



# INDIAN SCHOOL AL WADI AL KABIR

<b>Class: XII</b>	<b>Department: Commerce</b>
<b>Subject: Marketing</b>	<b>Part I– Employability Skills</b>
<b>OTQs and DTQs</b>	<b>Chapter 4: Entrepreneurship skills</b>

Qt no.	OTQs
1	The ability to work with others is _____. A. Organizational skills B. Interpersonal skills C. Perseverance D. Decisiveness
2	Who constantly innovates to make industrial processes seamless and efficient?
3	Individuals who focus on developing solutions that benefit the society are called _____. A. Family businessman B. Women entrepreneurs C. First generation entrepreneurs D. Social entrepreneurs
4	Why do budding entrepreneurs require persistence as one of their competencies?
5	The word entrepreneur is derived from the French word _____. A. entreprendre B. emprendure C. entrepreneur D. emprendre
6	It is the first stage of its operations, different from traditional business ventures, often financed by outsiders. Name it.
7	What does it take to become an entrepreneur? A. Organizational skills B. Self-doubt C. Opportunity D. Flexibility
8	Which of the following is not a function of an entrepreneur? A. Turning ideas into action B. Resourcing C. Making abrupt decisions lacking logic D. Feasibility study
9	Shruti wants to start a sweet shop. After speaking to some people in her area, she finds out that nobody sells quality sweets. She decides to make non-fried sweets. Which type of entrepreneurial attitude is reflected by Shruti here? A. Decisiveness B. Perseverance C. Taking Initiative D. Interpersonal Skills
10	An entrepreneur has the ability to continue to do something, even when it is difficult. Which attitude of the entrepreneur is reflected here?

11	What is meant by 'Perseverance'?
12	Salman tries new ideas as a tailor in a garment factory. Salman is a/an _____. A. entrepreneur B. wage employed person C. labourer D. unskilled worker
13	Prashant works for Surabhi, who is a businesswoman. Prashant is an _____. A. entrepreneur B. wage employed person C. skilled worker D. businessman
14	Harish has a rug business in India. He wants to start exporting rugs to Canada but does not know if they would sell there. The barrier he is facing is _____. A. self-doubt B. lack of plan C. selecting the right business idea D. All the above
15	The ability to work with others is _____. A. organisational skills B. interpersonal skills C. initiative D. Decisiveness
16	The ability to act in a situation before others do is _____. A. interpersonal skills B. initiative C. perseverance D. Organisational Skills
17	Which is a type of business activity A. entrepreneurship B. home delivery services C. trading business D. none of these
18	_____ is a company that is the first stage of its operation. A. Enterprise B. Business C. Startup D. Industry.
19	Ramesh has a rug business in India. He wants to start exporting rugs to Canada but does not know if they would sell there. The barrier he is facing is _____.
	DTQs
1	Explain the importance of interpersonal skills for an entrepreneur.
2	Explain any two functions of an entrepreneur.
3	Define the term Entrepreneurship.
4	Describe any two qualities of a successful entrepreneur.

5	Explain First Generation Entrepreneur.
6	Explain the nature of entrepreneurship.
7	What makes an entrepreneur successful? Explain
8	An entrepreneur requires some underlying characteristics which result in superior performance in achievement of entrepreneurial goals. Explain any two such competencies.
9	What do you understand by interpersonal skills? Give an example where a person can display interpersonal skills
10	Why is business planning important for an entrepreneur?
11	Write two roles of technical entrepreneurs. .
12	What do you mean by service and business entrepreneurs?
13	Differentiate between 'technical' and 'non-technical entrepreneurs'.