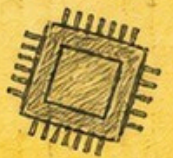


INFORMATION TECHNOLOGY & ARTIFICIAL INTELLIGENCE

— Empowering Minds with Technology —



PART-A

Entrepreneurial Skills-I

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Topics covered:

- Entrepreneurship
- Entrepreneur
- Types of entrepreneurs
- Entrepreneurial qualities
- Business idea
- Opportunity identification
- Risk
- Resources
- Market
- Innovation



Section A - Multiple Choice Questions

1. An entrepreneur is a person who:
 - A. Only works for others
 - B. Starts and manages a venture
 - C. Avoids all decisions
 - D. Never takes risks
2. Entrepreneurship involves:
 - A. Identifying opportunities and creating value
 - B. Avoiding innovation
 - C. Only saving money
 - D. Following every idea blindly
3. Which is an entrepreneurial quality?
 - A. Initiative
 - B. Laziness
 - C. Fear of learning
 - D. Carelessness
4. A business opportunity is:
 - A. A problem or need that can be addressed with value
 - B. Any random thought
 - C. A guaranteed profit
 - D. A personal hobby only
5. Innovation means:
 - A. Introducing a useful new or improved idea
 - B. Copying without change
 - C. Avoiding change
 - D. Stopping improvement

6. An entrepreneur should take risk:
 - A. Without thinking
 - B. After assessing it
 - C. Never
 - D. Only because friends do
7. Market research helps an entrepreneur understand:
 - A. Customers and their needs
 - B. Only weather
 - C. Only school rules
 - D. Computer hardware
8. A resource may include:
 - A. Money, people and materials
 - B. Only money
 - C. Only machines
 - D. Only advertisements
9. A person who identifies a local problem and creates a useful solution is showing:
 - A. Entrepreneurial thinking
 - B. Avoidance
 - C. Dependence
 - D. Carelessness
10. Profit is generally:
 - A. Revenue minus costs
 - B. Costs minus revenue
 - C. Revenue plus costs
 - D. Sales only

Section B – Very Short Answer Questions

1. Who is an entrepreneur?
2. What is entrepreneurship?
3. Name one entrepreneurial quality.
4. What is innovation?
5. What is a business opportunity?
6. What is market research?
7. What is risk?
8. Name two business resources.
9. What is profit?
10. Why is creativity important for entrepreneurs?

Section C – Short Answer Questions

1. List and explain any four qualities of a successful entrepreneur.
2. Differentiate between an idea and a business opportunity.
3. Why is market research important before starting a business?
4. Explain why entrepreneurs need to assess risk.
5. How can innovation create value for customers?

Section D – Long Answer Questions

1. Explain entrepreneurship and discuss its importance in economic and social development.
2. Describe the major qualities required to become a successful entrepreneur.
3. Explain how a student can identify a local problem and convert it into a business opportunity.
4. Discuss the importance of market research, resources and risk assessment in starting a venture.
5. Explain the role of creativity and innovation in entrepreneurship with examples.

Section E – Case-Based Questions

1. A student notices that classmates struggle to find affordable recycled notebooks and thinks of selling them. Explain how this can become an entrepreneurial opportunity.
2. A young entrepreneur has a good idea but does not know whether customers will buy it. Suggest steps for basic market research.
3. A student wants to start a small snack business but has limited money. Identify the resource challenge and suggest practical ways to manage it.
4. Two friends have the same idea, but one improves the product based on customer feedback. Explain why the improved approach demonstrates innovation.
5. An entrepreneur wants to invest all savings in a new product without studying demand. Explain why risk assessment is necessary.



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ALL THE BEST

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