



### A Primer in Entrepreneurship

- The exam is composed of **6 open questions** (15 points) and **35 multiple choice questions** (35 points). Hence, a maximum of 50 points is attainable for the entire exam.
- You have **60 minutes** to solve the exam.
- All questions strictly refer to the lecture “A primer in entrepreneurship” by Prof. Dr. Ulrich Kaiser at the University of Zurich in the fall semester 2016 (hereafter referred to as “*the lecture*”).
- Provide your **answers to the open questions exclusively in the box below the respective question**. If you need additional answer space, we will provide you with additional paper. Feel free to use the **backside of the exam as scrap paper**.
- Provide your **answers to the multiple choice questions exclusively on the answer sheet**. Answers to the multiple choice questions provided elsewhere will **NOT** be graded.
- There is **only one correct answer to each multiple choice question** and there are **no deductions for wrong answers**
- The answer sheet is page 3 of the exam package. **You are allowed to rip off the instruction sheets and the answer sheet** to avoid flipping the pages back and forth.
- **Write your full name and student ID on the answer sheet only**. The answer sheet and the exam number provided on each page links your exam package.

- Please fill in your **Student ID** as follows:  
For every digit of your Student ID fill in the circle with the respective number for each column.

- **Example:**

Say your Student ID is 03185904. As the first number is zero you proceed to fill in the circle with a zero in the first column. As the second number is three you proceed to fill in the circle containing a three in the second column, etc.

Student ID									
	0	3	1	8	5	9	0	4	
0	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	0
1	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	1
2	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	2
3	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	3
4	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	4
5	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	5
6	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	6
7	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	7
8	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	8
9	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	9



- You can answer the exam in English or German but be consistent – only one language.
- You may use a **dictionary**.
- You may **NOT** use a calculator
- **Select answers on the multiple choice answer sheet as follows:**

Fill the circle corresponding to the answer you believe is correct with a **pencil**. If you no longer believe your answer is correct, erase your answer with a rubber and provide your new answer by filling the respective circle.

**Example:**

If you believe “A” is the correct answer, you mark “A”:



If you change your mind and believe “B” is the correct answer, you erase your previous marking of answer “A” using your rubber. After you have erased your previous answer you fill the circle corresponding to what you now believe is correct, here “B”:



- Do not make arrows or crosses or any other type of markings but erase your answer if you want to change it! If you provide more than one answer or if you provide ambiguous answers you will receive 0 points for the corresponding question!
- **Before you hand in your exam:**
  - Check that the “Exam Number” (top right of every sheet) is the same for all the pages of your exam.
  - Put ALL the material back into the envelope provided.

**Multiple Choice Answer Sheet**

	Student ID								
0	0	0	0	0	0	0	0	0	0
1	1	1	1	1	1	1	1	1	1
2	2	2	2	2	2	2	2	2	2
3	3	3	3	3	3	3	3	3	3
4	4	4	4	4	4	4	4	4	4
5	5	5	5	5	5	5	5	5	5
6	6	6	6	6	6	6	6	6	6
7	7	7	7	7	7	7	7	7	7
8	8	8	8	8	8	8	8	8	8
9	9	9	9	9	9	9	9	9	9

-----  
Name

- |     | A   | B   | C   | D   | E   |
|-----|-----|-----|-----|-----|-----|
| 1.  | (A) | (B) | (C) | (D) | (E) |
| 2.  | (A) | (B) | (C) | (D) | (E) |
| 3.  | (A) | (B) | (C) | (D) | (E) |
| 4.  | (A) | (B) | (C) | (D) | (E) |
| 5.  | (A) | (B) | (C) | (D) | (E) |
| 6.  | (A) | (B) | (C) | (D) | (E) |
| 7.  | (A) | (B) | (C) | (D) | (E) |
| 8.  | (A) | (B) | (C) | (D) | (E) |
| 9.  | (A) | (B) | (C) | (D) | (E) |
| 10. | (A) | (B) | (C) | (D) | (E) |
| 11. | (A) | (B) | (C) | (D) | (E) |
| 12. | (A) | (B) | (C) | (D) | (E) |
| 13. | (A) | (B) | (C) | (D) | (E) |
| 14. | (A) | (B) | (C) | (D) | (E) |
| 15. | (A) | (B) | (C) | (D) | (E) |
| 16. | (A) | (B) | (C) | (D) | (E) |
| 17. | (A) | (B) | (C) | (D) | (E) |
| 18. | (A) | (B) | (C) | (D) | (E) |

- |     | A   | B   | C   | D   | E   |
|-----|-----|-----|-----|-----|-----|
| 19. | (A) | (B) | (C) | (D) | (E) |
| 20. | (A) | (B) | (C) | (D) | (E) |
| 21. | (A) | (B) | (C) | (D) | (E) |
| 22. | (A) | (B) | (C) | (D) | (E) |
| 23. | (A) | (B) | (C) | (D) | (E) |
| 24. | (A) | (B) | (C) | (D) | (E) |
| 25. | (A) | (B) | (C) | (D) | (E) |
| 26. | (A) | (B) | (C) | (D) | (E) |
| 27. | (A) | (B) | (C) | (D) | (E) |
| 28. | (A) | (B) | (C) | (D) | (E) |
| 29. | (A) | (B) | (C) | (D) | (E) |
| 30. | (A) | (B) | (C) | (D) | (E) |
| 31. | (A) | (B) | (C) | (D) | (E) |
| 32. | (A) | (B) | (C) | (D) | (E) |
| 33. | (A) | (B) | (C) | (D) | (E) |
| 34. | (A) | (B) | (C) | (D) | (E) |
| 35. | (A) | (B) | (C) | (D) | (E) |



### Open Questions (15 points)

- [illegible]

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- 2. Question text question text question text question text question text question text  
question text question text question text question text question text question text  
question text question text? [3 points]**

[illegible]

- [illegible]

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**Multiple Choice (35 points)**

**[1 point for each correct answer]**

1. Question text question text question text question text question text question text question text question text question text?
  - A. Answer...
  - B. Answer...
  - C. Answer...
  - D. Answer...
  - E. Answer...
  
2. Question text question text question text question text question text question text question text question text?
  - A. Answer...
  - B. Answer...
  - C. Answer...
  - D. Answer...
  - E. Answer...