



## D.A.V. PUBLIC SCHOOL, NEW PANVEL

## SAMPLE PAPER

2025-2026

Std:-XI

Sub:- ENTREPRENEURSHIP(066)

Date :-

Time:- 2 Hours

Max. Marks:- 50

**General Instructions:**

Read the following instructions carefully

1. This question paper contains 23 questions. All questions are compulsory.
2. The question paper is divided into four sections – Section A, B, C and D.
3. In Section A: Questions number 1 to 10 are Multiple Choice Questions carrying 1 mark each.
4. In Section B: Questions number 11 to 15 are Short Answer questions carrying 2 marks each.
5. In Section C: Questions number 16 to 20 are Short Answer questions carrying 3 marks each.
6. In Section D: Questions number 21 to 23 are Long Answer type questions carrying 5 marks each.
7. There is no overall choice. However, an internal choice has been provided in Section B, C and D of question paper.

	SECTION A	
1.	<p>Riya owns a small business making natural skincare products. After noticing a drop in sales, she researched the market and found that customers now prefer eco-friendly packaging. She quickly invested in sustainable packaging solutions and successfully increased her sales.</p> <p>Identify the entrepreneurial function shown by Riya:</p> <p>(a) Staffing (b) Directing (c) Innovation (d) Communication</p>	1M
2.	<p><b>Assertion (A):</b> Entrepreneurial efforts help a business earn higher profits. <b>Reason (R):</b> Entrepreneurs increase profits mainly by charging much higher prices for their products.</p> <p>(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) (c ) Assertion (a) is True but Reason ( R) is False (d) Assertion (a) is False but Reason ( R) is True</p>	1M
3.	<p>Sonal decided to start a business producing eco-friendly bags after noticing the harmful effects of plastic on the environment. Before launching, she carefully researched raw material availability, estimated customer demand, calculated costs, and arranged necessary funding.</p> <p>Which entrepreneurial function is demonstrated by Sonal's actions before starting her business?</p> <p>(a) Controlling (b) Organizing</p>	1M

	(c) Detailed investigation	(d) Directing	
4.	Match the given functions of an entrepreneur from Column-I with their correct explanations from Column-II and select the correct options:		1M
	Column-I (Functions)	Column-II (Explanation)	
	1. Planning	(i) . Guiding and influencing employees towards goals	
	2. Organising	(ii) Deciding in advance about future actions	
	3. Leadership	(iii) Arranging and coordinating activities	
	4. Motivation	(iv) Creating an urge among subordinates to perform better	
	a ) (1-iv) , (2-i) , (3-iii) , (4- ii)      b) (1-ii) , (2-iii) , (3-i) , (4- iv) c )(1-iii) , (2-iv) , (3-ii) , (4- i)      d) (1-i) , (2-ii) , (3-iv) , (4- iii)		
5.	Entrepreneurial opportunities are mainly identified through:  (a) Inheriting existing businesses (b) Recognizing market changes and needs (c) Borrowing financial resources    (d) Maintaining routine activities		1M
	<p>Nupur, a skilled software developer, created a mobile app that offers home services such as plumbing, electrical repairs, and cleaning. She focused on developing the app and hired a professional team to handle the marketing and promotions. Her friend Lavanya, inspired by Nupur's idea, launched a similar business in her town. However, Lavanya customized the app features to better suit the needs and preferences of her local customers.</p> <p>Meanwhile, their classmate Ananya, who comes from a business family, decided to continue managing her father's hardware shop without introducing any changes — even though the store's sales were steadily declining. Their senior Nishita, who lost his job during a company layoff, used a government loan scheme to start a small-scale furniture and carpentry unit as a means to earn a living.</p>		
6	Which type of business approach did Nupur follow? A) Traditional business model      B) Innovative and skill-based start-up C) Government-funded business    D) Franchise business		1M
7.	Lavanya's business model is an example of: A) Copying without any value addition      B) Expanding a franchise C) Adapting an existing model with innovation    D) Running a family business		1M
8	Ananya's approach to business can best be described as: A) Creative and adaptive      B) Conservative and non-risk-taking C) Technology-driven      D) Government-supported		1M
9	How did Dev finance his new venture? A) Through personal savings      B) Partnership funding C) Private investor support      D) Government loan scheme		1M

10	Which of the following best reflects the importance of innovation in business? A) Ananya running the shop without updates B) Nupur developing an app and hiring a marketing team C) Dev taking a loan D) Lavanya continuing her father’s business											
	<b>SECTION B</b>											
11.	Differentiate between Entrepreneur and Entrepreneurship  OR  Ramesh, after working in a retail store for five years, wanted to open his own venture. He believed he needed a big amount of capital and waited to save enough. His friend advised him that many businesses start with minimal capital by renting and outsourcing. Identify any two myths of entrepreneurship Ramesh believed in. Quote the lines to support your answer.	2M										
12.	Match the entrepreneurial terms in Column-I with the corresponding descriptions in Column-II and select the appropriate option: <table><tr><td>Column-I (Terms)</td><td>Column-II (Description)</td></tr><tr><td>1.Commercial functions</td><td>(i) . Evaluating demand and availability of resources before starting an enterprise</td></tr><tr><td>2.Promotional functions</td><td>(ii) Activities related to production, finance and marketing</td></tr><tr><td>3.Managerial functions</td><td>(iii) Activities involving idea discovery, financing and assembling resources</td></tr><tr><td>4.Detailed investigation</td><td>(iv) Activities including planning, staffing and controlling</td></tr></table> A. ) (1-ii), (2-iii), (3-iv), (4- i)                      B.) (1-i) , (2-iv) , (3-iii) , (4- ii) C.) (1-iii), (2-ii), (3-i), (4- iv)                      D.) (1-iv) , (2-i) , (3-ii) , (4- iii)	Column-I (Terms)	Column-II (Description)	1.Commercial functions	(i) . Evaluating demand and availability of resources before starting an enterprise	2.Promotional functions	(ii) Activities related to production, finance and marketing	3.Managerial functions	(iii) Activities involving idea discovery, financing and assembling resources	4.Detailed investigation	(iv) Activities including planning, staffing and controlling	2M
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13.	Entrepreneurs often take risks and introduce new ideas. However, some prefer to follow already tested paths and avoid innovation. Name the type of entrepreneur being referred to and explain in brief.	2M										
14.	Explain the term Persistence.  OR  Explain the term Risk management.	2M										
15.	Ojas’s family has been running a textile showroom for the past 25 years. After completing his graduation, Ojas joined the business and continued managing it without introducing any major changes. Identify the type of entrepreneur Ojas is	2M										

	and give a reason for your answer.	
	SECTION C	
16	Siddharth launched a start-up that developed an affordable soil testing device for farmers. He began by assessing his skills, then looked for real-world agricultural issues, and finally created a prototype to test before approaching investors. Identify any three stages of the entrepreneurial process that Siddharth followed. Support your answer with references from the case	3M
17.	“Entrepreneurs, in their drive and pursuit to create something new, at times, results in causing major loss to the Nation’s natural resources. Shouldn’t they be discouraged? Justify giving reasons for your answers.	3M
18.	Explain any three managerial functions of an entrepreneur  OR  What is an enterprise? Explain any two advantages of being an Entrepreneur.	3M
19.	Why are Entrepreneurs called ‘agents of progress’ for a nation? What role do they play in the Nation’s development?	3M
20.	Explain types of entrepreneurs with examples.  OR  Explain types of business with examples.	3M
	SECTION D	
21.	Mehak wants to start a textile unit near Gurgaon. Discuss the commercial functions which she will require to plan and perform for the same.	5M
22.	The government introduced a scheme to promote eco-friendly business zones and offered financial support to entrepreneurs willing to set up units in such areas. Encouraged by this initiative, Mr. Raj decided to start his own business in a pollution-free zone.  Under which category does this influence fall? Explain.	5M
23.	While working at a technology company, Aarav became aware of the growing problem of electronic waste. Concerned about its environmental impact, he began exploring sustainable methods for its disposal. Motivated by his findings, Aarav resigned from his job and launched his own venture, GreenTech Recycle, which provides eco-friendly solutions for collecting, recycling, and disposing of e-waste. He partnered with several large firms, built a capable team, and set up a network of recycling units. His business gained recognition for its innovative model and positive contribution to the environment and society.  <b>Q.1</b> Aarav recognized the growing problem of e-waste and identified an opportunity for a sustainable business solution. Which entrepreneurial function is	5M

	<p>highlighted through this action?</p> <p>(a) Production (b) Innovation (c) Supervision (d) Personnel Management</p> <p><b>Q.2</b> By resigning from her stable job to launch his own venture, Aarav exemplified which crucial characteristic of an entrepreneur?</p> <p>(a) Organizing (b) Leadership (c) Risk-taking (d) Directing</p> <p><b>Q.3</b> Collaborating with large corporations to manage electronic waste responsibly, positioning his company strategically in the market, illustrates which commercial function of entrepreneurship?</p> <p>(a) Personnel (b) Accounting (c) Marketing (d) Supervision</p> <p><b>Q.4</b> Aaravcare ful management of resources, hiring of a skilled workforce, and building of a network of recycling plants reflect primarily which entrepreneurial function?</p> <p>(a) Risk-taking (b) Organisation Building (c) Discovery of Idea (d) Financing Proposition</p> <p><b>Q.5</b> The significant contribution of “GreenTech Recycle” towards environmental protection and the betterment of society can be categorized as which of the following benefits of entrepreneurship?</p> <p>(a) Technological Advancement (b) Increased Profits</p> <p>(c) Social Benefits (d) Economic Growth</p> <p style="text-align: center;">OR</p> <p>Describe the process of entrepreneurship</p>	
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