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**Question Paper 2014 Delhi**  
**CBSE Class 12<sup>th</sup> Entrepreneurship**

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**General Instructions:**

- All the questions are compulsory.
- Marks are indicated against each question.
- Question Nos. 1 to 5 are very short answer questions carrying 1 mark each. Answer to each of these should not exceed 15 words.
- Question Nos. 6 to 10 are short answer questions carrying 2 marks each. Answer to each of these should not exceed 50 words.
- Question Nos. 11 to 17 are short answer questions carrying 3 marks each. Answer to each of these should not exceed 75 words.
- Question Nos. 18 to 21 are short answer questions carrying 4 marks each. Answer to each of these should not exceed 150 words.
- Question Nos. 22 to 24 are long answer questions carry 6 marks each. Answer to each of these should not exceed 250 words.

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1. What is meant by idea-fields? (1)
  2. Name any two supportive agencies that extend financial support to the entrepreneurs. (1)
  3. 'State any one difference between 'Basic ideas' and 'Post scanning ideas'. (1)
  4. What is meant by 'Market-Segment'? (1)
  5. What is meant by 'operational budget'? (1)
  6. Ram is living in a rural area where there is no school and people are illiterate' He decides to open a retail outlets of computer accessories. As an entrepreneur do you think his decision is correct? Give reason in support of your answer stating the environmental factor in scanning the environment. (2)
  7. While' assessing the market', explain what is assessed under' Supply and Nature of Competition'. (2)

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8. Why an entrepreneur need a feasibility plan? Explain. (2)

9. Explain the concept of 'Break-Even-Point' with the help of an example. (2)

10. Calculate the operating cycle of Vijay Enterprises if working capital requirements per week is { 12,000 and production cycle is - one week. (2)

Number of soaps to be produced per week - 200 units

Labour charges per week - ₹2,000

Cost of raw material per week - ₹4,000

11. Why is environment an important factor for entrepreneurship? State. (3)

12. Explain the following responsibilities of an entrepreneur: (3)

(i) Community concern

(ii) Care to ecology and environment

13. Explain any three factors which affect the formulation of a financial plan. (3)

14. Differentiate between owner's fund and borrowed fund on the basis of following: (3)

(i) Fixed obligations

(ii) Permanence

(iii) Risk Capital

15. Explain 'Cost plus pricing method' of pricing with a suitable example. (3)

16. Explain 'consumer trends' and 'changes in technology' as factors influencing growth of an enterprise. (3)

17. How does the 'Nature of products' and 'Nature of market' affect the selection of channels of distribution? Explain. (3)

18. Explain 'Ability to perceive and preserve basic ideas' as an important factor while sensing opportunities. (4)

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19. Name and explain the element of a project report which provide a flow chart of the manufacturing process. (4)

20. Explain the following features of a feasibility plan: (4)

(i) Objectives of business

(ii) Operational plan

(iii) Financial profile

(iv) Futuristic projections

21. Explain the various inputs that go into designing a sales budget. (4)

22. Explain with, example how political factors, economic factors and legal factors help in scanning of environment. (6)

**OR**

Explain with example how market-driven ideas, trading related ideas and service sector ideas help an entrepreneur in enlarging the scope of thinking.

23. State the uses of a 'Project-Report' for (6)

(i) An Entrepreneur

(ii) Financial Institutions, and

(iii) Government

**OR**

State the major objectives of preparing a 'Project-Report'.

24. Ajit was living in a village where very few job opportunities were available. He was a drop-out of class tenth and has no source of, income. For earning his livelihood he shifted to a nearby city. Here he joined a course of 'Mobile-repairing' and got a job in a company for good salary. His parents were old and he had a great love and affection for his parents. Suddenly his father fell ill and had to come back to his village. He noticed that there was no

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shop of mobile repairing in or nearby his village. So he trained some of his drop-out friends. After some time all of them started a mobile repairing shop and their business flourished. They decided to donate some amount of profit to a school regularly for the education of unprivileged students. (6)

(a) Identify and explain the entrepreneurial competency of Ajit discussed in the above para.

(b) Also state any the values which Ajit wants to communicate to the society.

**OR**

Isha, a student of women's polytechnic was known for her style and personality in her college. After finishing her education she decided to start personality development classes. For this she trained girls for economically backward section of the society. She wanted that they could become independent and also helps their families financially. During training Isha also stressed on good behaviour while interacting with the people. After some time they opened 'Personality Development' classes and people who joined their institute were happy and satisfied. To fulfill social responsibility they jointed non-government organisation working for upliftment of backward areas.

(i) Identify and explain the entrepreneurial competency of Isha discussed in the above para.

(ii) Also state any three values which Isha wants to communicate to the society.