



# B.K. BIRLA CENTRE FOR EDUCATION

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

## MID APRIL EXAMINATION 2026-27 ENTREPRENEURSHIP 066

Class: XII  
Date: 13/04/2026  
Admission no:

Time: 1hr  
Max Marks: 25  
Roll no:

### General Instructions:

- A. This question paper contains 13 questions. All questions are compulsory.
- B. Marks are indicated against each question.
- C. Answers should be brief and to the point.
- D. Question no. 1 to 6 are MCQs of 1 mark each.
- E. Question no. 7, 8,9,10 are Short Answer Type Questions, carrying 2 marks each.
- F. Question no. 11 and 12 are Short Answer Type Questions, carrying 3 marks each.
- G. Question no. 13 is Long Type Question, carrying 5 marks.

1. Entrepreneur is 'The Person' who always searched for the opportunity and initiates steps to produce and sell goods and services which is 'The Process' and 'The outcome' is the enterprise.

From the following identify 'The Process'

- a) Opportunity  
b) Entrepreneurship  
c) Problem identification  
d) Both a and c

(1)

2. **Assertion (A):** Needs and problems exists in the environment.

**Reason (R) :** Opportunity is spotted by analysing the environment.

- a) Both Assertion (A) and Reason (R) are True and Reason (R) is the correct explanation of Assertion (A).  
b) Both Assertion (A) and Reason (R) are True and Reason (R) is not the correct explanation of Assertion (A). Systematised body of knowledge  
c) Assertion (A) is true but Reason (R) is false.  
d) Assertion (A) is false but Reason (R) is true.

(1)

3. Hitesh is a Fisherman faced lot of problems in selling the fish he caught. His entire community was facing this problem and most of the time they had to dump the fish they caught back into sea. He read a newspaper article on how people have started ordering online for most of the essentials.

He spoke to his fellow friend to sell the fish online and started the business with a small delivery truck and an application and slowly and steadily their business started to flourish. What trend has Hitesh spotted?

- a) Read trends      b) Watch trends      c) Talk trends      d) Think trends

(1)

4. 'Safe for Women' – SFW has been a known brand among working women as the company keeps introducing various new innovative products for the safety of women. Their latest product is a pen which can be used a knife. The product is in huge demand.

(1)

Which point of importance of scanning the environment does this news indicate?

- a) Formulation of strategies and policies      b) Image building  
c) Tapping useful resources      d) Better performance.

5. Match the Column I with Column II and choose the correct alternative:

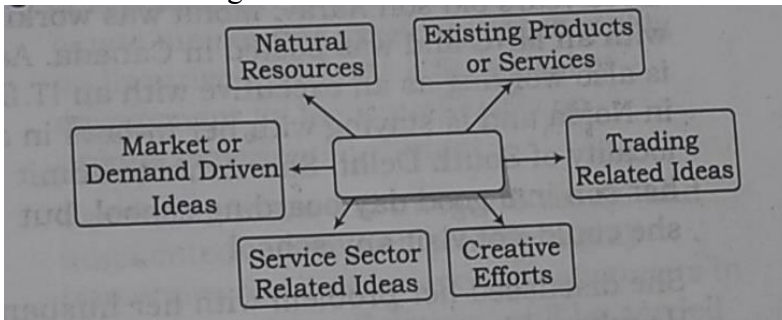
(1)

| Column I            | Column II                          |
|---------------------|------------------------------------|
| A) Idea germination | i) Finding ways for implementation |
| B) Preparation      | ii) Sub-conscious period           |
| C) Incubation       | iii) Testing period                |
| D) Verification     | iv) Recognition of opportunities   |

**Options:**

- a) A – i , B – ii, C – iii, D – iv
- b) A – ii , B – iii, C – iv, D – i
- c) A – iv , B – i, C – ii, D – iii
- d) A – iii , B – ii, C – iv, D – i

6. What does the given chart indicate? (1)



- a) PESTEL model
- b) Sources of idea fields
- c) Idea and opportunity assessment
- d) Creativity process

7. Understanding lifestyle changes and attitude towards work and leisure, Flizon India Ltd. Started an online shopping portal offering same day delivery to its customers without extra charge, on orders above Rs. 500.

The company also installed an online payment security system where there is end to end encryption of the banking details of the customer. Identify and state the two environmental factors discussed above. (2)

8. (A) What are the difference between Entrepreneur and Entrepreneurship? Differentiate on the basis – Meaning and Scope. (2)

**OR**

(B) State and explain the elements in innovation process.

9. State and explain two basic qualities of a successful entrepreneur. (2)

10. Mention and explain two ways in which an entrepreneur spot trends. (2)

11. (A) What do you mean by Business Opportunity? Explain its elements. (3)

**OR**

(B) Write a short note on SWOT analysis.

12. The first step in the creative process is ‘Idea germination’. State and explain the other steps of this process. (3)

13. Before identifying a feasible product or process, an idea should be tested along certain parameters which involves a number of steps. Explain the first five steps. (5)

\*\*\*\*\* ALL THE BEST\*\*\*\*\*