

Sample Question Paper

Entrepreneurship

Secondary Course

Time: 3 Hours

Maximum Marks: 100

Answer all the questions

Select the correct answer out of the given options for questions 1 to 8.

1x8=8 Marks

1. An entrepreneur who is concerned with customers and marketing needs only is a
 - a) Drone Entrepreneur
 - b) First Gen Entrepreneur
 - c) Classical Entrepreneur
 - d) Fabian Entrepreneur
2. Lack of capability is concerned with:
 - a) Pull factors
 - b) Push factors
 - c) Both, Push and pull factors
 - d) None of these.
3. Spiritual value includes
 - a) Insight
 - b) Truth
 - c) Awareness
 - d) All the above
4. The right which grants protection to the unique expression of ideas is called
 - a) Trademark
 - b) Patent
 - c) Copyright
 - d) All the above
5. Which of the following is not a need as per the need hierarchy theory?
 - a) Physiological needs
 - b) Esteem Needs
 - c) Hygiene factors
 - d) Ego Needs
6. SWOT model does not include
 - a) Weaknesses
 - b) Opportunities
 - c) Strength
 - d) Trade
7. Technical feasibility does not take into account the study of
 - a) Infrastructural facilities
 - b) Availability of raw material
 - c) Labour force requirement
 - d) Incentives for backward areas

8. SIDBI stands for
- State Industries Development Bank of India
 - Small Industries Development Bank of India
 - Small Industries Development Board of India
 - State Industries Development Board of India

Answer questions 9 to 16 in about 80-100 words each.

3x8=24

- Women are leading from the front in all avenues of life. Examine the role of women entrepreneurs in the light of the given statement.
- Differentiate between Entrepreneurship and Intrapreneurship.
- How can entrepreneurship promote healthy competition in India?
- State the importance of multi-dimensional development.
- An entrepreneur acquires her/his attitude from different sources. Identify the various sources of acquiring attitude.
- Which of the two --- safety and ego needs --- is to be satisfied first in the level of hierarchy? Explain with the help of Maslow's need hierarchy theory.
- Technological incubation and entrepreneurship go hand in hand. State the presence of Technology Business Incubator IIT in reference to the given statement.
- Define Udyog Aadhaar. What purpose does it serve?

Answer questions 17 to 24 in about 100-120 words each.

4x8=32

- Define IPR. Why is it important?
- McClelland's theory of motivation classifies needs into three categories. What are these needs? Explain.
- Explain the brainstorming technique of idea generation.
- Setting up an enterprise involves various steps. It can become tedious. In connection to this statement explain the broad steps involved in setting up an enterprise.
- Discuss various aspects taken into consideration during the process of physical resource mobilisation.
- Enumerate the role of Export Promotion Council in India.
- What do you understand by MSME in the Indian context?
- What do you understand by incubators? Explain in brief the functions of an incubator.

Answer questions 25 to 30 in about 120-150 words each.

6x5=30

- Explain the role and importance of the government in promoting a healthy entrepreneurial environment in India.

26. The art of creating added value starts with the ability to see your business through the eyes of your customers. Explain the statement in the light of the concept of values. Also enumerate various values.
27. SWOT analysis is a tool of self-analysis. Explain the given statement with a suitable example citing at least two of each elements of SWOT.
28. “Feasibility study is a systematic analysis that involves finding and documenting potential solutions to a particular business idea.” Explain the statement while elaborating the concept of feasibility study.
29. “Venture capital is the process of raising capital from individuals and firms that invest in high growth and high-risk firms.” Critically analyse venture capital as a source of finance in the light of the given statement.
30. “Ease of doing business has resulted into a substantial jump in credential creation for India.” Explain the meaning and importance of ease of doing business in reference to the given statement.