**SINDHI HIGH SCHOOL, HEBBAL**

**III UNIT TEST [2024-25]**

**SUBJECT: ENTREPRENEURSHIP (066)**

**Class: XII Max. Marks: 25**

**Date: 25.11.2024 Reading Time: 8:10 to 8:20am  
No. of sides: 02 Writing Time: 8:20 to 9:20 am**

***General Instructions*:-**

**• The question paper contains 4 sections A, B, C and D.**

**• Section A- 1mark Section B- 2 marks. Section C- 3 marks. Section D- 5 marks.**

**• All parts of a question should be answered in one pla**ce.

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| --- | --- | --- |
|  | **SECTION A** |  |
| **1**. | Tata Sons Limited is the holding company of the Tata Group. Some of the subsidiaries and joint venture of the Tata Group, are Insurance -Tata AIG, Finance Tata Capital, Consumer -Tata Global Beverages etc. Identify the type of merger.  a. Conglomerate merger. b. Market extension merger  c. Vertical merger. d. Horizontal merger | **1** |
| **2**. | In a subsidiary of sugar mill in Uttar Pradesh cane juice is converted into organic jaggery .The mill owner wants to know whether to continue with this subsidiary or close it down. On an average, the monthly output of the subsidiary is 2500 kg, Sale price per kg. Rs.100, Variable cost per kg is Rs.30, Fixed expenses Rs.70,000 The break-even point in units will be?  a 1,000 units. b. 1,500 units c.10,000 units. d. 7,500 units | **1** |
| **3**. | Assertion(A):-Each new franchise is often required to take a training program on all aspects of operating the franchise.  Reason (R):- Most Franchisors will offer managerial assistance on the basis of need.  a) Both Assertion and Reason are true and Reason is the correct explanation of Assertion.  b) Both Assertion and Reason are true and Reason is not the correct explanation of Assertion  c) Assertion is true but Reason is false.  d) Assertion is False but Reason is true. | **1** |
| 4. | Both mergers and acquisitions are enterprise growth strategies but how they come into existence make them different from each other. Which of the given statements below justifies the given statement?  a. Mergers is always friendly, whereas acquisition is always hostile.  b. Mergers may be friendly, whereas acquisition is always hostile.  c. Merger is always depending on Synergy, whereas acquisition is never based on Synergy.  d. Merger is consensual, whereas acquisition is forced. | **1** |
| **5**. | The most of us advantages of franchising for an entrepreneur is that it allows the venture to\_\_\_\_\_\_\_\_ using little capital.  a. Expand slowly b. Expand gradually c. Expand quickly d. None of the above | **1** |
| **6.** | Financials Synergy is the direct result of financial factors such as\_\_\_\_\_.  a. Lower taxes and higher date capacity. b. Better case of ideal cash.  c. Only (a) d. Both (a ) and ( b) | **1** |
|  | **SECTION B** |  |
| **7** | Giving any two reasons, Explain how franchising helps for the growth of startup firm. | **2** |
| **8.** | A beauty parlor had varying number of customers during five weeks .From the given information. Calculate unit price per month.   |  |  |  | | --- | --- | --- | | **Weeks** | **Number of Customers** | **Average amount billed per customer(Rs.)** | | **1** | **20** | **200** | | **2** | **34** | **170** | | **3** | **26** | **142** | | **4** | **44** | **462** | | **5** | **36** | **350** | | **2** |
| **9.** | A tyre manufacturer company named Goodwill Limited and rubber manufacturing company Rubber Limited decided to merge together in the interest to maintain their supply lines. Identify the type of merger and explain. | **2** |
| **10.** | Explain: - a. Back flip acquisition b. Hostile acquisition | **2** |
|  | **SECTION C** |  |
| **11.** | Explain any three reasons for merger and acquisition. | **3** |
| **12.** | Explain any three advantages of Franchising to the Franchisee. | **3** |
|  | **SECTION D** |  |
| **13** | CleAir Private Limited started business of making three varieties of portable air purifiers for vehicles- Vincent, Banish, and Exclusive. From the following information .Calculate Break even point in units for the company and suggest which variety is most revenue generating. Fixed costs are Rs.15, 20,000.   |  |  |  |  | | --- | --- | --- | --- | | **Particulars** | **Vincent** | **Banish** | **Exclusive** | | **Sale Price(Rs.)** | **Rs.800** | **Rs. 450** | **Rs.600** | | **Variable Cost (Rs.)** | **Rs.400** | **Rs. 150** | **Rs.200** | | **Sales Mix (%)** | **50%** | **20%** | **30%** | | **5** |

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