

63 E I, II

අධ්‍යයන පොදු සහතික පත්‍ර (සාමාන්‍ය පෙළ) විභාගය, 2025(2026)
கல்விப் பொதுத் தராதரப் பத்திர (சாதாரண தர)ப் பரீட்சை, 2025(2026)
General Certificate of Education (Ord. Level) Examination, 2025(2026)

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. Following are some ideas presented about entrepreneurship.
 - A - This is a mindset related to human thinking.
 - B - This is a nature that takes new ideas and concepts into action.
 - C - This is a social transformation process.
 - D - This is a nature of acting for the betterment of the society.
 Among these, the statements which describe the entrepreneurship correctly are
 - (1) A and B only.
 - (2) A and C only.
 - (3) B, C and D only.
 - (4) all A, B, C and D.
2. Ranmal developing an attractive package for his product can be considered as
 - (1) creativity.
 - (2) innovation.
 - (3) future vision.
 - (4) sensitivity to the environment.
3. An entrepreneur can develop his creativity by
 - (1) analyzing the abilities of the employees.
 - (2) studying the entrepreneurship.
 - (3) giving financial awards for the creativity of the employees.
 - (4) assigning the business management activities to a director board.
4. The source of innovation which influenced the concept of laundry business to enter the market is the
 - (1) process requirement.
 - (2) changes in the demography and life style.
 - (3) changing perception.
 - (4) changes in the market.
5. Sewvandi decides not to open a bank account for her expected business by thinking that going to the bank for banking activities is compulsory. The factor that obstructed Sewvandi's thinking is
 - (1) anticipating the instant results.
 - (2) the fear for mistakes and criticisms.
 - (3) thinking that there are barriers to be practical.
 - (4) not acting on logical basis.
6. Although Nipuni sells her handicrafts only in cash, she decided to sell her products to foreigners by using the credit cards. Entrepreneurial characteristic shown by Nipuni through this is
 - (1) independence.
 - (2) seeking information.
 - (3) future vision.
 - (4) flexibility.

7. The most specific factor among the production factors is
(1) Land. (2) Labour. (3) Capital. (4) Entrepreneurship.
8. Introducing a sugar free biscuit by Ranrasa biscuit organization can be considered as
(1) a new invention. (2) an extension.
(3) a duplicating. (4) a combination.
9. Sunimal says that he can direct his business to the correct path to achieve the expected objectives. An entrepreneurial characteristic reflected by this is
(1) flexibility. (2) creativity. (3) future vision. (4) self-confidence.
10. Sirimal's main objective is obtaining a degree from a national university. Select the answer that indicates the need and the want in this statement respectively.
(1) Education and obtaining a degree from a national university
(2) Entertainment and obtaining a degree from a national university
(3) Security and obtaining a degree from a national university
(4) Obtaining a degree from a national university and education
11. Kusal who obtained higher benefits by transferring to organic fertilizers from chemical fertilizers for his cultivation is
(1) an internal entrepreneur. (2) a social entrepreneur.
(3) a business entrepreneur. (4) an institutional entrepreneur.
12. A benefit gained by an entrepreneur through entrepreneurship is
(1) presenting new goods and services to the market.
(2) generating employment opportunities.
(3) utilizing local resources.
(4) being able to use unused talents.
13. A function done by an entrepreneur by performing the role of the manager is
(1) formulating business plans. (2) buying necessary resources to the business.
(3) guiding the employees. (4) bearing the profit or loss of the business.
14. When a new entrepreneur enters the market, there is a very high risk at offering
(1) an existing product to a new market. (2) an existing product to the existing market.
(3) a new product to the existing market. (4) a new product to a new market.
15. The ability of recruiting better employees to the business following a formal procedure is an entrepreneur's
(1) human skill. (2) technical skill.
(3) counselling skill. (4) conceptual skill.
16. What is the feature which was in the business environment of past rather than the business environment of present?
(1) Profit was the principal motive.
(2) Consumers were more powerful.
(3) There were many goods and services to fulfil a need.
(4) There were many international relationships.
17. Chamara runs a business of selling and distributing goods. A strength to his business is
(1) having two efficient employees.
(2) reducing the tax rate charged by the government.
(3) increasing of the number of suppliers of trading goods.
(4) reducing the interest rate of the loans given for the businesses.
18. Using mobile phones for business activities at present belongs to the
(1) economic environment. (2) scientific and technological environment.
(3) demographic environment. (4) political and legal environment.

19. An effect created through economic environment for business activities is
(1) increasing the tax rate for imported goods.
(2) introducing goods to the market under proper standard certificates.
(3) increasing the bank interest rate.
(4) entering international agreements that give economic benefits.
20. A business which is under tertiary sector in the Sri Lankan economy at present is
(1) the tile factory. (2) building construction project.
(3) the retail shop. (4) rearing ornamental fish.
21. Although many business ideas can be identified, a main reason for them **not** becoming business opportunities is
(1) having less entrepreneurial mindsets. (2) not having proper national policies for businesses.
(3) the difficulty in getting capital. (4) the inability to face the competition successfully.
22. The business idea of producing a type of liquid for washing face emerged through
(1) mass media. (2) market demand.
(3) market surveys. (4) individual skills and experiences.
23. A business opportunity which can be considered as offering an existing good or service to a new market is
(1) introducing a new digital paying system for rural farmers who rely on cash transactions only.
(2) the ability to join the doctors online.
(3) starting a delivery service of goods to buyers in foreign countries.
(4) introducing a type of new facewashing liquid for women.
24. Nadun decides to start his business as a partnership. The maximum number of persons who can be the owners of this business is
(1) 2. (2) 10. (3) 20. (4) 50.
25. Select the **incorrect** statement about private limited companies.
(1) Even one person can start.
(2) General public can be invited to purchase the shares of the company.
(3) Management should be done by a director board.
(4) Accounting and auditing is mandatory.
26. Business organizations are classified as private sector businesses and public sector businesses according to the
(1) objective of the business. (2) responsibility of the owners of the business.
(3) ownership of the business. (4) goods and services provided by the business.
27. The certificate of registration of business name for a sole proprietorship business is issued by the
(1) divisional secretary. (2) district secretary.
(3) provincial chief secretary. (4) secretary of trade ministry.
28. A philanthropic responsibility fulfilled by an entrepreneur is
(1) using limited resources efficiently.
(2) donating sports equipment to a small school.
(3) paying employees' provident funds properly.
(4) improving the quality of the service provided by the business.
29. What is considered as a strength in women to become an entrepreneur?
(1) Being independent (2) Having more experiences
(3) Being frugal (4) Having no fear to take risks
30. When running a business, a code of ethics should be followed as
(1) the profit can be maximized through that.
(2) the disputes between the owners and employees can be avoided.
(3) the business can be run without harming the natural environment.
(4) it is a law enacted by the government for all the businesses.

31. The instructions are given to improve the quality of goods produced for export by the
 (1) Industrial Development Board. (2) Industrial Technology Institute.
 (3) Sri Lanka Export Development Board. (4) Sri Lanka Standards Institute.
32. An entrepreneurial trait that can be seen in a person living in an entrepreneurial culture is
 (1) satisfying with the status quo. (2) always thinking positively.
 (3) being insensitive to the environment. (4) not trying to change the existing things.
33. Which element of the business plan should be prepared in order to create a picture of the whole business in the reader's mind?
 (1) Executive summary (2) Financial plan
 (3) Production plan (4) Administration plan
34. An item included in the marketing plan of a proposed business is the
 (1) organizational chart that shows the positions and responsibilities.
 (2) analysis of supply of competitors.
 (3) estimated cash flow statement.
 (4) statement of expected results calculation.
35. When an entrepreneur selects marketing strategies based on marketing mix, a function that is done under the variable 'Product' is considering about how to
 (1) set a name for the product. (2) set the price to the product.
 (3) sell the product. (4) get the attraction of the customers to the product.
36. An administration expenditure included in an administrative plan in a proposed manufacturing business is
 (1) factory employees' salaries.
 (2) distributing vehicle charges.
 (3) expenses for stationery.
 (4) expenses for the inauguration ceremony of the business.
37. The interest paid for bank loans by a business is considered as
 (1) an administrative expense. (2) a financial expense.
 (3) a business pre-startup expense. (4) a marketing expense.
38. A pre-startup expense included in the financial plan of a business is
 (1) buying a building for the business.
 (2) buying machines and equipment for the business.
 (3) getting internet facilities for the business.
 (4) recruiting two employees for the business.
39. A fixed asset included in a production plan of a proposed manufacturing business is
 (1) office furniture. (2) distributing vehicles.
 (3) shop buildings. (4) factory machines and equipment.

40. Following are the estimated expenses prepared by Harsha who expects to produce a new kind of soap.

	Rs.
Raw material cost	50 000
Labour cost	30 000
Other production expenses	10 000
Administrative expenses	20 000
Selling and distribution expenses	10 000

The total production cost of Harsha's proposed new product is

- (1) Rs. 80 000. (2) Rs. 90 000. (3) Rs. 110 000. (4) Rs. 120 000.

සියලු ම හිමිකම් ඇවිරිණි / முழுப் பதிப்புரிமையுடையது / All Rights Reserved]

ශ්‍රී ලංකා විභාග දෙපාර්තමේන්තුව ශ්‍රී ලංකා විභාග දෙපාර්තමේන්තුව ශ්‍රී ලංකා විභාග දෙපාර්තමේන්තුව ශ්‍රී ලංකා විභාග දෙපාර්තමේන්තුව ශ්‍රී ලංකා විභාග දෙපාර්තමේන්තුව
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ව්‍යවසායකත්ව අධ්‍යයනය I, II
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).

Nuwan who lives in a village close to historical places in Anuradhapura, is working as a management assistant in a private firm. He always says that he will start his own business and improve it into international level. A friend of Nuwan, Danuka who works as a tourist guide, has told him that most of the foreign tourists like to stay a few days in a village in Sri Lanka and enjoy the village life. Nuwan decided to start a tourist resort called 'Village Life' for foreign tourists in his own land which is situated near a tank and a paddy field with the help of his friend Danuka. This land has been estimated to Rs. 9,000,000.

● Nuwan and Danuka agreed to do the following for their business.

- * In addition to Nuwan's land, Nuwan and Danuka should invest Rs. 1,500,000 and Rs. 3,500,000 to the business respectively.
- * Building four small houses with the features of ancient village houses using local materials like clay, timber and cadjans
- * Recruiting four village youngsters who have no any training or service experiences to the business
- * Advertising their business through social media and providing food, health and transport facilities to the tourists who come to the resort

- (i) Write **four** entrepreneurial characteristics that can be seen through Nuwan.
- (ii) (a) What affected in emerging this business idea to Nuwan?
(b) Who are the target customers of this proposed business?
- (iii) Write **two** types of business organizations that Nuwan and Danuka can start their proposed business.
- (iv) Write a strength and a weakness in Nuwan's and Danuka's proposed business.
- (v) Mention **two** examples from the case that indicate how Nuwan and Danuka fulfill the role of owner, as entrepreneurs.

● Some information extracted from the business plan of Nuwan's and Danuka's proposed business has been given below.

	Rs.
Registering the business	12 000
Obtaining electricity and water to the land	68 000
Building small houses	1 200 000
Furniture and equipment.....	800 000
Expenses for inauguration day ceremony of the business.....	20 000
Employees' salary	200 000
For day-to-day business activities	1 600 000
For advertising and transportation	400 000
Expected monthly income	3 400 000

Required: Indicating the followings of Nuwan's and Danuka's proposed business

- (vi) Total investment
- (vii) Total fixed assets
- (viii) Pre-startup expenses

- (ix) Total estimated cash inflows
(x) For the first month
(a) Total expenses (b) Net profit (02 × 10 = 20 marks)
2. (i) Write **two** benefits that a person can gain as an entrepreneur rather than being an employee.
(ii) Explain briefly the difference between an entrepreneur and a businessman.
(iii) State briefly how the eye and the brain of a person help to become an entrepreneur.
(iv) Write **four** barriers emerged when finding solutions creatively to any problem.
(v) 'Entrepreneurs are an asset to a country.' State **two** factors to justify this statement.
(02 × 5 = 10 marks)
3. (i) Explain briefly what 'Capital', a factor of production is and write **two** examples for that.
(ii) Write **two** ways how small scale businesses contribute to the economic development of a country.
(iii) Write **two** internal environmental factors of a business and write separately how they become strengths to the business.
(iv) Mention **two** examples for each primary and secondary sector businesses which are the principal business sectors in Sri Lanka.
(v) Write **two** situations which indicate the conceptual skill of an entrepreneur.
(02 × 5 = 10 marks)
4. (i) Name **two** non-human resources that can be obtained from the natural environment and mention **two** business opportunities which can be created from them.
(ii) Write a suitable place for each of the following business activities.
(a) Opening a reception hall
(b) Starting a bookshop
(iii) Write an advantage and a disadvantage that an entrepreneur receives by entering the market through offering an existing product or a service to the existing market.
(iv) Business ideas have emerged in various ways for generating existing businesses at present. Write **four** sources where such business ideas emerge.
(v) (a) What is a 'patent'?
(b) Write **two** benefits of obtaining a patent.
(02 × 5 = 10 marks)
5. (i) Write **two** common characteristics which can be seen in any business organization.
(ii) Classify the business organizations based on ownership and state an example for each of them.
(iii) Write **two** reasons why many entrepreneurs like to start their businesses as a private limited company than a sole-proprietorship or a partnership.
(iv) Write **two** problems that an entrepreneur has to face by running the business as a partnership rather than sole-proprietorship.
(v) Write **two** common agreements included in a franchise agreement in franchise businesses.
(02 × 5 = 10 marks)

6. (i) What is 'an entrepreneurial culture'?
- (ii) Write **two** ways how economic and social problems prevailing in a country can be solved through an entrepreneurial culture.
- (iii) It is important to have opportunities within the business environment for women to enter businesses. Write **two** such opportunities that can be seen in the economy of Sri Lanka.
- (iv) Mention **two** reasons with examples for the necessity of business ethics for the businesses in a country.
- (v) Write **two** problems that a country has to face as businesses do not fulfil legal responsibilities.
(02 × 5 = 10 marks)

7. The following are some information taken from the business plan prepared for Nikil's proposed business.

- * Using Nikil's building of Rs. 1 500 000 for the business
- * Obtaining a bank loan of Rs. 500 000 and purchasing furniture and equipment of Rs. 500 000 by using this money
- * The following expenses are paid from Nikil's own money
 - For preparing the business plan Rs. 20 000
 - Expenses for inauguration day ceremony of the business Rs. 15 000
 - For day-to-day business activities Rs. 365 000

Required:

Preparing the Estimation of Total Investment in Nikil's proposed business indicating Total fixed assets, Pre-startup expenses, Total working capital and Total investment

(Use the following format to answer)

Description	Proposed investment		Total investment (Rs.)
	Owner (Rs.)	Bank loan (Rs.)	

(Total 10 marks)
