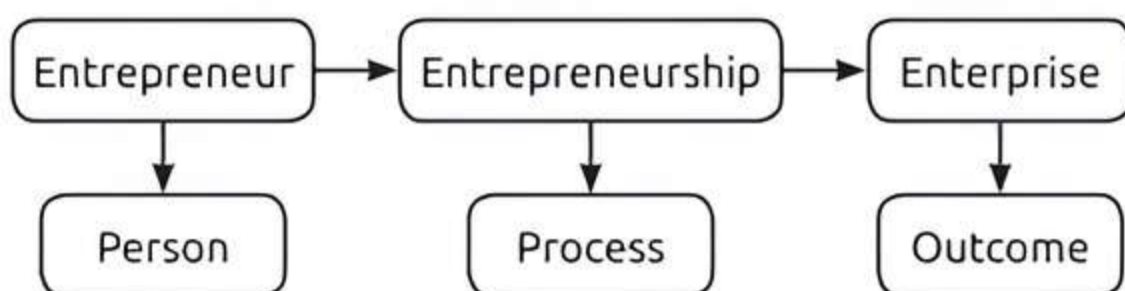


Characteristics of a Successful Entrepreneur

Fastrack« Revision

- ▶ **Entrepreneur:** An entrepreneur is one who establishes one's own business with the intention of making profit, is action-oriented, willing to take risks and is highly motivated, innovative, raises money, provides capital and sets up an organisation/business.
- ▶ **Key Elements of Entrepreneurs:** There are four key elements of entrepreneurs:
 - ▶ **Vision:** To identify new emerging opportunities.
 - ▶ **Innovation:** Creating new ways of doing something or establishing a new business.
 - ▶ **Risk-bearing:** Taking risk and facing uncertainty.
 - ▶ **Organising:** Collection and coordination of necessary and vital resources.
- ▶ **Entrepreneurship:** Entrepreneurship is a process undertaken by the entrepreneur to create incremental value and wealth by discovering new investment opportunities, organising enterprise, undertaking risks and uncertainty and do something new in an effective manner to achieve certain goals.
- ▶ Entrepreneurship is a dynamic activity that helps the entrepreneur to bring changes and innovation in the process of production. Entrepreneurship comes from a French word '**Entreprendre**', which means individuals who are 'undertakers', *i.e.*, those who take the risk of a new enterprise.



- ▶ **Entrepreneurship and Society:** Entrepreneurs are the drivers of society. They contribute to things such as national employment, innovation, society building, community rejuvenation, economic development, etc. They provide opportunities that create social benefits for a community. They contribute to the welfare of society.
- ▶ **How does an Entrepreneur help the Society:** An entrepreneur helps the society in the following ways:
 - ▶ **Donations:** Businessmen donate a lot of money to charity, which is used for the welfare of the downtrodden and poor people and helps them in improving their living conditions.
 - ▶ **Charitable Institutions:** Various educational, medical and vocational training institutions are set-up by business persons to provide the less-privileged with benefits which they normally cannot afford.

- ▶ **Sponsorship:** Some business persons also sponsor candidates for higher education or fund children in an orphanage. In fact, many orphanages, home for the destitute, are backed by these business people.
- ▶ **Welfare Programmes:** Business persons financially contribute to many welfare programmes, like helping the blind, orphans, widows, organising donation camps, etc.
- ▶ **Qualities of an Entrepreneur:** The following are some qualities of an entrepreneur:
 - ▶ **Discipline:** Prosperous entrepreneurs will always focus their energy on making the business work. They will put in their best efforts to eliminate all obstacles which hinder the path of success.
 - ▶ **Confidence:** Successful entrepreneurs are confident enough about their potential and capabilities. They do not have doubts about their success.
 - ▶ **Open Mindedness:** A successful entrepreneur understands the importance of opportunities and knows how to encash them. They are efficient and full of ideas.
 - ▶ **Initiation:** Every successful entrepreneur is an initiator. They know if something has to be done, it has to be. They make the plan and schedule and ensure that it is followed well in order to complete the tasks or projects.
 - ▶ **Competitive:** Entrepreneurs become entrepreneurs because they know that they can handle the job or tasks better than others. The competitive spirit of the entrepreneurs has given birth to the number of companies that we see today.
- ▶ **Functions of an Entrepreneur:** The important functions of an entrepreneur are as follows:
 - ▶ **Innovation:** The basic and the foremost important function of an entrepreneur is innovation. They develop new ideas, technology, and products and create a new market. Innovation may include developing a new product or creating something different from the existing product.
 - ▶ **Risk-taking:** One of the biggest traits and features of entrepreneurs is that they are risk-takers. They are always willing to take risks and bear losses.
 - ▶ **Research:** Entrepreneurs are practical dreamers but they know how to turn their dreams into reality. They do a lot of ground work and research before taking leap in their ventures.

- ▶ **Catalyst of Economic Development:** An entrepreneur plays a vital role in accelerating the rate of economic development of a country by inventing new uses of available resources and maximising their utilisation.
- ▶ **Role and Importance of an Entrepreneur**
 - ▶ **Bringing Economic Growth and Prosperity:** Entrepreneurs bring economic growth and prosperity in the country by generating employment opportunities, creating capital and wealth, increasing per capita income and GDP (Gross Domestic Product), improving quality of life by raising the standard of living and providing economic independence to people.
 - ▶ **Innovators of Economic Growth:** Entrepreneurs play a very crucial role in the economic development of a nation by bringing new ideas, products, techniques, organisations and new markets.
 - ▶ **Increase Productivity with Modern Production Systems:** Entrepreneurs play an important role in increasing productivity by setting up modern production systems. They promote research and development and find new and innovative methods to increase productivity.
- ▶ **Myths about Entrepreneurship:** There are some myths about entrepreneurship which are as follows:
 - ▶ **Entrepreneurs are Born not Made:** The biggest and the most common myth about entrepreneurship is that, entrepreneurship is an inborn skill and cannot be learned. But the truth is that it is a discipline comprising of processes, models and case studies.
 - ▶ **Only Money is Required to be an Entrepreneur:** Finance is important for an enterprise to survive and grow but the most important things required are ideas and passion.
 - ▶ **To be an Entrepreneur, a Great Idea is the only Ingredient:** A good or great idea will remain only an idea unless put into reality appropriately. A proper combination of all the resources including management is required to setup and run an enterprise.
- ▶ **Employment Opportunities for Entrepreneurs:** Some employment opportunities for entrepreneurs are as follows:
 - ▶ Start-ups in a range of industries
 - ▶ Family businesses
 - ▶ Research
 - ▶ Development sector
 - ▶ Contract ventures
 - ▶ Corporate ventures
 - ▶ Technological research and businesses
 - ▶ Independent professional start-ups



Practice Exercise



Multiple Choice Questions

- Q 1. Which of the following statement(s) about entrepreneurs is/are correct?**
- a. The person who setup his/her business is called an entrepreneur.
 - b. The entrepreneur is an individual who takes risks and starts something new.
 - c. The entrepreneur is the one who finds an opportunity and decides to pursue.
 - d. All of the above
- Q 2. What is entrepreneurship?**
- a. Entrepreneurship is a dynamic activity.
 - b. Entrepreneurship is the art of generating innovative ideas.
 - c. Entrepreneurship is primary to rebuilding the economy of a country.
 - d. All of the above.
- Q 3. Which of the following statements about entrepreneurs is incorrect?**
- a. They are innovators.
 - b. They are day dreamers.
 - c. They are confident.
 - d. They have strong work ethics.
- Q 4. What do we call a person who sets up his/her own business?**
- | | |
|-----------------|----------------------|
| a. Manager | b. Board of director |
| c. Entrepreneur | d. Head |
- Q 5. Which of the following is an important role of an entrepreneur?**
- a. Economic development of the nation
 - b. Creating employment
 - c. Increasing productivity
 - d. All of the above
- Q 6. Which of the following is a myth about entrepreneurs?**
- a. Entrepreneurs are born not made.
 - b. Entrepreneurs are risk-takers.
 - c. They are the boss.
 - d. They have to face challenges.
- Q 7. Which one of the following is not true for entrepreneurs?** [CBSE 2023]
- a. They create needs and demands.
 - b. They provide raw materials.
 - c. They do not create jobs.
 - d. They help society by supporting infrastructure development.
- Q 8. Which of the following statement(s) about entrepreneurship is/are incorrect?**
- a. Entrepreneurship is accepted as a career choice by the young.
 - b. There are growth restrictions in Entrepreneurship.
 - c. Entrepreneurship is the most appropriate career option in the present service industry.
 - d. Entrepreneurship helps the entrepreneur to bring changes and innovation in the process of production.



- Q 9. Which of the following is/are the function(s) of an entrepreneur?**
 a. Innovation and risk-taking
 b. Research and development of management skills
 c. Both a. and b.
 d. None of the above
- Q 10. is the type of self-employment where one is running a business to satisfy the needs of people and looking for ways to make the business better.**
 a. Entrepreneurship b. Entrepreneur
 c. Business idea d. Entrepreneurist
- Q 11. Which of the following are the qualities of successful entrepreneurs?**
 a. They are confident
 b. They take responsibility for their actions
 c. They work hard
 d. All of the above
- Q 12. As an entrepreneur, you should be**
 a. creative b. hard-working
 c. decision-maker d. None of these
- Q 13. An entrepreneur do the things as**
 a. others are doing b. different from others
 c. a lazy person d. All of these
- Q 14. are people who work for a person or an organisation and get paid for that work.**
 a. Self-employed b. Wage-employed
 c. Both a. and b. d. None of these
- Q 15. people are those who start businesses to satisfy the needs of people.**
 a. Self-employed b. Wage-employed
 c. Both a. and b. d. None of these
- Q 16. How does an entrepreneur help the society?**
 a. By creating employment
 b. By providing donations
 c. By inventing new technologies and new ways
 d. All of the above
- Q 17. Which of the following is/are the qualities of an entrepreneur?**
 a. Strong communication skills
 b. Highly educated
 c. Caregivers
 d. All of the above
- Q 18. What do entrepreneurs do when they run their business?**
 a. They help in increasing jobs in their area
 b. Helping the people in the society to earn money
 c. Both a. and b.
 d. None of the above
- Q 19. Which of the following is/are qualities of successful entrepreneurs?**
 a. They keep trying new ideas
 b. They are confident
 c. They are creative
 d. All of the above
- Q 20. Which of the following statement(s) about entrepreneurship is/are correct?**
 a. It helps in establishing one's own business
 b. It helps in managing a business
 c. It helps in creating and expanding opportunities
 d. All of the above
- Q 21. Himanshu's customer comes to his store and starts shouting at him. He does not get angry. He listens to what his customer is saying. He is**
 a. hard-working b. confident
 c. patient d. trying new ideas
- Q 22. Priyanka decides to sell her company's tyres in Australia. It does not sell and she has a loss. She apologises to the people who work for her. She says she will plan better next time. She.....**
 a. takes responsibility for your mistakes
 b. thinks before making a decision
 c. does not give up
 d. is creative
- Q 23. Deepak has a diamond factory. He pays his employees on the 1st of every month. He.....**
 a. creates a new product b. manages the business
 c. takes risk d. innovative
- Q 24. Preeti buys bulbs for her business from Delhi. She learns that bulbs are cheaper in Lucknow. So, she decides to start buying bulbs from there. She.....**
 a. makes decisions b. divides income
 c. takes risk d. creates a new product
- Q 25. Rihana has two people who work for her. Every day, she spends one hour with them to learn about what they've done that day. She.....**
 a. creates a new product
 b. divides income
 c. manages the business
 d. takes risk
- Q 26. A self-employed person who is always trying to make his/her business better by taking risks and trying new ideas is called**
 a. Skilled man b. Business man
 c. Entrepreneur d. None of these
- Q 27. Ramya and Ramu both own plant shops. Ramu sits at his shop every day. When customers come, he sells to them. Ramya walks around and gets customers to her shop. She also sells seeds and flowers. Who is entrepreneur out of Ramya and Ramu?**
 a. Ramya b. Ramu
 c. Both a. and b. d. None of these
- Q 28. The money used to start a business is called**
 a. Capital b. Business money
 c. Start-ups d. None of these
- Q 29. Success of entrepreneur depends on**
 a. hard work b. good idea
 c. Both a. and b. d. None of these



- Q 30. Which of the following are misconception about entrepreneur?
 a. Entrepreneurs are born, not made
 b. A person having a big business is an entrepreneur
 c. A person needs a lot of money to start a business
 d. All of the above
- Q 31. A doctor who works for a hospital is a person.
 a. wage-employed b. self-employed
 c. Both a. and b. d. None of these

 **Fill in the Blanks** Type Questions ↘

- Q 32. is a composite of these basic elements i.e., innovation, invention and adaptation.
- Q 33. Entrepreneurship comes from a French word
- Q 34. is affected by economics opportunities and gains as the entrepreneur lives in a society.
- Q 35. One of the biggest traits and features of entrepreneurs is that they are
- Q 36. Entrepreneurs provide that create social benefits for a community.

 **Assertion & Reason** Type Questions ↘

Directions (Q. Nos. 37-42): In the questions given below, there are two statements marked as Assertion (A) and Reason (R). Read the statements and choose the correct option.

- a. Both Assertion (A) and Reason (R) are true and Reason (R) is the correct explanation of Assertion (A).
 b. Both Assertion (A) and Reason (R) are true, but Reason (R) is not the correct explanation of Assertion (A).
 c. Assertion (A) is true, but Reason (R) is false.
 d. Assertion (A) is false, but Reason (R) is true.
- Q 37. **Assertion (A):** An entrepreneur is someone who has an idea and who works to create a product or service that people will buy, by building an organisation to support those sales.
Reason (R): An entrepreneur is the one who brings resources, labour, material and other assets into combination to produce a socially viable product, and also one who introduces change, innovation and new order.
- Q 38. **Assertion (A):** Entrepreneurship is a dynamic activity that helps the entrepreneur to bring changes and innovation in the process of production.
Reason (R): Businessmen donate a lot of money to charity, which is used for the welfare of the downtrodden and poor people and helps them in improving their living conditions.
- Q 39. **Assertion (A):** Business persons financially contribute to many welfare programmes, like helping the blind, orphans, widows, organising

donating camps, etc. They also help by donating items such as blankets, clothes, medicines, etc., in times of crisis or disasters.

Reason (R): Many successful business persons also participate in government activities to promote the well-being of the citizens.

- Q 40. **Assertion (A):** Determination is a skill of using imagination and ideas to create something, new or something unique. Entrepreneurs are full of creativity.
Reason (R): Successful entrepreneurs have strong work ethics. They constantly work for the success of their ventures.
- Q 41. **Assertion (A):** Entrepreneurs have strong communication skills. They know how to influence others with their communication and marketing skills.
Reason (R): Creativity is the most important quality of a successful entrepreneur. They are successful because they do what they love and love what they do.
- Q 42. **Assertion (A):** The basic and the foremost important function of an entrepreneur is risk taking. They develop new ideas, technology, and products and create a new market.
Reason (R): Entrepreneurs are practical dreamers but they know how to turn their dreams into reality. They do a lot of ground work and research before taking leap in their ventures.

Answers

- | | | | | |
|----------------------|---------|---------|------------------|---------|
| 1. (d) | 2. (d) | 3. (b) | 4. (c) | 5. (d) |
| 6. (a) | 7. (c) | 8. (b) | 9. (c) | 10. (a) |
| 11. (d) | 12. (d) | 13. (b) | 14. (b) | 15. (a) |
| 16. (d) | 17. (d) | 18. (c) | 19. (d) | 20. (d) |
| 21. (c) | 22. (a) | 23. (b) | 24. (a) | 25. (c) |
| 26. (c) | 27. (a) | 28. (a) | 29. (c) | 30. (d) |
| 31. (a) | | | | |
| 32. Entrepreneur | | | 33. entrepreneur | |
| 34. Entrepreneurship | | | 35. risk-takers | |
| 36. opportunities | | | | |
| 37. (b) | 38. (b) | 39. (b) | 40. (d) | 41. (c) |
| 42. (d) | | | | |

 **Very Short Answer** Type Questions ↘

- Q 1. **What is an enterprise?**
Ans. A business unit setup by an entrepreneur to support sales is known as an enterprise.
- Q 2. **What is entrepreneurship?**
Ans. Entrepreneurship is a dynamic activity that helps the entrepreneur to bring changes and innovation in the process of production. Entrepreneurship comes from a French word 'Entreprendre', which means individuals who are 'undertakers', i.e., those who take the risk of a new enterprise.

Q 3. Explain how entrepreneurs and society are interconnected.

Ans. Entrepreneurs are the drivers of society. They contribute to things such as national employment, innovation, society building, community rejuvenation, economic development, etc. They provide opportunities that create social benefits for a community. They contribute to the welfare of society.

Q 4. List any four important functions of an entrepreneur.

Ans. Four important functions of an entrepreneur are:

- (i) Innovation
- (ii) Risk-taking
- (iii) Research
- (iv) Catalyst of economic development

Q 5. Mention the function of an entrepreneur in establishing relations with government.

Ans. An entrepreneur must establish good relations with government and its functionaries. His functions are to obtain licenses, payment of taxes, selling the product to government, provision for export-import, etc.

Q 6. Give any two qualities of a successful entrepreneur.
[CBSE 2023]

Ans. Two qualities of a successful entrepreneur are as follows:

- (i) **Confidence:** Successful entrepreneurs are confident enough about their potential and capabilities. They do not have doubts about their success.
- (ii) **Open Mindedness:** A successful entrepreneur understands the importance of opportunities and knows how to encash them. They are efficient and full of ideas.

Q 7. State whether the following statement is a myth or reality: Entrepreneurs are born a certain way.
[CBSE 2023]

Ans. The given statement is a myth. In fact, they are people who made a series of good decision in their business and lives.

Q 8. Name the person who combines factors in a creative manner to generate value for customers and create wealth.
[CBSE SQP 2022, Term-2]

Ans. Entrepreneur

Q 9. Name the skill that helps anyone to lead, guide and supervise people who work for the business.
[CBSE SQP 2022, Term-2]

Ans. Leadership

Q 10. Give any two promotional functions of an entrepreneur.
[CBSE 2023]

Ans. Promotional functions of an entrepreneur are as follows:

- (i) **Discovery of Idea:** The first and foremost function of entrepreneur is idea generation. Ideas can be generated through several ways like own experience and exposure of entrepreneur, keen observation of environment, education, training, market survey and so on.
- (ii) **Detailed Investigation:** Entrepreneur should investigate commercial feasibility of the product proposed to be produced and conduct market study to ascertain the potential demand for the product.

Q 11. How entrepreneur is helpful in capital formation?

Ans. An entrepreneur is helpful in capital formation as we know that increase in the rate of capital formation is quite essential for the economic development of any country.

Knowledge BOOSTER



Those nations which are not able to increase the rate of capital formation or does it nominally remain backward from industrial development point of view.

Q 12. Give any two advantages of entrepreneurship.

Ans. The two advantages of entrepreneurship are as follows:

- (i) Entrepreneurship helps in creating employment opportunities.
- (ii) Entrepreneurship makes an individual independent, confident and also instils leadership skills.

Q 13. What are the disadvantages of entrepreneurship?

Ans. The disadvantages of entrepreneurship are as follows:

- (i) **Risk:** An entrepreneurship involves high risk of loss. If the business fails, then it will wipe away all the personal savings.
- (ii) **Uncertain Income:** There is no regular income available to an entrepreneur. So, there is uncertain kind of income received by an entrepreneur.

Q 14. What are the career opportunities for an entrepreneur?

Ans. An entrepreneur can become an educationist, artist, professional, homemaker, restaurateur, businessman, service sector worker or an inventor.

Q 15. What are the employment opportunities available for entrepreneurs?

Ans. Some employment opportunities available for entrepreneurs are as follows:

- (i) Start-ups in a range of industries
- (ii) Family business
- (iii) Research
- (iv) Development sector
- (v) Contract ventures
- (vi) Corporate ventures

Q 16. Define the term determination.

Ans. Entrepreneurs are highly determined. They are always ready to face defeats and take them as a challenge. For them, every failure opens up the gate to a new opportunity. They believe that nothing is impossible. And with this determination they start up new ventures and take them to new heights.

Q 17. What do you mean by the term confidence?

Ans. Successful entrepreneurs are confident enough about their potential and capabilities. They do not have doubts about their success. They know that they are capable enough to give wings to their ideas and turn their dreams into reality.

Q 18. What is the difference between wage-employed and self-employed people?

Ans. Wage-employed people are people who work for a person or an organisation and get paid for that work. Self-employed people are those who start businesses to satisfy the needs of people.

Q 19. Priyanka and Shyam both own plant shops. Shyam sits at his shop everyday. When customers come, he sells to them. Priyanka walks around and gets customers to her shop. She also sells seeds and flowers with her plants. Who is Entrepreneur out of Priyanka and Shyam and why?

Ans. Priyanka is entrepreneur as she is working to grow her business. She has also added a different idea to her business.

Short Answer Type Questions

Q 1. How can one become an entrepreneur?

Ans. One can become an entrepreneur by having these four elements.

- (i) **Vision:** To identify new emerging opportunities.
- (ii) **Innovation:** Creating new ways of doing something or establishing a new business.
- (iii) **Risk bearing:** Taking risk and facing uncertainty.
- (iv) **Organising:** Collection and coordination of necessary and vital resources.

Q 2. Explain any two functions of an entrepreneur.

[CBSE SQP 2022, Term-2]

Ans. Any two functions of an entrepreneur are:

- (i) Making decisions.
- (ii) Managing the business.

Q 3. Differentiate between Agricultural Entrepreneurship and small scale entrepreneurship with one point only.

[CBSE SQP 2022, Term-2]

Ans. Agricultural Entrepreneurship: It provide supports to the farmers, understand the need of farmers and enhance the skills of farmers for the commercialisation.
Small Scale Entrepreneurship: It helps society by creating wealth in local market and local area. It refers to the starting industries in which manufacturing, trading, providing services, production are done on a small scale or micro scale.

Q 4. Explain some of the qualities of an entrepreneur.

Ans. The following are some qualities of an entrepreneur:

- (i) **Discipline:** Prosperous entrepreneurs will always focus their energy on making the business work. They will put in their best efforts to eliminate all obstacles which hinder the path of success.
- (ii) **Confidence:** Successful entrepreneurs are confident enough about their potential and capabilities. They do not have doubts about their success.
- (iii) **Initiation:** Every successful entrepreneur is an initiator. They know if something has to be done, it has to be. They make the plan and schedule and ensure that it is followed well in order to complete the tasks or projects.

(iv) **Competitive:** Entrepreneurs become entrepreneurs because they know that they can handle the job or tasks better than others. The competitive spirit of the entrepreneurs has given birth to the number of companies that we see today.

Q 5. Explain some functions of an entrepreneur.

Ans. The important functions of an entrepreneur are as follows:

- (i) **Innovation:** The basic and the foremost important function of an entrepreneur is innovation. They develop new ideas, technology, and products and create a new market. Innovation may include developing a new product or creating something different from the existing product.
- (ii) **Risk-taking:** One of the biggest traits and features of entrepreneurs is that they are risk-takers. They are always willing to take risks and bear losses.
- (iii) **Research:** Entrepreneurs are practical dreamers but they know how to turn their dreams into reality. They do a lot of ground work and research before taking leap in their ventures.
- (iv) **Catalyst of Economic Development:** An entrepreneur plays a vital role in accelerating the rate of economic development of a country by inventing new uses of available resources and maximising their utilisation.

Q 6. What is the role and significance of an entrepreneur?

Ans. The role and significance of an entrepreneur are as follows:

- (i) **Bringing Economic Growth and Prosperity:** Entrepreneurs bring economic growth and prosperity in the country by generating employment opportunities, creating capital and wealth creation, increasing per capita income and GDP (Gross Domestic Product), improving in quality of life by raising the standard of living and providing economic independence to people.
- (ii) **Bringing Social Stability and Balanced Regional Development:** Entrepreneurs play an important and unique role in bringing social stability and balanced regional development by absorbing the workforce in industries, removing of poverty, improving health and education facilities, creating fair competition, promoting equitable distribution of income, creating social infrastructures, empowering women and weaker sections of the society and supplying qualitative goods and services.

Q 7. How does an entrepreneur help society?

Ans. An entrepreneur helps the society by the following ways:

- (i) **Giving Donations:** Businessmen donate a lot of money to charity, which is used for the welfare of the downtrodden and poor people and helps them in improving their living conditions.
- (ii) **Setting up Charitable Institutions:** Various educational, medical and vocational training

institutions are set up by business persons to provide the less-privileged with benefits which they normally cannot afford. Certain benefits such as scholarships, fee waivers, etc., are provided to help the meritorious, deserving and needy students.



Chapter Test

Multiple Choice Questions

- Q 1. Dr. Ravi has his own clinic so he is aperson.
- a. self-employed
 - b. wage-employed
 - c. Both a. and b.
 - d. None of these
- Q 2. Positive impact of entrepreneurship on society
- a. accentuates economic growth
 - b. encourages welfare of the society
 - c. solves the problems of the society
 - d. All of the above
- Q 3. Society plays a role in boosting entrepreneurship by
- a. providing raw materials
 - b. creating needs and demands
 - c. Both a. and b.
 - d. None of the above
- Q 4. Adverse impact of entrepreneurship on society is
- a. environmental degradation
 - b. trade imbalance
 - c. labour exploitation
 - d. All of the above
- Q 5. Which of the following social problems are tackled by social entrepreneurs?
- a. Low reach of quality education
 - b. Unemployment
 - c. Child labour
 - d. All of the above

Fill in the Blank Type Questions

- Q 6. A successful entrepreneur doesn't have about their success.
- Q 7. Entrepreneurship is the most appropriate in the present service industry.
- Q 8. is a person who owns and manages a restaurant.

Assertion and Reason Type Questions

Directions (Q. Nos. 9-11): In the questions given below, there are two statements marked as Assertion (A) and Reason (R). Read the statements and choose the correct option.

- a. Both Assertion (A) and Reason (R) are true and Reason (R) is the correct explanation of Assertion (A).
- b. Both Assertion (A) and Reason (R) are true, but Reason (R) is not the correct explanation of Assertion (A).

- c. Assertion (A) is true, but Reason (R) is false.
- d. Assertion (A) is false, but Reason (R) is true.

- Q 9. **Assertion (A):** One of the biggest traits and features of entrepreneurs is that they are risk-takers. They are always willing to take risks and bear losses.
Reason (R): Being an entrepreneur requires a lot of managerial skills like planning, organising, staffing, direction, controlling and coordinating various activities involved in the business.
- Q 10. **Assertion (A):** New innovations are generally not taken or accepted by people because it makes them change their existing behaviour patterns.
Reason (R): An entrepreneur plays a vital role in accelerating the rate of economic development of a country by inventing new uses of available resources and maximising their utilisation.
- Q 11. **Assertion (A):** Entrepreneurs bring economic growth and prosperity in the country by generating employment opportunities, creating capital and wealth, increasing per capita income and GDP (Gross Domestic Product), improving quality of life by raising the standard of living and providing economic independence to people.
Reason (R): Entrepreneurs play an important and unique role in bringing social stability and balanced regional development by absorbing the workforce in industries, removing poverty, improving health.

Very Short Answer Type Questions

- Q 12. What do you understand by business plan?
- Q 13. What are the principles for improving and growing business?
- Q 14. How entrepreneurs help in increasing productivity?
- Q 15. What do you mean by the term manufacturing business?

Short Answer Type Questions

- Q 16. Discuss any two principles for improving and growing business?
- Q 17. How entrepreneurs help in bringing social stability and balanced regional development?