

**2021**  
**ENTREPRENEURSHIP**

Full marks : 70

Time : 3 hours

**General instructions:**

- i) *Approximately 15 minutes is allotted to read the question paper and revise the answers.*
- ii) *The question paper consists of 19 questions. All questions are compulsory.*
- iii) *Marks are indicated against each question.*
- iv) *Internal choice has been provided in some questions.*

**N.B:** *Check that all pages of the question paper is complete as indicated on the top left side.*

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| 1. Who is an entrepreneur?   | 1        |
| 2. What are values?  | 1        |
| 3. Who is a consumer?  | 1        |
| 4. What is a cash register?  | 1        |
| 5. Define resource.  | 1        |
| 6. Who is a mentor?  | 1        |
| 7. Explain the features of personal selling.                               | 3        |
| 8. Write the difference between e-business and e-commerce.                 | 3        |
| 9. Write a note on different types of taxes with examples.                 | 3        |
| 10. Write some examples of inflow and outflow of cash.                     | 3        |
| 11. Explain the three types of cost.                                       | 3        |
| 12. a. What are the functions of entrepreneurs?                            |          |
| <b>Or</b>  | <b>5</b> |
| b. Explain the need and importance of entrepreneurship.                    |          |
| 13. a. Explain the basic steps which help in execution of a business plan. |          |
| <b>Or</b>  | <b>5</b> |
| b. Explain the misconception about great ideas.                            |          |

14. **a.** How does feasibility plan help the entrepreneur?  
**Or** **5**  
**b.** Explain the steps involved in preparation of business plan.
15. **a.** Explain the characteristics of social entrepreneurship.  
**Or** **5**  
**b.** Explain some barriers to the growth of entrepreneurship.
16. **a.** Explain how social entrepreneurship is important for economic and social development.  
**Or** **5**  
**b.** Discuss the various stages of growth of an enterprise.
17. **a.** Explain the different types of entrepreneurs.  
**Or** **8**  
**b.** Explain the basic characteristics of an entrepreneur.
18. **a.** What is meant by market survey? Mention the benefits that a business enterprise can derive from market survey and research. **1+7=8**  
**Or**  
**b.** Explain the different types of secondary industries. **(8)**
19. **a.** Differentiate among primary, secondary and tertiary source of information.  
**Or** **8**  
**b.** What are financial resources? Why are finances required for business?  
**(1+7=8)**

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