



B.K. BIRLA CENTRE FOR EDUCATION

SARALA BIRLA GROUP OF SCHOOLS
A CBSE DAY-CUM-BOYS' RESIDENTIAL SCHOOL



TERM-1 EXAMINATION 2026-27

ENTREPRENEURSHIP SET-I

Class: XI

Date: 7.09.26

Admission no:

Marking Scheme

Time: 3 hrs

Max Marks: 80

Roll no:

1.	(C) Only i),iii) and iv)	(1)
2.	(B) Both A and R are true, but R is not the correct explanation of A	(1)
3.	(A) Innovation OR (C) Risk Taking	(1)
4.	(C) Information seeking	(1)
5.	(A) Ensure safety of investment OR (B) Follow fair trade practice	(1)
6.	(A) Need for Achievement OR (B) Need for Affiliation	(1)
7.	(C) Spontaneous	(1)
8.	(C) Agricultural Entrepreneurs	(1)
9.	(D) Atmosphere of freedom	(1)
10.	(D) Technical Feasibility	(1)
11.	(D) Trail blazers OR (D) Trail blazers	(1)
12.	(C) Brain storming OR (C) Generation of an idea	(1)
13.	(C) Statement 1 is true but Statement 2 is false.	(1)
14.	(A) Type of employees required OR (B) A group problem-solving technique to generate ideas spontaneously	(1)
15.	(B) Ela Bhatt OR (B) Vinobha Bhave	(1)
16.	(B) Potato Chips	(1)
17.	(A) Embryo Stage	(1)
18.	(D) Khadi and Village Industry Commission	(1)
19.	Control is the process which helps the entrepreneur to get his/her company's policies implemented and take corrective action if performance is not according to the set standards. The process begins with establishing standards of performance, measuring actual performance, comparing the actual performance with the standard set, finding variations and finally, taking corrective action. OR The refrigerator has a tank for cooling and storing 10 litres of water. Apart from that the earthenware refrigerator has two compartments for storing 5 kg of vegetables, fruits and other food. Measuring 27 inches high and 15 inches wide. As it works without electricity, it is especially useful in villages that experience frequent power cuts.	(2)
20.	i) By consulting experts; ii) By observing on-going and related business activities; iii) By conducting research, trials and developing prototype iv) By using feedback of his previous experiences v) By establishing contacts with the reliable information network.	(2)
21.	Ans: i) Complete and detailed knowledge about the enterprise	(2)

	ii) Complete understanding of hardware, software and human ware of the system. iii) All resources are required with their flow and mobility. iv) Urgency, time and impact of the decision taken. v) Effects of decision on clients, customers and society vi) Future impact of decision																				
22.	State any four responsibilities of an entrepreneur towards consumer. Ans: i) Production of safe items by maintaining quality ii) To ensure regular supply of goods and services iii) Educate consumer about how to use the product. iv) Being truthful in advertising v) To follow fair trade practice vi) to handle consumer complaints OR State any four responsibilities of an entrepreneur towards community. i) To protect the environment from all types of pollution. ii) To provide more employment opportunities iii) To promote national integration. iv) To provide economic stability. v) To preserve social and cultural values				(2)																
23.	i) To decide what is important ii) To identify the strengths and weakness of ideas iii) To make better use of limited resources iv) To minimise risk while maximising returns OR Elon Musk is an Innovative entrepreneurs as he aggressively introduce entirely new products, production methods, or business models taking full risk and uncertain of its performance. His primary drivers of market disruption and economic growth.				(2)																
24.	EDII= Entrepreneurship Development Institution of India SIDO = Small Industry Development Organisation NSIC = National Small Industry Corporation IFCI= Industrial Finance Corporation of India.				(2)																
25.	i) No security of regular pay cheque; ii) Work schedule iii) Administration; iv) Competition; v) Loneliness OR i) It is easy to start business; ii) It takes lot of money to start an enterprise; iii) It is difficult to get debt for start-up; iv) Banks don't lend money to start-ups; v) Most entrepreneurs start business in attractive industries; vi) Most enterprises are successful financially; vii) Entrepreneurs are gamblers; viii) Entrepreneurs are born; ix) Entrepreneurs have to be rich.				(3)																
26.	<table><tr><th>Entrepreneur</th><th>Parent Conglomerate</th><th>Original Core Focus</th><th>Third-Gen Strategic Pivot</th></tr><tr><td>Akash Ambani</td><td>Reliance Industries</td><td>Refining & Petrochemicals</td><td>5G Telecom, AI, & Tech Platforms</td></tr><tr><td>Roshni Nadar Malhotra</td><td>HCLTech</td><td>IT Hardware Manufacturing</td><td>Global Software Services & Tech Consulting</td></tr><tr><td>Sudarshan Venu</td><td>TVS Group</td><td>Internal Combustion Engines</td><td>Electric Vehicles (EVs) & Global Premium Brands</td></tr></table>	Entrepreneur	Parent Conglomerate	Original Core Focus	Third-Gen Strategic Pivot	Akash Ambani	Reliance Industries	Refining & Petrochemicals	5G Telecom, AI, & Tech Platforms	Roshni Nadar Malhotra	HCLTech	IT Hardware Manufacturing	Global Software Services & Tech Consulting	Sudarshan Venu	TVS Group	Internal Combustion Engines	Electric Vehicles (EVs) & Global Premium Brands	OR i) Steve Jobs ii) Jobs sold his Volkswagen van while Wozniak sold his Hewlett-Packard scientific calculator. iii) Apple in memory of a happy summer he had spent as an orchard worker in Oregon.			(3)
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27.	Achievement: Generally people want to achieve something this motivates them to take responsibilities and challenging tasks.				(3)																

	Affiliation: The need for affiliation is concerned about the belongingness, enjoying in team work. It is concerned about interpersonal relationship and need to reduce uncertainty. Power: It's a drive to control and influence others.	
28.	Production Plan: i) Steps involved in manufacturing process; ii) Physical infrastructure required iii) Type of plant and machinery; iv) Raw material required; v) Requirement of power, water Human Resource Plan i) Type of staff required; ii) Available human resources; iii) Time frame of requirement and selection	(3)
29.	Human factors; Technological risk and Physical causes OR Economic change ii) Natural factors; iii) Political factors and iv) Change in taste and preference	(3)
30.	Ans: i) Discovery of an Idea This is the first stage of entrepreneurship where the entrepreneur identifies a viable business opportunity. It springs from keen observation, market demands, or a desire to solve a specific problem. In this case, Aarav discovered the opportunity to supply affordable biodegradable packaging due to local plastic bans. ii) Detailed Investigation (Feasibility Study) The entrepreneur conducts a thorough analysis regarding the technical, financial, commercial, and economic feasibility of the business idea. Importance: It helps the entrepreneur understand if the business can successfully operate and sustain itself in the long run. It also serves as a formal blueprint (project report) required to convince investors and banks for funding. iii) a) Assembling Requirements/ the required resources : Aarav brought together the necessary factors of production by leasing factory space, hiring technicians, and contracting raw material suppliers. b) Financing the Proposition: He estimated the capital requirements and raised funds from his family and a local bank. OR Self –discovery; Identifying opportunities; Generating and evaluating ideas; Planning; raising Start-up capital; Start –up; Growth and Harvest	(5)
31.	Planning, Organising; Staffing; Directing; Leadership; Motivation; Supervision; Co-ordination and Controlling	(5)
32.	i) Physiological needs both are satisfied: Rs.12 LPA salary and the free catered meals , which easily covered his rent and living expenses. Safety Needs: Provided excellent health insurance and a predictable work schedule , making Sam feel highly secure about his future ii) Esteem Needs: Sam is seeking recognition, praise, and appreciation for his hard work, which are classic examples of esteem needs (both internal self-respect and external respect from others). iii) B) Sam's lower-level financial and security needs are already satisfied.	(5)
33.	Demographics; Economic factors; Technological Forces; Political Factors; Natural Factors; Cultural Factors PAGE 60	(5)
34.	Embryo Stage: this is the initial stage of conceiving idea. At this stage the entrepreneur thinks of starting and looks for the commercial viability. Nurture Stage: The commercial potential of the opportunity is identified the producer concentrates on production and exploits all resources. Fledging Stage: Here the focus shifts from production to trading of goods and the entrepreneur tries to attract more and more customers. Take off Stage: The enterprise is running successfully now the focus is on profitability and marketing and marketing. Viable, growing enterprise: Final stage the enterprise has already become well established and it has a lot of potential to grow. OR Vinobha Bhave: Redistributed more than 1,00,000 acres of land to untouchables and landless Indian. Founder of Bhudaan Andolan	

	Ela Bhatt: Founder of SEWA (Self Employed Women Association) It is a trade union of poor unorganised, self-employed women who work as vendors, hawkers and labours Dr. Abraham M George: Founded the The George Foundation” to work towards poverty eradication, promote environment health and strengthen democratic institution. Dr. Verghese Kurian: Founder of Amul Dairy Bunker Roy: Founder of Barefoot Collage to promote rural development through innovative education programmes. Nand Kishore Chaudhary: Founder of Jaipur Rugs promoted capacity building of rural people in carpet weaving Harish Hande: Founder of Selco India, solar electric light company which has lit up 1,20,000 house	
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