



## INDIAN SCHOOL AL WADI AL KABIR

### DEPARTMENT OF COMMERCE

### TERM 1- SAMPLE PAPER

**CLASS XII**

**SUB: ENTREPRENEURSHIP**

**MAX. MARKS:35**

**TIME: 90 minutes**

#### **GENERAL INSTRUCTIONS:**

1. The question paper contains three sections.
2. Section A has 24 questions. Attempt any 20 questions.
3. Section B has 24 questions. Attempt any 20 questions.
4. Section C has 12 questions. Attempt any 10 questions.
5. All questions carry equal marks.
6. There is no negative marking.

Q. No.	Section A
1.	Which one of the following is a macro environment factor? A.Suppliers B.Competitors C.Public D.Political
2.	The opportunity – project interface originates at _____ A. Scanning of Environment B. Spotting an Opportunity C. Starting Project D. Identification Starting Project of product
3.	ASSERTION: Entrepreneurship environment refers to the various forces within which various small, medium and large enterprises operate. REASON: These factors exert influence upon each other and do not operate in isolation.  Choose the correct option A.Both assertion and reason are true and reason is correct explanation of the assertion. B.Both assertion and reason are false C.Both assertion and reason are true and reason is not a correct explanation of the assertion. D.Assertion is false, Reason is true and reason is correct explanation of the assertion.
4.	Problem Identification helps the entrepreneur in which of the following ways? A. Bring out new products in the market B. Understand the problems and needs of the market C. Be creative D. All of these

5.	<p>Match the following:</p> <table border="1" data-bbox="188 230 1469 456"> <tr> <td data-bbox="188 230 400 271">1.Incubation</td> <td data-bbox="405 230 1469 271">a. This is the most difficult phase of creativity as obstacles begin to appear.</td> </tr> <tr> <td data-bbox="188 277 400 318">2.Illumination</td> <td data-bbox="405 277 1469 318">b. This is the subconscious assimilation of information.</td> </tr> <tr> <td data-bbox="188 324 400 383">3.Verification</td> <td data-bbox="405 324 1469 383">c. It is the process of entrepreneurship which involves the translation of a useful idea into an application which has commercial value.</td> </tr> <tr> <td data-bbox="188 389 400 456">4.Innovation</td> <td data-bbox="405 389 1469 456">d. The idea re-surfaces in realistic way and entrepreneur comes out with viable plan to give practical shape.</td> </tr> </table> <p>Choose the correct option:  A.1-b, 2-a, 3-d, 4-c  B. 1-c, 2-d, 3-a, 4-b  C. 1-b, 2-d, 3-a, 4-c  D. 1-d, 2-a, 3-d, 4-c</p>	1.Incubation	a. This is the most difficult phase of creativity as obstacles begin to appear.	2.Illumination	b. This is the subconscious assimilation of information.	3.Verification	c. It is the process of entrepreneurship which involves the translation of a useful idea into an application which has commercial value.	4.Innovation	d. The idea re-surfaces in realistic way and entrepreneur comes out with viable plan to give practical shape.
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6.	<p>Fill in the blank:  The business of partnership can be carried on by all the partners or any one of them acting for all. Thus, every partner is _____ as well as _____ of other partners and of the firm.</p> <p>A. principal; agent  B. friend; enemy  C. relative; family member  D. superior; subordinate</p>								
7.	<p>A business unit whose ownership and management are vested in one person.</p> <p>A. Partnership  B. Joint Stock Company  C. Co-operative society  D. Sole proprietorship</p>								
8.	<p>Partnership form of organisation has developed due which of the inherent limitations of sole proprietorship?</p> <p>A. Limited capital  B. Limited managerial ability  C. Limited continuity  D. All of these</p>								
9.	<p>The name, address of the entrepreneur is mentioned in which part of the Introductory Profile in a Business plan?</p> <p>A. Entrepreneur's bio-data  B. Industry's profile  C. Product details  D. Constitution and organisation</p>								
10.	<p>Fill in the blank:  _____ is the art of comparing materials, product or performance with established standards. This element helps the entrepreneur to set up laboratories or evolve strategies/methods to ensure predetermined quality of product/service.</p> <p>A.Shipping  B.Follow-up  C.Inspection  D.Dispatching</p>								

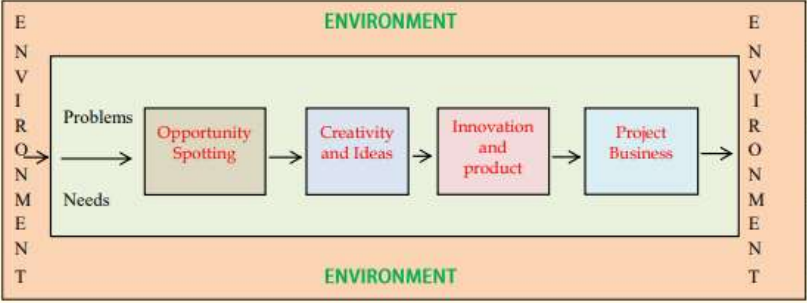
11.	<p>Match the following:</p> <table border="1" data-bbox="188 230 1471 456"> <tr> <td data-bbox="188 230 475 271">1. Production Plan</td> <td data-bbox="475 230 1471 271">a. Right number of people and the right kind of people</td> </tr> <tr> <td data-bbox="188 271 475 342">2. Proforma income statement</td> <td data-bbox="475 271 1471 342">b. Letters from customers, distributors</td> </tr> <tr> <td data-bbox="188 342 475 383">3. Appendix</td> <td data-bbox="475 342 1471 383">c. Three situations</td> </tr> <tr> <td data-bbox="188 383 475 456">4. Manpower planning</td> <td data-bbox="475 383 1471 456">d. projected net profit calculated from projected revenue minus projected costs and expenses.</td> </tr> </table> <p>Choose the correct option:</p> <p>A. 1-b, 2-a, 3-d, 4-c  B. 1-c, 2-d, 3-b, 4-c  C. 1-b, 2-d, 3-a, 4-c  D. 1-d, 2-a, 3-d, 4-c</p>	1. Production Plan	a. Right number of people and the right kind of people	2. Proforma income statement	b. Letters from customers, distributors	3. Appendix	c. Three situations	4. Manpower planning	d. projected net profit calculated from projected revenue minus projected costs and expenses.
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12.	<p>Which plan goes beyond the production process by describing the conditions and strategies related to how products/services will be distributed, priced and promoted and asks for the facts about who are the competitors, where are they located, and what advantages/disadvantages do they have?</p> <p>A. Manpower plan  B. Financial plan  C. Marketing plan  D. Operational plan</p>								
13.	<p>The environment includes interest rates, inflation, business cycles, unemployment, disposable, income, energy, availability and cost.</p> <p>A. Economic  B. Political  C. Social  D. Technical</p>								
14.	<p>The public company in India needs to have a minimum paid up capital of _____.</p> <p>A. Rs. 1 lakh  B. Rs. 5 lakhs  C. Rs. 10 lakhs  D. Rs. 20 lakhs</p>								
15.	<p>A company has an independent status, different from its members. This implies that a company cannot be held liable for the actions of its members and vice-versa. Which feature of company is defined above?</p> <p>A. Artificial person  B. Voluntary Association  C. Common Seal  D. Separate legal entity</p>								
16.	<p>ASSERTION: Mostly, the liability of the partners of a firm is unlimited. Their personal properties can be disposed of to pay the debts of the firm if required.  REASON: The creditors can claim their dues only from one partner. Other partner(s) are not liable for the debt of the firm.</p>								

	<p>Choose the correct option</p> <p>A.Both assertion and reason are true and reason is correct explanation of the assertion.  B.Both assertion and reason are incorrect  C.Both assertion and reason are true and reason is not a correct explanation of the assertion.  D.Assertion is correct but Reason is incorrect.</p>
17.	<p>Deepali, a graduate of Horticulture from Kurushetra University came across a barren land near Solan when she visited this place. Deepali was fond of strawberries and was inquisitive to understand the reason why strawberries could not be grown there. She was informed by the local authorities that the land was infertile for raising strawberries. She took this as a challenge and believed in its success. Best quality strawberries now mark the beauty of that barren piece of land. Identify the 'idea field' from where the idea has been generated.</p> <p>A.Natural resources  B.Market Driven  C.Service Related  D.Trading Related</p>
18.	<p>Which one of the following is the correct formula to calculate Unit price:</p> <p>A.Total cost/No. of customers  B.Total Bill/No. of customers  C.Total bill x No. of customers  D.Profit/No. of customers.</p>
19.	<p>At Break even point, which of the following condition is satisfied?</p> <p>A. Business earns huge profit.  B. Total Cost &gt; Total Revenue  C. Total Revenue &gt; Total cost  D. Total Revenue = Total cost</p>
20.	<p>ASSERTION: Sales mix is used to calculate weighted average contribution per unit.  REASON: Sales mix is the proportion in which two or more products are sold.</p> <p>Choose the correct option</p> <p>A.Both assertion and reason are true and reason is correct explanation of the assertion.  B.Both assertion and reason are incorrect  C.Both assertion and reason are true and reason is not a correct explanation of the assertion.  D.Assertion is correct but Reason is incorrect.</p>
21.	<p>The proprietor and proprietorship are one and the same business and owner exists together, thus with owner's death, business too dies. Identify the character of sole proprietorship from the above line.</p> <p>A. No separate legal entity  B. Sole beneficiary  C. Individual ownership  D. Individual financing</p>

22.	<p>The idea of forming a company is conceived either by a person or by a group of persons known as promoters. Entrepreneurs are basically the promoters as they are the ones who:</p> <p>i) Conceive the idea.  ii) Scan it against the environmental forces to establish its feasibility and viability.  iii) Procures the resources essential for its commencement.</p> <p>Which of the following statement is correct regarding role of entrepreneurs as promoters:</p> <p>A.Only i  B.Both i and ii  C. Both ii and iii  D.All i, ii and iii.</p>								
23.	<p>Which one of the following is not an element of operational plan?</p> <p>A.Routing  B.Scheduling  C.Infrastructure  D.Inspection</p>								
24.	<p>Match the following:</p> <table border="1" data-bbox="188 891 1477 1081"> <tr> <td>1. Manufacturing</td> <td>a. a business that sells intangible such as time or expertise.</td> </tr> <tr> <td>2. Wholesale</td> <td>b. a business that makes a tangible product.</td> </tr> <tr> <td>3. Retail</td> <td>c. a business that buys products in bulk from the manufacturers to be sold in smaller lot to retailers.</td> </tr> <tr> <td>4. Service</td> <td>d. a business that sells directly to the final consumer for final satisfaction.</td> </tr> </table> <p>Choose the correct option:</p> <p>A.1-b, 2-a, 3-d, 4-c  B. 1-c, 2-d, 3-b, 4-c  C. 1-b, 2-c, 3-d, 4-a  D. 1-d, 2-a, 3-d, 4-c</p>	1. Manufacturing	a. a business that sells intangible such as time or expertise.	2. Wholesale	b. a business that makes a tangible product.	3. Retail	c. a business that buys products in bulk from the manufacturers to be sold in smaller lot to retailers.	4. Service	d. a business that sells directly to the final consumer for final satisfaction.
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<b>Section- B</b>									
25.	<p>Fill in the blank:  The _____ is that part of business plan that describes to proposed venture's form of ownership.</p> <p>A.Financial Plan  B.Organisational Plan  C.Operational Plan  D.Marketing plan</p>								
26.	<p>It is the process of entrepreneurship which involves the translation of a useful idea into an application which has commercial value'. Identify the process.</p> <p>A. Creativity  B. Innovation  C. Problem Solving  D. Competition</p>								
27.	<p>Anurag started a factory for manufacturing jute bags for shopping and contribute towards environment protection by discouraging the use of plastic bags.. He invested Rs.2,00,000 of his own and obtained a loan of Rs.10,00,000 from Bank. He made the instruction plan describing the details that were needed for the operation of machines by the workers.</p>								

	<p>Identify the format of 'business plan' described in the above para.</p> <ul style="list-style-type: none"> <li>A. Elevator Pitch</li> <li>B. Pitch deck with oral narrative</li> <li>C. Plan for external stakeholders</li> <li>D. Internal Operational Plan</li> </ul>
28.	<p>After passing his 12th class with entrepreneurship as an elective subject Sahil started his own business. He invested Rs.2,00,000 as capital which was given to him by his father. He obtained a loan of Rs.1,00,000 from his elder brother Ravi, who was working as an assistant manager in Bank of Baroda. In the first year he incurred a loss of Rs.50,000 and had to pay to his suppliers their outstanding bills. This created a financial problem for him and he had to take a loan of Rs. 1,00,000 from the Bank of Baroda on the personal guarantee by mortgaging his house. He started doing hard work, lowered the prices and informed his customers about the qualities of goods sold by him. Because of this the sales increased four times and he earned a net profit of Rs.75,000 in the second year.</p> <p>Identify the form of business organisation started by Sahil.</p> <ul style="list-style-type: none"> <li>A. Sole proprietorship.</li> <li>B. Partnership</li> <li>C. Private Limited Company.</li> <li>D. Public Limited company.</li> </ul>
29.	<p>Pritam belongs to a farmer's family. One day a team of officials from the local block development office visited his village for discussing additional opportunities related to agriculture. The team discussed with the villagers how to develop fishery. The team explained about the technique of construction of ponds and the modern technology of growing fishes. The team also informed that the 'State agriculture department' will provide loan at an interest rate of 5% per annum to the farmers who will engage themselves in the occupation and will also help the farmers in the marketing of fishes. Pritam, decided to engage himself in the fishery occupation.</p> <p>Identify the 'idea field' that helped Pritam to engage himself in fishery occupation.</p> <ul style="list-style-type: none"> <li>A. Market Driven Ideas</li> <li>B. Trade Related Ideas</li> <li>C. Natural resources</li> <li>D. Creative Efforts</li> </ul>
30.	<p>Routing is a process concerned with determining exact route or path a product/ service has to follow right from raw material till its transformation into finished product. Scheduling means fixation of time, date, day when each operation is to be commenced and completed.</p> <p>These are the two important component of one of the element of business plan.</p> <p>Identify the element of the plan.</p> <ul style="list-style-type: none"> <li>A. Description of business Venture</li> <li>B. Operational Plan</li> <li>C. Organisational plan</li> <li>D. Marketing plan.</li> </ul>
31.	<p>Sanjiv was developing a business plan for his organization. While working on the financial plan he realised that his financial requirements will be for fixed assets and their installations, preliminary expenses, working capital, expenses on research and development and investment in short-term assets viz. raw material, level of cash, etc. To decide on the sources of funds for the venture, he tried to ensure the selection of the best overall mix of financing for the enterprise. a. Identify the element of financial plan discussed here.</p>

	<p>A. Proforma investment decisions  B. Proforma financing decisions  C. Proforma Income Statement  D. Both Option A and B</p>																		
32.	<p>Nomy India Ltd.’ are the producers of two different sizes of televisions. From the information given below, calculate the ‘Break-Even Quantity’ of the T.V. sets manufactured per month.  Information:</p> <table border="1"> <thead> <tr> <th>Size of T.V</th> <th>Unit Selling Price</th> <th>Unit variable cost</th> <th>Allocated Fixed expense</th> </tr> </thead> <tbody> <tr> <td>43inch</td> <td>Rs.45,000</td> <td>Rs.36,000</td> <td>Rs.1,08,000</td> </tr> <tr> <td>55inch</td> <td>Rs.60,000</td> <td>Rs.50,000</td> <td>Rs.1,20,000</td> </tr> </tbody> </table> <p>Choose the correct option for Break-even point for the TV sets:  A. 43 inch – 10 units and 55 inch- 12 units  B. 43 inch – 12 units and 55 inch- 10 units  C. 43 inch – 10 units and 55 inch- 10 units  D. 43 inch – 12 units and 55 inch- 12 units</p>	Size of T.V	Unit Selling Price	Unit variable cost	Allocated Fixed expense	43inch	Rs.45,000	Rs.36,000	Rs.1,08,000	55inch	Rs.60,000	Rs.50,000	Rs.1,20,000						
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33.	<p>A Grocery store sold items to different customers for a period of 12 weeks and calculated their unit sale as Rs.3,000. The cost price per unit is 60% of the selling price.  Calculate the Gross profit per unit.  A. Rs.2,400  B. Rs.1800  C. Rs.2,100  D. Rs.1,200</p>																		
34.	<p>The following table shows the number of guests who all stayed in a hotel in last 4 weeks and also their total bill amount for food, lodging and leisure activities.</p> <table border="1"> <thead> <tr> <th>WEEK</th> <th>No. of guests</th> <th>Total Bill (Rs.)</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>24</td> <td>4,100</td> </tr> <tr> <td>2</td> <td>12</td> <td>3,000</td> </tr> <tr> <td>3</td> <td>14</td> <td>3,400</td> </tr> <tr> <td>4</td> <td>10</td> <td>1,800</td> </tr> <tr> <td>TOTAL</td> <td>60</td> <td>12,300</td> </tr> </tbody> </table> <p>What is the value of unit price for the hotel?  A. Rs.200  B. Rs.205  C. Rs.208  D. Rs.210</p>	WEEK	No. of guests	Total Bill (Rs.)	1	24	4,100	2	12	3,000	3	14	3,400	4	10	1,800	TOTAL	60	12,300
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35.	<p>Rohit, an entrepreneur, decided to open a chain of retail stores to sell fast-food items like pizza, burgers, etc. He decided to open the retail stores in the urban areas.  Identify the environmental factor behind such decision.  A. Political factor  B. Technological factor  C. Social factor  D. Ecological Factor</p>																		

36.	<p>Vinod was working with Aryan, a new entrepreneur, as a production Manager. For smooth and coordinated flow of work he had to pay attention towards various elements. To ensure smooth flow of operations Vinod has to fix time, day, date and when each operation is to be commenced and completed.</p> <p>Identify the component of Operational Plan described above.</p> <p>A. Routing B. Scheduling C. Dispatching D. Inspection.</p>
37.	 <p>The diagram illustrates the Enterprise Process Diagram. It is set within an orange-bordered box labeled 'ENVIRONMENT' at the top and bottom. Inside this box is a green-bordered box containing a horizontal flow of five stages: 'Problems' (with 'Needs' below it), 'Opportunity Spotting', 'Creativity and Ideas', 'Innovation and product', and 'Project Business'. Arrows connect these stages from left to right. The word 'ENVIRONMENT' is written vertically on both the left and right sides of the orange box.</p> <p>Identify the concept depicted in the above image:</p> <p>A. Enterprise proposal Diagram B. Enterprise Process Diagram C. Enterprise Project Diagram D. None of these.</p>
38.	<p>Ranjit operates a small coffee shop catering to the local community. He prepares different flavours of coffee and serves it in designer cups developed by him. He also takes customised orders.</p> <p>Which form of business is best suitable for this type of enterprise?</p> <p>A. Sole Proprietorship B. Partnership C. Joint Stock Company D. Cooperative</p>
39.	<p>Arijit is working as a salesman in a company engaged in the marketing of readymade garments. He gets a monthly salary of Rs. 50,000 besides many other benefits. He is doing this work to earn his living and satisfy the materialistic and social requirements. He is not doing this work out of love, care and affection. Ramesh has undertaken _____ activity.</p> <p>Fill in the blank selecting appropriate word.</p> <p>A. Social B. Economic C. Cultural D. Non-economic</p>
40.	<p>ASSERTION: CPL Airlines wants to expand its operations. One of the important political factors it should consider is the landing rights of airlines in foreign countries.</p> <p>REASON: Idea Germination is the seeding stage in the creative process, at this stage the entrepreneur recognizes that opportunity exists.</p> <p>Choose the correct option</p>



	<p>A.Both assertion and reason are true and reason is correct explanation of the assertion.  B.Both assertion and reason are false  C.Both assertion and reason are true and reason is not a correct explanation of the assertion.  D.Assertion is false, Reason is true and reason is correct explanation of the assertion.</p>
41.	<p>The maximum number of members for Bright Pvt Ltd. is.....  Fill in the blank, choosing the correct option.  A.50  B.100  C.200  D.Unlimited</p>
42.	<p>Dev is preparing a business plan for his new venture power saving LED bulbs with guidance from his uncle who is a lawyer. But his uncle is presently not keeping well and hence Jeet does not know under which heading to the information about site location, physical infrastructure and production process.. He approaches his elder brother Jeevan, an engineer for help.  Identify the component of Business Plan , under which the above items to be mentioned.  A. Operational Plan.  B. Organisational Plan  C. Financial Plan.  D. Description of Venture.</p>
43.	<p>ASSERTION: Creativity is an important and key component of the talents and abilities needed for an entrepreneur. Apart from applying creativity to spot and harness opportunities, it can also be applied to develop new products and services.  REASON: There are basically five ways in which creative ideas can be generated:  1. Develop a new product or service. 2. Improve an existing product or service 3. Find a new process or resource for manufacturing a product. 4. Find new markets for existing products or services. 5. Find a new use of an existing product or service.</p> <p>Choose the correct option  A.Both assertion and reason are true.  B.Both assertion and reason are false  C.Assertion is true but reason is false  D.Assertion is false and Reason is true</p>
44.	<p>ASSERTION: In spite of certain restrictions imposed on a private company, it enjoys certain privileges under the Companies Act.  REASON: Only two members are required to form a Public company.</p> <p>Choose the correct option  A.Both assertion and reason are true and reason is correct explanation of the assertion.  B.Both assertion and reason are false  C.Both assertion and reason are true and reason is not a correct explanation of the assertion.  D.Assertion is true. Reason is false.</p>
45.	<p>The..... is the Unit of Sale for multi-product business.  Fill in the blank selecting the correct option:  A.Customer  B.Government Undertaking  C.Competitors  D.Bank</p>

46.	<p>Mahindra Stores sells Mobile phones of different brands X,Y and Z. The sales Mix ratio is 4:4:2. The total fixed cost for the business is Rs,2,46,000. The store is at break even by selling 3,000 phones. What is the total average contribution per unit.</p> <p>A.Rs.80 B.Rs.82 C.Rs.85 D.Rs.90</p>								
47.	<p>Mani Co. ltd manufacturers has three products: Pen, Pencil and Sharpener.</p> <table border="1" data-bbox="183 488 1102 602"> <thead> <tr> <th></th> <th>PEN</th> <th>PENCIL</th> <th>SHARPENER</th> </tr> </thead> <tbody> <tr> <td>Total weighted average contribution per unit</td> <td>₹ 10</td> <td>₹ 12</td> <td>₹ 8</td> </tr> </tbody> </table> <p>Total fixed cost is ₹ 90,000. From the above given information Overall break even points in units will be: A. 4,000      B . 2,000      C. 3,000      D. 5,000</p>		PEN	PENCIL	SHARPENER	Total weighted average contribution per unit	₹ 10	₹ 12	₹ 8
	PEN	PENCIL	SHARPENER						
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48.	<p>Asmit Started a pottery unit employing differently abled people to make and sale sculpture made of clay. He also made sure that the material he used is easily decomposable. During the month if September and October he increased the scale of production as the festival of Diwali was around the corner.</p> <p>Identify the component of business environment at a macro level that is reflected in the above situation to anticipate the demand.</p> <p>A. Economic B. Political C. Social D. Ecological</p>								
<b>Section-C</b>									
49.	<div data-bbox="193 1160 758 1402" data-label="Image"> </div> <p>The above image shows a new pen drive especially for teachers which will have a built in antivirus and which can be worn like a watch so it minimises the problem of losing the pen drive.</p> <p>Identify the steps involved in the type of investigation of idea shown and defined above:</p> <p>A. Application and use B. Level of operation C. Product identification D. Annual turnover and profit margin</p>								
50.	<p>Farhan sold a mobile hand set for ₹ 2,100. If the purchase price of the product is 80% of its selling price, the profit earned by Farhan is :</p> <p>A. ₹ 1,700      B. ₹ 1,680      C. ₹ 420      D. ₹ 400</p>								
51.	<p>In the academic year 2020/21 due to COVID 19 all the schools started online classes. Many parents were worried about monitoring their children as they have to go to their workplace.</p> <p>Being a talented and an intelligent student Ritesh decided to develop an app that may help the parents to keep a watch on the children and their activity during the online class.</p> <p>From the following identify the “idea field” used by Ritesh to develop the app.</p>								

	<p>A. Creative efforts  B. Trading related ideas  C. Market driven idea  D. Natural resources</p>
52.	<p>Nippo Ltd. was into manufacturing security cameras for household and commercial buildings. Their Research and development team came up with a new idea of manufacturing drones as security cameras which will give a 360-degree view of the entire building. They needed huge finance for the same. The company MD Sharad heard of this group of venture capitalists who are ready to invest in new ideas. He seeks an appointment with them and started preparation of a business plan to be presented before them. His plan was to make an informative power point presentation showing key graphs of financial trends. It was meant to trigger discussion among the members.</p> <p>Which format of business plan is Sharad using?</p> <p>A. Elevator Pitch  B. Pitch deck with oral narrative  C. Plan for external stakeholders  D. Internal Operational Plan</p>
53.	<p>Rehan and Nishant got jobs in IT sector and were based in Bangalore. Rehan was from Delhi and Nishant was from Gujarat. Both were missing home food. The canteen food was highly unappetizing. They checked out several tiffin services but did not find them satisfactory. The foods were not apt for their taste buds. So, they decided to quit their jobs and start a professionally managed tiffin service by the name of "Sanjha Chulha". They not only offered chapatis and North Indian curries, but also started with Gujarati thali, Bengali thali as regional meals.</p> <p>What was the source of perceiving the basic idea?</p> <p>A. Problem  B. Invention  C. Innovation  D. Change</p>
54.	<p>A young man, Vipul wants to start a business. He is not sure of the type of business he should start. His friends suggested him to seek the help of professionals. He contacted a professional who asked Vipul to pay a big amount for consultancy. Therefore, he decided to search for the reports and industry updates himself. He started looking for the required information on different websites regularly.</p> <p>Identify the way Vipul spotted the trend.</p> <p>A. Watch trend  B. Think Trend  C. Talk trend  D. Read Trend</p>
55.	<p>Yagnesh is into the business of manufacturing low cost diesel cars in Germany. He is earning good profits and ambitiously considering overseas expansion. He scans the environment for finding out the opportunities and threats that may influence his current and future plans. He zeroes down on India as a potential place for his business expansion as Indian Government has announced favourable trade regulations.</p> <p>Identify the macro environment factor that played a major role for such decision by Yagnesh.</p> <p>A. Political</p>

	<p>B. Legal C. Economical D. Technological</p>
56.	<p>Anil and Ankit were partners in a web based home delivery service in Kolkata. Their business was doing well. They thought of expanding and also reduce their personal risk. They wanted to protect their own possessions from business creditors in the event of failure. So, they thought of changing the form of business where the liability will be limited. For this they wanted to sell shares to friends and family members. Identify the new form of business to be adopted.</p> <p>A. Sole proprietorship B. Partnership C. Private Limited Company D. Public Limited Company</p>
57.	<p>Ravi created a portable incinerator to be installed in the houses. The dry waste generated at homes can be converted by it into ash that can be used as manure for plants. He has installed five prototypes of this incinerator in his society to test its working and to prove its value. Ravi is in the ..... stage of creative process for his product. Choose the correct option:</p> <p>A. Illumination. B. Incubation C. Verification D. Preparation</p>
58.	<p>In the drive to make the world 'plastic free', Aruna designed a machine to convert single-use plastic into very small granules that could be used for making low cost roads. Her machine worked with the help of solar energy. She put her idea before the venture capitalists by making an entertaining slide show and oral narration. She also presented the executive summary of her proposed venture and a few key graphs. The format of business plan used by Aruna to convince the investors is :</p> <p>A. Elevator pitch B. A pitch deck with oral narrative C. A written presentation for external stakeholders D. An internal operational plan</p>
59.	<p>Jeet is preparing a business plan for his new venture power saving LED bulbs with guidance from his uncle who is a lawyer. But his uncle is presently not keeping well and hence Jeet does not know under which heading to put the information regarding Transport &amp; communication, Machinery &amp; Equipment and Production Process. He approaches his elder brother Jeevan, an engineer for help. Identify the component of Business Plan , under which the above items to be mentioned.</p> <p>A. Operational Plan. B. Organisational Plan C. Financial Plan. D. Description of Venture.</p>
60.	<p>Anwar started a packing factory in the small plot of land inherited from his father. Anwar is very enthusiastic and concerned about environmental issues and health has planned to sale food grade plastics for packing edible oils and tetra pack for dairy industries. He contributed Rs.2,00,000 from his personal fund and obtained a loan of Rs.3,00,000 from the bank by mortgaging the land.</p>

Advise him, where he must disclose the source of his fund, under Financial Plan while preparing the Business Plan.

- A. Proforma investment decisions
- B. Proforma financing decisions
- C. Proforma income statements
- D. Proforma balance sheet