

INDIAN SCHOOL MUSCAT
CLASS: 11
SECOND PERIODIC ASSESSMENT
ENTREPRENEURSHIP (066)
SET - A

QP.NO.	VALUE POINTS	SPLIT UP MARKS																																																												
1.	Indirect tax	1																																																												
2.	Unit cost	1																																																												
3.	Collateral security	1																																																												
4.	Intangible	1																																																												
5.	a. Fixed capital b. Working capital (Points with explanation)	1+1																																																												
6.	Types of costs are : a. Startup cost b. Operational cost 1. Fixed cost 2. Variable cost (Point with explanation)	1+1+1																																																												
7.	Break even margin = Fixed cost / Gross Margin Gross Margin = Sales – Variable cost = 100 – 60 = 40 Therefore BEM = 2,00,000 / 40 = 5,000 Units	3																																																												
8.	Managerial manpower : Top level Middle level Lower level (Point with explanation)	3																																																												
9.	<table><tr><td>Cash inflow</td><td>0</td><td>1</td><td>2</td></tr><tr><td>Owners fund</td><td>50,000</td><td></td><td></td></tr><tr><td>Borrowed fund</td><td>40,000</td><td></td><td></td></tr><tr><td>Cash sale</td><td></td><td>4,800</td><td>5,040</td></tr><tr><td>Credit sale</td><td></td><td></td><td>1,200</td></tr><tr><td>Total</td><td>90,000</td><td>4,800</td><td>6,240</td></tr><tr><td>Cash outflow</td><td></td><td></td><td></td></tr><tr><td>Initial expenses</td><td>30,000</td><td></td><td></td></tr><tr><td>Raw materials</td><td>5,000</td><td>5,500</td><td>6,000</td></tr><tr><td>Salary</td><td></td><td>2,000</td><td>2,000</td></tr><tr><td>Sales commission</td><td></td><td>600</td><td>660</td></tr><tr><td>Office expenses</td><td></td><td>1,000</td><td>1,000</td></tr><tr><td>Rent</td><td></td><td>2,000</td><td>2,000</td></tr><tr><td>Total</td><td>35,000</td><td>11,100</td><td>11,660</td></tr><tr><td>Surplus / Deficit</td><td>55,000</td><td>(-) 6,300</td><td>(-) 5,420</td></tr></table>	Cash inflow	0	1	2	Owners fund	50,000			Borrowed fund	40,000			Cash sale		4,800	5,040	Credit sale			1,200	Total	90,000	4,800	6,240	Cash outflow				Initial expenses	30,000			Raw materials	5,000	5,500	6,000	Salary		2,000	2,000	Sales commission		600	660	Office expenses		1,000	1,000	Rent		2,000	2,000	Total	35,000	11,100	11,660	Surplus / Deficit	55,000	(-) 6,300	(-) 5,420	5
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