP ?
- (b) What is Unique Identification Number provided by MSME to business ?

28. Match the following : 2
- | Column A | Column B |
|----------------------------|-------------------------------|
| (a) Financial feasibility | (i) Plant location |
| (b) Commercial feasibility | (ii) Demand analysis |
| | (iii) Risk and returns |
| | (iv) Machinery and technology |
29. Fill in the blanks : 2
- (a) Udyog Aadhaar Memorandum is a ____ declaration.
- (b) The minimum number of members required to form a public company is ____.
30. Answer the following questions : 2
- (a) Name the resource that utilizes all other resources.
- (b) Give one example of a method resource.
31. Complete the statements : 2
- (a) White Hat : _____
- (b) Black Hat : _____
32. State True or False : 2
- (a) Dislike of uncertainty can prevent a person from being creative.
- (b) Mind mapping starts from a central idea and expands into branches.
33. Answer the following : 2
- (a) Give any two aesthetic values involved in value addition.
- (b) Give any two spiritual values involved in value addition.
34. Choose the correct answer out of choices given : 2
- (a) _____ relations in an organization improve due to high motivation.
- (b) _____ and exploration encourage innovative thinking among entrepreneurs.
- (Moral, Achievement, Unsatisfied, Human, Resilience, Curiosity, Motivation)
35. Identify the source of values : 2
- (a) The first source of values.
- (b) Values, beliefs and norms are very important part of these values.

SECTION – C

Questions 36 to 51 Given Below. Internal Choices have been given wherever necessary.

36. Mention any two differences between imitative and innovative entrepreneurship. **2**

37. An entrepreneur wants limited liability but plans to start business alone. Which type of company is suitable and why ? **2**

OR

A retail shop owner registers under Udyog Aadhaar. Mention one practical benefit he will get from this registration.

38. Name any two legal compliances required before starting a business. **2**

OR

What is meant by market feasibility study ?

39. Ravi wants to start a small business using his personal savings before approaching banks. Identify and explain the source of finance used by Ravi. **2**

40. What is a patent and why is it important ? **2**

OR

Explain the role of creativity in value addition.

41. How do ethical practices help entrepreneurs gain public acceptance ? **2**

42. State any three benefits of balanced regional development. **3**

43. A technology-based start-up needs mentoring and access to venture capital. How can an incubator support this requirement ? **3**

OR

Distinguish between an incubator and an accelerator based on duration and support, using examples.

44. State any three points of importance of EODB. **3**

45. Describe any three features of Limited Liability Partnership (LLP). **3**

46. Describe the concept of business incubators. 3

OR

Explain venture capital as a source of finance.

47. What is locus of control ? Explain internal locus of control. 3

OR

Explain strengths and weaknesses in SWOT analysis.

48. "Entrepreneurs are nation builders." Justify this statement with suitable arguments. 5

OR

"To boost the enthusiasm of entrepreneurs, central and the state government are helping in many ways." Explain the role of government in entrepreneurship.

49. "Government organisations act as a support system for entrepreneurs." Justify this statement by explaining the role of any five government organisations. 5

50. "Selection of appropriate sources of finance is crucial for business success." Justify the statement with suitable arguments. 5

51. An entrepreneur relocates operations to different regions to increase efficiency and profits. Link this to motivation. 5

OR

Explain McClelland's Three Need Theory of Motivation. How do these needs influence individual behaviour in organisations ?
