

Duration: 60 Mins

Total Marks: 50

Q.ID: ITISKILL64732D

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

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

Answer: D) All of these

2. 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) Strangers
- B) Parents
- C) Professionals
- D) Classmates

Answer: C) Professionals

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

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

Answer: B) All of these

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

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

Answer: A) Find out what children like

5. One must choose the career path based on the changing_____.

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

Answer: A) Market demands

6. _____is about the competition in the online or offline market.

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

Answer: B) Competitor Analysis

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

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

Answer: C) Goals and Objectives

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

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

Answer: D) Interests

9. A _____is a document with complete strategy for the business.

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

Answer: D) Business plan

10. Everything that we do outside work is _____.

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

Answer: B) Personal life

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

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

Answer: C) All of these

12. Marketing helps the customer to learn about

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

Answer: C) All of these

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

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

Answer: B) All of these

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

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

Answer: A) Short-term

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

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

Answer: B) Money, Resources, and Mentoring Support

16. Raghu's father had a typewriting press/shop. Now, he is replacing typewriters with_____.

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

Answer: B) Computers

17. A _____is something you really want in life. You plan and take the right actions to make it happen.

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

Answer: C) Goal

18. 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) A business plan
- C) An essay
- D) Her resume

Answer: B) A business plan

19. 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

20. SMART stands for _____.

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

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

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

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

Answer: A) Dancing

22. Product is an object that can be_____.

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

Answer: D) Seen, Touched and Used

23. 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) Collect the Feedback from the Customers

C) Change the Cooking Style D) Close the Food court

Answer: B) Collect the Feedback from the Customers

24. The goal that someone plans to achieve within a year is called a_____.

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

Answer: A) Milestone

25. 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) Life-time
- B) STAR
- C) Great
- D) SMART

Answer: D) SMART

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

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

Answer: C) Career

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

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

Answer: A) Strengths

28. 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 education
- C) Sarah's job
- D) Sarah's hobby

Answer: A) Sarah's career

29. What does a market scan help us do?

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

Answer: D) Identify different career pathways

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

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

Answer: A) Trademark

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

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

Answer: A) Work-life

32. 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) Seller
- D) Distributor

Answer: B) Service Provider

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

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

Answer: A) Business plan

34. A ____ path is a series of jobs to help you progress towards your goals.

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

Answer: D) Career

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

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

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

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

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

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

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

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

Answer: C) By providing clarity on your future goals

38. What are the duties of an entrepreneur?

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

Answer: A) All of these

39. 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) Sole Proprietorship
- D) Private Limited

Answer: C) Sole Proprietorship

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

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

Answer: B) District Industry Centres (DIC)

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

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

Answer: A) Abilities

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

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

Answer: C) Cost

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

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

Answer: C) Income Tax Return

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

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

Answer: A) Abilities

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

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

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

46. Unique Selling Proposition or USP of a business plan refers to_____.

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

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

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

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

Answer: A) Team

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

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

Answer: C) Shirt

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

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

Answer: C) Listening to gossips

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

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

Answer: B) Entrepreneur
