

DESIGN

QUESTION PAPER

Subject : Entrepreneurship
Paper : Annual or Supplementary
Class : 12th Year 2018-19
Time : 3 Hrs.
Marks : 60

1. Weightage to Objectives:

Objective	K	U	A	S	Total
Percentage of marks	45	35	20	-	100
Marks	27	21	12	-	60

2. Weightage to Form of Questions:

Forms of Questions	E	SA	VSA	O/Map	Total
No. of Questions	3	5	5	12	25
Marks Allotted	18	20	10	12	60
Estimated Time	55	60	35	30	180

3. Weightage to Content:

	<u>Units/Sub-Units</u>	<u>Marks</u>
1.	Unit-I Entrepreneurial opportunities and Enterprise creation	17
	a. Sensing Entrepreneurial Opportunities	
	b. Scanning of Environment	
	c. Market Assessment	
	d. Identification of Entrepreneurial Opportunities	
	e. Selection of Enterprise	
	f. Steps in setting up of an enterprise	
2.	Unit-II Enterprise Planning and Resources:	18
	a. Business planning (Preparation of project report	
	b. Resource Assessment (Financial and Non Financial)	
	c. Fixed and working capital requirements	
	d. Mobilizing resources (sources and means of funds)	
	e. Organizing/Production of Goods and services	
3.	Unit-III Enterprise Management:	25
	a. General management Basic Management Functions	
	b. Managing Market	
	c. Managing Finance	
	d. Determination of Cost, Income, Calculation of profit of loss	
	e. Managing Growth and sustenance	
	f. Entrepreneurial Discipline	
	g. Consumers concern, Adherence to contract of credit	
	Total	60

4. Scheme of Sections : X X X X
5. Scheme of Options : Internal Choice in long answer question i.e. essay type in two questions.
6. Difficulty level : Difficult : 10 % marks
 Average : 50 % marks
 Easy : 40 % marks

Abbreviations: K (Knowledge), U (Understanding), A (Application), S (Skill), E (Essay Type), SA(Short Answer Type), VSA (Very Short Answer Type), O (Objective Type)