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Score: 14/20 (70.00%)

Code: 8133

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
 B) **Service Provider (Correct)**
 C) Buyer
 D) Distributor

2. 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

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

- A) Masala Dosa
 B) **Mobile Repair (Correct)**
 C) Water Bottle
 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
 B) Parlour service (Incorrect)
C) Shirt
 D) Bike repair

4. A person who hires other people for their business is an_____.

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

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

- A) It is easy to use
 B) It has many details
 C) It has budget
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
 B) A new customer for the business
C) A special or different idea for a business (Correct)
 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
 B) Customer Analysis
 C) Business Succession Plan (Incorrect)
D) Costing

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
 B) Startup Investors
C) Banks (Correct)
 D) Friends

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
 B) Packaging
 C) Price
D) Pickles (Correct)

16. Total cost is equal to ?

A) Variable Cost + Discount B) Investment + Fixed Cost
(Incorrect)

C) Variable Cost + Fixed cost D) Fixed Salary + ROI

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

18. A _____ is a new business, which later grows into a big company

A) NSIC (Incorrect) B) Parlours

C) Hotels

D) Start Up

19. Prem wants to start a shop. He can apply for _____ loan to have benefits.

A) Home **B) MUDRA (Correct)**
C) Education D) Car

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