## INDIAN SCHOOL MUSCAT

CLASS: 11

## HALF YEARLY EXAMINATION

ENTREPRENEURSHIP (066)

## SET - A

QP.NO.	VALUE POINTS	SPLIT UP MARKS
1.	Mitticool refrigerators	1
2.	Group discussion to generate alternatives to solve a problem	1
3.	Dr. Varghese Kurian – Amul	1
4.	Ability of an organisation to collect maintain and organize data	1
	or	
	Human risk	
5.	Business plan	1
6.	Disadvantages of an entrepreneur	1+1
	a. No security of salary	
	b. Work schedule cannot be predicted	
	c. Wrong decisions due to in expertise	
	d. Incompetent staff (Any two)	
7.	Entrepreneur - definition	2
8.	Business entrepreneurs meaning	1+1
	Professional entrepreneurs meaning	
	or	
	Technical entrepreneurs meaning	1+1
	Non-technical entrepreneurs meaning	
9.	Dominant, independence	1+1
	Leaders who loves working with systems and technologies	
10	Look at people as vehicles for helping them (Any two)	2
10.	Intrapreneurs are employees within a company who are	2
1.1	assigned a special task or projects. (Meaning with examples)	1.1.1
11.	Managerial functions of an entrepreneur:	1+1+1
	a. Planning – Deciding in advance what has to be done for the future.	
	b. Controlling – Comparing actual plan with the	
	standard performance to find out the deviations in	
	order to take corrective actions.	
	c. Coordination – Integrating various activities of	
	business towards the overall objectives of business	
12.	Business Ethics	1+1/2+1/2+1/2+1/2
	Socially determined moral principles which should govern	
	business activities.	
	Ethical standards:	
	a. Providing quality goods at reasonable price	
	b. Environmental protection	
	c. Pay minimum wages to workers	
	d. Proper utilization of natural resources	
	e. Provide correct quantity of goods (Any four points)	
	or	
	Mc Clelland Theory of motivation – should also include the	4 4 4
	organizational implications:	1+1+1
	a. Achievement	
	b. Affiliation	
	c. Power	

13. Entrepreneurial functions	1+1+1
a. Innovation	1+1+1
b. Risk taking	
c. Organization building (Explain)	
14. Identifying problems, determining objectives, defining	3
successful outcomes and assessing the cost and benefit	3
associated with alternatives to solve the problem.	
15. HR plan – Number of human resources required,	1+1+1
qualification required.	1+1+1
Marketing plan- Promotional strategies, pricing policies	
Production Plan – Raw materials to be used, Plant and	
·	
machinery needed  16 Projection These are programs designed to	3
16. Business incubation – These are programs designed to	3
support the successful development of entrepreneurial	
companies through certain business support resources and	
services.	1.1.1
17. Myths of entrepreneurship:	1+1+1
a. Starting a business is easy	
b. It takes a lot of money	
c. Banks don't lend money	
d. Startup can't be financed with debts	
e. Success is assured financially	
f. Growth depends on entrepreneurial talent (Any three)	
18. Attitudes of an entrepreneur	
a. Have passion for business	1+1+1+1
b. Make timely decision	
c. Believe in oneself	
d. Maintain a strong work ethic	
e. Don't let fear of failure to hold back (Any four)	
19. Challenges faced by women entrepreneurs:	1+1+1+1
a. Patriarchal society	
b. Lack of opportunity	
c. Social barriers	
d. Attitude of creditors	
e. Organized sector	
f. Lack of technologies (Any four with explanation)	
or	
Result announced by Dell in 2012.	
a. 71% of women entrepreneurs say their business is	1+1+1+1
very successful	
b. 74% of them say their technology needs are more	
complex	
c. 90% started their business maintaining their day job	
d. 85% believe it is very important that their social	
business has a social impact	
20. Japanese love for fish	1+1+1+1
Problem	
a. Love for fish – Led to use bigger boats	
b. Needs for fresh fish – Installation of freezers	
c. Taste of fresh fish – Installation of fish tank	
d. Improve the taste of fresh fish – Added shark	

21.	Differences between an entrepreneur and an employee -	1+1+1+1
	basis	
	a. Motive	
	b. Status	
	c. Reward	
	d. Risk bearing	
	e. Innovation	
	f. Qualification (Any four)	
22.	Barriers to entrepreneurship	1 + 1+1+1+1+1
	a. Environmental barriers b. Personal Barriers	
	1 Economic 1. Motivational	
	2 Social 2. perceptual	
	3 Cultural	
	4 Political	
	(Explain)	
23.	Maslow theory of motivation	5
	a. Self-actualization need	
	b. Esteem need	
	c. Social need	
	d. Safety need	
	e. Physiological need (½ marks each for each needs +	
	organizational applications ½ marks each + 1 mark	
	for basic & psychological classifications.)	
24.	Process of entrepreneurship	
	a. Strength and weakness analysis	1 + 1+1+1+1+1
	b. Identification of opportunities and threats	
	c. Generating and evaluating ideas	
	d. Planning	
	e. Raising startup capital	
	f. Start up (With explanation)	
	or	
	Need for entrepreneurship	1 + 1+1+1+1+1
	a. Lifeline of a nation	
	b. Innovation	
	c. Change of growth	
	d. Increased profits	
	e. Employment opportunities	
	f. Social benefits (With explanation)	
	(,, in explanation)	