

## Instructions for the exam “A Primer in Entrepreneurship”

- The exam contains a set of **six open questions** that give a total of 15 points and **35 multiple choice questions** that give total of 35 points. The maximum number of points attainable is thus 50 for the entire exam.
- 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**.
- The answer sheet is the second sheet of the exam package.
- Provide your **answers to the open questions exclusively in the box below the respective question**. Only answers provided in the specified boxes will be graded.
- **CHECK** that you received the full exam (6 open questions + 35 multiple choice questions).
- **CHECK** that your **exam number on your answer sheet matches the exam number on the question sheet**.
- Write your **full name and student ID on the answer sheet**. You only need to provide your name and ID on the answer sheet and the exam number provided on each page links your exam package.
- Please fill in your **Student ID** in the following way: For every digit of your Student ID there is a column where you have to mark the circle in the respective rows (numbered from 0 to 9).

- **Example:**

Say your Student ID is 06879449:  
 The first number is “zero”, so mark the circle in row 0 in column one. The second number is “six”, hence mark the circle in row 6 for column two, and so on.

Student ID									
	<u>0</u>	<u>6</u>	<u>8</u>	<u>7</u>	<u>9</u>	<u>4</u>	<u>4</u>	<u>9</u>	
0	●	○	○	○	○	○	○	○	0
1	○	○	○	○	○	○	○	○	1
2	○	○	○	○	○	○	○	○	2
3	○	○	○	○	○	○	○	○	3
4	○	○	○	○	○	●	●	○	4
5	○	○	○	○	○	○	○	○	5
6	○	●	○	○	○	○	○	○	6
7	○	○	○	●	○	○	○	○	7
8	○	○	●	○	○	○	○	○	8
9	○	○	○	○	●	○	○	●	9

- 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 2014 (hereafter referred to as “*the lecture*”).
- There is **only one correct answer to each multiple choice question**.
- There are **no deductions for wrong answers**.
- You may use a **dictionary**.
- **Fill out the multiple choice answering 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!**

- **MAKE SURE you put all material** (answer sheet and the exam questions) back into the envelope provided.



**Answering sheet for the exam "A Primer in Entrepreneurship"**

Last Name: _____  First Name: _____        Exam Series:  Exam Number:	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
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- |     |     |     |     |     |     |
|-----|-----|-----|-----|-----|-----|
|     | 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) |

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|-----|-----|-----|-----|-----|-----|
|     | 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) |