Entrepreneurship XII
Model Test Paper 2026-27

Class-12th (Sr. Secondary) Code-A

Roll No.

(English Medium)

Academic/Open

Time Allowed: 3 Hours Maximum Marks- 60

- Please make sure that the printed pages in this question paper are --in numbers and it contains 30 questions.
- The Code no. on the right side of question-paper should be written by the candidate on the front page of the answer book.
- Before beginning to answer a question, its Serial Number must be written.
- Don't leave blank page/pages in your answer book.
- Except answer book, no extra sheet will be given, write to the point and do not strike the written answer.
- Candidate must write their Roll No on the question paper.
- Before answering the questions, ensure that you have been supplied the correct and complete question paper, not claim in this regard, will be entertained after examination.

General Instruction:-

i. All questions are compulsory.
ii. Write the correct option in objective type questions.
iii. Marks of each question are indicated against it.
iv. The question paper contains 4 sections - A, B, C and D. v. Section A Contains Multiple choice questions.

(Section – A) **1x21=21**

Q.1 Entrepreneur is a person who:
a. conceives the ides to start a business
b. earn income for himself
c. both a and b
d. none of the above

Q2. Patent is generally related to:

a. Inventions

b. Original exclusive literacy work

c. Both a and b

d. None of the above

Q3. Given below are the factors necessary for developing a successful idea. Identify the correct combination from the following options.

a. Skills and Knowledge
b. Trend and demand
c. Skills, knowledge and competencies
d. Trend, demand and change

Q4. Who plays a very vital role as a financial intermediary?

a.Primary market

b. Capital market

c. Stock market

d. Securities and Exchange Board of India

Q5. Which of the following is not a component of product mix?

a.Branding

b. Labelling

c. Packing

d. Promotion

Q6. The Entrepreneurs have an option to brand their product alpha numerically as it signifies ______.

a. Chemical characteristics
b. Physical characteristics
c. Neutral characteristics
d. Mathematical characteristics

Q7. Motivation is a :

a. Psychological situation
b. Economic situation
c. Legal situation
d. Social situation

Q8. Gross working capital means:

a. Sum total of all assets
b. Sum total of all fixed assets
c. Sum total of all current assets
d. Current assets minus current liabilities

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Q9. How many whole time members are nominated by the union government of India to SEBI? a. 2
b. 3
c. 4
d. 6

Q10. Which of the following is not a component of product mix? a. Branding
b. Labelling
c. Packaging
d. Promotion

Q11. Entrepreneur acts as: a. A worker
b. An owner
c. A worker as well as an owner
d. A middleman

Q12. Economic policies determine the" a. Type of business
b. Direction and quantity of a business

c. Direction of business
d. Size of business

Q13. When a private company takes over a public company, it is called as: a. Friendly acquisition
b. Basic flip acquisition
c. Reverse acquisition
d. Hostile acquisition

Q14. Who plays a very vital role as a financial intermediary? a. Primary market
b. Capital market
c. Stock marker
d. SEBI

Q15. Raghav sells an air purifier for Rs. 2100. If the purchase price of the product is 80% of its selling price the profit earned by Raghav is: a. Rs. 1700
b. Rs. 1680
c. Rs. 420
d. Rs. 400

Q.16 Weights and measures act is a :

a. Economic factor

b. Political factor

c. Legal factor

d. Social factor

Q17. Given below are the factors necessary for developing a successful idea. Identify the correct combination form the following options:

a. Skill and knowledge
b. Trends and demands
c. Skills, knowledge and competencies
d. Trends, demand and change

Q18. -------------- feature of partnership states that any partner can act on the behalf of the firm.

Q19. Labour policies are ------------- factor.

Q20. Define innovation.

Q21. Define OPC.

(Section – B)

2x6 = 12

Q22. How does social environment effect the business?

OR

What do you mean by Business opportunity?

Q23. What do you mean by Trend Spotting?

Q24. Write any two differences between partnership and company?

Q25. What do you mean by skimming or Creaming pricing?

OR

Write the types of Franchising?

Q26. What do you mean by inventory control?

Q27. Define Angel Investor?

(Section – C)

3x4 = 12

Q28. Why organization make a business plan?

Q29. Explain any three importance of sales promotion?

OR

Write short note on vendor management?

Q30. Write any three features of partnership?

Q31. What do you mean by Net working capital? Give examples of current assets? OR

Write any three methods of floatation of securities in primary market?

(Section – D)

5x3 = 15

Q32. Explain the steps of creativity process?

OR

What is the need for a business plan. Elaborate on various formats in presenting a business plan to prospective investors?

Q33. What do you mean by Negotiation?

Explain methods of Negotiations.

OR

Franchising is advantageous for both franchisor and franchisee. Explain five advantages of franchising for franchisee?

Q34. Define stock exchange. Explain various functions of stock exchange?

OR

Explain the factor affecting working capital?