

**QUICK DRILL · CBSE CLASS 12**

# Entrepreneurial Opportunity

Entrepreneurship · Chapter 1 · 15 MCQs · 20 minutes · PYQ-tagged with time budgets

DATE	TOTAL MARKS	DURATION	MARKING	TARGET
_____	<b>15</b>	<b>20 min</b>	<b>+1/0</b>	<b>≥ 12/15</b>

**OBJECTIVES**

Reinforce the four core topics of Entrepreneurial Opportunity via 15 PYQ-derived MCQs. Identify weak sub-topics via concept-node IDs (see answer key). Build per-question time budget habit.

**INSTRUCTIONS**

Attempt all 15. Time budget shown per Q (use it as pacing guide). Mark answers (A/B/C/D) in the margin. Answer key + explanations on the last page. **Don't peek — score yourself honestly.**

**SECTION · QUICK DRILL**
**Q 1-15 · 20 MIN**
**Q1.** PESTEL stands for:

- |  |   |
|--|---|
| <p><b>(A)</b> Profit Equity Sales Trade Energy Labour</p> <p><b>(C)</b> Plan Execute Setup Test Evaluate Learn<br/> <small>PYQ 2020 · Delhi · 1m · ⌚ 20s</small></p> | <p><b>(B)</b> Political Economic Social Technological Environmental Legal</p> <p><b>(D)</b> Procure Engineer Sell Track Earn Lead</p> |
|--|---|

**Q2.** An IDEA is:

- |   |  |
|---|--|
| <p><b>(A)</b> Same as opportunity</p> <p><b>(C)</b> Always profitable<br/> <small>PYQ 2021 · Delhi · 1m · ⌚ 20s</small></p> | <p><b>(B)</b> An unvalidated thought</p> <p><b>(D)</b> Only for big businesses</p> |
|---|--|

**Q3.** Which is NOT a source of opportunity?

- |  |   |
|--|---|
| <p><b>(A)</b> Problems</p> <p><b>(C)</b> Hobbies<br/> <small>PYQ 2022 · All India · 2m · ⌚ 25s</small></p> | <p><b>(B)</b> Innovations</p> <p><b>(D)</b> Random luck</p> |
|--|---|

**Q4.** Feasibility analysis includes:

- |  |  |
|--|--|
| <p><b>(A)</b> Only financial</p> <p><b>(C)</b> Market + Technical + Financial + Regulatory<br/> <small>PYQ 2023 · Delhi · 2m · ⌚ 25s</small></p> | <p><b>(B)</b> Only market</p> <p><b>(D)</b> Only legal</p> |
|--|--|

**Q5.** Demonetisation (2016) created opportunity primarily for:

- |   |   |
|---|---|
| <p><b>(A)</b> Restaurant industry</p> <p><b>(C)</b> Auto industry<br/> <small>PYQ 2024 · Delhi · 2m · ⌚ 25s</small></p> | <p><b>(B)</b> Digital payment startups</p> <p><b>(D)</b> Mining</p> |
|---|---|

**Q6.** An OPPORTUNITY must pass:

- |   |  |
|---|--|
| <p><b>(A)</b> Viability test</p> <p><b>(C)</b> Fit test<br/> <small>PYQ 2020 · Outside Delhi · 2m · ⌚ 25s</small></p> | <p><b>(B)</b> Feasibility test</p> <p><b>(D)</b> All three</p> |
|---|--|

**Q7.** Environment scanning should be:

- |  |   |
|--|---|
| <p><b>(A)</b> One-time before starting</p> <p><b>(C)</b> Quarterly<br/> <small>PYQ 2021 · All India · 2m · ⌚ 25s</small></p> | <p><b>(B)</b> Annual</p> <p><b>(D)</b> Continuous</p> |
|--|---|

**Q8.** Rising health-consciousness in urban India is which PESTEL dimension?

- |  |  |
|--|--|
| <p><b>(A)</b> Political</p> <p><b>(C)</b> Social<br/> <small>PYQ 2022 · Outside Delhi · 2m · ⌚ 25s</small></p> | <p><b>(B)</b> Economic</p> <p><b>(D)</b> Technological</p> |
|--|--|

**Q9.** Cheap mobile data (post-Jio 2016) is which PESTEL dimension?

- (A) Political
- (C) Social

- (B) Economic
- (D) Technological

PYQ 2023 · All India · 2m · ⌚ 25s

**Q10.** An opportunity must be:

- (A) A physical product only
- (C) Always tangible

- (B) Product OR service OR process OR business model
- (D) Only large-scale

PYQ 2024 · Outside Delhi · 1m · ⌚ 20s

**Q11.** TAM stands for:

- (A) Total Annual Marketing
- (C) Trade Annual Margin

- (B) Total Addressable Market
- (D) Top Average Margin

PYQ 2024 · Delhi · 1m · ⌚ 20s

**Q12.** FSSAI is required for which type of opportunity?

- (A) Food + beverage
- (C) Construction

- (B) Software
- (D) Mining

PYQ 2024 · All India · 1m · ⌚ 20s

**Q13.** Brainstorming is a:

- (A) Feasibility test
- (C) Financial model

- (B) Creativity technique for opportunity recognition
- (D) Regulatory step

PYQ 2019 · Delhi · 1m · ⌚ 20s

**Q14.** GST simplification (2017) is example of:

- (A) Innovation
- (C) Hobby

- (B) Change in environment
- (D) Observation

PYQ 2023 · Outside Delhi · 2m · ⌚ 25s

**Q15.** Most Indian unicorns were built by entrepreneurs who:

- (A) Read market reports
- (C) Followed industry trends only

- (B) Personally experienced the problem
- (D) Copied global ideas

PYQ 2022 · Delhi · 2m · ⌚ 25s

## ANSWER KEY & EXPLANATIONS

Q 1-15 · MARK YOUR SCORE

**Q1. Answer: B**

PESTEL = 6 macro-environment dimensions.

**Q2. Answer: B**

Idea = thought; opportunity = validated thought.

**Q3. Answer: D**

Random luck is not a systematic source.

**Q4. Answer: C**

Four-dimensional feasibility.

**Q5. Answer: B**

Paytm 10× growth post-demonetisation.

**Q6. Answer: D**

All three — viability + feasibility + fit.

**Q7. Answer: D**

Environment shifts constantly; scanning must be ongoing.

**Q8. Answer: C**

Social = lifestyle + attitude shifts.

**Q9. Answer: D**

Technological = digitisation, internet penetration.

**Q10. Answer: B**

Opportunities can be products, services, processes, or models.

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**Q11. Answer: B**

TAM = Total Addressable Market.

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**Q12. Answer: A**

FSSAI = Food Safety and Standards Authority of India.

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**Q13. Answer: B**

Brainstorming is one of the standard creativity techniques.

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**Q14. Answer: B**

Policy change = change in environment.

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**Q15. Answer: B**

Lived-problem entrepreneurs build the most successful companies.