1. An individual who starts, creates and manages a new business can be called
   ________.
   A. A leader
   B. A manager
   C. A professional
   D. An entrepreneur
   ANSWER: D

2. Trademarks relate to ________.
   A. Practice and knowledge acquired through experience
   B. The protection of proprietary information of commercial value
   C. The right to reproduce one's own original work
   D. Brand identity
   ANSWER: D

3. Which could provide an individual with the motivation to start a new business venture?
   A. The financial rewards.
   B. A desire to be independent.
   C. Risk taking
   D. All the above.
   ANSWER: D

4. Which of the following factors should not be included in PESTLE analysis?
   A. Government re-cycling policy.
   B. Proposed reduction in interest rates.
   C. Competitor activity.
   D. Demographic changes.
   ANSWER: C

5. Which industrial sector promotes small-scale businesses and
   Entrepreneurship, and has lower barriers to market entry?
   A. Service.
   B. Manufacturing.
   C. Distribution.
   D. Agriculture.
6. Why are small businesses important to a country's economy?
   A. They give an outlet for entrepreneurs.
   B. They can provide specialist support to larger companies.
   C. They can be innovators of new products.
   D. All the above.
   ANSWER: D

7. A business arrangement where one party allows another party to use a business name and sell its products or services is known as________.
   A. A cooperative.
   B. A franchise.
   C. An owner-manager business.
   D. A limited company.
   ANSWER: B

8. Which of the following is the reason for business failure __________.
   A. Lack of market research.
   B. Poor financial control.
   C. Poor management.
   D. All the above.
   ANSWER: D

9. The use of informal networks by entrepreneurs to gather information is known as ________.
   A. Secondary research.
   B. Entrepreneurial networking.
   C. Informal parameters.
   D. Marketing
   ANSWER: B

10. Good sources of information for an entrepreneur about competitors can be obtained from_________.
    A. Websites.
    B. Product information leaflets.
    C. Company reports and published accounts.
    D. All the above.
    ANSWER: D

11. A new venture's business plan is important because ________.
    A. It helps to persuade others to commit funding to the venture.
    B. Can help demonstrate the viability of the venture.
    C. Provides a guide for business activities by defining objectives.
    D. All the above.
    ANSWER: D

12. Primary data is__________.
    A. the most important data.
B. the data that is collected first.
C. new data specifically collected for a project.
D. data that is collected second.
ANSWER: C

13. Innovation can best be defined as________.
   A. the generation of new ideas.
   B. the evolution of new ideas.
   C. the opposite of creativity.
   D. the successful exploitation of new ideas.
ANSWER: D

14. Which of these statements best describes the context for entrepreneurship?
   A. Entrepreneurship takes place in small businesses.
   B. Entrepreneurship takes place in large businesses.
   C. Entrepreneurship takes place in a wide variety of contexts.
   D. Entrepreneurship does not take place in social enterprises.
ANSWER: C

15. Entrepreneurs are motivated by ________.
   A. money.
   B. personal values.
   C. pull influences.
   D. All the above.
ANSWER: D

16. Which of the following are described as one of the Big Five personality traits?
   A. tolerance of others.
   B. need for achievement.
   C. propensity to leadership.
   D. locus of control.
ANSWER: B

17. Which of the following is least likely to influence the timing of new business births?
   A. Government policies.
   B. Profitability.
   C. Consumer expenditure.
   D. Weather conditions.
ANSWER: D

18. Which of the following statements is false?
   A. Market segmentation is a useful process for small businesses to undertake.
   B. Selling is essentially a matching process.
   C. A benefit is the value of a product feature to a customer.
   D. It is a good idea for small businesses to compete solely on price.
ANSWER: D

19. The purpose of all good small business strategy is__________.
20. Which of the following is a recognized disadvantage of setting up as a start-up as compared with other routes to market entry?
   A. less satisfaction of the owners.
   B. less help from various agencies.
   C. there are more funds required.
   D. there is a high failure rate.
   ANSWER: D

21. Someone legally appointed to resolve the financial difficulties of an insolvent firm is called__________.
   A. an administrator.
   B. a predator.
   C. an auditor.
   D. a turnaround consultant.
   ANSWER: A

22. Goods or services reach the market place through ________.
   A. marketing channels.
   B. multilevel pyramids.
   C. monopolies.
   D. multiplication.
   ANSWER: A

23. To provide financial assistance to entrepreneurs the government has set up a number of__________.
   A. financial advisors.
   B. financial intermediaries.
   C. Industrial estates.
   D. financial institutions.
   ANSWER: D

24. State Industrial corporations engage in the development of__________.
   A. industrial estates.
   B. institutional estates.
   C. individual investors.
   D. agricultural entrepreneurs.
   ANSWER: A

25. ________ is the first development bank of the country.
   A. ICICI.
   B. IDBI.
   C. SFC.
26. IFCI stands for ____________.  
   A. Industrial finance corporation of India.  
   B. Institutional finance corporation of India.  
   C. Industrial funding corporation of India.  
   D. Indian finance corporation and institution.  
   ANSWER: A

27. IFCI has been converted into a __________.  
   A. joint stock company.  
   B. co-operative society.  
   C. partnership firm.  
   D. sole proprietorship.  
   ANSWER: A

28. SIDBI was set up as a subsidiary of __________.  
   A. IDBI.  
   B. IFCI.  
   C. ICICI.  
   D. SFC.  
   ANSWER: A

29. Which of the following is a function of SIDBI?  
   A. Extension of seed capital.  
   B. Discounting of bills.  
   C. Providing factoring services.  
   D. All of the above.  
   ANSWER: D

30. SFC is prohibited from granting financial assistance to any company whose aggregate paid up capital exceed __________.  
   A. 1 crore.  
   B. 1.5 crores.  
   C. 2 crores.  
   D. 2.5 crores.  
   ANSWER: A

31. SIPCOT's financial assistance is in the form of __________.  
   A. term loan.  
   B. seed capital scheme.  
   C. underwriting the capital issues.  
   D. All of the above.  
   ANSWER: D

32. The business development department of SIPCOT guides entrepreneurs in ______.  
   A. applying for licences.
B. approval on collaboration.
C. allocation of scarce raw materials.
D. All the above.
ANSWER: D

33. TIIC is sponsored by the__________.
   A. Government of Karnataka.
   B. Government of Andhra Pradesh.
   C. Government of Kerala.
   D. Government of Tamil Nadu.
   ANSWER: D

34. In backward areas, term loans for expansion or setting up a new unit are available at
   ____________
   A. concessional terms.
   B. differential terms.
   C. standard terms.
   D. specific terms.
   ANSWER: A

35. A commercial banker would prefer a ____________ debt-equity ratio over the years as it indicates financial strength of a unit.
   A. Declining.
   B. Increasing.
   C. Stable.
   D. Fluctuating.
   ANSWER: A

36. EDPs course contents contains ____________.
   A. General introduction to entrepreneurs.
   B. Motivation training.
   C. Managerial skills.
   D. All the above.
   ANSWER: D

37. Entrepreneurial Guidance Bureau(EGB) was set up by__________.
   A. SISI.
   B. SIPCOT.
   C. IIC.
   D. SIDCO.
   ANSWER: C

38. ____________ can be defined as a specifically evolved work plan designed to achieve a specific objective within a specific period of time
   A. Idea generation.
   B. Opportunity Scanning.
   C. Project.
   D. Strategy.
39. Large investment is made in fixed assets, the project will be termed as __________.
   A. Capital Intensive.
   B. Labour Intensive.
   C. Product Intensive.
   D. Market Intensive.
   ANSWER: A

40. PERT stands for __________.
   A. Programme Evaluation and Research Techniques.
   B. Project Evaluation and Review Techniques.
   C. Programme Evaluation and Review Techniques.
   D. Project Evaluation and Research Techniques.
   ANSWER: C

41. __________ is used to accomplish the project economically in the minimum available time with limited resources
   A. Project Scheduling.
   B. Network Analysis.
   C. Budget Analysis.
   D. Critical Planning.
   ANSWER: A

42. __________ is a form of financing especially for funding high technology, high risk and perceived high reward projects
   A. Fixed capital.
   B. Current capital.
   C. Seed capital.
   D. Venture capital.
   ANSWER: D

43. In ________, machines and equipments are arranged in the order or sequence in which they are to be used for manufacturing the product
   A. Factory Layout.
   B. Product Layout.
   C. Process Layout.
   D. Combined Layout.
   ANSWER: B

44. The term __________ denotes bonus or financial aid which is given by a government to an industry to help it compete with other units
   A. Incentive.
   B. Subsidy.
   C. Bounty.
   D. Concession.
   ANSWER: C
45. The granting of cash subsidy on the capital investment is called __________.
   A. Concessional finance.
   B. Quantum of Subsidy.
   C. Interest Subsidy.
   D. Central Investment Subsidy.
   ANSWER: D

46. New Small Scale industries are exempted from the payment of income tax under section 80J is called __________
   A. Development Rebate.
   B. Investment Allowance.
   C. Rehabilitation Allowance.
   D. Tax Holiday
   ANSWER: B

47. __________ is primarily concerned with the identification of the project demand potential and the selection of the optimal technology.
   A. Techno-economic analysis.
   B. Feasibility analysis.
   C. Input analysis.
   D. Financial analysis.
   ANSWER: A

48. __________ refers to some action which is a time consuming effort necessary to complete a specific event.
   A. A Network.
   B. An Activity.
   C. An Event.
   D. A Node.
   ANSWER: B

49. __________ is a graphical representation of the various activity and event relating to a project.
   A. Network analysis.
   B. Scheduling technique.
   C. Logical Model.
   D. Network Diagram
   ANSWER: D

50. Activities which must be finished before a given event can occur are termed as __________.
   A. Preceeding Activities.
   B. Succeeding Activities
   C. Concurrent Activities
   D. Dummy Activities.
   ANSWER: A

51. Activities which can be accomplished simultaneously are termed as __________.
   A. Preceeding Activities.
B. Succeeding Activities.
C. Concurrent Activities
D. Dummy Activities.
ANSWER: C

52. EST stands for ____________.
   A. Earliest Start Time.
   B. Event Start Time.
   C. Effective Start Time.
   D. Essential Start Time.
   ANSWER: A

53. Additional time which a non-critical activity can consume without increasing the project duration is called ____________.
   A. Total Float.
   B. Free Float
   C. Independent Float.
   D. Dependant Float
   ANSWER: A

54. _____________ is an event-oriented approach.
   A. CPM.
   B. GERT.
   C. PERT.
   D. WASP.
   ANSWER: C

55. _____________ is an activity-oriented approach.
   A. CPM
   B. PERT
   C. GERT
   D. WASP
   ANSWER: A

56. ____________ is the analysis of costs and benefits of a proposed project with the goal of assuming a rational allocation of limited funds.
   A. Project formulation.
   B. Project evaluation.
   C. Project appraisal.
   D. Project Design.
   ANSWER: C

57. ____________ may be defined as the excess of present value of project cash inflows over that of out flows.
   A. Net present value technique.
   B. Average rate of return.
   C. Benefit-Cost ratio.
   D. Internal rate of return
58. Decisions taken by an entrepreneur on behalf of his enterprise are known as _________.
   A. Organizational decisions.
   B. Personal decisions.
   C. Routine decisions.
   D. Strategic decisions
   ANSWER: A

59. Decisions which are concerned with policy matters and exercise fundamental influence on
the objectives of the organization are called as___________.
   A. Organizational decisions.
   B. Personal decisions.
   C. Routine decisions.
   D. Strategic decisions.
   ANSWER: D

60. ________________ is a problem -solving technique designed to produce numerous ideas
   in a short period
   A. Synectics.
   B. Delphi technique.
   C. Brain storming.
   D. Nominal group technique.
   ANSWER: C

61. ________________ is the systematic development of a project idea for the
   eventual purpose of arriving at an investment decision.
   A. Project identification.
   B. Project formulation.
   C. Project feasibility.
   D. Project evaluation.
   ANSWER: B

62. The process of preparing an inventory of skills needed for effective implementation of
   the project is called as ____________.
   A. Economic viability.
   B. Financial feasibility.
   C. Technical feasibility.
   D. Managerial competence.
   ANSWER: D

63. ________________ implies the availability or otherwise of plant and machinery and
   technical know how to produce the product.
   A. Economic viability.
   B. Financial feasibility.
   C. Technical feasibility.
   D. Managerial competence
   ANSWER: C
64. CPM stands for___________.  
   A. Continuous Path Method.  
   B. Clear Path Method.  
   C. Critical Path Method.  
   D. Critical Probabilistic Method.  
   ANSWER: C

65. ____________ is granted to small scale units under section 33B of the Income tax act, 1961.  
   A. Depreciation Allowance.  
   B. Development Debate.  
   C. Investment Allowance.  
   D. Rehabilitation Allowance.  
   ANSWER: D

66. DGTD stands for ___________.  
   A. Directorate General of Technical Development.  
   B. District General of Technical Development.  
   C. District General of Taxation Deduction.  
   D. Directorate General of Taxation Deduction.  
   ANSWER: A

67. A provisional SSI registration certificate is valid for a period of ___________.  
   A. four Years.  
   B. three Years.  
   C. two Years.  
   D. one year.  
   ANSWER: D

68. National Alliance of Young Entrepreneurs (NAYE) Sponsored an  
   Entrepreneurial Development scheme with Bank of India in_______________.  
   A. January 1920.  
   B. August 1920.  
   C. January 1972.  
   D. August 1972.  
   ANSWER: D

69. Which of the following is not one of the 4 Ms?  
   A. motivation.  
   B. management.  
   C. materials.  
   D. money.  
   ANSWER: C

70. Which of the list below does not form Intellectual Property?  
   A. Trade marks.  
   B. Patents.
C. Tangible assets.
D. Copyright.
ANSWER: C

71. The 'T' in a PESTLE analysis refers to ___________.
   A. Time.
   B. Technology.
   C. Training.
   D. Talent.
   ANSWER: B

72. A business arrangement where one party allows another party to use a business Name and sell its products or services is known as__________.
   A. A cooperative.
   B. A franchise.
   C. An owner-manager business.
   D. A limited company.
   ANSWER: B

73. What is the role of a Business Angel?
   A. To provide small business advice.
   B. To provide capital for business development in exchange for a stake in the Business ownership.
   C. To set up a franchise business.
   D. To assist an entrepreneur to open a lifestyle business.
   ANSWER: B

74. A key aspect of the financial section of the business plan is __________. 
   A. A statement of management skills.
   B. A realistic sales forecast.
   C. Production capacity.
   D. A description of competitors.
   ANSWER: B

75. Which one of the following describes unemployment?
   A. The number of people who voluntarily choose not to work.
   B. The number of people who are jobless and are actively seeking work.
   C. The number of people who are not actively seeking work.
   D. The number of people actively seeking work who find work.
   ANSWER: B

76. Idea of new product is tested in potential consumers to determine consumer acceptance at _________ stage.
   A. Concept.
   B. Product development.
   C. Test marketing.
   D. Commercialization.
   ANSWER: C
77. Which one of the following is not considered as one of the building blocks of the model entrepreneur?
   A. technical skills.
   B. management competencies.
   C. business awareness.
   D. personal attributes.
   ANSWER: C

78. Which of the following factors does the macro-environment not include?
   A. political and regulatory factors.
   B. customer needs in a given market.
   C. social and demographic factors.
   D. technological changes.
   ANSWER: B

79. Which of the following statements is false? Electronic commerce:
   A. can allow new ventures to compete on more or less equal terms with large firms.
   B. can lead to small businesses having reduced contact with its customers.
   C. is rarely used in small businesses.
   D. is used in many different industries and markets.
   ANSWER: C

80. Strategic entrepreneurial marketing has been summarised as the 4Is: identification of target markets, interactive marketing methods, informal intelligence gathering and what is the fourth?
   A. independence.
   B. instructiveness.
   C. innovation.
   D. internet.
   ANSWER: C

81. An entrepreneur who owns more than one business at a time is called ________.
   A. an intrapreneur.
   B. a corporate entrepreneur.
   C. a portfolio entrepreneur.
   D. None of the above.
   ANSWER: C

82. Industries producing complete articles for direct consumption & also processing industries is called as______________.
   A. Manufacturing industries.
   B. Feeder Industries.
   C. Service Industries.
   D. Mining or Quarrying.
   ANSWER: A

83. _____________ is primarily concerned with the identification, qualification and evaluation of the project resources.
A. Techno-economic analysis.
B. Feasibility analysis.
C. Input analysis.
D. Financial analysis.
ANSWER: B

84. LOB stands for ____________.
   A. Line of Business.
   B. Line of Balance.
   C. Loss of Business.
   D. Loss of Balance
ANSWER: B

85. Underestimation of project cost leads to ____________.
   A. Time under run.
   B. Cost under run
   C. Time over run.
   D. Cost over run
ANSWER: D

86. New entrepreneurs entering the field of medium industry for the first time can have market studies with the subsidiary of ____________.
   A. 75% of the cost or Rs.15000 whichever is less.
   B. 75% of the cost or Rs.15000 whichever is high
   C. 50% of the cost or Rs.15000 whichever is less.
   D. 50% of the cost or Rs.15000 whichever is high
ANSWER: A

87. Decisions which are concerned with policy matters and exercise fundamental influence on the objectives of the organization are called as__________.
   A. Organizational decisions.
   B. Personal decisions.
   C. Routine decisions.
   D. Strategic decisions.
ANSWER: D

88. Section 80 HHB provides for a deduction of ________________ of profits and gains earned by a resident Indian company.
   A. 65%.
   B. 60%.
   C. 55%.
   D. 50%
ANSWER: D

89. Decisions which are non-repetitive and novel nature and required to solve unstructured problem is called as ____________.
   A. Programmed decisions.
   B. Non-programmed decisions.
C. Routine decisions.
D. Strategic decisions.

ANSWER: B

90. The application for registration of a small scale unit should be submitted to the _______.
   A. General manager, DIC.
   B. Director, DIC.
   C. General manager. NSIC.
   D. Director, NSIC.

ANSWER: A

91. The type of diversification in which the company adds complementary to the existing product or service line is ___________.
   A. conglomerate diversification.
   B. horizontal integration.
   C. vertical integration.
   D. concentric integration.

ANSWER: C

92. Which of the following is not an aspect of appraisal of term loans by commercial banks?
   A. Financial feasibility.
   B. Technical feasibility.
   C. Economic feasibility.
   D. Societal feasibility.

ANSWER: D

93. The type of diversification in which the company adds up same type of products at the same level of production is ____________.
   A. conglomerate diversification.
   B. horizontal integration.
   C. vertical integration.
   D. concentric integration.

ANSWER: B

94. When a firm enters into some business which is related with its present business in terms of technology, marketing or both it is called as ______________.
   A. conglomerate diversification.
   B. horizontal integration.
   C. vertical integration.
   D. concentric integration.

ANSWER: D

95. When a firm enters into business which is unrelated to its existing business both in terms of technology and marketing ______________.
   A. conglomerate diversification.
   B. horizontal integration.
   C. vertical integration.
   D. concentric integration.
96. District Industries Centres are located ____________.
   A. in each district.
   B. in each state.
   C. only in selected districts.
   D. only in selected states.
   ANSWER: A

97. The purpose of soft loan scheme is to encourage units to undertake ____________.
   A. modernization of plant and machinery.
   B. replacement of plant and machinery.
   C. renovation of plant and machinery.
   D. all the above
   ANSWER: D

98. Seed capital assistance ____________.
   A. a long-term assistance.
   B. initial assistance
   C. a help for the purchase of seeds.
   D. a short-term assistance.
   ANSWER: B

99. EXIM bank is a ____________.
   A. State-level institution.
   B. Regional-level institution.
   C. All India institution.
   D. International institution.
   ANSWER: C

100. DIC is headed by General Manager in the rank of ____________.
     A. Joint Director of industries.
     B. Assistant Director of industries.
     C. Non-departmental officer.
     D. Departmental officer.
     ANSWER: A

101. Institutional agencies grant financial assistance to small scale industries for ____________.
     A. participation in equity capital only.
     B. acquisition of fixed assets.
     C. working capital assistance.
     D. all of the above.
     ANSWER: D

102. Under section 80J of the income tax act, 1961, small-scale industries are exempted from the payment of income tax on their profits at ____________.
     A. 6% p.a.
     B. 6% p.m.
C. 5% p.a.
D. 5% p.a.

ANSWER: A

103. The policy which stressed the role of cottage and small-scale industries for balanced industrial development of the country is ___________.
   A. IPR 1940.
   B. IPR 1948.
   C. IPR 1956.
   D. IPR 1977.

ANSWER: B

104. The policy which emphasized the need of promoting small-scale industries through integrated industrial development is ___________.
   A. IPR 1948.
   B. IPR 1956.
   C. IPR 1977.
   D. IPR 1980.

ANSWER: C

105. The small scale unit wishing to export has to obtain exporters code number from ___________.
   A. The Reserve Bank of India.
   B. The Central Bank of India.
   C. Any Regional Bank.
   D. Any International Bank.

ANSWER: A

106. The expenses incurred on the setting up of the enterprise are called as ___________.
   A. Cost of financing.
   B. Cost of promotion.
   C. Cost of fixed assets.
   D. Cost of current assets.

ANSWER: B

107. Over-capitalization arises due to ___________.
   A. excess of assets over the liabilities.
   B. excess of liabilities over the assets.
   C. actual earnings are lower than the expected earnings.
   D. actual earnings are higher than the expected earnings.

ANSWER: C

108. Under-capitalization arises due to ___________.
   A. excess of assets over the liabilities.
   B. excess of liabilities over the assets.
   C. actual capitalization is higher than the proper capitalization.
   D. actual capitalization is lower than the proper capitalization.

ANSWER: D
109. Which of the following leads to over-capitalization?
   A. acquiring fixed assets on excessive amounts.
   B. under-estimation of initial rate of earnings.
   C. using lower-rate of capitalization.
   D. under estimation of required funds.
   ANSWER: A

110. Which of the following leads to under-capitalization?
   A. raising of more money by issue of shares.
   B. acquiring fixed assets on excessive amounts.
   C. over-estimation of earnings for enterprise.
   D. under-estimation of initial rate of earnings.
   ANSWER: D

111. Business means ________.
   A. Commerce.
   B. industry and commerce.
   C. trade and commerce.
   D. selling and buying of goods.
   ANSWER: B

112. A valid definition of a business purpose is to ______.
   A. create a customer.
   B. maximize profits.
   C. serve the society.
   D. increase the wealth of the firm.
   ANSWER: B

113. Reserve bank of India is a/an ________.
   A. statutory corporation.
   B. company limited by guarantee.
   C. company limited by shares.
   D. unlimited company.
   ANSWER: A

114. A public corporation means _____.
   A. public company.
   B. government company.
   C. statutory corporation.
   D. department of union government
   ANSWER: C

115. Promoter is a person who ________.
   A. takes part in the incorporation of a company .
   B. is a director.
   C. is a relative of the managing director.
   D. works to publicity to the company.
116. The term Capitalization is used in relation to ______.
   A. sole-proprietorship.
   B. Partnership.
   C. joint stock companies.
   D. co-operative societies
   ANSWER: C

117. Which of the following sources is not use for medium term financing?
   A. Issue of equity shares.
   B. Issue of debentures.
   C. Term loans from banks.
   D. Sale of current asset.
   ANSWER: A

118. Which of the following securities proves a burden on finances of the company, when company is not earning profits?
   A. Equity shares.
   B. Preference shares.
   C. Redeemable preference shares.
   D. Debentures.
   ANSWER: D

119. Investment in which of the following is most risky?
   A. Equity shares.
   B. Preference shares.
   C. Debentures.
   D. Land.
   ANSWER: C

120. A project, which may not add to the existing profits, should be financed by ________
   A. debentures.
   B. preference share capital.
   C. equity capital.
   D. public deposits.
   ANSWER: A

121. Business risks can be ______.
   A. avoided.
   B. reduced.
   C. ignored.
   D. erased.
   ANSWER: B

122. O & M refers to ____________
   A. overall efficiency of business.
   B. efficiency of office and administrative work.
C. office work measurement.
D. office and management study.

ANSWER: D

123. The oldest form of business organization is ______.
   A. Partnership.
   B. sole proprietorship.
   C. joint stock company.
   D. co-operative undertaking.

ANSWER: B

124. Memorandum of association of a firm contains ________.
   A. rules regarding the internal management of the company.
   B. rules regarding the constitution and activities of the company.
   C. rules regarding the external management.
   D. rules regarding the constitution.

ANSWER: B

125. A Company is called an artificial person because ______.
   A. it does not have the shape of a natural person.
   B. it cannot be used in the court of law.
   C. it is invisible and intangible.
   D. it exists only in contemplation of law.

ANSWER: C

126. The charter of a company is its ________.
   A. prospectus.
   B. statement lieu of prospectus.
   C. memorandum of association.
   D. articles of association.

ANSWER: A

127. A person owning and running a small firm, is known as ________.
   A. A manager-owner.
   B. An owner-manager.
   C. A professional adapter.
   D. An enterprise worker.

ANSWER: B

128. Which of the following is a characteristic typical of ________? Most entrepreneurs
   A. Choose high risk ventures.
   B. Choose low risk ventures.
   C. Choose moderate (or calculated) risk ventures.
   D. Choose no risk ventures.

ANSWER: C

129. The UK government has implemented a number of policies to encourage Entrepreneurship in schools. One such initiative is ________.
A. Young Enterprise.
B. Youth venture.
C. Young Business.
D. Young Initiative.
ANSWER: A

130. One of the disadvantages of a franchise business for a franchisee is ________.
   A. Lack of independence.
   B. Franchise businesses typically have a high failure rate.
   C. Lack of brand identity.
   D. Training is not normally provided by the franchisor.
ANSWER: A

131. The Markets and Competitors section of a business plan should contain ____________.
   A. A statement of the target market.
   B. The size of each market segment.
   C. The key characteristics of buyers in each business segment.
   D. All the above.
ANSWER: D

132. As a new company grows, the entrepreneur will need to ________.
   A. be responsive to changes in the market.
   B. ensure financial controls are maintained.
   C. build a management team.
   D. all the above.
ANSWER: D

133. An entrepreneur into the hosiery business found out the reason his hosiery was not selling was due to its color. What could be the best source of this information?
   A. Supplier.
   B. Retailer.
   C. Competition.
   D. Government bureau.
ANSWER: B

134. Entrepreneurship can best be described as ________.
   A. a process that requires setting up a business.
   B. taking a significant risk in a business context.
   C. having a strong vision.
   D. a process involving innovation, new products or services, and value creation.
ANSWER: D

135. ____________, which is included in the project cost, is estimated on the basis of the year when the enterprise breaks even.
   A. working capital
   B. cost of capital
   C. cost of production
   D. cost of equity
136. The minimum amount of—irrespective of such private participation, could be specified at a minimum 17.5 per cent of project costs by lending institutions.
   A. bank loans
   B. promotors contribution
   C. fixed capital
   D. working capital
   ANSWER: B

137. ________ set up for the purpose of financing, facilitating, and promoting foreign trade of India.
   A. Repco bank
   B. SBI
   C. EXIM bank
   D. HDFC
   ANSWER: C

138. Which of the following is not considered to be a characteristic of a project?
   A. An established objective
   B. Complex tasks
   C. A clear beginning and end
   D. Only for internal use
   ANSWER: D

139. Project management is ideally suited for a business environment requiring all of the following except ________.
   A. Flexibility
   B. Innovation
   C. speed
   D. Repetability
   ANSWER: D

140. Integration of project management with the organization takes place with the ________________.
   A. master budjet
   B. strategic plan
   C. Process of managing actual projects
   D. both b and c
   ANSWER: D

141. The content of the final report typically includes the following topics __________.
   A. Executive summary
   B. review and analysis
   C. recommendations
   D. If all the above are correct.
   ANSWER: D
142. Project mission and objectives, procedures and systems used, and organization resources used typically appear in the _____ section of the final project report.
   A. Analysis
   B. Recommendation
   C. lessons learned
   D. financial feasibility
   ANSWER: A

143. what are the components of then project report _______.
   A. requirement of funds
   B. location
   C. manpower
   D. all the above
   ANSWER: D

144. market potential of the project report includes _______.
   A. demand and supply conditions
   B. market strategy
   C. after sales service
   D. all the above
   ANSWER: D

145. Every entrepreneur should draw an _______ for his project to ensure the timely completion of all activities involved in setting up an enterprise.
   A. cost structure
   B. implementation plan
   C. market structure
   D. production structure
   ANSWER: B

146. ____________ describes the direction, the enterprise is going in, what its goals are, where it wants to be, and how it is going to get there.
   A. project report
   B. technical analysis
   C. market analysis
   D. financial analysis
   ANSWER: A

147. Today, many companies are using managerial techniques that are designed to encourage _________.
   A. increasing profits
   B. legal compliances
   C. Ethical behaviour
   D. shareholders value
   ANSWER: C

148. Entrepreneurial development is the key to achieve all-round __________ through
   A. economic development
   B. increase in profits
   C. shareholders value
   D. business development
   ANSWER: A

149. Swot Analysis is a ____________ tool
   A. Conceptual
B. Modern
C. Scientific
D. Traditional
ANSWER: A

150. NABARD is a Bank for _____________ development
   A. Urban
   B. Agricultural and Rural
   C. Scientific
   D. Agriculture and research
ANSWER: B