

# ITI Quiz - 13-May-2026

Q. ID: ITISKILL5493XX

## 11:21 AM

Dr. J. J. Magdum ITI college  
sambhajipur

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Question Paper

Duration: 120 Mins

Total Marks: 50

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Student Name: \_\_\_\_\_ Roll No: \_\_\_\_\_

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

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

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

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

2. How can we understand what customers want?

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

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

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

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

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

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

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

4. Product is an object that can be\_\_\_\_\_.

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

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

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

5. \_\_\_\_\_is about the competition in the online or offline market.

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

13. An Entrepreneur needs to maintain good \_\_\_\_\_? with his customers.

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

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

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

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

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

7. Vidya is single-handedly selling homemade pickles to her neighbors. Vidya is a/an\_\_\_\_\_.

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

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

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

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

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

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

- A) Marketing the product
- B) Seeking new opportunities

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

C) Creating job opportunities D) Working with a team

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

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

18. \_\_\_\_\_ is the ministry in the Govt. of India that forms and implements the rules and regulations for enterprises in India.

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

19. 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) Packaging companies  
C) Tailoring shops                              D) Beauty Parlours

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

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

22. Entrepreneurship means \_\_\_\_\_?

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

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

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

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

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

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

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

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

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

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

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

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

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

29. A business idea should\_\_\_\_\_?

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

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

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

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

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

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

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

33. A small business run by a single person is called as \_\_\_\_\_.

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

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

- A) By reaching out other hotel staffs  
B) By asking his relatives  
C) None of these  
D) By advertising the job

35. A business pitch is presented to investors who helps us with \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_.

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

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

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

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

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

38. Why is a market scan conducted?

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

39. 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

40. What are the duties of an entrepreneur?

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

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

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

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

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

43. Rahim is filing tax for the first time for his business. Which

of these elements are NOT needed for filing tax?

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

44. A good business idea should be \_\_\_\_\_.

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

45. Self - Employment means \_\_\_\_\_.

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

46. Why do customers like a product or service?

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

47. A \_\_\_\_\_ is a short and effective presentation to describe the business.

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

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

49. 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) 10 mins  
B) 2 to 3 mins  
C) 15 mins  
D) 1 min

50. 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 money a business owner spends on personal expenses.  
C) The total amount of money a business makes from selling goods or services.  
D) The total amount of money a business earns before paying taxes.