

Student: BHANUMATHI

Score: 21/25 (84.00%)

Code: 1634

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 (Correct)**
- D) Employer

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 (Correct)**
- C) Buyer
- D) Distributor

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 (Correct)** B) 10 mins
C) 15 mins D) 1 min

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 D) Selling (Incorrect)

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 (Incorrect)
C) Friends **D) Team**

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