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**Score: 20/70 (28.57%)**

**Code: 8139**

1. Entrepreneurship means \_\_\_\_\_?

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

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

2. What are the duties of an entrepreneur?

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

9. 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 (Incorrect)  
 D) Change her business

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

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

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

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

11. 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

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

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

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

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

5. 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 advertising the job (Correct)**  
 C) By asking his relatives  
 D) None of these

13. 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 (Incorrect)  
**D) All of these**

6. 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

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

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

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

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

15. 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**  
 B) Contractor (Incorrect)

C) Intern

D) Self-employed person

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

A) Gives an idea about the customers (Incorrect)

B) Helps understand about other similar business

C) Helps in making the business plan

D) All of these

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

A) Design the toys

B) Find out what children like (Correct)

C) Build a factory

D) Hire salespeople

18. Why is a market scan conducted?

A) To understand customer needs

B) To explore how to grow the business (Incorrect)

C) To check what the competitors are offering

D) All of these

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) Beauty Parlours

C) Tailoring shops

D) Packaging companies (Incorrect)

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

A) Information on clothes and shoes

B) Information on types of customers (Incorrect)

C) Information on cost of materials for the beauty parlour

D) Information on shop location and rent

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

A) Customer Survey

B) Selling

C) Talking to our family

D) Customer service (Incorrect)

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

A) Communication

B) Relationship

C) Behavior (Incorrect)

D) Friendship

23. Why do customers like a product or service?

A) Good Price

B) Good Quality (Incorrect)

C) Feel of the product or service

D) All of these

24. Shilpa wants to start a soap-making company. What kind

of questions should she NOT ask her customers?

A) Which types of soaps do you buy?

B) Do you like to eat chats? (Correct)

C) How much do you pay for soap?

D) Do you use soap?

25. 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 (Incorrect)

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

26. 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

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

A) Seen

B) Touched

C) Seen, Touched and Used

D) Used (Incorrect)

28. 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 (Incorrect)

B) Service Provider

C) Buyer

D) Distributor

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

A) Masala Dosa

B) Mobile Repair (Correct)

C) Water Bottle

D) Chicken Kebab

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

A) Home painting

B) Parlour service

C) Shirt

D) Bike repair (Incorrect)

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

A) Satisfy only my needs

B) Fulfill customer needs or solve their problems

C) Save the world (Incorrect)

D) None of these

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

A) It is easy to use (Incorrect)

B) It has many details

C) It has budget

D) It is planned for the present and future business growth

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

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

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

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

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

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

36. A \_\_\_\_\_is a document with complete strategy for the business.

- A) Strategy Report (Incorrect)  
C) **Business plan (Correct)**  
B) Action Plan  
D) Stakeholder Report

37. \_\_\_\_\_is not a part of a good business plan.

- A) **Weather Report (Correct)**  
C) Customer Analysis (Incorrect)  
B) Marketing Strategy  
D) Budget

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

- A) People Analysis  
C) Customer Analysis  
B) **Competitor Analysis (Correct)**  
D) Budget plan (Incorrect)

39. How can we understand what customers want?

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

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

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

41. A \_\_\_\_\_is a short and effective presentation to describe the business.

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

42. A business pitch is presented to investors who helps us

with \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_.

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

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

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

44. 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)**  
C) 15 mins (Incorrect)  
B) 10 mins  
D) 1 min

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

- A) **Cost (Correct)**  
C) Price  
B) Profit  
D) Discount

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

- A) Multinational Unit  
C) **Sole Proprietorship (Correct)**  
B) Partnership (Incorrect)  
D) Private Limited

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

- A) Partnership (Incorrect)  
C) Multinational Unit  
B) Private Limited  
D) **Sole Proprietorship (Correct)**

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

- A) MSDE  
C) NIMI (Incorrect)  
B) **MSME (Correct)**  
D) DGT

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

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

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

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

51. Price is an important part of marketing. Price

means \_\_\_\_\_

A) Marketing (Incorrect)

C) Promotion

**B) Rate of a product in rupees**

D) Raw Materials

52. Sahil is giving festival offers, free samples and price discounts at the opening of his business. This is called \_\_\_\_\_.

A) Market scan (Incorrect)

**C) Promotion**

B) Packaging

D) Selling

53. Marketing helps the customer to learn about

A) Price

C) Special Discounts (Incorrect)

B) Availability

**D) All of these**

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

A) Product (Incorrect)

C) Price

B) Packaging

**D) Pickles**

55. Tom wants to start a shop for selling books, pens etc. Which is the best location to have his shop?

**A) Near college and schools (Correct)**

C) At his house

B) Near the river

D) Near fish market

56. Total cost is equal to ?

A) Variable Cost + Discount

**C) Variable Cost + Fixed cost**

B) Investment + Fixed Cost (Incorrect)

D) Fixed Salary + ROI

57. \_\_\_\_\_ cost increases or decreases depending on how much we produce or sell.

**A) Variable**

C) Total

B) Fixed (Incorrect)

D) Maintenance

58. Preeti is renting a kitchen to run a Paratha Shop, The rent of the kitchen is \_\_\_\_\_ cost?

A) Variable

**C) Fixed**

B) Total

D) Admin (Incorrect)

59. \_\_\_\_\_ is the money we invest in producing a product or service.

A) Business revenue

C) Product Price

**B) Product Cost (Correct)**

D) Business Pitch

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

A) Total Cost

C) Variable Cost

**B) Fixed Cost (Correct)**

D) Maintenance

61. The word funding means \_\_\_\_\_.

A) Money for shopping

**C) Money to start a business**

B) Saving and Spending

D) Bank account (Incorrect)

62. A \_\_\_\_\_ is a new business, which later grows into a big company

A) NSIC

C) Hotels

B) Parlours (Incorrect)

**D) Start Up**

63. \_\_\_\_\_ supports entrepreneurs to get loans under several schemes in district level.

A) National small industries corporation (NSIC)

C) SIDO

**B) District Industry Centres (DIC)**

D) SSLC (Incorrect)

64. Prem wants to start a shop. He can apply for \_\_\_\_\_ loan to have benefits.

A) Home

C) Education

**B) MUDRA (Correct)**

D) Car

65. Seema plans to open a hotel and has applied for a MUDRA Loan. What must she submit as part of her loan MUDRA loan application?

A) Her resume

C) Vacation plan

**B) A business plan (Correct)**

D) An essay

66. A product name that has been officially registered with the Trademark Registry of India is \_\_\_\_\_.

A) Marked

C) Approved

**B) Trademark (Correct)**

D) Token

67. Entrepreneurs learn from their success as well as their \_\_\_\_\_?

**A) Failures**

C) Profit

B) Friends

D) Business Pitch (Incorrect)

68. The secret to growing your business is to choose the right \_\_\_\_\_ to support your growth

A) Clothes

C) Friends

B) Family (Incorrect)

**D) Team**

69. 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

C) He will get a lot of success

**B) No one else can use the same product name (Correct)**

D) He can take many loans and not repay

70. 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 (Incorrect)

**C) Find reasons for his failure & learn from them**

D) Get angry

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