



CERTIFICATE *of* ACHIEVEMENT



This is to certify that

Jeffrey W. Lai

successfully completed and received a passing grade in

15.390.1x: Entrepreneurship 101: Who is your customer?

a course of study offered by MITx, an online learning
initiative of The Massachusetts Institute of Technology through edX.

Bill Aulet

Managing Director,
Martin Trust Center for MIT Entrepreneurship

Senior Lecturer
MIT Sloan School of Management

Sanjay Sarma

Director of Digital Learning
Massachusetts Institute of Technology

VERIFIED CERTIFICATE
Issued April 3rd, 2015

Verify the authenticity of this certificate at
<https://verify.edx.org/cert/3f30df1c292a40508b979e28befed03e>