



Multiple Choice Questions

1. Which type of entrepreneur introduces new products or processes?
a) Fabian b) Drone c) Innovative d) Imitative
2. Hero MotoCorp is an example of:
a) Corporate Entrepreneur b) Industrial Entrepreneur
c) Agricultural Entrepreneur d) Trading Entrepreneur
3. Who defined values as “beliefs that guide actions and judgment”?
a) Maslow b) McClelland c) Milton Rokeach d) Schumpeter
4. Which core value motivates entrepreneurs to work independently?
a) Respect for work b) Creativity
c) Independence/self-reliance d) Achievement orientation
5. Which entrepreneurial competency helps in overcoming obstacles?
a) Risk-taking b) Persistence c) Information seeking d) Systematic planning
6. Intrapreneurship is best described as:
a) Running a family-owned business b) Entrepreneurial work inside an organisation
c) Copying innovative products d) Buying an existing enterprise
7. Which level of Maslow’s hierarchy is fulfilled when a worker saves to buy food?
a) Social needs b) Esteem needs c) Physiological needs d) Self-actualisation
8. Which entrepreneur type resists change even at a loss?
a) Innovative b) Fabian c) Drone d) Imitative
9. According to McClelland, which need drives people to control and influence others?
a) Achievement b) Affiliation c) Power d) Esteem
10. Which of these is NOT part of ethical entrepreneurship?
a) Producing quality goods b) Avoiding child labour
c) Maximising profit by any means d) Paying fair wages

II. Assertion & Reason (10)

OPTIONS: a) Both true, reason correct

b) Both true, reason incorrect

c) Assertion true, reason false

d) Both false

1. **A:** Innovative entrepreneurs are common in developed nations.
R: They avoid risk and prefer routine work.
2. **A:** Entrepreneurial competencies can be acquired through training.
R: Competencies are only innate and cannot be developed.
3. **A:** Drone entrepreneurs resist change.
R: They are always motivated by government incentives.
4. **A:** Intrapreneurs help retain talented employees.
R: They develop entrepreneurial projects inside organisations.
5. **A:** Maslow's esteem needs include prestige and recognition.
R: Self-actualisation refers to food and water needs.
6. **A:** Milton Rokeach defined values as guiding actions and judgments.
R: Innovation and creativity are one of the core entrepreneurial values.
7. **A:** Persistence is necessary for entrepreneurs.
R: It helps overcome obstacles and roadblocks.
8. **A:** McClelland's affiliation need is desire for teamwork and belonging.
R: Power need refers to security and protection.
9. **A:** Intrapreneurship leads to new product innovations.
R: Google's Gmail originated from an intrapreneurship program.
10. **A:** Ethics in entrepreneurship helps long-term success.
R: Ethical standards are irrelevant to business reputation.

III. Match the Following

COLUMN A	COLUMN B
i. Innovative Entrepreneur	(a) Resists change even at loss
ii. Fabian Entrepreneur	(b) Focus on production techniques
iii. Drone Entrepreneur	(c) Introduces new products
iv. Technical Entrepreneur	(d) Driven by self-fulfillment
v. Spontaneous Entrepreneur	(e) Shy and cautious
i. Systematic Planning	(a) Desire to excel
ii. McClelland's Achievement Need	(b) Food and water
iii. Steve Jobs	(c) Entrepreneur inside organisation
iv. Maslow's Physiological Needs	(d) Organised resource use
v. Intrapreneur	(e) Persistence and quality focus

IV. Real-life Analysing

(Case-based or application questions)

1. **Ratan Tata shifted the Nano plant from Singur to Sanand.** Which competency is shown?
a) Quality Orientation b) Problem Solving c) Independence d) Attitude
2. **Dhirubhai Ambani issued public shares in 1977 to overcome the cash crunch.** Which trait?
a) Risk-taking b) Fabian approach c) Technical skill d) Independence
3. **Google's Gmail originated from employee projects.** What does this show?
a) Trading entrepreneurship b) Intrapreneurship
c) Drone entrepreneurship d) Power motivation
4. **Haathi Chaap paper made from elephant dung** reflects which competency?
a) Persistence b) Problem Solving c) Innovation d) Attitude
5. **An entrepreneur pays a supplier's forgotten bill after 8 months.** Which principle?
a) Profit maximisation b) Business ethics
c) Risk management d) Maslow's needs
6. **Narayana Murthy's Infosys grew rapidly due to commitment to performance.** Which value?
a) Independence b) Quest for outstanding performance
c) Respect for work d) Affiliation need
7. **A 16-year-old boy saves money for education.** Which Maslow need?
a) Esteem b) Physiological c) Self-actualization d) Affiliation
8. **Adobe founders left Xerox because their ideas weren't supported.** Lesson?
a) Intrapreneurship must be encouraged b) Drone entrepreneurship works best
c) Maslow's affiliation need d) Business ethics
9. **A young man starts a coaching centre after failing an IAS interview.** Which value?
a) Respect for work b) Innovation
c) Independence/Ownership d) Power motivation
10. **Steve Jobs focused on eco-friendly packaging of iPhones.** Which trait?
a) Problem solving b) Quality orientation and innovation
c) Affiliation need d) Fabian approach