

Duration: 60 Mins

Total Marks: 50

ID: ITISKILL64732D

Student Name: _____	Roll No: _____
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1. 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) Private Limited  
C) Partnership              D) Sole Proprietorship

2. We should choose our career based on our \_\_\_\_\_.?

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

3. \_\_\_\_ 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)

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

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

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

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

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

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

7. 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) Professionals  
C) Strangers                 D) Classmates

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

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

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

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

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

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

11. What does a market scan help us do?

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

12. Things that one loves to do are called \_\_\_\_.

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

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

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

14. 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.  
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.

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

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

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

- A) Touched                  B) Seen

C) Seen, Touched and Used D) Used

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

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

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

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

19. Balance in \_\_\_\_\_is important to have a healthy and happy life.

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

20. Jack is very good at MS Excel. He must apply for a job based on his \_\_\_\_\_.

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

21. Suraj has finished his ITI course. He can create a career path that helps him progress towards his \_\_\_\_\_and \_\_\_\_\_?.

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

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

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

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

24. 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) 15 mins B) 2 to 3 mins  
C) 1 min D) 10 mins

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

26. The goal that someone plans to achieve within a year is called a\_\_\_\_\_.

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

27. 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 job B) Sarah's career  
C) Sarah's hobby D) Sarah's education

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

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

29. 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) Change her business  
C) Close the Food court D) Collect the Feedback from the Customers

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

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

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

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

32. Marketing helps the customer to learn about

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

33. 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 B) Service Provider  
C) Distributor D) Buyer

34. Raghu's father had a typewriting press/shop. Now, he is replacing typewriters with\_\_\_\_\_.

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

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

- A) Design the toys B) Build a factory

C) Find out what children like D) Hire salespeople

36. One must choose the career path based on the changing\_\_\_\_\_.

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

37. Everything that we do outside work is \_\_\_\_\_.

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

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

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

39. 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 growth
- D) It has many details

40. Siddhu is planning to start his career. He should have \_\_\_\_\_.

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

41. SMART stands for \_\_\_\_\_.

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

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

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

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

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

44. 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) Aadhar Card
- C) Income Tax Return
- D) Birth Certificate

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

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

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

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

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

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

48. A \_\_\_\_\_ path is a series of jobs to help you progress towards your goals.

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

49. What are the duties of an entrepreneur?

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

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

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