

Roll Number

Code Number

A



## INDIAN SCHOOL MUSCAT FINAL TERM EXAMINATION

### ENTREPRENEURSHIP

CLASS: XI

Sub. Code: 066

Time Allotted: 3 Hrs

19.02.2019

Max. Marks: 70

#### General Instructions:

1. All questions are compulsory.
2. There are total 24 questions in all.
3. Marks for each question are indicated against it.
4. Questions 1 to 5 are very short answer questions of 1 mark each.
5. Question 6 to 10 are short answer type questions of 2 marks. These are to be answered in 30 words each.
6. Questions 11 to 17 are short answer questions of 3 marks each. These are to be answered in 60 words each.
7. Questions 18 to 21 are short answer questions of 4 marks each. These are to be answered in 70 words each.
8. Questions 22 to 24 are long answer questions of 6 marks each. These are to be answered in 100 words each.
9. Answer should be brief and to the point and the above word limit be adhered to as far as possible.

- |   |  |   |
|---|--|---|
| 1 | What do you mean by market feasibility?  | 1 |
| 2 | Who is a social entrepreneur?  | 1 |
| 3 | Differentiate between extractive and genetic industry.   | 1 |
| 4 | Give two examples of transactions which results in outflow of cash for business.   | 1 |
| 5 | Mention any two methods of collecting primary information.   | 1 |
| 6 | Distinguish between technical and non-technical entrepreneurs.   | 2 |
| 7 | 'Generating ideas is an innovative and creative process'. Explain any two ways that might be used to generate ideas.   | 2 |
| 8 | Write two differences between e-business and e-commerce.   | 2 |
| 9 | 'Every business believes strongly in the basic philosophy on pricing that certain costs of manufacturing and marketing must be recovered through the price'. Explain any two external factors that influence the market. | 2 |

- 10 Explain any two factors that influence the assessment of fixed capital requirement of a business. 2
- 11 Discuss the advantages of entrepreneurship. 3
- 12 Classify the entrepreneurs based on motivating factors. 3
- 13 'We can appoint employee but not an entrepreneur'. Describe the differences between an entrepreneur and an employee in the light of the above statement. 3
- 14 What do you mean by a business plan? Explain its importance. 3
- 15 Explain the importance of evaluating business ideas. 3
- 16 Explain break-even point. Give the formula for the calculation of break-even point. Calculate break-even point from the following details: 3  
  
A company manufactures a product with a selling price of Rs.60 per unit and the variable cost per unit is Rs.50 per unit. The fixed costs for the period are Rs. 60,000.
- 17 Discuss the definition of micro, small and medium enterprises in the manufacturing sector according to Micro, Small and Medium Enterprises Development (MSMED) Act, 2006. 3
- 18 'Mr. Ramesh wishes to start a business'. Explain the various managerial functions to be done by Mr. Ramesh. 4
- 19 'Risk is the chance of loss. It is the possibility of some adverse occurrence.' Discuss the factors which may give rise to external risks. 4
- 20 'Buy one get one free is an example of one of the techniques or tools of promotion mix'. Name and explain the technique. Explain any other three tools of promotion mix. 4
- 21 Ms. Isha had a cash balance of Rs. 1,00,000 on 1 January, 2018 in his readymade garment shop. Other transactions for January are: 4  
January 4, Purchase of 20 shirts @ Rs. 500 each.  
January 7, Purchased furniture for business Rs. 2,000.  
January 12, Purchased 30 shirts @ Rs. 600 each on credit and 20 shirts @ Rs.500 each for cash.  
January 15, Sold 25 shirts @ Rs. 1,000 for cash and 10 shirts @ Rs.1,200 on credit to Mr. Ranjan.  
January 16, Deposited Rs. 25,000 into bank.  
January 17, Received Rs. 12,000 from Mr.Ranjan.  
January 22, Paid wages Rs 1,200.  
Prepare Cash book with cash transactions only.
- 22 'Women entrepreneurs face a series of problems right from the beginning till the enterprise functions. Being a woman itself poses problems to a female entrepreneur'. Explain the problems faced by women entrepreneurs in India. 6

- 23 Mr. Sarin is planning to start a shop selling tyres with a capital of Rs.3,00,000. He can borrow a loan of Rs. 4,00,000 from his friend. The initial expenses for the setting up office will be Rs. 60,000. 6

The tyres can be purchased @ Rs. 1,000 per tyre and it can be sold at Rs. 2,000 per tyre. There is an employee and he should be paid a salary of 8,000 per month. The commission on sales to staffs is 10% on sales.

The supplier sends goods once in a month. Mr. Sarin calculates that the tyres can be sold in the following month of its purchase. Money from credit sales will be received in the following month. The fixed costs start only from the first month of starting its operations.

Projected sales for 3 months

Month	1	2	3
Total tyres sold	100	120	90
Cash sales of tyres	90	80	80
Credit sales of tyres	10	40	10
Cash sales Rs.	1,80,000	1,60,000	1,60,000
Credit sales Rs.	20,000	80,000	20,000

Prepare a Cash flow projection statement for 2 months. (Month 0, 1 and 2)

- 24 Mr. Amitabh wants to export his company's products to a foreign market'. Discuss the various methods for a business to enter into a foreign market. 6

**End of the Question Paper**

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# INDIAN SCHOOL MUSCAT FINAL TERM EXAMINATION

## ENTREPRENEURSHIP

<b>CLASS: XI</b>	<b>Sub. Code: 066</b>	<b>Time Allotted: 3 Hrs</b>
<b>19.02.2019</b>		<b>Max. Marks: 70</b>

### General Instructions:

1. All questions are compulsory.
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6. Questions 11 to 17 are short answer questions of 3 marks each. These are to be answered in 60 words each.
7. Questions 18 to 21 are short answer questions of 4 marks each. These are to be answered in 70 words each.
8. Questions 22 to 24 are long answer questions of 6 marks each. These are to be answered in 100 words each.
9. Answer should be brief and to the point and the above word limit be adhered to as far as possible.

- |   |  |   |
|---|--|---|
| 1 | What do you mean by technical feasibility?   | 1 |
| 2 | Write any two characteristics of a social entrepreneur.  | 1 |
| 3 | Differentiate between analytical and synthetic industry.   | 1 |
| 4 | Give two examples of transactions which results in inflow of cash for business.  | 1 |
| 5 | Mention any two methods of collecting secondary information.   | 1 |
| 6 | Distinguish between trading and industrial entrepreneurs.  | 2 |
| 7 | 'It is important that the generated ideas should be evaluated carefully before taking action and proceeding any further with an entrepreneurial venture.' Explain the importance of evaluating the ideas.      | 2 |
| 8 | Differentiate between census and sample methods of survey.   | 2 |
| 9 | 'Blending the marketing mix elements into a winning combination is a continuous task and not a one shot assignment'. Discuss any two factors that leads to the constant change in marketing mix of a business. | 2 |

- 10 Explain any two factors that influence the assessment of working capital requirement of a business. 2
- 11 'According to the study commissioned by Dell in January 2012, the ideal country to be where a woman starting a business in 2012 could be well in India. As a part of the survey, when asked about expectations for business growth, women entrepreneurs in India anticipate, an average of 90 percent over the next five years'. According to Dell, what were the final outcome of the study about women entrepreneurs? 3
- 12 Discuss psychological, safety and esteem needs according to Maslow's hierarchy theory of needs. 3
- 13 Explain the following entrepreneurial competencies: 3
- (a) Persistence      (b) Leadership      (c) Systematic planning
- 14 Differentiate between a feasibility study and a business plan. 3
- 15 Discuss the disadvantages of entrepreneurship. 3
- 16 Define break-even point. Give the formula for the calculation of break-even point. The following information relates to a company which produces a single product. Calculate break-even point in units. 3
- Variable cost = Rs. 60, Selling price = Rs. 100, Fixed cost per month = Rs. 40,000.
- 17 Distinguish between an ancillary small unit and an export-oriented small unit. 3
- 18 'Starting a venture is not an easy task'. Explain the various promotional functions to be followed by an entrepreneur. 4
- 19 'Risk is the chance of loss. It is the possibility of some adverse occurrence.' Discuss the factors which may give rise to external risks. 4
- 20 Describe the various distribution channels available for a business in marketing its products. 4
- 21 Ms. Isha had a cash balance of Rs. 1,00,000 on 1 January, 2018 in his readymade garment shop. Other transactions for January are: 4
- January 4, Purchase of 20 shirts @ Rs. 500 each.
- January 7, Purchased furniture for business Rs. 2,000.
- January 12, Purchased 30 shirts @ Rs. 600 each on credit and 20 shirts @ Rs.500 each for cash.
- January 15, Sold 25 shirts @ Rs. 1,000 for cash and 10 shirts @ Rs.1,200 on credit to Mr. Ranjan.
- January 16, Deposited Rs. 25,000 into bank.
- January 17, Received Rs. 12,000 from Mr. Ranjan.
- January 22, Paid wages Rs 1,200.
- Prepare Cash book with cash transactions only.
- 22 Mr. Amitabh wants to export his company's products to a foreign market'. Discuss the various methods for a business to enter into a foreign market. 6

- 23 Mr. Sarin is planning to start a shop selling tyres with a capital of Rs.3,00,000. He can borrow a loan of Rs. 4,00,000 from his friend. The initial expenses for the setting up office will be Rs. 60,000. 6

The tyres can be purchased @ Rs. 1,000 per tyre and it can be sold at Rs. 2,000 per tyre. There is an employee and he should be paid a salary of 8,000 per month. The commission on sales to staffs is 10% on sales.

The supplier sends goods once in a month. Mr. Sarin calculates that the tyres can be sold in the following month of its purchase. Money from credit sales will be received in the following month. The fixed costs start only from the first month of starting its operations.

Projected sales for 3 months

Month	1	2	3
Total tyres sold	100	120	90
Cash sales of tyres	90	80	80
Credit sales of tyres	10	40	10
Cash sales Rs.	1,80,000	1,60,000	1,60,000
Credit sales Rs.	20,000	80,000	20,000

Prepare a Cash flow projection statement for 2 months. (Month 0, 1 and 2)

- 24 'Women entrepreneurs face a series of problems right from the beginning till the enterprise functions. Being a woman itself poses problems to a female entrepreneur'. Explain the problems faced by women entrepreneurs in India. 6

**End of the Question Paper**

Roll Number

Code Number

C



## INDIAN SCHOOL MUSCAT FINAL TERM EXAMINATION

### ENTREPRENEURSHIP

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Sub. Code: 066

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Max. Marks: 70

#### General Instructions:

1. All questions are compulsory.
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7. Questions 18 to 21 are short answer questions of 4 marks each. These are to be answered in 70 words each.
8. Questions 22 to 24 are long answer questions of 6 marks each. These are to be answered in 100 words each.
9. Answer should be brief and to the point and the above word limit be adhered to as far as possible.

- |   |  |   |
|---|--|---|
| 1 | What do you mean by financial feasibility?   | 1 |
| 2 | Explain the term insurable risks?  | 1 |
| 3 | Differentiate between processing and assembling industry.  | 1 |
| 4 | Give two examples of transactions which results in inflow of cash for business.  | 1 |
| 5 | Mention any two methods used in the collection of primary information.   | 1 |
| 6 | Distinguish between corporate and agricultural entrepreneurs.  | 2 |
| 7 | 'The success of a good business plan depends on its effective execution.' Discuss the basic steps, processes and fundamentals to be followed for the execution of a business plan.   | 2 |
| 8 | 'Every business believes strongly in the basic philosophy on pricing that certain costs of manufacturing and marketing must be recovered through the price'. Explain any two internal factors that influence the pricing strategy. | 2 |
| 9 | Differentiate between unit cost and unit price.  | 2 |

- 10 What do you mean by capital structure? 2
- 11 Discuss the advantages of entrepreneurship. 3
- 12 Classify the entrepreneurs based on motivating factors. 3
- 13 Differentiate between intrapreneur and entrepreneur. 3
- 14 What do you mean by a business plan? Explain its importance. 3
- 15 'According to the study commissioned by Dell in January 2012, the ideal country to be where a woman starting a business in 2012 could be well in India. As a part of the survey, when asked about expectations for business growth, women entrepreneurs in India anticipate, an average of 90 percent over the next five years'. According to Dell, what were the final outcome of the study about women entrepreneurs? 3
- 16 Explain break-even point. Give the formula for the calculation of break-even point. Calculate break-even point from the following details: 3  
  
A business can sell its product at a price of Rs.40 and the variable cost is 35 per unit. The total of fixed costs for the period amounted to Rs. 50,000.
- 17 Discuss any three characteristics of venture capitalists. 3
- 18 'Starting a venture is not an easy task'. Explain the various commercial functions to be followed by an entrepreneur. 4
- 19 'Risk is the chance of loss. It is the possibility of some adverse occurrence.' Discuss the factors which may give rise to internal risks. 4
- 20 'Taste Foods' decides to enter into foreign markets to increase their sales. Explain them any four ways of entering into a foreign market by a business. 4
- 21 Mr. Jose had a cash balance of Rs. 1,20,000 on 1 January, 2018 in his stationery shop. Other transactions for January are: 4
  - (1) January 3, Purchase of 100 packets of pen @ Rs. 20 per packet.
  - (2) January 5, Purchased furniture for business Rs. 3,000.
  - (3) January 9, Purchased 40 packets of pencils @ Rs. 10 per packet on credit and 10 sketch pen packets @ Rs.150 per packet for cash.
  - (4) January 13, Sold 150 packets of pen @ Rs. 40 per packet for cash and 20 packets of pencil @ Rs. 30 on credit to Mr. Saleem.
  - (5) January 15, Deposited Rs. 8,000 into bank.
  - (6) January 18, Received Rs. 900 from Mr. Saleem.



(7) January 20, Paid wages Rs 1,000.

Prepare Cash register with cash transactions only.

- 22 'Women entrepreneurs face a series of problems right from the beginning till the enterprise functions. Being a woman itself poses problems to a female entrepreneur'. Explain the problems faced by women entrepreneurs in India. 6
- 23 Mr. Deepak is planning to start a shop selling tyres with a capital of Rs.5,00,000. He can borrow a loan of Rs. 6,00,000 from his friend. The initial expenses for the setting up office will be Rs. 80,000. 6

The tyres can be purchased @ Rs. 1,000 per tyre and it can be sold at Rs. 2,000 per tyre. There is an employee and he will be paid a salary of 8,000 per month. The commission on sales to staffs is 10% on sales.

The supplier sends goods once in a month. Mr. Deepak calculates that the tyres can be sold in the following month of its purchase. Money from credit sales will be received in the following month. The fixed costs start only from the first month of starting its operations.

Projected sales for 3 months

Month	1	2	3
Total tyres sold	100	120	110
Cash sales of tyres	70	100	800
Credit sales of tyres	30	20	30
Cash sales Rs.	1,40,000	2,00,000	2,40,000
Credit sales Rs.	60,000	40,000	40,000

Prepare a Cash flow projection statement for 2 months. (Month 0, 1 and 2)

- 24 'Day to day information is essential for the organisation and its long term survival. Market survey is one of the most widely used market research techniques used for collecting the information'. Justify the above statement by explaining the importance of market survey method. 6

**End of the Question Paper**