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**Score: 20/25 (80.00%)**

**Code: 8993**

1. What is the most important skill needed to be a successful entrepreneur?

- A) Earning money                      B) Giving up on failure  
**C) Having an Entrepreneuria I Mindset (Correct)**  
 D) Expanding markets

2. An Entrepreneur can help the society by\_\_\_\_\_.

- A) Seeking new opportunities                      B) Marketing the product  
 C) Working with a team                      **D) Creating job opportunities (Correct)**

3. What are some of the qualities of a strong entrepreneur?

- A) Learning from failures                      B) Building relationship with customers  
 C) Working hard                      **D) All of these (Correct)**

4. Self - Employment means \_\_\_\_\_.

- A) Working for an employer at a fixed monthly income                      **B) Freelancing or running a business rather than working for an employer (Correct)**  
 C) Selling food items                      D) Only focusing on earning profits

5. A person who hires other people for their business is an\_\_\_\_\_.

- A) Self -Employed                      B) Employee  
**C) Entrepreneur**                      D) Employer (Incorrect)

6. Pawan operates a small AC service business with three employees, offering AC installation and repair. Over the next five years, he plans to expand the business to another city. Pawan is a / an\_\_\_\_\_.

- A) Entrepreneur (Correct)**                      B) Contractor  
 C) Intern                      D) Self-employed person

7. Geetha wants to start a tailoring shop (boutique). Her trainer asked her to do a market scan. Geetha should do the market scan of \_\_\_\_\_?.

- A) Restaurants                      B) Beauty Parlours  
**C) Tailoring shops (Correct)**                      D) Packaging companies

8. Customers' needs can be understood through \_\_\_\_\_.

- A) Customer Survey**                      B) Selling  
 C) Talking to our family                      D) Customer service (Incorrect)

9. Why do customers like a product or service?

- A) Good Price                      B) Good Quality  
 C) Feel of the product or service                      **D) All of these (Correct)**

10. Product and service are two things that can be sold. Product is what can be seen, touched and used. Service is what we \_\_\_\_\_?.

- A) Buy from vegetable shop                      **B) Feel, Experience and Enjoy (Correct)**  
 C) Pay with Gpay                      D) Do not enjoy

11. Sharvan serves as a delivery agent delivering tomatoes from a farmer to a company that makes tomato sauce. What is Sharvan's job?

- A) Seller                      **B) Service Provider**  
 C) Buyer                      D) Distributor (Incorrect)

12. Select the example of a product from the options.

- A) Home painting                      B) Parlour service  
**C) Shirt (Correct)**                      D) Bike repair

13. Low investment business plan means\_\_\_\_\_

- A) The plan is a new idea                      **B) The plan needs a small amount to start a business (Correct)**  
 C) The plan should be simple                      D) The plan should start immediately

14. A \_\_\_\_\_ is a document with complete strategy for the business.

- A) Strategy Report                      B) Action Plan  
**C) Business plan (Correct)**                      D) Stakeholder Report

15. \_\_\_\_\_ is not a part of a good business plan.

- A) Weather Report (Correct)**                      B) Marketing Strategy  
 C) Customer Analysis                      D) Budget

16. How can we understand what customers want?

**A) By doing research on customer needs (Correct)**

B) By advertising the business

C) Selling a new product

D) By moving to a new business

17. Shyna wants to start a masala powder business. She is presenting a business pitch to the bank manager. How long should her business pitch be?

**A) 2 to 3 mins**

B) 10 mins

C) 15 mins

D) 1 min (Incorrect)

18. In a business, the money involved in building a product is called \_\_\_\_\_.

**A) Cost (Correct)**

B) Profit

C) Price

D) Discount

19. Sahil is giving festival offers, free samples and price discounts at the opening of his business. This is called \_\_\_\_\_.

A) Market scan

B) Packaging

**C) Promotion (Correct)**

D) Selling

20. Marketing helps the customer to learn about

A) Price

B) Availability

C) Special Discounts

**D) All of these (Correct)**

21. Total cost is equal to ?

A) Variable Cost + Discount

B) Investment + Fixed Cost

**C) Variable Cost + Fixed cost (Correct)**

D) Fixed Salary + ROI

22. The word funding means \_\_\_\_\_.

A) Money for shopping

B) Saving and Spending (Incorrect)

**C) Money to start a business**

D) Bank account

23. A \_\_\_\_\_ is a new business, which later grows into a big company

A) NSIC

B) Parlours

C) Hotels

**D) Start Up (Correct)**

24. The secret to growing your business is to choose the right \_\_\_\_\_ to support your growth

A) Clothes

B) Family

C) Friends

**D) Team (Correct)**

25. Wahid wants to register his product under a trademark. What is the benefit of getting a trademark for your product?

A) He can sell it at higher rate

**B) No one else can use the same product name (Correct)**

C) He will get a lot of success

D) He can take many loans and not repay