



B.K. BIRLA CENTRE FOR EDUCATION

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



TERM-1 2026-27

ENTREPRENEURSHIP SET II

Class: XI

Date: 7.09.2026

Admission no:

Marking Scheme

Time: 3 hrs

Max Marks: 70

Roll no:

1.	(B) Joseph Schumpeter	(1)
2.	(D) A is false, R is true.	(1)
3.	(A) Innovation OR (B) Entrepreneurial	(1)
4.	(C) Information seeking	(1)
5.	(B) Fabian OR (C) Spontaneous	(1)
6.	(A) Need for Achievement OR (A) Psychological	(1)
7.	(C) employee	(1)
8.	(D) Power	(1)
9.	C) Risks only after assessing the market possibilities and probabilities of success	(1)
10.	(D) Technical Feasibility	(1)
11.	(A) Feel, Felt and Found OR (D) Trail blazers	(1)
12.	(C) Generation of an idea OR (B) Environment Scanning	(1)
13.	(D) Statement 1 is false but Statement 2 is true.	(1)
14.	(A) Type of employees required OR (A) By proving a well-thought-out strategy for growth and profitability	(1)
15.	(B) Ela Bhatt OR (A) i) b); ii) d); iii) a); iv) c	(1)
16.	(D) Khadi and Village Industry Commission	(1)
17.	(A) Embryo Stage	(1)
18.	(B) Potato Chips	(1)
19.	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. OR The word “entrepreneur” is derived from the French word “entreprendre” which means to undertake. The word was coined by Richard Cantillon, an Irishman, living in France.	(2)
20.	Ans: After a detailed investigation is conducted, the entrepreneur starts to assemble the requirement for his enterprise. He persuades some more people to join him on board who may or may not bring finance but will surely be of great help. Sometimes he needs to acquire some patent rights if he has invented something new. The entrepreneur selects the factory site, decides about plant and machinery and contacts suppliers of raw materials if the plan is to manufacture something.	(2)

	Preliminary contracts are finalised.													
21.	i) Complete and detailed knowledge about the enterprise 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				(2)									
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 government. i) To abide by rules, regulations and laws ii) To pay taxes and duties on time iii) To help in solving social problems. iv) To adopt fair dealing specially in foreign trade v) To cooperate with the government.				(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 Ans: Relationship-based, cooperative, leveraging group synergy over individual control. The Kamath brothers distributed core operations based on unique specializations: Nithin managed business strategies and public outreach, while Nikhil handled trading and capital management. This deep cooperative partnership built a culture of trust and shared growth that defines the "Collaborator" persona.				(2)									
24.	A) Industrial Finance Corporation of India B) Industrial Credit and Investment Corporation of India				(2)									
25.	i) No security of regular pay cheque; ii) Work schedule iii) Administration; iv) Competition; v) Loneliness OR <table><tr><td>Kavita</td><td>Entrepreneurs are motivated only by money</td><td>They are driven by passion, creativity, and problem-solving</td></tr><tr><td>Vikram</td><td>Entrepreneurs must be young</td><td>Age is not a barrier; older people succeed too</td></tr><tr><td>Neha</td><td>Entrepreneurs are always their own bosses</td><td>They are accountable to customers, investors, and laws</td></tr></table>				Kavita	Entrepreneurs are motivated only by money	They are driven by passion, creativity, and problem-solving	Vikram	Entrepreneurs must be young	Age is not a barrier; older people succeed too	Neha	Entrepreneurs are always their own bosses	They are accountable to customers, investors, and laws	(3)
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Neha	Entrepreneurs are always their own bosses	They are accountable to customers, investors, and laws												
26.	Entrepreneur	Parent Conglomerate	Original Core Focus	Third-Gen Strategic Pivot	(3)									
	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.				
27.	Achievement: Generally people want to achieve something this motivates them to take responsibilities and challenging tasks. 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.				(3)
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.					(5)
31.	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	
32.	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 College 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 houses	
33.	Demographics; Economic factors; Technological Forces; Political Factors; Natural Factors; Cultural Factors	
34.	i) Physiological Needs: Elena was operating at Physiological Needs. Her priorities were entirely consumed by survival—securing food and shelter. Maslow states that higher-level needs cannot be pursued until these fundamental needs are met. ii) The company operated on weekly rolling contracts, and management frequently threatened immediate termination for minor errors, leaving Elena constantly terrified of losing her livelihood overnight. Elena transitioned to a permanent administrative role at a healthcare firm. The job offered excellent job security and great medical benefits iii) Social need/affiliation need: She wants to be a part of the group and feel important. Elena joined the company's voluntary event planning committee. She quickly made close friends and felt a strong sense of community. Recognizing her hard work, the department head promoted her to Project Lead.	

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