

## Chapter 1

### PASSAGES OF COMPREHENSION

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#### The Language of Science

##### Summary

Most of the college students have difficulty in reading their textbooks, because there are many words in these books which are often long and strange to them as they come from Greek or Latin language . Therefore, when a student opens a book of science, he finds that the science book uses many special words in place of common words. Because science writers do not like to use common words which have more than one meaning. Science writers prefer to use words which have exact and specific meaning. For example, in place of the word “hole” he will use “cavity” for teeth and “perforation” for ear, in place of circular the scientist would prefer “disc” for the coin and “sphere” for the earth. Similarly for the word ‘bowl’ a scientist will use ‘concave’ and ‘convex’ that is, if the surface is turned towards us it is ‘concave’ as it is shaped like a cave and if it is turned outside, it is ‘convex’.

Latin and Greek do not have a great supply of special words for scientists to take; they have only their common words to offer, but with common Latin and Greek words the scientist has built new special words. Thus, in the language of science, ‘top point’ becomes ‘apex’, study of three angles is called ‘trigonometry’; and cinema is known as ‘bioscope’. Similarly, instead of using “to get” they tend to use “to acquire”. Hence, the use of a lot of Greek and Latin words has resulted in the language of science becoming different from the language of common use. Thus, one can find that the scientist tends to use special words even when words of common use could do, because using special words becomes their habit.

## COMPREHENSION

**I(a) Find a list of words in column A, and another in B with their exact scientific equivalents. Match the words of A with those of B**

| Column A          | Column B      |
|-------------------|---------------|
| (i) Top           | a. periphery  |
| (ii) Bottom       | b. vertical   |
| (iii) At the side | c. horizontal |
| (iv) Slanting     | d. apex       |
| (v) Upright       | e. lateral    |
| (vi) Flat         | f. oblique    |
| (vii) Edge        | g. base       |

**Ans**

| Column A          | Column B      |
|-------------------|---------------|
| (i) Top           | d. apex       |
| (ii) Bottom       | g. base       |
| (iii) At the side | e. lateral    |
| (iv) Slanting     | f. oblique    |
| (iv) Upright      | b. vertical   |
| (v) Flat          | c. horizontal |
| (viii) Edge       | a. periphery  |

**(b) Use the following words/phrase in sentences of your own bringing out their meanings:**

Instead of; in proximity to; throughout; to look up in; a piece of advice.

**Answers**

- i. I would like to have tea instead of coffee.



- ii. Daman has an advantage of location due to its proximity to Mumbai.
- iii. I was a first class student throughout my college education.
- iv. We should look up in the dictionary to find meanings of new words.
- v. Elders always have a piece of advice for youth in any matter.

**(c) Complete the following sentence using the appropriate alternative, given in the parentheses:**

- (i) The wall stands (upright / perpendicular) to the ground.
- (ii) He is sitting at the (edge/ boundary / periphery) of the cot.
- (iii) The shot put has a (spherical / circular) shape.
- (iv) The moon looks like a (circle / sphere / disc) to the people on the earth.
- (v) He has a (hole/cavity) in one of his teeth.
- (vi) He has a (hole/cavity) in his pocket.

**Answers**

- (i) The wall stands perpendicular to the ground.
- (ii) He is sitting at the edge of the cot.
- (iii) The shot put has a spherical shape.
- (iv) The moon looks like a disc to the people on the earth.
- (v) He has a cavity in one of his teeth.
- (vi) He has a hole in his pocket.

**II Rewrite the following sentences using words / phrase of common use in place of scientific words /phrase:**

- (a) The manager decides to give him promotion (later on / at a subsequent occasion)
- (b) I live (in close proximity / near to) the Johns.
- (c) Students should not (oscillate / roam) in the verandah.

### Answers

- (a) The manager decides to give him promotion later on
- (b) I live near to the Johns.
- (c) Students should not roam in the verandah.

### III (a) Find words in the passage with the following prefixes;

|      |   |         |
|------|---|---------|
| Late | - | (side)  |
| Peri | - | (round) |
| Tri  | - | (three) |
| Bio  | - | (life)  |

### Answers

Lateral  
Periphery  
Trigonometry  
Biology

### (b) Find words in the passage ending in:

|        |      |        |         |
|--------|------|--------|---------|
| - al   | - ar | -ery   | - scope |
| - cave | -vex | -metry | -meter: |

### Answers

Lateral  
Perpendicular  
Periphery  
Bioscope  
Concave  
Convex  
Trigonometry  
Goniometer

### IV Answer the following in one or two sentences:

- (a) Why does the scientist use special words?
- (b) Why do scientists tend to use special words even when



words of common use could do?

- (c) Why do most college students have difficulty in reading their textbooks?
- (d) How does the scientist get these special words?
- (e) Why does an English student has to learn new words of English as we do ?

**Ans(a)** The scientist uses special words because he does not like to use common words which have more than one meaning. He prefers to use words, which have exact and specific meaning.

**Ans(b).** The scientist tends to use special words even when words of common use could do, because using special words become their habit. For e.g. instead of using "to get" they tend to use "to acquire".

**Ans(c)** Most of the college students have difficulty in reading their text-books , because there are many new words in these books which are often long and strange to them. And they might have been taken from Greek and Latin language.

**Ans(d)** The scientist gets his special words from Greek and Latin language. These languages are the oldest languages.

**Ans(e)** An English student has to learn new words of English, as we do, because he does not know these new words until they are taught to him in the class. Moreover, the new words come from Greek and Latin Language and so they are new to them.

## **COMPOSITION:**

- I. Write a paragraph on how the language of science is different from the language of common use.**

**Ans.** We use various words in our daily conversation. When a student opens a book of science, he finds that the sci-

ence book uses many special words in place of common words. Science writers use special words because he does not like to use common words which have more than one meaning. He prefers to use words which have exact and specific meaning. For example, in place of the word "hole" he will use "cavity" for teeth and "perforation" for ear, in place of circular the scientist would prefer "disc" for the coin and "sphere" for the earth. Similarly for the word 'bowl' a scientist will use 'concave' and 'convex' that is, if the surface is turned towards us it is 'concave' as it is shaped like a cave and if it is turned outside, it is 'convex'. Use of a lot of Greek and Latin words has resulted in the language of science becoming different than the language of common use.

**II. Write a paragraph on the language of science using among others the following words and phrases:**

periphery; earth; shape; spherical; circular; flat; planetary; motion; axial rotation; elliptical; orbit; the solar system.

**Ans.** Earth is the planet we live on. It is the third planet from the Sun. It is the only planet known to have life on it. Earth is part of the eight planets and many thousands of small bodies in the orbit that move around the Sun as its solar system. It is spherical in shape, and looks circular from space, but it appears flat to us. The earth rotates on its axis as well as revolves around the sun in elliptical movement. Its axial rotation causes day and night while change in seasons are caused because of its rotation around the sun. The planetary rotation of different planets around the sun is different. The outer periphery of the earth is protected by atmospheric layers which also save us from solar radiation and ultraviolet rays. It is estimated that one-eighth of Earth's surface is suitable for humans to live on – three-quarters of Earth's surface is covered by oceans, leaving one-quarter as land. Half of that land area is desert, high mountains or other unsuitable terrains.

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# OUR ENVIRONMENT

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## Summary

The word 'environment' means our immediate surroundings which include air, water, plants, animals, and other natural features. The two basic components of the environment are Biotic and Abiotic which means living and non living objects respectively. The study of environment involves the study of biosphere. Biosphere means the place where living things survive. They are found from the depths of the ocean to summits of mountains. The survival of human beings depends on several species of animals and plants. The elements of nature controlled by human intervention resulted in progress but produced problems for environment. Slowly and gradually, the people started to control nature and as a result of that, their life became more comfortable and wealthy but at the same time Changes like these have triggered climate change, soil erosion, poor air quality, and undrinkable water. There are number of factors which affects the environment. They are

### Air pollution

Air pollution occurs, when harmful or excessive quantities of substances including gases, particles, and biological molecules are introduced into Earth's atmosphere. It may cause diseases, allergies and even death to humans; it may also cause harm to other living organisms and may damage the natural or built environment.

### Land Degradation

Land is the basic resource , due to salinity, alkalinity and wind erosion millions of hectares of land suffer from land degradation and cause great environmental problem

### Deforestation

Deforestation causes various climate changes like lack of rain, increasing temperature etc. The removal of trees without sufficient



reforestation has resulted in habitat damage, biodiversity loss, and aridity. Industrialisation has been a major reason for deforestation.

### **Water pollution**

Water pollution results when contaminants are introduced into the natural environment. For example, releasing inadequately treated wastewater into natural water bodies can lead to degradation of aquatic ecosystems. In turn, this can lead to public health problems for people living downstream. In India, almost 70% of diseases are waterborne which is being contaminated by pollution.

### **Hazardous Substances**

Modern industrious development has brought dangers from hazardous chemicals and nuclear Power industry. In Scandinavian countries the acid rain has affected the fauna. As a result, both the fish eating population and fishing industries have been affected.

### **How to Meet the Challenges**

Legislation is needed to meet the environmental challenges and to cover all the aspects of the environment. Environment Legislation is needed to control water and air pollution of every kind.

## **COMPREHENSION**

**I (A) Find the words from the passage meaning:**

- a) Liquid waste material that comes out of factories
- b) A class of plants or animals
- c) Belonging to a large busy city
- d) Something that has become very dry
- e) Small part of something that remains after the main part

- has disappeared
- f) The release of gas or radiation into the atmosphere
  - g) Make an addition to
  - h) A particular thing, person, or situation that is not included in a general statement

**Ans. 1(A)**

- a. Sewage
- b. Species
- c. Metropolitan
- d. Parched
- e. Residue
- f. Emission
- g. Supplement
- h. Exception

**(B) Match the words in Part A with their meanings in part B:**

**Part A**

1. Enormous    2. Intervention    3. Survival  
4. Combustion    5. Disaster    6. Sustain

**Part B**

- 1      The act of coming between especially in order to influence a situation
- 2      Process of burning-
- 3      Enable to keep up
- 4      State of continuing to exist
- 5      Immense
- 6      Terrible accident



### Answer (B)

- |   |                 |
|---|-----------------|
| 1. The act of coming between especially in order to influence a situation – | 2. Intervention |
| 2. Process of burning-  | 4. combustion   |
| 3. Enable to keep up -  | 6. sustain      |
| 4. State of continuing to exist -   | 3. survival     |
| 5. Immense -  | 1. enormous     |
| 6. Terrible accident -  | 5. disaster     |

### (C) Expand the following compound words:

Global phenomenon: forest cover: wind erosion: water-borne: poverty line: natural resources: parched field

1. Global phenomenon-A worldwide happening Global warming is a global phenomenon. It is spreading all over the world.
2. Forest cover- Forest Area.  
Cutting of trees is resulting in reducing forest cover.
3. Wind erosion- Erosion made by wind.  
Some materials decay because of wind erosion.
4. Water borne- Water caused.  
Two-thirds of diseases in India are water-borne. It happens because of excessive pollution.
5. Poverty line- People living below a set standard of life.  
The Government is taking steps to promote people who come below the poverty line. They are being facilitated by various schemes.
6. Natural Resources- Resources provided by nature.  
Water is one of Earth's most important natural resource
7. Parched field-Dry field.  
Less rainfall in India and not very good irrigation facility has resulted in parched field, affecting agriculture of the country.



**(D) Complete the following sentences with appropriate forms of words given below:**

Enormous; survival; pollute; erosion; intercept; supplement

- a) Industrial wastes from the Barauni refinery discharged into the Ganga caused ..... to its water.
- b) In these days of hectic competition only enterprising businessmen can .....
- c) Timely ..... of the defender prevented the scoring of the goal.
- d) Land around a river is ..... by its water.
- e) Because of the ..... of problems facing the country, we must sink our differences.
- f) He ..... his income by giving tuition.

**Answer (D)**

- a) Pollution
- b) Survive
- c) Interception
- d) Eroded
- e) Enormous
- f) Supplements

**(E) Use the following phrases in sentences of your own:**

Apart from; as a result of; bring about; lack of

**Answers**

1. The twins cannot be differentiated apart from their hair colour.
2. He stood first in the university as a result of his hard work.
3. It is difficult to bring about change.
4. His lack of knowledge in the subject resulted in his failure.

**II Read the passage and answer each one of the following questions in one or two sentences:**

- a) The word "environment" means our immediate surroundings. What do they include?
- b) What are the two basic components of the environment? Explain them in brief.
- c) What does the term "biosphere" describe?
- d) What does the survival of human beings depend on?
- e) Why does the author describe the human beings as 'a culture building animal'?
- f) How were the elements of nature controlled?
- g) Irrigation facilities provide much needed water to the parched fields. Then, how can it cause problems?
- h) Why do millions of hectares of land suffer from degradation?
- i) To what the reduction of forest cover attributed to?
- j) Why are two-thirds of diseases in India water-borne?
- k) In what way does the acid rain affect a country like Scandinavia?
- l) Why is environmental legislation needed?

**Ans. a)** The word 'environment' means our immediate surroundings which includes air, water, plants, animals, and other natural features.

**Ans. b)** The two basic components of the environment are Biotic and Abiotic which means living and non living objects respectively.

**Ans. c)** Biosphere means the place where living things survive. They are found from the depths of the ocean to summits of mountains.

**Ans. d)** The survival of human beings depends on several species of animals and plants.



**Ans. e)** The author describes human beings as culture building animals because their interventions in nature changed the face of the earth. And they are continuously working on making life better and richer.

**Ans.f)** The elements of nature controlled by human interventions has made a change in the face of the earth and made life much easier and richer.

**Ans.g)** The irrigation facility that provided the much needed water to the parched fields provided salinity in the land and made it unfertile.

**Ans.h)** Due to salinity, alkalinity and wind erosion millions of hectares of land suffer from land degradation.

**Ans.i)** The forest cover is mainly reduced due to cutting of forests by the tribal for their livelihood and the paper and newspaper industries, using wood for making paper.

**Ans.j)** In India, almost 70% of diseases are waterborne which is being contaminated by pollution. Faulty sewage treatment and industrial wastes also help in spreading diseases.

**Ans. k)** The acid rain has affected the fauna of Scandinavian countries. It has also affected the water of lakes and ponds. As a result, both the fish eating population and fishing industries have been affected.

**Ans.l)** Environment Legislation is needed to control water and air pollution of every kind. Legislation is needed to meet the environmental challenges and to cover all the aspects of the environment.

**III Write short notes on each one of the following in about 5-6 lines:**

a) Air pollution

ii) Water pollution

iii) Deforestation

iv) Human intervention to changes the environment



### **i. Air pollution**

Air pollution occurs, when harmful or excessive quantities of substances including gases, particles, and biological molecules are introduced into Earth's atmosphere. It may cause diseases, allergies and even death to humans; it may also cause harm to other living organisms such as animals and food crops, and may damage the natural or built environment. Both human activity and natural processes can generate air pollution. It is the direct result of combustion. An air pollutant is a material in the air that can have adverse effects on humans and the ecosystem. The substance can be solid particles, liquid droplets, or gases. A pollutant can be of natural origin or man-made.

Or

### **Air pollution**

1. Air pollution occurs when harmful or excessive quantities of substances including gases, particles, and biological molecules are introduced into Earth's atmosphere.
2. It may cause diseases, allergies and even death to humans.
3. It may also cause harm to other living organisms such as animals and food crops, and may damage the natural or built environment.
4. Both human activity and natural processes can generate air pollution.
5. It is the direct result of combustion.
6. Industrialization results in an increase in burning of fuels. The combustion of both coal and oil results in emission of sulphur dioxide which pollutes the air.

## **Water pollution**

Water pollution is the contamination of water bodies, usually as a result of human activities. Water bodies include, lakes, rivers, oceans, aquifers and groundwater. Water pollution results when contaminants are introduced into the natural environment. For example, releasing inadequately treated wastewater into natural water bodies can lead to degradation of aquatic ecosystems. In turn, this can lead to public health problems for people living downstream. As they may use the same polluted river water for drinking or bathing or irrigation. Water pollution is the leading worldwide cause of death and disease. Besides the industrial wastes, pollution of water arises from the lack of drains and lack of a sewage system. Two-thirds of diseases in India are water-borne.

Or

## **Water pollution**

1. Water pollution is the contamination of water bodies, usually as a result of human activities.
2. Industrialization has posed a threat to the quality of water with constant inflow of human wastes and industrial wastes
3. Water pollution results when contaminants are introduced into the natural environment. For example, releasing inadequately treated wastewater into natural water bodies can lead to degradation of aquatic ecosystems.
4. In turn, this can lead to public health problems for people living downstream.
5. They may use the same polluted river water for drinking or bathing or irrigation.
6. Water pollution is the leading worldwide cause of death and disease.



7. Besides the industrial wastes, pollution of water arises from the lack of drains and lack of a sewage system.
8. Two-thirds of diseases in India are water-borne.

**i. Deforestation**

Ans. Human being population is increasing day by day.

1. Humans need space to live in.
2. About 31% of Earth's land surface is covered by forests.
3. Humans are deforesting to fulfill their needs like place, wood etc.
4. Deforestation causes various climate changes like lack of rain, increasing temperature etc.
5. Industrialization has been a major reason for deforestation. Paper and Newspaper industry has increased the demand for wood.
6. Land degrades on account of deforestation.
7. The removal of trees without sufficient reforestation has resulted in habitat damage, biodiversity loss, and aridity.

**ii. Human interventions to change the environment**

Human beings share a lot of land in composition to animals and plants. In the past, humans tried to adjust themselves, as they knew it well that their life was dependent for many things on these plants and animals. But in due course of time, the humans made a lot of changes in the environment and thus, the Earth had to face the changes made by human beings. Slowly and gradually, the people started to control nature and as a result of that, their life became more comfortable and wealthy. This exploitation of natural resources has still not ceased and that has created



problems for the environmentalists of today. Changes like these have triggered climate change, soil erosion, poor air quality, and undrinkable water. These negative impacts can affect human behavior and can prompt mass migrations or battles over clean water

## **COMPOSITION**

**I** Describe the Ganga Action Plan to restore the water quality of the river.

### **Ganga Action Plan**

In view of pollution, the Government of India has started making plans for removal of pollution from the rivers, and so a scheme of Ganga Action Plan has been started. The aim of this project is to protect the water of Ganga from pollution. Ganga is the most important river of India. It covers more than 2000 kms from Himalayan Ranges to Bay of Bengal. It irrigates almost an area of 40pc of the land of India and sustains 37pc of Indian population. On its banks many towns are situated. Its water has been contaminated by industrialization, dumping of human ashes and half burned corpses and much garbage waste to its water everyday. This Ganga action plan is very ambitious and expensive but strong determination, awareness and doing needful can heal and restore its water and purifying it.

**II. Discuss the adverse effects of the environment.**

### **Effect on Air**

Harmful substances which contaminate the environment such as Carbon and dust particles string up with the air, in the form of smog, haze, and smoke, which may affect or damage the respiratory system. These are caused by the emission of industrial damaging and manufacturing units by burning of fossil fuels,



vehicle combustion of carbon fumes. Actually, these components or factors affect the malfunctioning of the bodies and immunity systems of birds which become a carrier of viruses and infections.

### **Effect on Water**

Water gets contaminated easily with any pollutant, whether it is human waste or chemical discharge from factories. When we use this water for irrigation of crops and drinking, we get the infection. Besides, an animal dies because they drink this same contaminated water. Around 80% of pollutants of land such as chemical, industrial and agricultural waste end up in the water bodies.

### **Effect on Climate**

Climate change has already impacted ecosystems and human life as well. Like ozone depletion, greenhouse gases, global warming, ocean acidification, all these climate changes are a cause of environmental pollution. It forces species to migrate to higher latitudes or higher elevations where temperatures are more beneficial to their survival. Sometimes it makes food insecurity worse in many places.

### **Effect on Food**

Due to contaminated sources such as soil, water and air, the crop or agricultural produce also get toxic. Furthermore, this contaminated food affects our health and organs. One can find that these chemical contaminants also can be present in foods mainly as a result of the use of agrochemicals, such as residues of pesticides and veterinary drugs.

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# ENTREPRENEURSHIP

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## Summary

**Entrepreneurship:** In 1961 Schumpeter defined an entrepreneur as a 'dynamic agent of change', or a catalyst who transforms increasingly natural and human resources into production possibilities.' It has following qualities:

**Leadership:** Entrepreneurs are leaders by the very nature of their activities. Effective leaders are those who are highly skilled in motivating their employees and communicating with them.

**Risk Taking:** Entrepreneurs are calculated risk takers. They generally enjoy the excitement of challenge, but they don't gamble.

**Decision Making:** Decision making ability is the distinguishing mark of an entrepreneur. Entrepreneur should use his past experiences as guidelines in arriving at decisions.

**Financial Planning and Control:** All business revolves around the money. The two factors involved in determining the financial rewards are a cash reward for time and a cash reward for his investment of finances.

**Perceiving Market Opportunities:** Factors related to perceiving new market opportunities are:

- a) Market Research
- b) Gathering data from various sources
- c) Selecting a proper business location

**Marketing:** As a general principle, an entrepreneur should concentrate on expanding markets for his product rather than competing with other firms for the same amount or type of business. Therefore, he must have sufficient ability to critically examine the various recent business trends. The most important are as follows:

1. The ability to examine critically the right power of opportunity.

2. His *persuasive communication skills* of listening can be changed into a reality by persuading friends, relatives, and even strangers to invest in a venture.
3. *Listening and information acquisition skills* and understanding needs of others is equally important

Entrepreneurship has become the focal point in the last two decades, because of the following reasons:

- Economy cannot be called satisfactory without providing opportunities for self employment.
- Economy needs to provide encouragement to young people because they cannot deal with the necessity of life.
- Economy cannot provide jobs for all the work force, therefore, young people need to start their own business, in new schemes provided by government
- Many young will start their own business because they have a business idea that has been nagging at their mind and heart for several years.
- It is important for new Entrepreneurs to know Agencies where he can get guidance and information for his business.

## COMPREHENSION

### I (A) Find the words in the passage meaning

- a) Business operation that involves spending money in the hope of getting more.
- b) A period of ten years
- c) Features of lives that have passed on from one generation to another.
- d) (Use of) methods and machines to save labour.
- e) A substance that speeds up a chemical process but does not itself undergo change.



- f) Complete
- g) Prominent

### Answers

- a. Entrepreneurship
- b. Decade
- c. Heritage
- d. Automation
- e. Catalyst
- f. Total
- g. Salient

### II Fill in the blanks with appropriate forms of the following words:

effect; transformation; expert; location; persuade

- a) Matter cannot be changed. A carpenter at the best may ..... wood into a piece of furniture.
- b) For a business to flourish, it must be ..... at a good place.
- c) .....skills is needed to be successful while striking a deal.
- d) Technical ..... of the production manager cannot be called into question.
- e) We have to think about ..... ways of reducing pollution.

### Answers

- a. Transform
- b. Located
- c. Persuasive
- d. Expertise
- e. effective

### III Answer each of the following questions in one or two sentences.

- a. How did Schumpeter define himself as an entrepreneur?
- b. Who are effective leaders?
- c. What do entrepreneurs enjoy?
- d. Why do entrepreneurs avoid high-risk situations?
- e. What is the distinguishing mark of an entrepreneur?
- f. What guidelines should an entrepreneur follow for arriving at decisions?
- g. Which two factors determine an entrepreneur's financial rewards?
- h. Which factors are related to perceiving new market opportunities?
- i. As a general principle of marketing, what should an entrepreneur concentrate on?
- j. Why is there growing awareness among the economies of the developing countries?
- k. How can an idea be changed into reality?
- l. What does an entrepreneur do for others?
- m. Where may new entrepreneurs go for a particular piece of information?

**Ans. a.** Schumpeter defined an entrepreneur as a 'dynamic agent of change, or a catalyst who transforms increasingly natural and human resources into production possibilities.'

**Ans .b.** Effective leaders are those who are highly skilled in motivating their employees and communicating with them. Entrepreneurs are leaders by the very nature of their activities.

**Ans .c.** Entrepreneurs generally enjoy the excitement of challenge. They take calculated risk, but they don't gamble.



**Ans.d.** Entrepreneurs avoid high risks because they want to succeed. They are calculated risk takers.

**Ans.e.** Decision making ability is the distinguishing mark of an entrepreneur.

**Ans.k.** As a general principle, an entrepreneur should concentrate on expanding markets for his product rather than competing with other firms for the same amount or type of business.

**Ans.f.** The two factors involved in determining the financial rewards are a cash reward for time and a cash reward for his investment of finances.

**Ans.g.** An Entrepreneur should use his past experiences as guidelines in arriving at decisions.

**Ans.h.** Factors related to perceiving new market opportunities are :

- a) Market Research
- b) Gathering data from various sources
- c) Selecting a proper business location

**Ans.i.** There is growing awareness among the economies of developing countries such as India for self-employment and entrepreneurship, because they are not able to provide jobs to the whole workforce.

**Ans.j.** An idea can be changed into a reality by persuading friends, relatives, and even strangers to invest in a venture . Persuasive communication skills are required for this.

**Ans.l.** An entrepreneur works as an agent or catalyst for those who want to bring change. He is not only employed but creates employment for others.

**Ans.m.** Entrepreneurs can get required information from the following agencies:

- a. District Industries Centers
- b. Directorate Commissioner of Industries
- c. State Financial Corporations
- d. Agencies Conducting Entrepreneurship Development

**IV. Write short notes on each of the following in about 5-6 lines.**

- (A) Leadership
- (B) Risk taking
- (C) Decision making

### **1. Leadership**

1. Leadership is a process by which an executive can direct, guide and influence the behaviour and work of others towards accomplishment of specific goals in a given situation.
2. Leadership is the ability of a manager to induce the subordinates to work with confidence and zeal.
3. Entrepreneurs are leaders by the nature of their activities.
4. Effective leaders are highly skilled in motivating their employees and communicating with them.
5. A leader's effectiveness is determined by the results he achieves. He leads from the front, guides and motivates subordinates.

### **2. Risk Taking**

1. Risk is the potential for uncontrolled loss of something of value.
2. Values (such as physical health, social status, emotional well-being, or financial wealth) can be gained or lost



when taking risk resulting from a given action or inaction, planned or not planned.

3. Risk perception is the subjective judgment people make about the severity and probability of a risk, and may vary person to person.
4. Any human endeavor carries some risk, but some are much riskier than others.
5. Entrepreneurs are calculated risk-takers. They enjoy the excitement of a challenge, but they do not gamble.
6. They avoid low-risk and high-risk because of lack of challenge and failure respectively.

### **3. Decision Making**

1. Decision-making is the process of identifying and choosing alternatives based on the values, preferences and beliefs of the decision-maker.
2. Every decision-making process produces a final choice, which may or may not prompt action.
3. A successful entrepreneur is creative especially in decision making.
4. They believe in themselves and their ability to make right decisions.
5. They use their previous experience as guidelines for decision making.
6. It's an art and needs practice, practice and practice....

### **COMPOSITION**

**Q 1 Write an essay on entrepreneurial skills for success.**

**You may use following words, besides others of your own:**

Survey; Ray; Turpin; Canada; France; Japan; U.K.; Ability; Critically; Persuasive; Listening Skills Etc.

**Ans 1.** A wise entrepreneur cannot start a work without having detailed survey or research of the market trends, therefore he must have sufficient ability to examine critically the various recent business trends followed by advanced countries like Canada France Japan and United Kingdom. Ones' listening skills and persuasive skills will help to understand the feelings and outlook of the others and persuade them in investing in the business. Once in 1988, Ray and Turpin made a detailed survey in many countries and came to know that certain qualities are essential in a good entrepreneur. The most important are as follows:

1. The *ability* to examine critically the right power of opportunity.
2. His *persuasive skills* of listening

**Q.2 Entrepreneurship has become the focal point in the last two decades. Explain.**

**Ans 2 .** Entrepreneurship has become the focal point in the last two decades, because of the following reasons:

- Present economy cannot be called satisfactory without providing opportunities or self employment.
- Present economy needs to provide encouragement to young people because they cannot deal with the necessity of life.
- Present economy cannot provide jobs for all the work force, therefore, young people need to start their own business, in new schemes provided by government



- Many young will start their own business because they have a business idea that has been nagging at their mind and heart for several years.
- “Rozgar Yojana” is such a scheme which provides financial help to the needy and young entrepreneurs (to help them in securing a better livelihood.)
- The world of “entrepreneurship” has changed greatly in the last few decades and it has changed for the better because small business is the key to economic and social development of India. So, young aspiring minds must be encouraged and provide sufficient skill to start their businesses.

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