

ITI Quiz - 13-May-2026

Q. ID: ITISKILL5493XX

11:21 AM

Dr. J. J. Magdum ITI college
sambhajipur

May 2026

Answer Key

Duration: 120 Mins

Total Marks: 50

Q.ID: ITISKILL5493XX

1. Customers' needs can be understood through _____.

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

Answer: A) Customer Survey

2. Self - Employment means _____.

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

Answer: A) Freelancing or running a business rather than working for an employer

3. Low investment business plan means _____.

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

Answer: A) The plan needs a small amount to start a business

4. An Entrepreneur needs to maintain good _____? with his customers.

- A) Relationship B) Behavior
C) Friendship D) Communication

Answer: A) Relationship

5. A small business run by a single person is called as _____.

- A) Sole Proprietorship B) Multinational Unit
C) Partnership D) Private Limited

Answer: A) Sole Proprietorship

6. _____ is the ministry in the Govt. of India that forms and implements the rules and regulations for enterprises in India.

- A) MSDE B) NIMI
C) MSME D) DGT

Answer: C) MSME

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

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

Answer: C) All of these

8. Pratibha wants to start a Biryani Hotel. What will she need first?

- A) Business plan B) Kitchen Equipments
C) Name Board D) Food Items

Answer: A) Business plan

9. A person who hires other people for their business is an _____.

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

Answer: D) Entrepreneur

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

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

Answer: A) Mobile Repair

11. Which document is not required to complete UDYAM/MSME registration?

- A) PAN Card B) Blood Certificate
C) Income Tax Return D) Aadhar Card

Answer: B) Blood Certificate

12. Lakshmi plans to start a beauty parlour. What kind of information should she NOT collect in the Market Scan?

- A) Information on cost of materials for the beauty parlour
B) Information on clothes and shoes
C) Information on types of customers
D) Information on shop location and rent

Answer: B) Information on clothes and shoes

13. A good business idea for a young or new entrepreneur should be sustainable. This means _____.

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

Answer: C) It is planned for the present and future business growth

14. Shaheen wants good chefs to work in her hotel. What is an effective way to hire them?

- A) By asking his relatives B) None of these

- C) By advertising the job D) By reaching out other hotel staffs

Answer: C) By advertising the job

15. You want to sell toys. What should you do before starting your business?

- A) Design the toys B) Build a factory
C) Hire salespeople D) Find out what children like

Answer: D) Find out what children like

16. An Entrepreneur can help the society by_____.

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

Answer: B) Creating job opportunities

17. Rahim is filing tax for the first time for his business. Which of these elements are NOT needed for filing tax?

- A) Income Tax Return B) Aadhar Card
C) PAN Card D) Birth Certificate

Answer: A) Income Tax Return

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

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

Answer: D) All of these

19. 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) Search how to advertise the product B) Buying products from others
C) Loan from Banks D) Reserach on products & services that customers are currently using

Answer: D) Reserach on products & services that customers are currently using

20. Product is an object that can be_____.

- A) Seen B) Used
C) Seen, Touched and Used D) Touched

Answer: C) Seen, Touched and Used

21. A business pitch is presented to investors who helps us with _____, _____, and _____.

- A) Plan and Marketing B) Customer and Quality
C) Profit and Loss D) Money, Resources, and Mentoring Support

Answer: D) Money, Resources, and Mentoring Support

22. Product and service are two things that can be sold.

Product is what can be seen, touched and used. Service is what we _____?.

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

Answer: A) Feel, Experience and Enjoy

23. How does Market Scan help with running a business?

- A) Gives an idea about the customers B) All of these
C) Helps in making the business plan D) Helps understand about other similar business

Answer: B) All of these

24. Vidya is single-handedly selling homemade pickles to her neighbors. Vidya is a/an_____.

- A) Self-employed person B) Distributor
C) Entrepreneur D) Seller

Answer: A) Self-employed person

25. Why do customers like a product or service?

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

Answer: A) All of these

26. 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) Self-employed person B) Contractor
C) Entrepreneur D) Intern

Answer: C) Entrepreneur

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

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

Answer: C) Shirt

28. In a business, the money involved in building a product is called_____.

- A) Discount B) Profit
C) Price D) Cost

Answer: D) Cost

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

- A) Service Provider B) Buyer
C) Distributor D) Seller

Answer: A) Service Provider

30. Why is a market scan conducted?

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

Answer: B) All of these

31. What are the duties of an entrepreneur?

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

Answer: D) All of these

32. _____ is about the competition in the online or offline market.

- A) Budget plan
B) People Analysis
C) Competitor Analysis
D) Customer Analysis

Answer: C) Competitor Analysis

33. How can we understand what customers want?

- A) By moving to a new business
B) By doing research on customer needs
C) Selling a new product
D) By advertising the business

Answer: B) By doing research on customer needs

34. A _____ is a document with complete strategy for the business.

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

Answer: B) Business plan

35. Which of the following is the BEST definition of profit?

- A) The revenue or earnings which remain with the business owner, after all the costs are paid.
B) The total amount of money a business earns before paying taxes.
C) The money a business owner spends on personal expenses.
D) The total amount of money a business makes from selling goods or services.

Answer: A) The revenue or earnings which remain with the business owner, after all the costs are paid.

36. 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) 15 mins
C) 1 min
D) 10 mins

Answer: A) 2 to 3 mins

37. A good business idea should be _____.

- A) very common
B) a short term plan
C) very expensive to start a business
D) unique, sustainable & low on investment

Answer: D) unique, sustainable & low on investment

38. Unique Selling Proposition or USP of a business plan refers to _____.

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

Answer: A) A special or different idea for a business

39. Raju wants to start a Textile shop. What should he do first?

- A) Purchase New Fabrics
B) Rent a Shop
C) Hire Staff
D) Prepare a Business Plan

Answer: D) Prepare a Business Plan

40. Entrepreneurship means _____?

- A) Running your own business
B) Managing career
C) Supporting a business person
D) Starting a new career

Answer: A) Running your own business

41. Pooja started a food court that was very successful with many customers. After a year, the number of customers decreased. What should Pooja do to solve this problem?

- A) Change the Cooking Style
B) Collect the Feedback from the Customers
C) Close the Food court
D) Change her business

Answer: B) Collect the Feedback from the Customers

42. Shilpa wants to start a soap-making company. What kind of questions should she NOT ask her customers?

- A) How much do you pay for soap?
B) Do you use soap?
C) Do you like to eat chats?
D) Which types of soaps do you buy?

Answer: C) Do you like to eat chats?

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

- A) Banks
B) Startup Investors
C) Customers
D) Friends

Answer: A) Banks

44. A _____ is a short and effective presentation to describe the business.

- A) Return on Investment
B) Business Pitch
C) Customer Analysis
D) Communication

Answer: B) Business Pitch

45. Bindu has started a small auto repair shop. She is the only person managing the business. Which kind of business it is?

- A) Multinational Unit B) Partnership
C) Private Limited D) Sole Proprietorship

Answer: D) Sole Proprietorship

46. 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) Packaging companies B) Restaurants
C) Tailoring shops D) Beauty Parlours

Answer: C) Tailoring shops

47. _____ part of a business plan has details of money related details of the whole business.

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

Answer: C) Costing

48. A business idea should _____?.

- A) Save the world B) Fulfill customer needs or solve their problems
C) None of these D) Satisfy only my needs

Answer: B) Fulfill customer needs or solve their problems

49. _____ is not a part of a good business plan.

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

Answer: D) Weather Report

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

- A) Expanding markets B) Having an Entrepreneurial Mindset
C) Giving up on failure D) Earning money

Answer: B) Having an Entrepreneurial Mindset
