Please write your name in the above space. Signing your name indicates that you understand that it would be a violation of the Chicago Booth Honor Code to share your answers on this exam in any way with other students, or report the answers of other students as your own.

The exam is a sequence of 48 multiple-choice questions. Indicate your response by circling the appropriate response option.

This is a one-hour, closed-book exam. All you should have visible to you during the exam is the exam and a writing instrument to indicate your responses.
1 — (Q83) The returns to brokerage depend on senior management recognizing the importance of informal social networks for performance.  **True or false?**

A. True

B. False
In contributing to the success of the M-16, Gene Stoner behaved like a person in a broker, clique, or partner network?

A. Broker
B. Clique
C. Partner
D. Closed Partner
E. Open Partner
Network brokers have information advantages that help them detect and develop rewarding opportunities. **All of the following are broker information advantages, except:**

A. Reputation
B. Timing
C. Breadth
D. Arbitrage
E. Framing
4 — (Q53) After running 360 evaluations for two years, the head of HR has correlations computed between average evaluations in the two years. The higher the correlation, the more that employee reputation persisted between years. Plotting individual reputation correlations against links between the people evaluating each employee yields the below graph for the trading division versus the banking division. **How is reputation different in the two divisions?**

A. Banker reputations are more associated with compensation.

B. Banker reputations persist longer in closed networks.

C. Trader reputations persist longer in closed networks.

D. Trader reputations show no change over time, on average.

E. Traders have more positive reputations.
We discussed network brokerage facilitated by a broker’s job rank, status, and reputation. **As contingency factors for successful brokerage the three variables are most similar with respect to:**

A. Authority of eligible brokers

B. Visibility of eligible brokers

C. Broker eligibility to broker

D. Cost of the broker’s proposal

E. Number of eligible brokers