

## 2008 WRC MANAGEMENT DECISION MAKING

### Multiple Choice

Identify the letter of the choice that best completes the statement or answers the question.

- \_\_\_\_\_ 1. This level of management includes department heads and district sales managers.
- |    |                        |    |                     |
|----|------------------------|----|---------------------|
| a. | supervisory management | c. | senior management   |
| b. | middle management      | d. | staffing management |
- \_\_\_\_\_ 2. By making changes in policies or resolving conflicts in the workplace, a manager is working within his or her \_\_\_\_\_.
- |    |                          |    |                    |
|----|--------------------------|----|--------------------|
| a. | information-related role | c. | interpersonal role |
| b. | decision-making role     | d. | required role      |
- \_\_\_\_\_ 3. This process spreads management decisions through the levels in an organization \_\_\_\_\_.
- |    |                  |    |          |
|----|------------------|----|----------|
| a. | decentralization | c. | Theory X |
| b. | centralization   | d. | Theory Y |
- \_\_\_\_\_ 4. A Theory Y manager is most likely to \_\_\_\_\_.
- |    |   |
|----|---|
| a. | assume that all workers are content with their work               |
| b. | assume that all workers are basically lazy and cannot be trusted  |
| c. | make all the decisions so that the operation runs smoothly        |
| d. | wait for senior management's approval before trying something new |
- \_\_\_\_\_ 5. Management theory incorporating Japanese emphasis on collective decision making and concern for employees with American emphasis on individual responsibility is \_\_\_\_\_.
- |    |          |    |          |
|----|----------|----|----------|
| a. | Theory X | c. | Theory Z |
| b. | Theory Y | d. | TQM      |
- \_\_\_\_\_ 6. General rules to follow in preparing your résumé include \_\_\_\_\_.
- |    |  |
|----|--|
| a. | adding your personal information, such as your age and race          |
| b. | making your résumé as long as possible to impress the hiring manager |
| c. | focusing on what you have accomplished on the job or in school       |
| d. | excluding unpaid volunteer work that may lower any salary offer      |
- \_\_\_\_\_ 7. This law guards against false advertising.
- |    |  |
|----|--|
| a. | Sherman Act of 1890                          |
| b. | Clayton Act of 1914                          |
| c. | Wheeler-Lea Act of 1938                      |
| d. | Federal Food, Drug, and Cosmetic Act of 1938 |

\_\_\_\_\_ 8. A \_\_\_\_\_ is an agreement between two parties to carry out a transaction, such as the sale of goods from a seller to buyer.

a.	patent	c.	copyright
b.	regulation	d.	contract

\_\_\_\_\_ 9. Companies must comply with all of the following employment laws EXCEPT \_\_\_\_\_.

a.	Equal Employment Opportunity (EEO) laws
b.	wage-hour laws
c.	benefits laws
d.	employee lay-off laws

\_\_\_\_\_ 10. Under the Americans with Disabilities Act, companies \_\_\_\_\_.

a.	can discriminate against persons with disabilities if they feel uncomfortable
b.	cannot fire or refuse to hire people because of certain disabilities and illnesses
c.	must provide medical attention to all disabled employees
d.	can discriminate in hiring disabled employees if an employee will be out sick from time-to-time

\_\_\_\_\_ 11. The difference between what a business earns (revenue) and what it spends (costs) is known as \_\_\_\_\_.

a.	profit	c.	equilibrium price
b.	opportunity cost	d.	expected cost

\_\_\_\_\_ 12. An agreement that permits one company to sell another company's products abroad in return for a percentage of the company's revenues is known as a(n) \_\_\_\_\_.

a.	export agreement	c.	international trade agreement
b.	import agreement	d.	licensing agreement

\_\_\_\_\_ 13. Companies can sell their products or services in foreign countries in any of the following ways EXCEPT \_\_\_\_\_.

a.	forming a strategic alliance
b.	becoming a multinational corporation
c.	working through a foreign intermediary
d.	creating an embargo to transfer power to the host country

\_\_\_\_\_ 14. The largest exporter in the world is \_\_\_\_\_.

a.	the United States	c.	Japan
b.	IBM	d.	China

\_\_\_\_\_ 15. When a leader presents group members with a problem situation and asks the group to write down their ideas rather than saying them aloud, he or she is encouraging creativity through \_\_\_\_\_.

a.	brainstorming	c.	wish lists
b.	brainwriting	d.	multi-dimensional frameworks

- \_\_\_\_\_ 16. All of the following are positive aspects of group decision making EXCEPT \_\_\_\_\_.
- |    |  |
|----|--|
| a. | the group possesses a wider range of alternatives in the decision process                              |
| b. | participation in the decision-making process increases the acceptance of the decision by group members |
| c. | an individual may dominate and/or control the group  |
| d. | group members better understand the decision and the alternatives considered                           |
- \_\_\_\_\_ 17. In the semi-autocratic management decision style, \_\_\_\_\_.
- |    |   |
|----|---|
| a. | subordinates influence the ultimate decision                                      |
| b. | subordinates may or may not be informed of the decision                           |
| c. | subordinates discuss the situation as a group with the manager                    |
| d. | subordinates and the manager meet as a group and come up with a solution together |
- \_\_\_\_\_ 18. A manager will most likely use intuitive decision making when any of the following exist EXCEPT \_\_\_\_\_.
- |    |   |
|----|---|
| a. | there is no time to conduct research or to do further study on a particular situation |
| b. | all of the facts cannot be gathered to make a rational decision                       |
| c. | several possible decision options are presented                                       |
| d. | the manager feels like the decision is right regardless of what the facts say         |
- \_\_\_\_\_ 19. Communicating well verbally is important to managers because \_\_\_\_\_.
- |    |  |
|----|--|
| a. | it can set the tone within a department or company       |
| b. | it can motivate and persuade other people                |
| c. | it forces management demands to be followed without fail |
| d. | it enables managers to give clear instructions           |
- \_\_\_\_\_ 20. \_\_\_\_\_ strategy is a plan to reverse negative trends in a company, such as the losses in sales.
- |    |        |    |              |
|----|--------|----|--------------|
| a. | Growth | c. | Stability    |
| b. | Grand  | d. | Retrenchment |
- \_\_\_\_\_ 21. A detailed series of related steps or tasks written to implement a policy is called a \_\_\_\_\_.
- |    |           |    |      |
|----|-----------|----|------|
| a. | policy    | c. | rule |
| b. | procedure | d. | goal |
- \_\_\_\_\_ 22. Strategies that deal with the most important aspects of the company's operations and provide overall direction for the company are known as \_\_\_\_\_.
- |    |                       |    |                     |
|----|-----------------------|----|---------------------|
| a. | corporate strategies  | c. | business strategies |
| b. | functional strategies | d. | planning strategies |
- \_\_\_\_\_ 23. Operating systems are made up of all of the following EXCEPT \_\_\_\_\_.
- |    |        |    |            |
|----|--------|----|------------|
| a. | people | c. | facilities |
|----|--------|----|------------|

b.	sales	d.	materials
----	-------	----	-----------

\_\_\_\_ 24. Because production occurs continuously throughout the year, the 3-M company can best be described as using \_\_\_\_\_.

a.	a successful operating system	c.	a continuous-flow operating system
b.	a labor intensive operating system	d.	an intermittent-flow operating system

\_\_\_\_ 25. Two significant advantages to using CAD are: \_\_\_\_\_.

a.	it allows companies to try various product designs and reduces the time it takes to design new products
b.	it allows companies to try various product designs and allows companies time to spend significant money on the project.
c.	it allows companies to keep the original product design and reduces the time it takes to design new products
d.	CAD doesn't really give companies any significant advantages

\_\_\_\_ 26. Span of management is also known as \_\_\_\_\_.

a.	job rotation	c.	span of control
b.	span of responsibility	d.	job sharing

\_\_\_\_ 27. The idea that managers lose control is a criticism of \_\_\_\_\_.

a.	standardization	c.	decentralization
b.	job scope	d.	specialization

\_\_\_\_ 28. Confusion results if a person reports to two people at once, according to \_\_\_\_\_.

a.	decentralization	c.	unity of command
b.	accountability	d.	standardization

\_\_\_\_ 29. When a task is too time consuming for a manager to handle alone, he or she may \_\_\_\_\_.

a.	delegate the task	c.	perform an audit of the organization
b.	ask for advice from employees	d.	seek a new job to avoid responsibility

\_\_\_\_ 30. Senior company managers who serve on the company's board of directors are known as \_\_\_\_\_.

a.	outside board members	c.	top board members
b.	inside board members	d.	retired board members

\_\_\_\_ 31. In a \_\_\_\_\_ authority originates at the top and moves downward in a line.

a.	matrix organization	c.	line and staff organization
b.	team organization	d.	line organization

- \_\_\_\_\_ 32. The company founder is no longer solely responsible for all decision making during the \_\_\_\_\_.
- |    |  |
|----|--|
| a. | growth through creativity stage                                  |
| b. | growth through direction state                                   |
| c. | growth through delegation, coordination, and collaboration stage |
| d. | growth through new ideas stage                                   |
- \_\_\_\_\_ 33. The person who sets the company's objectives is the \_\_\_\_\_.
- |    |                 |    |                         |
|----|-----------------|----|-------------------------|
| a. | product manager | c. | production manager      |
| b. | line manager    | d. | chief executive officer |
- \_\_\_\_\_ 34. Informal work groups can affect \_\_\_\_\_.
- |    |                               |    |                         |
|----|-------------------------------|----|-------------------------|
| a. | productivity                  | c. | the success of managers |
| b. | the morale of other employees | d. | all of the above        |
- \_\_\_\_\_ 35. Individual members tend to conform to group norms under which of the following conditions?
- |    |  |
|----|--|
| a. | when group norms are similar to personal attitudes, beliefs, and behavior      |
| b. | when they do not agree with the group's norms but feel pressure to accept them |
| c. | neither a nor b  |
| d. | both a and b   |
- \_\_\_\_\_ 36. A special type of informal group whose members share a purpose or concern are known as a(n) \_\_\_\_\_.
- |    |                       |    |                     |
|----|-----------------------|----|---------------------|
| a. | shared work group     | c. | interest work group |
| b. | individual work group | d. | all of the above    |
- \_\_\_\_\_ 37. Employees learn new concepts and gain new skills through \_\_\_\_\_.
- |    |             |    |              |
|----|-------------|----|--------------|
| a. | termination | c. | timing       |
| b. | training    | d. | transferring |
- \_\_\_\_\_ 38. Employees are empowered by involving them in personal goal setting in \_\_\_\_\_.
- |    |                          |    |                        |
|----|--------------------------|----|------------------------|
| a. | Management By Objectives | c. | focus group interviews |
| b. | aptitude testing         | d. | promotion              |
- \_\_\_\_\_ 39. Employees view material at individual computer workstations and answer questions at their own pace through \_\_\_\_\_.
- |    |                         |    |                         |
|----|-------------------------|----|-------------------------|
| a. | apprenticeship training | c. | computer-based training |
| b. | classroom training      | d. | aptitude testing        |
- \_\_\_\_\_ 40. Managers can manage conflict by \_\_\_\_\_.
- |    |  |
|----|--|
| a. | creating an atmosphere that promotes partnership and problem solving among employees |
| b. | keeping an open mind   |
| c. | both a and b   |

d.	neither a nor b
----	-----------------

41. A corporation's culture is determined by the company's \_\_\_\_\_.

a.	history	c.	selection process
b.	environment	d.	all of the above

42. Setting standards is most closely associated with \_\_\_\_\_.

a.	behavioral considerations	c.	analyzing information
b.	requirements for control	d.	none of the above

43. The most complex control processes are \_\_\_\_\_.

a.	operator controls	c.	informational controls
b.	automatic controls	d.	economic controls

44. The point at which increasing controls no longer increase performance or reduce costs is determined through \_\_\_\_\_.

a.	cost-benefit analysis	c.	setting standards
b.	economic behaviors	d.	analyzing behavior

45. A detailed look at an organization's financial or other practices is known as a(n) \_\_\_\_\_.

a.	standard	c.	audit
b.	control	d.	feedback loop

46. Discounts given for ordering in bulk are known as \_\_\_\_\_.

a.	scale discounts	c.	simple discounts
b.	real discounts	d.	expensive discounts

47. Involvement by management, an understanding of the benefits, and user training are all necessary to successful \_\_\_\_\_.

a.	data processing	c.	MIS
b.	transaction processing	d.	data mining

48. An interactive tool that provides high-level managers with access to information about the general condition of the business is a(n) \_\_\_\_\_.

a.	group decision support system	c.	expert system
b.	executive information system	d.	information center

49. The lowest level of management is \_\_\_\_\_.

a.	supervisory management	c.	senior management
b.	middle management	d.	upper management

- \_\_\_\_\_ 50. This theory assumes people are basically lazy and will avoid working if they can.
- |    |          |    |          |
|----|----------|----|----------|
| a. | Theory X | c. | Theory Z |
| b. | Theory Y | d. | TQM      |
- \_\_\_\_\_ 51. Achievement and recognition are examples of \_\_\_\_\_.
- |    |        |    |         |
|----|--------|----|---------|
| a. | skills | c. | résumés |
| b. | values | d. | roles   |
- \_\_\_\_\_ 52. Specific information on careers can be found in the \_\_\_\_\_.
- |    |                               |    |                      |
|----|-------------------------------|----|----------------------|
| a. | Occupational Outlook Handbook | c. | résumé guide         |
| b. | values journal                | d. | special interest log |
- \_\_\_\_\_ 53. A membership or group of people in the same field is known as a(n) \_\_\_\_\_.
- |    |                        |    |                          |
|----|------------------------|----|--------------------------|
| a. | nonprofit organization | c. | network                  |
| b. | career                 | d. | professional association |
- \_\_\_\_\_ 54. In deciding on a possible career, your choice will be influenced by all of the following EXCEPT \_\_\_\_\_.
- |    |                              |    |                      |
|----|------------------------------|----|----------------------|
| a. | your interests and abilities | c. | your personal values |
| b. | your personality             | d. | your past employers  |
- \_\_\_\_\_ 55. Rules that government agencies issue to implement laws are called \_\_\_\_\_.
- |    |            |    |             |
|----|------------|----|-------------|
| a. | patents    | c. | copyrights  |
| b. | trademarks | d. | regulations |
- \_\_\_\_\_ 56. The obligation that individuals or businesses have to help solve social problems is called \_\_\_\_\_.
- |    |                       |    |                     |
|----|-----------------------|----|---------------------|
| a. | employment response   | c. | conditional help    |
| b. | social responsibility | d. | management strategy |
- \_\_\_\_\_ 57. Taxes levied against the property, buildings, or land owned by a business are called \_\_\_\_\_.
- |    |                |    |                 |
|----|----------------|----|-----------------|
| a. | property taxes | c. | income taxes    |
| b. | illegal taxes  | d. | necessary taxes |
- \_\_\_\_\_ 58. This reveals how many units of a good or service a business needs to sell before it begins earning a profit.
- |    |                    |    |                        |
|----|--------------------|----|------------------------|
| a. | cost analysis      | c. | asset analysis         |
| b. | breakeven analysis | d. | justification analysis |
- \_\_\_\_\_ 59. This law guards against false advertising.
- |    |                     |
|----|---------------------|
| a. | Sherman Act of 1890 |
|----|---------------------|

b.	Wheeler-Lea Act of 1938
c.	Clayton Act of 1914
d.	Federal Food, Drug, and Cosmetic Act of 1938

\_\_\_\_ 60. A word, name, symbol, or slogan a business uses to identify its own goods and set them apart from others is called a \_\_\_\_\_.

a.	copyright	c.	trademark
b.	patent	d.	symbol

\_\_\_\_ 61. This law made it illegal to charge different prices to different wholesale customers.

a.	Sherman Act of 1890
b.	Clayton Act of 1914
c.	Wheeler-Lea Act of 1938
d.	Federal Food, Drug, and Cosmetic Act of 1938

\_\_\_\_ 62. Restrictions on the quantity of a good that can enter a country are called \_\_\_\_\_.

a.	quotas	c.	imports
b.	tariffs	d.	embargoes

\_\_\_\_ 63. Managers with predominantly economic values are most likely to lay off workers \_\_\_\_\_.

a.	quickly	c.	slowly
b.	never	d.	always

\_\_\_\_ 64. Decisions that are made alone with little or no input from subordinates reflect a manager's style that is \_\_\_\_\_.

a.	autocratic	c.	semi-autocratic
b.	leading	d.	accommodating

\_\_\_\_ 65. The communication method that is most appropriate for routine information is \_\_\_\_\_.

a.	verbal	c.	general
b.	specific	d.	written

\_\_\_\_ 66. Decisions that are made alone with added input from subordinates reflect a manager's style that is \_\_\_\_\_.

a.	leading	c.	autocratic
b.	semi-autocratic	d.	accommodating

\_\_\_\_ 67. Today many top companies make key decisions by using \_\_\_\_\_.

a.	outside resources	c.	entry level managers
b.	decision-making software	d.	teams

\_\_\_\_ 68. Most oral communication takes place in offices and hallways, or over the phone \_\_\_\_\_.



a.	formally	c.	quickly
b.	informally	d.	slowly

69. Many creative ideas are gathered from employees through the use of \_\_\_\_\_.

a.	brainstorming	c.	brainwriting
b.	wish lists	d.	all of the above

70. Managers need to make decisions at the right \_\_\_\_\_.

a.	time	c.	place
b.	office	d.	meeting

71. Making decisions based on factual information and logical reasoning is \_\_\_\_\_.

a.	intuitive decision making	c.	rational decision making
b.	team decision making	d.	management decision making

72. Choosing a process for producing the company's goods or services is the job of the \_\_\_\_\_.

a.	operations manager	c.	executive manager
b.	supervisory manager	d.	human resource manager

73. Plans that cover a one-year period of time are known as \_\_\_\_\_.

a.	short-range plans	c.	intermediate plans
b.	long-range plans	d.	none of the above

74. This strategy extends the sale of current products or services to a company's current market.

a.	diversification	c.	vertical integration
b.	concentration	d.	stability

75. This strategy moves a company into a market it previously served either as a supplier or as a customer.

a.	diversification	c.	vertical integration
b.	concentration	d.	stability

76. Designing products with the help of computers is known as \_\_\_\_\_.

a.	computer-aided design	c.	computer-aided engineering
b.	computer-aided manufacturing	d.	computer-integrated manufacturing

77. Computers provide instructions to automated production equipment, such as robots in \_\_\_\_\_.

a.	computer-aided design	c.	computer-aided engineering
b.	computer-aided manufacturing	d.	computer-integrated manufacturing

- \_\_\_\_ 78. This strategy directs marketing and sales towards a small segment of the market.
- |    |                 |    |              |
|----|-----------------|----|--------------|
| a. | differentiation | c. | focus        |
| b. | timing          | d. | retrenchment |
- \_\_\_\_ 79. The level of impact a job has on the whole organization is known as \_\_\_\_.
- |    |                   |    |               |
|----|-------------------|----|---------------|
| a. | autonomy          | c. | task identity |
| b. | task significance | d. | feedback      |
- \_\_\_\_ 80. Concise statements that provide direction for employees and set standards for achieving the company's strategic plan are called \_\_\_\_.
- |    |                   |    |                  |
|----|-------------------|----|------------------|
| a. | strategies        | c. | goals            |
| b. | performance rules | d. | production plans |
- \_\_\_\_ 81. The extent to which managers let workers know how they are performing is known as \_\_\_\_.
- |    |                  |    |               |
|----|------------------|----|---------------|
| a. | autonomy         | c. | task identity |
| b. | ask significance | d. | feedback      |
- \_\_\_\_ 82. This involves periodically moving workers from one job to another.
- |    |             |    |                   |
|----|-------------|----|-------------------|
| a. | job scope   | c. | job rotation      |
| b. | job sharing | d. | division of labor |
- \_\_\_\_ 83. This structure allows employees from different departments to come together temporarily to work on special project teams.
- |    |                  |    |                          |
|----|------------------|----|--------------------------|
| a. | line structure   | c. | line and staff structure |
| b. | matrix structure | d. | team structure           |
- \_\_\_\_ 84. A special type of informal group whose members share a purpose or concern are known as a(n) \_\_\_\_.
- |    |                     |    |                       |
|----|---------------------|----|-----------------------|
| a. | shared work group   | c. | individual work group |
| b. | interest work group | d. | quality circle        |
- \_\_\_\_ 85. An organization that has many levels with small spans of management is called a \_\_\_\_.
- |    |                |    |                 |
|----|----------------|----|-----------------|
| a. | tall structure | c. | short structure |
| b. | flat structure | d. | team structure  |
- \_\_\_\_ 86. An employee moves into another position within the company in a \_\_\_\_.
- |    |            |    |             |
|----|------------|----|-------------|
| a. | separation | c. | transfer    |
| b. | promotion  | d. | termination |
- \_\_\_\_ 87. The idea that because managers are members of overlapping groups, they link formal work groups to the total organization, is most closely related to the \_\_\_\_.

a.	linking-group concept	c.	linking-pin concept
b.	linking-communication concept	d.	linking-manager concept

88. The first step in the selection procedure of new employees is \_\_\_\_\_.

a.	testing	c.	interviewing
b.	preliminary screening	d.	personal judgment

89. The idea that personality, social, or even physical traits determine good leadership is associated with \_\_\_\_\_.

a.	reinforcement theory	c.	path-goal theory
b.	trait theory	d.	leadership theory

90. Negative effects of stress include all of the following EXCEPT \_\_\_\_\_.

a.	backache	c.	loss of appetite
b.	substance abuse	d.	increased concentration

91. Changes affecting consumer tastes and social trends are said to be \_\_\_\_\_.

a.	internal	c.	environmental
b.	technological	d.	external

92. A corporation's course is determined by the company's \_\_\_\_\_.

a.	history	c.	environment
b.	selection	d.	all of the above

93. This approach assumes the best approach to leadership depends on the situation.

a.	universal	c.	contingent
b.	trait	d.	motivation

94. In addition to looking out for their employees, managers need to manage their own \_\_\_\_\_.

a.	stress	c.	families
b.	money	d.	relationships

95. The degree of assistance and warmth provided by managers to their subordinates is known as \_\_\_\_\_.

a.	support.	c.	alienation
b.	strategy	d.	management

96. Positive effects of conflict include \_\_\_\_\_.

a.	creating a positive atmosphere	c.	both a and b
b.	keeping an open mind	d.	neither a nor b

_____ 97.	Hardware, software, data, and people are components of _____.			
	a.	MIS.	c.	knowledge workers
	b.	data mining	d.	management processing

_____ 98.	This is designed to prevent problems from occurring.			
	a.	concurrent control	c.	preliminary control
	b.	output control	d.	standard

_____ 99.	To pay another company to manage the MIS function in an organization is known as _____.			
	a.	insourcing	c.	control
	b.	outsourcing	d.	groupware building

_____ 100.	This focuses on things that happen during the work process.			
	a.	concurrent control	c.	preliminary control
	b.	output control	d.	standard

## **2008 WRC MANAGEMENT DECISION MAKING**

### **Answer Section**

#### **MULTIPLE CHOICE**

1. ANS: B
2. ANS: B
3. ANS: A
4. ANS: A
5. ANS: C
6. ANS: C
7. ANS: C
8. ANS: D
9. ANS: D
10. ANS: B
11. ANS: A
12. ANS: D
13. ANS: D
14. ANS: A
15. ANS: B
16. ANS: C
17. ANS: B
18. ANS: C
19. ANS: C
20. ANS: D
21. ANS: B
22. ANS: A
23. ANS: B

- 24. ANS: C
- 25. ANS: A
- 26. ANS: C
- 27. ANS: C
- 28. ANS: C
- 29. ANS: A
- 30. ANS: B
- 31. ANS: D
- 32. ANS: B
- 33. ANS: D
- 34. ANS: D
- 35. ANS: D
- 36. ANS: C
- 37. ANS: B
- 38. ANS: A
- 39. ANS: C
- 40. ANS: D
- 41. ANS: D
- 42. ANS: B
- 43. ANS: C
- 44. ANS: A
- 45. ANS: C
- 46. ANS: A
- 47. ANS: C
- 48. ANS: B

49. ANS: A

50. ANS: C

51. ANS: B

52. ANS: A

53. ANS: D

54. ANS: D

55. ANS: D

56. ANS: B

57. ANS: A

58. ANS: B

59. ANS: B

60. ANS: C

61. ANS: B

62. ANS: A

63. ANS: A

64. ANS: B

65. ANS: D

66. ANS: B

67. ANS: D

68. ANS: B

69. ANS: D

70. ANS: A

71. ANS: C

72. ANS: A

73. ANS: A

74. ANS: B

- 75. ANS: C
- 76. ANS: A
- 77. ANS: C
- 78. ANS: C
- 79. ANS: B
- 80. ANS: C
- 81. ANS: D
- 82. ANS: C
- 83. ANS: B
- 84. ANS: B
- 85. ANS: A
- 86. ANS: C
- 87. ANS: C
- 88. ANS: B
- 89. ANS: B
- 90. ANS: D
- 91. ANS: C
- 92. ANS: D
- 93. ANS: C
- 94. ANS: A
- 95. ANS: A
- 96. ANS: C
- 97. ANS: A
- 98. ANS: C
- 99. ANS: B



100. ANS: A