

1. What is the best number of founders for a tech startup?

- 5
- 4
- 3
- 2
- 1

2. What does it mean that the Founders should have “3K” experience?

- Know The Market / Know who are the best VCs / Know how to write the best Business Plan
- Know how to write the best Business Plan / Know The Market / Know People in The Market
- Know how to Explain the Technology / Well Know The Market / Know People in The Market
- Know The Market / Know People in The Market / Be Well Known in The Market

3. Over the last 40 years, for most successful Unicorns, what is the average age of the Founders?

- 21
- 25
- 29
- 35

4. Is it a good idea to start a company now, or right out of school, with your friends ?

- Absolutely
- Maybe, if everything is good
- Probably better to wait and get more experience

5. When is the right time to recruit a rock star seasoned sales executive?

- As soon as possible
- We can't afford a rock star, so we will settle for a junior person who is hungry
- Once the value proposition has been validated in a trial
- Once 3-4 Marquis clients have transitioned from pilot to roll out