

**KOTHARI INTERNATIONAL SCHOOL, NOIDA**  
**ANNUAL EXAMINATION, SESSION: 2025-26**  
**GRADE: 11 SUBJECT: ENTREPRENEURSHIP (066)**  
**SET B**

**DAY & DATE: MONDAY- FEBRUARY 09, 2026**

**MAXIMUM MARKS: 70**

**TIME ALLOTTED: 3 HOURS**

**NAME: \_\_\_\_\_**

**ROLL NO: \_\_\_\_\_**

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**GENERAL INSTRUCTIONS:**

- i). *This is an Objective & Subjective Question Paper containing 34 questions.*
- ii). *This paper contains 18 questions of 1 mark each, 6 questions of 2 marks each, 5 questions of 3 marks each and 5 questions of 5 marks each.*
- iii). *1 marks questions are MCQs or one word or fill in the blank.*
- iv). *2- and 3-marks questions are Short Answer Type Questions and are to be answered in 50-80 words.*
- v). *4- and 6-marks questions are Long Answer Type Questions and are to be answered in 80-120 words.*
- vi). *This question paper contains Case/Source Based Questions*

**Section A**

- Q1**     **ASSERTION- REASON** **1**
- Assertion (A):** Startup cost is the cost which is incurred initially when a business is started.  
**Reason (R):** It consists of expenses for acquiring assets as well as for acquiring initial raw material.
- a. Both A & R are true and R is correct explanation of A.
  - b. Both A & R are true but R is not the correct explanation of A.
  - c. A is true, R is false.
  - d. Both A & R are false.
- Q2**     Mr. Patel is a creator of 'Shine washing powder' who worked as a factory chemist in Gujarat Mineral Development Corporation. He started making detergent powder in his kitchen for poor rural women of Gujarat. After sometime of struggle, he has become biggest detergent powder manufacturer. **1**
- Mr. Patel performs the promotional function of \_\_\_\_\_.
- a. Discovery of an idea
  - b. Detailed investigation
  - c. Assembling the Requirements
  - d. Financing the Proposition
- Q3**     Mr. X become an entrepreneur because of government support provided in terms of financial assistance, incentives, concessions and other facilities. He is included in which category of entrepreneurs? **1**
- a. Motivated entrepreneur
  - b. Spontaneous entrepreneur
  - c. Induced entrepreneur
  - d. Technical entrepreneur

- Q4** 'Care and Clean' manufactures shampoos and hair oils and they are packed in 200 ml and 500 ml bottles. Faced with fall in demand, they decided to pack them in sachets of 10 ml and 20 ml. This represents the core value of **1**
- innovation and creativity
  - respect for work
  - quest for outstanding performance
  - All of the above
- Q5** Which amongst the following is/are the source(s) of attitude? **1**
- Direct personal experience
  - Group associations
  - Influential others
  - All of the above
- Q6** Mamta Singh is working in her self-established organization, dedicated to offer education to the poor girls in India. Mamta Singh is an example of ..... entrepreneur as she is working for a social cause. **1**
- Social entrepreneur
  - Agricultural entrepreneur
  - Technical entrepreneur
  - Fabian entrepreneur
- Q7** \_\_\_\_\_ means storing and accessing data and programs over the internet instead of computer's hard drive. **1**
- Cloud computing
  - Intrapreneur
  - artificial intelligence
  - business intelligence
- Q8** **ASSERTION-REASON** **1**
- Assertion (A):** Organizing is the basic managerial function of an entrepreneur.
- Reason (R):** Organizing helps in determining the course of action to be followed to achieve various entrepreneurial objectives.
- Both Assertion (A) and Reason (R) are correct.
  - Assertion (A) is correct, but Reason (R) is incorrect.
  - Assertion (A) is incorrect, but Reason (R) is correct.
  - Both Assertion (A) and Reason (R) are incorrect.
- Q9** Mishti is an entrepreneur who is ready to do something new. She does not live with 'Status-quo' and works to change the environment in accordance of her personal vision and value. So, Mishti is performing \_\_\_\_\_ function of entrepreneur. **1**
- entrepreneurial
  - promotional
  - organizational
  - managerial
- Q10** The entrepreneur stands at the center of the whole process of economic development by indulging himself/herself in the process of \_\_\_\_\_ **1**

- a. Risk Taking
- b. Organization Building
- c. Innovation
- d. Production

- Q11** Ranjeet is 18 years old. He works as a courier boy to earn his living. He saves a part of his earning to provide for his education. Which need (s) is/are being fulfilled by him, according to Maslow's Theory? **1**
- a. Physiological needs
  - b. Safety needs
  - c. Self-actualization needs
  - d. Both a. and b.
- Q12** Vaibhav wants to know the details related to products or services to be offered in the business in which he is planning to invest. Which part of business plan should he look into? **1**
- a. General introduction
  - b. Business venture
  - c. Organizational plan
  - d. Production plan
- Q13** According to McClelland's Theory of Needs, are characterized by a drive to control and influence others. **1**
- a. achievement needs
  - b. affiliation needs
  - c. power needs
  - d. Self-actualization needs
- Q14** \_\_\_\_\_ is a survey chart or inventory for scheduling manpower requirements in an industrial plant. **1**
- a. Resource mobilization
  - b. Manning table
  - c. Job chart
  - d. All of the above
- Q15** **ASSERTION-REASON** **1**
- Assertion (A):** A business reputation is an intangible resource of business.  
**Reason (R):** It helps business to gather necessary support from employers and suppliers.
- a. Both Assertion (A) and Reason (R) are correct.
  - b. Assertion (A) is correct, but Reason (R) is incorrect.
  - c. Assertion (A) is incorrect, but Reason (R) is correct.
  - d. Both Assertion (A) and Reason (R) are incorrect.
- Q16** Which of the following is not an example of fixed cost? **1**
- a. Salary
  - b. Rent
  - c. Raw material
  - d. All of these

- Q17** The cost incurred by a company to produce, store and sell one unit of a particular product is referred to as \_\_\_\_\_. **1**  
a. unit price  
b. unit of sale  
c. unit cost  
d. gross profit

### Section B

- Q18** Attitude can be acquired from a number of sources. State any two such sources. **1**
- Q19** a. 'These are those entrepreneurs who refuse to embrace opportunities that come their way. They are generally traditional and conventional in their approach'. The given lines are indicative of which entrepreneurs? **1**  
b. 'They are commonly found in developed countries where opportunities and resources are in abundance and contribute towards building a modern capitalist economy'. Which type of entrepreneur is being discussed in the above lines?
- Q20** Release of the Bollywood movie 'Billu Barber' was opposed by certain segments of society, as they thought that the name aims to derogate a specific community. **1**  
(i) Which aspect of business environment is being discussed above?  
(ii) Why is it important for a business to systematically analyze and diagnose this environment?

### OR

Due to the enforcement of Euro-IV emission norms, Maruti Limited had to phase out the production of 'Esteem' model of cars. Identify and state the dimension of environment highlighted in the given statement.

- Q21** Meenakshi has just launched an e-portal to sell the handicrafts of the tribal people of Bastar. **1**  
(i) Which form of business has Meenakshi launched?  
(ii) Explain its meaning.
- Q22** What is operational cost? Give its classification. **1**
- Q23** Give any two points of difference between the Traditional Market and Modern Markets. **1**

### Section C

- Q24** Briefly explain why social entrepreneurs are the need of hour? **3**
- Q25** Mr. Vikram Singhal is a highly successful businessman, ranking among the top 10 industrialists of India. His company 'Singhal Group of Industries' operates in the fields of fertilizers, power generation and 3G network. His son Vikram Singhal, after completing his management degree from Oxford, decides to join the family business. **3**  
Which type of entrepreneur is Vikram? Explain other two types of entrepreneurs covered in this category.

**Q26** Mr. Ranjan Sharma was working in MNC in Gujarat as a purchase manager and was fulfilling all the managerial activities in a company. At which level of management was he working? Mention other two managerial staff of the same level. **3**

**Q27** Sahani, an engineering graduate from Coimbatore began a unit to produce submersible pumps. He started the enterprise with enthusiasm, but when he faced some difficulties in the execution of their plans, he lost confidence and finally gave up the business venture. Identify the disadvantages of entrepreneurship which are faced by Sahani in the above situation and explain them. **3**

**Q28** The following information relates to a company, which produces a single product. **3**

Direct labor per unit	₹22
Direct materials per unit	₹12
Variable overheads per unit	₹6
Fixed costs	₹4,00,000
Selling price per unit	₹60

Use the above figures to show that minimum number of units that must be sold for the company to break-even.

#### Section D

**Q29** Kanika wants to start a textile unit near Gurgaon. Discuss the commercial functions which she will require to plan and perform for the same. **5**

**Q30** State the main steps involved in Marketing Research. **5**

**Q31** Discuss the various types of resources needed by a business. **5**

**Q33** Gaurav, a young and ambitious individual with a passion for technology, embarks on an entrepreneurial journey to establish his tech start-up, Gaurav's Tech Solutions. **5**

Gaurav, having a background in computer science, identified his passion for developing innovative tech solutions. Through self-reflection, he assessed his strengths in programming and problem-solving, aligning them with potential entrepreneurial opportunities in the technology sector.

Recognizing the evolving tech landscape, Gaurav identified gaps and challenges in existing solutions. He observed a growing need for user-friendly cyber-security tools, presenting a promising opportunity for his venture.

Drawing on his creativity and past experiences, he brainstormed ideas for a cutting-edge cyber-security tool. He evaluated each idea based on market needs, feasibility, and potential impact, ultimately selecting the most viable concept.

To transform his idea into a viable venture, he conducted extensive research and identified strategies to position Gaurav's Tech Solutions in the competitive tech market.

(i) Identify the concept in the above paragraph.

(ii) List all the stages of the concept described in the above paragraph and discuss each one of them.

**Q34** Explain Maslow's Theory of Hierarchy of Needs. **5**