

**BOARD-PATTERN PRACTICE PAPER · CBSE CLASS 12**

# Entrepreneurial Opportunity

Entrepreneurship · Chapter 1 · Matches current CBSE blueprint · Each question PYQ-sourced where indicated

DATE	TOTAL MARKS	DURATION	MARKING	TARGET
_____	30	60 min	As per board	≥ 24/30

**GENERAL INSTRUCTIONS**

- All questions compulsory.
- Use real-world Indian examples to support framework answers.
- Define each technical term clearly.

**Section A — Short (2 × 4 = 8 marks)**

8 MARKS · 16 MIN

- Q1.** Differentiate between an IDEA and an OPPORTUNITY with one example each. [PYQ 2021 Delhi] **[2 marks]**
- Q2.** What does PESTEL stand for? [PYQ 2022 All India] **[2 marks]**
- Q3.** Name any four sources of entrepreneurial opportunities. [PYQ 2023 Delhi] **[2 marks]**
- Q4.** What are the four dimensions of feasibility analysis? [PYQ 2024 Outside Delhi] **[2 marks]**

**Section B — Medium (3 × 4 = 12 marks)**

12 MARKS · 24 MIN

- Q5.** Discuss three contrasts between an IDEA and an OPPORTUNITY. [PYQ 2022 Outside Delhi] **[3 marks]**
- Q6.** Explain any three sources of opportunities with Indian examples. [PYQ 2023 All India] **[3 marks]**
- Q7.** Why must environment scanning be continuous? Give an example of a business that suffered due to one-time scanning. [PYQ 2024 Delhi] **[3 marks]**
- Q8.** Apply the feasibility framework to a startup proposal: doorstep medicine delivery in tier-2 cities. [PYQ 2024 All India] **[3 marks]**

**Section C — Long (5 × 2 = 10 marks)**

10 MARKS · 20 MIN

- Q9.** Explain the PESTEL framework with one Indian real-world example per letter. [PYQ 2023 Delhi] **[5 marks]**
- Q10.** Case study: A young entrepreneur observes that schools in her city lack reliable transport for children of working parents. She wants to start a school-cab service. Identify the SOURCE of this opportunity, apply PESTEL scanning, and assess feasibility along all four dimensions. [PYQ 2024 Outside Delhi] **[5 marks]**

**Marking scheme & model answers** — see companion Answer Key PDF · all PYQs traceable to actual CBSE papers · readyforboards.com · +91 70330 05444