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HBSE MODEL PAPER 2024



Practice Papers

MODEL PAPERS

Marking Scheme

ANSWER KEY

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Sample Question Paper (2023-24)

Subject: Entrepreneurship

Class: XII

Time: 3 Hours **Max Marks: 60**

General Instructions:

- All the questions are compulsory.
- Marks are indicated against each question.
- The question paper contains 4 sections - A, B, C and D
- Section A contains Multiple choice questions
- Section B - 2 marks
- Section C - 3 marks
- Section D - 5 marks

	SECTION- A	
Q1.	**Central Level financing institutions for supporting entrepreneurs are:** A) SIDBI B) IFCI C) NABARD D) All of the above.	**1**
Q2.	**The entrepreneur acts as:** A) A Worker B) An Owner C) A Worker as well as an Owner. D) A Middleman	**1**
Q3.	**SWOT refers to:** A) Strength, Weaknesses, Opportunities, Threats B) Selling wonderful offers to customers C) Sure Working of Business D) None of the above	**1**
Q4.	**Budget Statement is related to:** A) Marketing Plan B) Financial Plan C) Production Plan D) Human Resource Plan	**1**
Q5.	**Workload refers to:** A) Total number of existing staff B) Total number of staff required in future C) Total number of job positions D) None of the above	**1**

Q6.	**The apex body that controls the capital markets of our country is:** A) RBI B) SBI C) SEBI D) None of the above	**1**
Q7.	Longer the operating cycle…….. is the requirement of working capital.	**1**
Q8.	Service provider needs …… working capital as compared to the manufacturer.	**1**
Q9.	To promote and develop activities in the stock exchange, SEBI performs……. functions.	**1**
Q10.	Define Break Even Point.	**1**
Q11.	What is EOQ?	**1**
Q12.	Define ROE.	**1**
Q13.	Assertion (A): Customers are part of the microenvironment. Reason (R): Microenvironment does not operate in isolation and is one of the levels of the business 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, but 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.	**1**
Q14.	Assertion (A): In franchising, there is usually a much higher likelihood of success when an individual opens a franchise as opposed to a mom-and-pop business. Reason (R): It runs on a proven business formula that is already in place. 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 but 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.	**1**
Q15.	Assertion (A): For a trading organization, the operating cycle will be shorter. Reasoning(R): There is no manufacturing in a trading organization. a. Both Assertion (A) and Reason (R) are true and Reason (R) is the correct explanation of Assertion (A)	**1**

	b. Both Assertion (A) and Reason (R) are true but 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.	
	SECTION- B	
Q16.	Explain the concept of sustainable development. OR State the role of an angel investor in an entrepreneurial pursuit.	**2**
Q17.	Define Financial Plan.	**2**
Q18.	Who is a Vendor?	**2**
Q19.	What is Re-ordering Level?	**2**
Q20.	Explain two features of Venture Capital. OR State any two characteristics of partnership form of business organization.	**2**
Q21.	What is the significance of ROI?	**2**
	SECTION- C	
Q22.	Q22. State three features of a Creative Person. OR Deepak, an entrepreneur, was short of capital. He was worried about the fact as to how he will reach out to his customers. He met his friend, who is at present working in a start-up firm. He explained to Deepak a way to reach customers without any middlemen, which would help him overcome the shortage of cash. So, Deepak decided to keep his distribution channel simple, as advised by his friend. 1. Identify the channel of distribution adopted by Deepak. 2. Explain the channel of distribution mentioned above. 3. Give any two advantages of this type of channel.	**3**
Q23.	State three features of a good Business Plan.	**3**
Q24.	Explain three tools of Public Relations.	**3**
Q25.	Why do Mergers and Acquisitions fail? OR Explain the first three steps involved in preparing the marketing plan.	**3**
Q26.	What is the difference between Gross Working Capital and Net Working Capital?	**3**
Q27.	Define the regulatory functions of SEBI.	**3**

	SECTION- D	
Q28.	What is Marketing Mix, and Define its elements. OR What is the pricing? And also explain the methods of pricing.	**5**
Q29.	What do you mean by Idea Field? Explain briefly any three Idea Fields. OR What is Creativity, and explain its process.	**5**
Q30.	What do you mean by Idea Field? Explain briefly any three Idea Fields. OR What is Creativity, and explain its process.	**5**