

Duration: 60 Mins

Total Marks: 50

Q.ID: ITISKILL64732D

1. Joy started a homemade pickle business. He has not been able to get profit in the first 2 months. What should he do?

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

Answer: C) Find reasons for his failure & learn from them

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

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

Answer: B) Find out what children like

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

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

Answer: C) Entrepreneur

4. Latha is planning to join a beauty salon. But she is not very sure about this profession. Who should she speak with to get a better understanding of the profession?

- A) Parents
- B) Strangers
- C) Classmates
- D) Professionals

Answer: D) Professionals

5. Raghu's father had a typewriting press/shop. Now, he is replacing typewriters with _____.

- A) Phones
- B) Computers
- C) TV
- D) Radio

Answer: B) Computers

6. 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

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

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

- A) Profit and Loss
- B) Plan and Marketing

C) Money, Resources, and Mentoring Support

D) Customer and Quality

Answer: C) Money, Resources, and Mentoring Support

8. How can creating career pathway posters help you plan your career?

- A) By providing clarity on your future goals
- B) By ignoring market demands
- C) By limiting your career growth
- D) By teaching unrelated skills

Answer: A) By providing clarity on your future goals

9. Activities that one is good at and can do well are called _____.

- A) Abilities
- B) Interests
- C) Passion
- D) Sports

Answer: A) Abilities

10. Siddhu is planning to start his career. He should have _____.

- A) Resume
- B) All of these
- C) Career plan
- D) Education

Answer: B) All of these

11. Things that one loves to do are called _____.

- A) Interests
- B) Abilities
- C) Work
- D) Job

Answer: A) Interests

12. A _____ is something you really want in life. You plan and take the right actions to make it happen.

- A) Desire
- B) Goal
- C) None of these
- D) Dream

Answer: B) Goal

13. One must choose the career path based on the changing _____.

- A) Cities
- B) Interests
- C) Market demands
- D) Abilities

Answer: C) Market demands

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

- A) Name Board
- B) Business plan

- C) Kitchen Equipments D) Food Items

Answer: B) Business plan

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

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

Answer: A) Business plan

16. Ramesh wanted to collect 50 stamps in 6 months. So, he started by collecting two stamps every week. This is a _____ goal.

- A) Long-term B) Life-time
C) Unrealistic D) Short-term

Answer: D) Short-term

17. In a business, the money involved in building a product is called _____.

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

Answer: B) Cost

18. What are the duties of an entrepreneur?

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

Answer: A) All of these

19. 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) Private Limited
C) Multinational Unit D) Partnership

Answer: A) Sole Proprietorship

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

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

Answer: B) Shirt

21. Marketing helps the customer to learn about

- A) Availability B) Price
C) Special Discounts D) All of these

Answer: D) All of these

22. We should choose our career based on our _____?

- A) Disadvantages B) Weakness
C) Workplace D) Strengths

Answer: D) Strengths

23. Sharvan serves as a delivery agent delivering tomatoes from a farmer to a company that makes tomato sauce. What

is Sharvan's job?

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

Answer: D) Service Provider

24. A product name that has been officially registered with the Trademark Registry of India is _____.

- A) Token B) Trademark
C) Marked D) Approved

Answer: B) Trademark

25. Suraj has finished his ITI course. He can create a career path that helps him progress towards his _____ and _____?

- A) Strengths and weakness B) Goals and Objectives
C) Singing and dancing D) Cooking and painting

Answer: B) Goals and Objectives

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

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

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

27. An occupation undertaken for a long period and with opportunities for progress is called

- A) Career B) Hobby
C) Work D) Job

Answer: A) Career

28. Nisha loves cooking and she is good at dancing. Her ability is _____.

- A) Dancing B) Painting
C) Cooking D) Singing

Answer: A) Dancing

29. What can be the source of information for a market scan?

- A) Industry visits B) Alumni
C) Internet D) All of these

Answer: D) All of these

30. Jack is very good at MS Excel. He must apply for a job based on his _____.

- A) Mood B) Interests
C) Abilities D) Decision

Answer: C) Abilities

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

- A) People Analysis B) Budget plan

- C) Customer Analysis D) Competitor Analysis

Answer: D) Competitor Analysis

32. A ____path is a series of jobs to help you progress towards your goals.

- A) Work B) Unsatisfying
C) Career D) Foot

Answer: C) Career

33. Which is NOT a proper way to collect data about a career?

- A) Career guidance agencies B) News papers
C) Listening to gossips D) Career magazines

Answer: C) Listening to gossips

34. Product is an object that can be_____.

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

Answer: C) Seen, Touched and Used

35. 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) Vacation plan B) An essay
C) Her resume D) A business plan

Answer: D) A business plan

36. What does a market scan help us do?

- A) Learn new hobbies B) Identify different career pathways
C) None of these D) Get better at sports

Answer: B) Identify different career pathways

37. SMART stands for _____.

- A) Specific, Memorable, Achievable, Relevant, and Time-Bound.
B) Specific, Measurable, Achievable, Relevant, and Trim
C) Specific, Measurable, Achievable, Relevant, and Time-Bound.
D) Specific, Measurable, Archive, Relevant, and Time-Bound.

Answer: C) Specific, Measurable, Achievable, Relevant, and Time-Bound.

38. The secret to growing your business is to choose the right ____ to support your growth

- A) Team B) Family
C) Friends D) Clothes

Answer: A) Team

39. Nithya aims to achieve a score of 75% in her 10th- grade exams by the end of the academic year. This is a _____goal.

- A) Great B) STAR

- C) Life-time D) SMART

Answer: D) SMART

40. 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

Answer: D) Collect the Feedback from the Customers

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

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

Answer: C) Income Tax Return

42. Everything that we do outside work is ____.

- A) Professional life B) Dislikes
C) Personal life D) Tuition

Answer: C) Personal life

43. 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 total amount of money a business earns before paying taxes.
C) The money a business owner spends on personal expenses.
D) The revenue or earnings which remain with the business owner, after all the costs are paid.

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

44. Balance in _____is important to have a healthy and happy life.

- A) Job satisfaction B) Salary
C) Career demand D) Work-life

Answer: D) Work-life

45. Sarah is a teacher at a school for one year. After that, she becomes a trainer for new teachers and then a principal. What does this job progression show?

- A) Sarah?s career B) Sarah?s hobby
C) Sarah?s education D) Sarah?s job

Answer: A) Sarah?s career

46. 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) 1 min B) 15 mins
C) 10 mins D) 2 to 3 mins

Answer: D) 2 to 3 mins

47. ____ supports entrepreneurs to get loans under several schemes in district level.

- A) SIDO
- B) SSLC
- C) District Industry Centres (DIC)
- D) National small industries corporation (NSIC)

Answer: C) District Industry Centres (DIC)

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

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

Answer: B) All of these

49. The goal that someone plans to achieve within a year is called a ____.

- A) Steps
- B) Milestone
- C) Long term goal
- D) Desire

Answer: B) Milestone

50. Prem has completed his fashion design course. Which of the following he must consider when choosing a career path?

- A) All of these
- B) Trends
- C) Ability
- D) Demands

Answer: A) All of these
