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CLASS X · EMPLOYABILITY SKILLS · PART A OF EVERY SKILL SUBJECT (405 · 413 · 417 · 418) · CBSE BOARD EXAMINATION 2027

PART A · UNIT 4

Entrepreneurial Skills – II

Unit Booklet · Short Notes · Board-Pattern Questions · Model Answers

Part A · 2 of 10 theory marks | 24 questions with model answers | For 405 · 413 · 417 · 418 | Taught: Sat 19 Dec

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STUDENT DETAILS

NAME _____

CLASS & SECTION _____

ROLL NO. _____

UNIT FINISHED ON _____

OBJECTIVE SELF-CHECK ____ / 13

1

READ THIS FIRST · SHORT NOTES

Unit Notes

Who an entrepreneur is, how entrepreneurs help society, their qualities, functions, role and importance, common myths about entrepreneurship, and entrepreneurship as a career option.

THIS UNIT IN THE BOARD PAPER

2 / 10

Each Part A unit carries about **2 marks**: usually one **1-mark** item in Q1 and one **2-mark** question in Q6–Q10. From this unit, the qualities and functions of an entrepreneur, their role in society and the myths are asked most often.

SYLLABUS 2026–27 · WHAT CBSE LISTS FOR THIS UNIT

- Entrepreneurship and society
- Qualities and functions of an entrepreneur
- Role and importance of an entrepreneur
- Myths about entrepreneurship
- Entrepreneurship as a career option

HOW PART A (EMPLOYABILITY SKILLS) IS SET IN THE BOARD PAPER

1 mark
Q1: six objective items from all five units – answer any **4 of 6**.

2 marks
Q6–Q10: one short question from each unit – answer any **3 of 5** in **20–30 words**.

4 marks
Not asked from Part A. The long and case questions here are for school tests and deeper understanding.

Part A = 10
Objective 4 + short 6. It is the same for every skill subject (405, 413, 417, 418).

Part A marks are easy to score: learn the key words, lists and definitions exactly.

PRACTICAL WORK FOR THIS UNIT

Collect success stories of local and first-generation entrepreneurs · list your entrepreneurial strengths and weaknesses · group discussion on the qualities needed · make a team plan for a small business.

1 Entrepreneur and entrepreneurship

> **Entrepreneur:** a person who starts a business with an idea, **takes the risk** and **organises** money, people and materials to make a profit while meeting people's needs.

- **Entrepreneurship:** the process of starting and running such a business.
- Example: a young woman in a small town starts a tiffin service for office workers, buys vegetables locally and employs two cooks.

2 Entrepreneurship and society

How entrepreneurs help society	Example
Meet people's needs with goods and services	A medical shop in a village
Use local resources and skills	Bamboo crafts, millet snacks, handloom
Create jobs and income	A small factory employs local youth
Better quality and lower prices through competition	More mobile repair shops, cheaper repairs
Develop the area	Shops, transport and services grow around a business
Solve social problems (social entrepreneurs)	Recycling plastic waste; clean drinking water

3 Qualities of an entrepreneur

Quality	Meaning
Confidence	Believes in self and the idea
Creativity	Thinks of new products or better ways
Hard work	Works long hours with commitment
Patience	Waits for results; does not give up early
Positive attitude	Sees chances even in problems
Risk taking	Takes calculated chances
Decisiveness	Makes timely decisions
Open to learning	Learns from customers and mistakes

4 Functions of an entrepreneur

Function	What it means
Decision making	What to make, where to sell, at what price
Organising	Arranges money, people, materials and machines
Risk taking	Bears the loss if the business fails
Innovation	Brings new products, methods or markets
Management	Plans, directs and controls the work
Marketing	Reaches customers and sells

5 Role and importance of an entrepreneur

- Creates **jobs** and reduces unemployment.
- Creates **wealth** and raises the standard of living.
- Brings **balanced regional development** – businesses in small towns and villages.
- Brings **new products** and better services.
- Adds to **national income** and exports; pays taxes.
- **Inspires** others to start businesses.

6 Myths about entrepreneurship

Myth	Fact
Entrepreneurs are born, not made	Skills can be **learnt** through training and practice
You need a lot of money to start	Many start **small**, with savings or small loans
Only a completely new idea works	**Improving** an existing product or service also works
Only big businesses count	Small and local businesses are entrepreneurship too
Entrepreneurs never fail	Many fail first and **learn** from it

7 Entrepreneurship as a career option

	Wage employment (job)	Self-employment (entrepreneur)
Income	Fixed salary	Varies; can grow a lot
Risk	Low	Higher
Decisions	Taken by the employer	Taken by self
Work hours	Fixed	Flexible, often longer

1. **Find an idea** – a need or problem around you.
2. **Study the market** – customers, competitors, price.
3. **Plan** – money, place, people, materials.
4. **Arrange funds** – savings, bank loans, government schemes (e.g. MUDRA loans, Startup India).
5. **Start small, take feedback and grow.**

Key terms

9 terms

Entrepreneur: starts a business and takes the risk

Entrepreneurship: starting and running a business

Social entrepreneur: runs a business that solves a social problem

Innovation: new product, method or market

Risk taking: accepting the chance of loss

Wage employment: working for a salary

Self-employment: working for oneself

Myth: a common but wrong belief

Balanced regional development: growth in small towns and villages too

Common mistakes and exam tips

AVOID THESE

- Qualities are what the entrepreneur **is** (creative, confident); functions are what the entrepreneur **does** (decides, organises).
- When busting a myth, write the myth **and** the fact.
- Give a local example where you can – it shows understanding.

A

PART A · 1 MARK EACH

Objective Questions

13 questions: MCQs, assertion–reason, fill in the blanks and true/false, like Q1 of the board paper. Answers in Part E.

ASSERTION–REASON: HOW TO ANSWER

(a) Both A and R are true, and R is the correct explanation of A.
(b) Both A and R are true, but R is not the correct explanation of A.
(c) A is true, but R is false.
(d) A is false, but R is true.

A1. A person who starts a business, takes the risk and organises resources is: [1]

(a) an employee
(b) an entrepreneur
(c) a customer
(d) a shareholder

A2. Which quality helps an entrepreneur think of new products? [1]

(a) Creativity
(b) Laziness
(c) Fear of failure
(d) Rigidity

A3. Arranging money, people, materials and machines is the function of: [1]

(a) organising
(b) consuming
(c) voting
(d) saving

A4. 'You need crores of rupees to start a business' is a: [1]

(a) fact
(b) myth
(c) function
(d) quality

A5. How does an entrepreneur help society? [1]

(a) Creates jobs
(b) Raises unemployment
(c) Wastes resources
(d) Stops competition

A6. Compared with a salaried person, a self-employed person: [1]

(a) gets a fixed salary
(b) takes own decisions and risks
(c) has no risk
(d) always works fixed hours

A7. A person running a business that recycles plastic waste is a: [1]

(a) social entrepreneur
(b) government clerk
(c) customer
(d) wage earner

A8. ASSERTION–REASON [1]

Assertion (A): Entrepreneurs help in balanced regional development.

Reason (R): They set up businesses in small towns and villages, creating local jobs.

(a) Both A and R are true, and R is the correct explanation of A.
(b) Both A and R are true, but R is not the correct explanation of A.
(c) A is true, but R is false.
(d) A is false, but R is true.

A9. ASSERTION–REASON [1]

Assertion (A): Only people born with business skills can become entrepreneurs.

Reason (R): Entrepreneurial skills can be learnt through training and practice.

(a) Both A and R are true, and R is the correct explanation of A.
(b) Both A and R are true, but R is not the correct explanation of A.
(c) A is true, but R is false.
(d) A is false, but R is true.

A10. FILL IN THE BLANK [1]

Accepting the chance of a loss in order to earn a profit is called _____.

A11. FILL IN THE BLANK [1]

Working for an employer for a fixed salary is called _____ employment.

A12. TRUE OR FALSE [1]

Improving an existing product can also be a good business idea.

A13. TRUE OR FALSE [1]

Entrepreneurs never fail.

B — Short Answer Questions

PART B · 2 MARKS EACH

Answer in 20–30 words: two clear points, like Q6–Q10 of the board paper. Model answers in Part E.

B1. Who is an entrepreneur? Give one example. MUST DO [2]

B2. Give any two ways in which entrepreneurs help society. MUST DO [2]

B3. Name any four qualities of a successful entrepreneur. [2]

B4. Bust any two myths about entrepreneurship. [2]

B5. Differentiate between wage employment and self-employment. [2]

B6. Name and explain any two functions of an entrepreneur. [2]

C — Long Answer Questions

PART C · 4 MARKS EACH

Part A has no 4-mark questions in the board paper. These are for school tests and to learn the unit fully. Model answers in Part E.

C1. Explain any four functions of an entrepreneur. MUST DO [4]

C2. Explain the role of entrepreneurs in society. [4]

C3. Why is entrepreneurship a good career option? Give four reasons. [4]

PART D · CASE AND COMPETENCY BASED

D Case-Based Questions

Read the situation, then answer from it and from the unit. For school tests and to practise applying the unit.

D1. Case-Based · Millet cookies from the village [4]

Meena noticed that farmers in her village grow millets but sell them cheaply. With ₹5,000 of her savings she started baking millet cookies at home, employed two neighbours and now sells to three schools in the nearby town.

(i) Identify two qualities Meena shows. [1]

(ii) Give two ways her business helps society. [2]

(iii) Which myth does her story break? [1]

D2. Competency-Based · Job or business? [4]

Rohan has completed a mobile-repair course. He has a job offer of ₹18,000 a month in a city showroom. He is also thinking of opening his own repair shop in his town.

(i) Give one advantage of each choice. [2]

(ii) Which two qualities will he need if he opens the shop? [1]

(iii) Suggest one source of help to start the shop. [1]

E

PART E · ANSWERS IN CBSE MARKING-SCHEME STYLE

Answers

Objective key with a reason, then model answers: numbered value points, key word first, the mark for each point in orange, and the word count under each answer. Any other correct, relevant point also earns the mark.

Objective questions – answer key

Part A

Write the option letter **and** the answer, as the marking scheme does.

Q	Answer	Why (one line)
A1	**(b) an entrepreneur**	Definition.
A2	**(a) Creativity**	New ideas need creativity.
A3	**(a) organising**	The entrepreneur brings resources together.
A4	**(b) myth**	Many start small.
A5	**(a) Creates jobs**	Businesses employ people.
A6	**(b) takes own decisions and risks**	They are their own boss.
A7	**(a) social entrepreneur**	It solves a social problem.
A8	**(a) Both true; R explains A**	R explains A.
A9	**(d) A false, R true**	A is false (a myth); R is true.
A10	**risk taking**	A key function.
A11	**wage**	The other option is self-employment.
A12	**True**	A totally new idea is not needed.
A13	**False**	Correct: many entrepreneurs fail at first and learn from it; failure is part of the process.

Short answers

Part B · 2 marks

B1. Who is an entrepreneur? Give one example. **[2]**

1. **Meaning:** a person who starts a business, takes the risk and organises resources for profit. 1
2. **Example:** a woman who starts a tiffin service in her town. 1

26 words · CBSE asks 20–30 words | Marking: 1 + 1 = 2 | 1 + 1 | MUST DO

B2. Give any two ways in which entrepreneurs help society. **[2]**

1. **Jobs:** they create employment for local people. 1
2. **Needs:** they supply goods and services people need, often at lower prices. 1

19 words · CBSE asks 20–30 words | Marking: 1 + 1 = 2 | 1 + 1 | MUST DO

B3. Name any four qualities of a successful entrepreneur. [2]

1. **Qualities 1 and 2:** confidence and creativity. 1
2. **Qualities 3 and 4:** hard work and risk taking. 1

16 words · CBSE asks 20–30 words | Marking: 1 + 1 = 2 | ½ per quality

B4. Bust any two myths about entrepreneurship. [2]

1. **Born, not made:** fact: skills can be learnt by training and practice. 1
2. **Needs big money:** fact: many start small with savings or small loans. 1

24 words · CBSE asks 20–30 words | Marking: 1 + 1 = 2 | 1 + 1

B5. Differentiate between wage employment and self-employment. [2]

1. **Wage employment:** fixed salary, low risk, decisions by the employer. 1
2. **Self-employment:** income varies, higher risk, own decisions. 1

17 words · CBSE asks 20–30 words | Marking: 1 + 1 = 2 | 1 + 1

B6. Name and explain any two functions of an entrepreneur. [2]

1. **Decision making:** decides what to make, where to sell and at what price. 1
2. **Organising:** arranges money, people, materials and machines. 1

20 words · CBSE asks 20–30 words | Marking: 1 + 1 = 2 | 1 + 1

Long answers

Part C · 4 marks

C1. Explain any four functions of an entrepreneur. [4]

1. **Decision making:** what to produce, where and at what price. 1
2. **Organising:** brings together money, people and materials. 1
3. **Risk taking:** bears the loss if the business fails. 1
4. **Innovation:** introduces new products or better methods. 1

33 words · CBSE asks 50–80 words | Marking: 1 + 1 + 1 + 1 = 4 | 1 mark each | MUST DO

C2. Explain the role of entrepreneurs in society. [4]

1. **Jobs:** create employment and reduce poverty. 1
2. **Needs:** supply goods and services people need. 1
3. **Local resources:** use local materials and skills. 1
4. **Development:** bring growth to small towns and villages. 1

28 words · CBSE asks 50–80 words | Marking: 1 + 1 + 1 + 1 = 4 | 1 mark each

C3. Why is entrepreneurship a good career option? Give four reasons. **[4]**

1. **Own boss:** freedom to take decisions. 1
2. **Income:** earnings can grow without limit. 1
3. **Creativity:** chance to try new ideas. 1
4. **Helping others:** creates jobs and serves the community. 1

26 words · CBSE asks 50–80 words | Marking: 1 + 1 + 1 + 1 = 4 | 1 mark each

Case-based answers

Part D

D1. Case-Based · Millet cookies from the village (passage printed in Part D) **[4]**

(i) Identify two qualities Meena shows. **[1]**

Creativity (new use for millets) and **risk taking** (used her savings).

(ii) Give two ways her business helps society. **[2]**

(1) **Jobs** for two neighbours. (2) Farmers get a better market for **local crops**; children get healthy snacks.

(iii) Which myth does her story break? **[1]**

That you need **a lot of money** to start a business.

Marking: 1 + 2 + 1 = 4 | 1 + 2 + 1

D2. Competency-Based · Job or business? (passage printed in Part D) **[4]**

(i) Give one advantage of each choice. **[2]**

Job: **fixed, safe income**. Own shop: he is his **own boss** and income can grow.

(ii) Which two qualities will he need if he opens the shop? **[1]**

Risk taking and **patience** (also confidence).

(iii) Suggest one source of help to start the shop. **[1]**

A small **bank loan** under a government scheme such as MUDRA, or his own savings.

Marking: 2 + 1 + 1 = 4 | 2 + 1 + 1