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**Score: 16/20 (80.00%)**

**Code: 3029**

1. What are the duties of an entrepreneur?

- A) Talking to customers  
 B) Managing finances and budgets  
 C) Managing the business  
**D) All of these (Correct)**

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

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

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

9. Select the example of a service from the options.

- A) Masala Dosa  
 C) Water Bottle  
**B) Mobile Repair (Correct)**  
 D) Chicken Kebab

3. 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)**

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

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

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

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

11. A good business idea for a young or new entrepreneur should be sustainable. This means\_\_\_\_\_.

- A) It is easy to use  
 C) It has budget  
 B) It has many details  
**D) It is planned for the present and future business growth (Correct)**

5. What are the qualities of an entrepreneur that a self-employed person also needs to have?

- A) Creative Thinking  
 B) Problem Solving  
 C) Customer Service  
**D) All of these (Correct)**

12. Unique Selling Proposition or USP of a business plan refers to\_\_\_\_\_.

- A) A special budget for the business  
 C) **A special or different idea for a business (Correct)**  
 B) A new customer for the business  
 D) An old business is updated

6. Why is a market scan conducted?

- A) To understand customer needs  
 B) To explore how to grow the business  
 C) To check what the competitors are offering  
**D) All of these (Correct)**

13. \_\_\_\_\_ part of a business plan has details of money related details of the whole business.

- A) Product Details  
 C) Business Succession Plan  
 B) Customer Analysis  
**D) Costing (Correct)**

7. Roopa wants to start a new business. But she is not sure which product she should choose to start her business. What will be her basic research to finalize her product?

- A) Loan from Banks  
 B) Buying products from others  
 C) Search how to advertise the product  
**D) Reserach on products & services that customers are currently using (Correct)**

14. Who can support Entrepreneurs by providing business schemes and loans at low interest rates?

- A) Customers  
 C) **Banks**  
 B) Startup Investors  
D) Friends (Incorrect)

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

15. Which among the following is not a part of 7P's of marketing.

- A) Product  
 C) Price  
 B) Packaging  
**D) Pickles (Correct)**

16. Total cost is equal to ?

- A) Variable Cost + Discount  
 C) **Variable Cost + Fixed cost (Correct)**  
 B) Investment + Fixed Cost  
 D) Fixed Salary + ROI

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17. Mani is a painter and he buys new brushes and tins for painting. What type of cost it is?

- A) Total Cost                      **B) Fixed Cost**  
C) Variable Cost (Incorrect)    D) Maintenance
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18. A \_\_\_\_\_ is a new business, which later grows into a big company

- A) NSIC                                B) Parlours  
C) Hotels                               **D) Start Up (Correct)**
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19. Prem wants to start a shop. He can apply for \_\_\_\_\_ loan to have benefits.

- A) Home                                **B) MUDRA (Correct)**  
C) Education                         D) Car
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20. Joy started a homemade pickle business. He has not been able to get profit in the first 2 months. What should he do?

- A) End his business                 B) Borrow money  
**C) Find reasons for his failure & learn from them (Correct)**    D) Get angry
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