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63 E I, II

අධ්‍යයන පොදු සහතික පත්‍ර (සාමාන්‍ය පෙළ) විභාගය, 2024(2025)
கல்விப் பொதுத் தராதரப் பத்திர (சாதாரண தர)ப் பரீட்சை, 2024(2025)
General Certificate of Education (Ord. Level) Examination, 2024(2025)

ව්‍යවසායකත්ව අධ්‍යයනය I, II
முயற்சியாண்மைக் கற்கை I, II
Entrepreneurship Studies I, II

පැය තුනයි
மூன்று மணித்தியாலம்
Three hours

අමතර කියවීමේ කාලය - මිනිත්තු 10 යි
மேலதிக வாசிப்பு நேரம் - 10 நிமிடங்கள்
Additional Reading Time - 10 minutes

Use additional reading time to go through the question paper, select the questions and decide on the questions that you give priority to in answering.

Entrepreneurship Studies I

Instructions:

- * Answer all questions.
- * In each of the questions 1 to 40, pick one of the alternatives (1), (2), (3), (4) which is **correct or most appropriate**.
- * Mark a cross (X) on the number corresponding to your choice in the given answer sheet.
- * Further instructions are given on the back of the answer sheet. Follow them carefully.

1. Ramal likes to do different things by saying that he is different from other persons since his childhood. From this, an entrepreneurial characteristic shown by Ramal is
(1) creativity. (2) independence.
(3) taking risks. (4) being optimistic.
2. Raja dreams to start a business by studying the business environment, identifying a business opportunity and investing money to it. According to this statement, Raja wants to be
(1) a social entrepreneur. (2) a business entrepreneur.
(3) an internal entrepreneur. (4) an institutional entrepreneur.
3. Supun expects to invest the profit earned from his business in different investment opportunities. An entrepreneurial characteristic shown by Supun through this is
(1) taking risks. (2) innovations.
(3) flexibility. (4) independence.
4. Subani runs a small restaurant and she opens it only during the day time. Here, a barrier against Subani's creativity is
(1) fear for mistakes and criticism.
(2) following the rules, regulations and traditions ignorantly.
(3) not acting on logical basis.
(4) relying firmly on beliefs and attitudes.
5. Wooden door frames have been innovated as plastic door frames. This can be considered as
(1) a substitute. (2) a combine.
(3) a rearrange. (4) an adding.
6. Through offering an existing product or a service to the existing market,
(1) the cost of consumer attraction is reduced.
(2) the cost of consumer attraction is increased.
(3) a group of new customers is created.
(4) the expenditure for studying the market is increased.

7. Select the correct statement regarding business ideas.
- (1) Business ideas are not many.
 - (2) Business ideas are not open.
 - (3) Every business idea can be implemented practically.
 - (4) Many business ideas can be generated through different sources.
8. Supun sells rice in weekly fair. Due to the shortage of rice and the increase of price, the absence of many rice sellers to the weekly fair is
- (1) a strength to Supun's rice business.
 - (2) an opportunity to Supun's rice business.
 - (3) a weakness to Supun's rice business.
 - (4) a threat to Supun's rice business.
9. Increasing the adults population in a country is a threat to the businesses producing goods for children. This belongs to
- (1) micro environment.
 - (2) demographic environment.
 - (3) social environment.
 - (4) scientific and technological environment.
10. Select the correct statement about small scale businesses.
- (1) Creative skills cannot be used easily for the small scale businesses.
 - (2) Mostly the trade activities of small scale businesses are spread among a vast area.
 - (3) Many successful large scale businesses have been started up in small scale businesses.
 - (4) It is difficult to enter business opportunities by identifying market gap for small scale businesses.
11. Sadun sells his products at a fair price by providing necessary information to the consumers. This shows his
- (1) counselling skills.
 - (2) communication skills.
 - (3) skills for setting examples.
 - (4) conceptual skills.
12. Kasun starts a business based on handicrafts by getting the labour of rural villagers. A benefit gained to the economy of a country through this is, being able to
- (1) use unused talents.
 - (2) contribute to the welfare of the society.
 - (3) create diversity in activities.
 - (4) utilize local resources.
13. Sarath makes innovations like butter and cheese by using kithul flour and sells in the market. Here, the method of his innovation is as
- (1) a new invention.
 - (2) an extension.
 - (3) a duplicating.
 - (4) a combination.
14. What is the option that includes a specific characteristic of goods?
- (1) Storable
 - (2) Intangible
 - (3) Not being able to preserve homogeneity
 - (4) Not being able to separate from the supplier
15. 'Increasing the tax rates charged on vehicle imports by the government is a threat to businessmen engaged in motor vehicle industry.' This belongs to
- (1) micro environment.
 - (2) political and legal environment.
 - (3) social and cultural environment.
 - (4) economic environment.
16. What is the environment that an entrepreneur analyzes to identify the opportunities to expand his business into international market?
- (1) Economic environment
 - (2) Global environment
 - (3) Political and legal environment
 - (4) Micro environment
17. An entrepreneur can obtain legal protection for his new invention by obtaining
- (1) a patent right.
 - (2) a trade mark right.
 - (3) an industrial design license.
 - (4) a certificate of incorporation.

18. A business which belongs to the secondary sector in present Sri Lanka is
(1) producing bags. (2) breeding ornamental fish.
(3) running a retail business. (4) mining gems.
19. An entrepreneur is able to make decisions and implement suitable strategies by considering a business as a whole because of his
(1) technical skills. (2) human skills.
(3) conceptual skills. (4) communication skills.
20. An entrepreneur's functions of risk taking and appropriate use of resources, respectively belong to the roles of
(1) owner and manager. (2) owner and leader.
(3) manager and leader. (4) leader and owner.
21. A task done by an entrepreneur to fulfil the role of owner is
(1) preparing the business plan. (2) organizing business activities.
(3) directing the employees of the business. (4) purchasing required assets to the business.
22. What is a strength to a vegetable farming and selling business?
(1) Employees working well
(2) Increasing of the vegetable consumers
(3) Government providing subsidies for vegetable farmers
(4) Reducing of the harvest of many vegetable farmers due to floods
23. Women start businesses like pre-school service and day care service mostly as
(1) women can do any work easily. (2) women labour cost is low.
(3) women have the quality of softness. (4) unemployment is high among women.
24. Sudath has produced a new good using coconuts for exporting. He should get a quality inspection about this product from the
(1) Industrial Development Board. (2) Industrial Technology Institute.
(3) Sri Lanka Standard Institute. (4) Sri Lanka Export Development Board.
25. A main reason for increasing of the organizers of local and overseas tours in present Sri Lanka is
(1) the need for giving entertainment to people.
(2) being able to start with low risk and a low investment.
(3) being able to join more family members and friends.
(4) increasing the financial and non financial incentives provided by the government.
26. The traditional view regarding the social responsibility of a business is that
(1) the maximum benefit should be given to its owners by the business.
(2) everything in the environment should be protected by the business.
(3) it should contribute the development of the country by the business.
(4) a social and cultural development of the country should be created by the business.
27. Sisil conducts the training programmes for employees in his business on time. Through this, he fulfils
(1) an economic responsibility. (2) a legal responsibility.
(3) an ethical responsibility. (4) a philanthropical responsibility.
28. A common characteristic that can be seen in any business organization which satisfies human needs and wants is
(1) providing social welfare. (2) earning profits.
(3) using limited resources. (4) registering the business.
29. What is considered as the objective when classifying business organizations based on the objective?
(1) Needs and wants satisfied (2) Goods and services supplied
(3) Future vision (4) Earning profits

30. Rahal who starts a sole proprietorship business called 'Suhada Tours' can **not**
- (1) invest money for the business alone.
 - (2) bear the profits of the business alone.
 - (3) take business decisions as his own wish.
 - (4) purchase assets as the name of 'Suhada Tours'.
31. Private limited companies differ from other incorporated companies registered under companies act by
- (1) existence. (2) issuing shares. (3) legal personality. (4) management.
32. Select the **incorrect** statement related to partnerships.
- (1) It is not mandatory to register partnerships.
 - (2) There is no continued existence for partnerships.
 - (3) The maximum number of partners is not limited in partnerships.
 - (4) Every partnership does not have a written partnership agreement.
33. A fixed asset included in the marketing plan of a proposed business is the
- (1) factory building. (2) office furniture.
 - (3) distributing vehicles. (4) factory machines and equipment.
34. A pre-startup cost in Chanaka's expected business is
- (1) recruiting two employees.
 - (2) purchasing a computer to the office.
 - (3) purchasing a building for the business.
 - (4) getting water facilities to the business building.
35. An expense included in the administrative plan of a business plan is
- (1) factory labour salaries. (2) office employee salaries.
 - (3) salesmen salaries. (4) distributing vehicle driver salaries.
36. What is **not** used when calculating the production cost in a cement bricks manufacturing business?
- (1) Purchase of cement (2) Factory worker salaries
 - (3) Purchase of factory machines (4) Factory electricity charges
37. When preparing a business plan, the production manager's functions are mentioned in the
- (1) financial plan. (2) administrative plan.
 - (3) production plan. (4) executive summary.
38. When selecting the marketing strategies, distributing goods through retail shops belongs to the variable of the marketing mix,
- (1) product. (2) price. (3) place. (4) promotion.
39. A cash-outflow used for calculating the expected end result in a proposed business is
- (1) buying office equipment to the business.
 - (2) paying expenses for the inauguration ceremony of the business
 - (3) paying loan instalment in the business.
 - (4) paying the electricity bill of the business.
40. Following are the expenses estimated by Jayani who expects to produce bags for pre-school children.
- | | Rs. |
|--|---------|
| Obtaining electricity to the building | 20 000 |
| Purchasing two sewing machines | 200 000 |
| Purchasing clothes and other materials | 45 000 |
| Purchasing a table for cutting cloths | 30 000 |
| Purchasing two pairs of scissors | 5 000 |
- The total fixed assets of Jayani's proposed business is
- (1) Rs. 230 000. (2) Rs. 235 000. (3) Rs. 255 000. (4) Rs. 300 000.

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முயற்சியாண்மைக் கற்கை I, II
Entrepreneurship Studies I, II

Entrepreneurship Studies II

* Answer five questions only including question No. 1.

1. Read the following case carefully and answer the questions (i) to (x).

Sahan who was unable to enter the university, is helping his father's bakery works. Sahan always says to his father that their bakery products should be made with a new shape and a good quality according to the consumers' interests. Although Sahan's grandmother likes to eat sweets like biscuits, she is not given such foods by considering her health condition. Sahan who loves his grandmother very much, decided to produce a type of biscuit which suits the health condition of elderly people like his grandmother by using local ingredients and told it to his father. Sahan's father gave him Rs.300 000 and the permission to use a part of his bakery building and the oven for this. Sahan decided to start a business named 'Sahan biscuits' by investing his savings of Rs.200 000 and the money given by his father. Sahan expects to get the help of his father who has a good experience on bakery works too. Sahan wants to keep the ownership and profit of the business to him and his father and do all trade and legal activities of the business by the name of their business 'Sahan biscuits'.

- Write **two** entrepreneurial characteristics possessed by Sahan, that are shown through what he always says to his father.
- (a) What is the reason for emerging this business idea of Sahan?
(b) Who are the target customers of Sahan's proposed business?
- Write **two** strengths of Sahan's proposed business.
- Mention the business organization which can be started for fulfilling the needs of Sahan and write the reason for this.
- Mention the human need and want that 'Sahan biscuits' business fulfils.

- Some information extracted from the business plan prepared for Sahan's proposed business.

Rs.

Purchasing machines and equipment	250 000
Monthly raw material cost	85 000
Monthly employee salaries : Bakery	45 000
: Distribution	35 000
Business registration fee	8 000
Monthly advertising expenses	15 000
Monthly distributing vehicle charges	20 000
Monthly electricity charges	12 000
Monthly sales income	300 000

Required: Indicating the following of proposed 'Sahan biscuits' business

- Total investment
- (a) Pre-startup cost (b) Total fixed assets
- Two** expenses taken from production plan
- Monthly total marketing expenses
- (a) Total cash inflows (b) Monthly net profit (02 × 10 = 20 marks)

2. (i) Explain in brief why entrepreneurship is more important than the other factors of production.
(ii) State **two** businesses introduced by entrepreneurs on changes in current market in Sri Lanka.
(iii) Explain the role of an social entrepreneur by an example.
(iv) Write **four** benefits that any country can gain through the entrepreneurship development.
(v) Mention **two** barriers for the creativity and write **two** actions that can be taken to minimize them.
(02 × 5 = 10 marks)
3. (i) State **two** strengths and **two** limitations of small scale businesses.
(ii) Write **four** ways that small scale businesses can contribute to the economic development of a country.
(iii) Write **four** tips that a small scale businessman can follow to achieve success in business activities.
(iv) Write **two** functions done by an entrepreneur fulfilling the role of leader for his/her business.
(v) Explain with **two** examples, the importance of improving the conceptual skills of an entrepreneur.
(02 × 5 = 10 marks)
4. (i) Explain in brief the relationship between an entrepreneur and the business environment.
(ii) State **two** factors of political and legal environment that affect the businesses.
(iii) Mention **four** factors belong to the internal environment of a business.
(iv) Write **four** characteristics that can be seen in the present business environment.
(v) State **four** external environmental factors that should be considered by Kamal who has decided to start a business related to the tourism industry.
(02 × 5 = 10 marks)
5. (i) 'Senaka got some medicine from the government hospital and bought some fruit from Ruwan's fruit stall.'
State the **two** businesses included in this statement and write separately the type of business organization they belong, according to ownership.
(ii) Mention **two** types of business organizations that an entrepreneur can start by keeping the ownership and the profit only to him/herslef.
(iii) State the **two** documents that Namal should submit with registration fees to the Divisional Secretary for registering his business by the name of 'Mihiri Bojun'.
(iv) Write **four** advantages that an entrepreneur can gain by starting his business as a partnership.
(v) State **two** common agreements regarding the commencement and the conduct of a franchise.
(02 × 5 = 10 marks)
6. (i) Write **two** problems to which the solutions can be found by creating an entrepreneurial culture in Sri Lanka.
(ii) Mention **two** parties that influence the determination of business ethics.
(iii) Write **two** ways that an entrepreneur can fulfil legal responsibility.
(iv) State **four** strengths that a woman should have to become an entrepreneur.
(v) State **two** financial incentives and **two** non-financial incentives provided by the government and private institutions to promote the entrepreneurship in a country.
(02 × 5 = 10 marks)

7. (i) Mention **two** planning reports prepared by a school. (02 marks)
- (ii) Write **four** information included in a production plan. (02 marks)
- (iii) Some estimated expenses and income in Nikil's expected business for the first month are given below.

	Rs.
Material cost.....	250 000
Labour and other production cost.....	150 000
Selling and distribution expenses.....	40 000
Administrative and financial expenses	60 000
Sales income.....	600 000

Required:

Preparing the statement of expected end result calculation for the first month in Nikil's business indicating total production cost, total non-production cost and net profit.

(06 marks)

(Total 10 marks)

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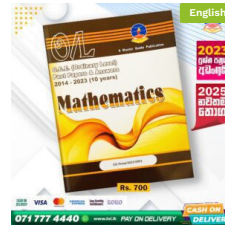


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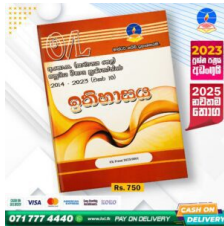
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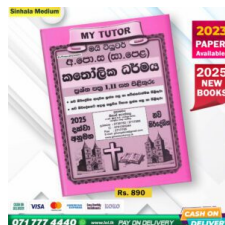
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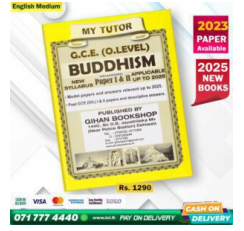
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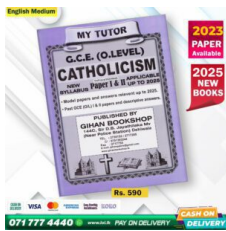
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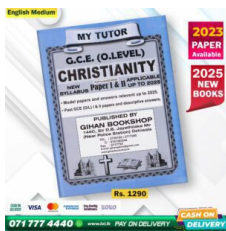
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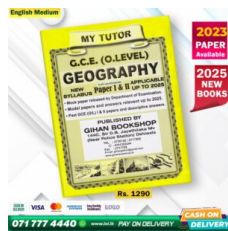
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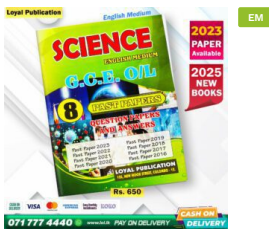
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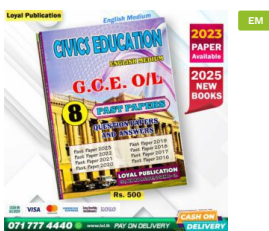
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