**CLASS XI – SUBJECT - ENTREPRENEURSHIP**

**Unit 2- An Entrepreneur, CBQ**

1. “These are those Entrepreneurs who introduces new products, new methods of production techniques, or discovers a new market or a new service or reorganizes the enterprise”.

From the above statement. identify the type of entrepreneur.

1. Induced Entrepreneurs
2. Technical Entrepreneur
3. Innovative Entrepreneur
4. None of the above
5. “They are rigid and fundamental in their approach and are also second generation entrepreneurs in a family business enterprise”.

From the above statement. identify the type of entrepreneur.

1. Imitative Entrepreneur
2. Drone Entrepreneurs
3. Business Entrepreneur
4. Fabian Entrepreneurs

**Fill in the blanks:**

1. ………………..is a set of defined behaviours that provide a structured guide enabling the identification, evaluation and development of the behaviours in an individual.
2. ……………………….refers to the drive or forces within an entrepreneur that affects his/her direction, intensity and persistence of voluntary behavior.

Match the following:

A. Abraham Maslow i. Psychological attribute of individuals which shape their behaviour.

B. David McClelland ii. needs are ranked, according to the order in which they influence human behaviour,

in hierarchical fashion

C. Employee iii. Achievement / Affiliation / Power

D. Attitudes iv. Needs to possess qualification as per the status in the enterprise.

6. Differentiate between entrepreneur and employee on the basis of meaning, status, qualification.

7. **Direction for this Question**

In this question given below, there are two statements marked as Assertion (A) and Reasoning (R). Mark your answer as per the codes provided below.  
**Assertion (A)** : An inside entrepreneur, or an entrepreneur within a large firm, who uses entrepreneurial skills without incurring the risks associated with those activities.  
**Reasoning (R):** 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.

1. Both (A) & (R) are true, ( R) is the correct explanation of (A)
2. Both (A) & (R) are true but( R) is not the correct explanation of (A)
3. (A) is true but (R) is false
4. (A) is false but (R) is True

**Unit 3 - Entrepreneurial Journey, (CBQ)**

1. …………………………..is an innovative and creative process.
2. Environment Scanning
3. Feasibility study
4. Generating ideas
5. Market feasibility
6. Identify the structured approaches that might be adopted by the entrepreneurs to generate ideas.
7. Generating ideas
8. Feasibility study
9. Business plan
10. Focus group
11. …………………. Section of business plan generally begins with the name & address of business, nature of business etc.
12. Marketing plan
13. Production plan
14. Feasibility plan
15. General Introduction
16. **Direction for this Question**

In this question given below, there are two statements marked as Assertion (A) and Reasoning (R). Mark your answer as per the codes provided below.  
**Assertion (A)** : Idea evaluation is an important step in researching the venture‘s feasibility  
**Reasoning (R):** It forces the entrepreneur to decide what is important to the entrepreneurial venture, which the entrepreneur is pursuing

1. Both (A) & (R) are true, ( R) is the correct explanation of (A)
2. Both (A) & (R) are true but( R) is not the correct explanation of (A)
3. (A) is true but (R) is false
4. (A) is false but (R) is True
5. **Assertion (A)** : A feasibility study is a process in which an idea is studied to see if it is feasible.

**Reasoning (R):** It list in detail all the things they need to make the business work

1. Both (A) & (R) are true, ( R) is the correct explanation of (A)
2. Both (A) & (R) are true but( R) is not the correct explanation of (A)
3. (A) is true but (R) is false
4. (A) is false but (R) is True
5. Which statement is NOT CORRECT about the benefits of business plan?
6. It is a blueprint of actions to be taken in future.
7. Helps in measuring the progress of the venture at successive stages.
8. Guides the entrepreneur in raising the factors of production
9. Identify logistical and other business-related problems and solutions
10. Match the following:
11. Market Feasibility i. Serves as a foundation for developing a business.
12. Business Plan ii. current market, anticipated future market potential etc
13. Brainstorming iii. considering advantages and disadvantages, and troubleshoots problems
14. Feasibility Study iv. Productive method for generating as many ideas as possible.
15. a-ii, b-i,c-iv,d-iii
16. a-iii,b-ii,c-i,d-iv
17. a-i, b-iv,c-ii,d-iii
18. a-iii,b-ii,c-iv, d-i
19. Differentiate between feasibility study and business plan.

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