

**Duration: 60 Mins**

**Total Marks: 50**

**ID: ITISKILL64732D**

Student Name: _____	Roll No: _____
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1. In a business, the money involved in building a product is called\_\_\_\_\_.

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

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

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

3. 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) 1 min
- C) 15 mins
- D) 2 to 3 mins

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

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

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

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

6. SMART stands for \_\_\_\_\_.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

15. What are the duties of an entrepreneur?

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

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

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

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

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

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

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

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

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

20. 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) Short-term
- D) Unrealistic

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

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

22. Marketing helps the customer to learn about

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

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

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

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

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

- A) Kitchen Equipments
- B) Business plan

C) Name Board

D) Food Items

26. 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) Sole Proprietorship
- C) Private Limited
- D) Partnership

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

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

28. 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) Life-time
- C) Great
- D) STAR

29. 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 total amount of money a business earns before paying taxes.
- D) The revenue or earnings which remain with the business owner, after all the costs are paid.

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

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

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

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

32. What does a market scan help us do?

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

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

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

- A) Learning from failures
- B) All of these

C) Building relationship with customers  
D) Working hard

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

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

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

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

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

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

38. 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

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

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

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

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

41. 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

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

- A) Trends  
B) Demands

C) Ability  
D) All of these

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

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

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

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

45. 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) End his business  
C) Find reasons for his failure & learn from them  
D) Get angry

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

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

47. 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) Her resume  
D) A business plan

48. 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) Change the Cooking Style  
C) Collect the Feedback from the Customers  
D) Close the Food court

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

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

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

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