



INDIAN SCHOOL AL WADI AL KABIR

Class: XII	Department: Commerce
Worksheet: 1 Objective & Descriptive Type Questions	Topic: Entrepreneurial Planning

Q. No.	OBJECTIVE TYPE QUESTIONS
1	Proforma_____ is the component of the financial plan that summarizes all the projected sources of funds available to the venture to raise finance from. (Choose the correct option to fill in the blank) SQP 2025 A. investment decisions B. financing decisions C. income statements D. cash flow
2	Identify, which of the following type of business organization has the maximum number of members. (Choose the correct option) SQP 2025 A. Sole Proprietorship B. Partnership C. Public Limited Company D. Private Limited Company
3	Refer to the given text carefully: Hemant, Zoya and Radhika are the founding directors of Wintech Pvt. Ltd., a Bhopal-based business enterprise that manufactures and sells commercial lifts for the past 20 years. Today the company has 45 members. Hemant was handling the finance department of the business since the inception of the company. The banks who have lent money to the company have filed a case against Hemant for fraud and he will soon be arrested. Jaydeep, one of the members, has raised this issue in the board meeting. His argument is that since the case involves founding members, the company will be held liable for their actions and hence he wants legal protection from any action against the company. On the basis of the given text, identify which of the following characteristics of a joint stock company helps us to arrive at the conclusion that the argument made by Jaydeep is inaccurate. (Choose the correct option) A. Artificial person B. Separate legal entity C. Voluntary association D. Common seal
4	“In a partnership form of business, each partner can bind the firm and other partners by his/her acts.”

	In the light of the given statement, identify the essential feature of partnership form of business organisation referred to and choose the correct option: A.implied authority B.utmost good faith C.mutual agency D.separate legal entity										
5	Anita, a tech entrepreneur, wants to start her automation consultancy business that will develop AI-based customized solutions for different service providers. She cannot do it all by herself so she has approached her friend Supriya, who is an IIT graduate. Together they plan to commence the business in a form where their liability is limited and the business is regulated by law. _____ form of business organisation meets the requirements of Anita and Supriya. (Choose the correct option to fill up the blank) SQP 2025 A.Sole proprietor B.Partnership C.Private limited company D.Public limited company										
6	From the given elements of operational plan in Column-I and the objectives given in Column-II, choose the correct pair: SQP 2025 <table border="1"><thead><tr><th>Column I</th><th>Column II</th></tr></thead><tbody><tr><td>(a) Routing</td><td>i) comparing materials, product or performance with established standards.</td></tr><tr><td>(b) Dispatching</td><td>ii) determining exact path a product/ service has to follow right from raw material to finished good</td></tr><tr><td>(c) Inspection</td><td>iii) initiating production as per the pre-conceived production plan.</td></tr><tr><td>(d) Follow-up</td><td>iv) expediting function that relates to evaluation and appraisal of work performed</td></tr></tbody></table> Options: A. (a) – (i) B. (b) – (ii) C. (c) – (iii) D. (d) – (iv)	Column I	Column II	(a) Routing	i) comparing materials, product or performance with established standards.	(b) Dispatching	ii) determining exact path a product/ service has to follow right from raw material to finished good	(c) Inspection	iii) initiating production as per the pre-conceived production plan.	(d) Follow-up	iv) expediting function that relates to evaluation and appraisal of work performed
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7	_____ element of the financial plan describes how the enterprise funds will be dedicated to different assets so that the enterprise can earn the highest possible return. (Choose the correct option to fill up the blank) SQP 2024 A. Investment decision B. Financing decision C. Income statements D. Cash flow statement										
8	Identify the various factors which will help the entrepreneur as well as the potential investor from the organisational plan. SQP 2023 i. Long-term effectiveness of the enterprise ii. Profitability iii. Specifying the types of skills needed and the roles that must be filled by the members										

	iv. the attitudes, behaviours, dress, communication styles etc., thus chalking out informal organisation A. i and ii only B. i, iii and iv only C. i, ii, iii and iv D. i, ii, iii
9	Financial plan is a projection of key financial data about: (CBSE 2023) I.Economic feasibility of the enterprise II.Orderly movement of goods III.Market opportunities and threats IV.The potential investment commitment needed for the new venture Choose the correct option from the following: A.I only B.I and IV only C.I, II and IV D.II, III and IV
10	‘Air Puro Ltd.’ Is engaged in manufacturing and distribution of air-purifiers. The company has four departments – Production, Marketing, Finance and Human Resource. The quality of the air-purifiers is very good and these are handy also. Due to this the demand of air-purifiers started growing. To meet the growing demand, the Production Head informed the Chief Executive Officer to recruit more employees. CBSE 2023 The component of Business Plan which will help in deciding the number of people required is: A.Marketing plan B.Production plan C.Organizational plan D.Manpower plan
11	Manoj, Ankit and Nikhil are good friends and doing interior designing business at a small scale. Their business is taking off in a big way. Now there is a need to change their small-scale business into a large-scale business. The trio needs more capital to invest, to hire more employees and for other expenses. Due to the growing need they decided to re-organize their form of business. Now they wanted to have an organization in which members have a limited liability and minimum paid up capital is Rs. 1 lakh - CBSE 2024 The type of organization the trio wanted to form is: A.Partnership B.Public company C.Private company D.Sole proprietorship
12	The "road map" for a new venture, outlining how to proceed and helping to acquire loans from financial institutions, is known as _____. A. Feasibility Report B. Business Plan C. Marketing Plan

	D. Project Report
Q.No.	DESCRIPTIVE TYPE QUESTIONS
1	‘Two heads are better than one.’ Justify the above statement with the help of advantages of partnership form of business over sole proprietorship. SQP 2025
2	Differentiate between public and private form of joint stock company on the basis of: SQP 2025 I Transferability of shares II Public subscription of shares III Minimum paid-up capital
3	Explain the key elements of an operation plan that help an entrepreneur streamline the production and manufacturing process. SQP 2025
4	Green Tech Solutions, a startup focused on developing sustainable energy products, is preparing to present its new solar panel technology to a group of potential investors. The presentation includes key graphs showing financial trends and decision-making benchmarks. The team opts for a hopeful and entertaining slide show while explaining company’s mission to address climate change, the market opportunity, and its competitive advantages. I. Identify the business plan presentation format used by Green Tech Solutions. Give valid reason for using the format. II. “The Business Plan is considered to be a valuable document for a start-up such as Green Tech solutions.” Justify the statement, giving three valid reasons. SQP 2025
5	Describe the ‘elevator pitch’ format of business plan used by entrepreneurs. How is it different from an ‘internal operational’ plan? SQP 2024
6	“An entrepreneur must pay attention to the quantity and quality of the manpower for his business as it directly impacts the performance and resulting productivity of the organization.” SQP 2024 (I) In the light of the aforesaid statement, identify the component of a business plan that helps an entrepreneur fulfill the stated purpose. (II) State the objective and importance of the identified component.
7	“One of the components of a business plan effectively establishes how the entrepreneur will compete and operate in the marketplace. It acts as a guideline regarding the marketing objectives, strategies, and activities to be followed by any new enterprise.” (I) Identify the component of the business plan discussed above. (II) Explain the steps described in the plan that help an entrepreneur find the group of customers whose needs the enterprise aims to fulfil.
8	Read the following text carefully: SQP 2024 Rohit is a trained plumber and has worked for a hardware shop for more than 3 years. He is very popular in the area and people generally request his employer to send Rohit for their repair and maintenance tasks. Rohit is planning to start a business of his own where he will directly reach his clients upon a phone call. He will provide services instantaneously within 15 minutes of the request received.

	His present clients may put in a positive word for him among their friends and neighbour's which can help his business grow. On the basis of the given text identify, giving reasons, any two elements of business opportunity.
9	Kirti and Neha decided to start a business of selling handmade jewellery. They started a business under the name 'Kirti and Neha Creations'. According to their agreement, both will share profits equally and would contribute equally in terms of capital, efforts and skills. Kirti was responsible for creating the designs, while Neha was incharge of managing the sales and marketing. During the business operations, Kirti made a decision to collaborate with a supplier for raw materials without consulting Neha, believing it would save time and improve the business's efficiency. However, the supplier's delivery was delayed, and this resulted in a temporary halt in production, causing a loss for the company. Neha was upset that Kirti had made a decision without her consent and she was bound by her acts. BP 2025 (a) Identify and state the form of business organisation discussed in the above case. (b) Quoting lines from the above, identify and explain any four features of the form of business organisation identified in (a) above.
10	'Picturising ahead every step in a long series of separate operations, each step to be taken in the right place of the right degree, and at the right time and each operation to be done at maximum efficiency is the objective of one of the components of a business plan.' BP 2025 (i) Name the component of business plan discussed above. (ii) Give any four points stating how this component helps to plan the work.
11	'It is a comprehensive project report which not only encompasses the entire range of activities which are being planned in the business but also helps, facilitates and discusses various other aspects.' BP 2025 (i) Name the concept discussed above. (ii) State the other aspects being helped, facilitated and discussed in the concept identified in (i) above.