

Strategic Management

Chapter No. 1

Business Environment

(Q-1). _____ refers to the state of being busy by an individual, group, organisation or society in their regular occupation or profession.

- (a) Trading
- (b) Occupation
- (c) Business
- (d) Adventure

(Q-2). Consider the following given statements about business:

- (i) Business exists for profit only
 - (ii) Regularity is an essential component to constitute business
 - (iii) There can also be businesses where profit is not a prime objective
 - (iv) Business is influenced by environment
- Which of the above statements are correct:
- (a) Point (ii), (iii) & (iv) only
 - (b) Point (i), (iii) & (iv) only
 - (c) Point (i), (ii) & (iii) only
 - (d) All of the above

(Q-3). Which of the following statement relates to the conclusions made by Peter Drucker about business?

- (a) Business should focus on attaining the financial objectives only
- (b) Survival is the most important objective of business
- (c) Business exists for profit only
- (d) Business is created and managed by people

(Q-4). Which of the following is not a primary objective pursued by the business?

- (a) Profitability
- (b) Survival
- (c) Social service
- (d) Efficiency

(Q-5). _____ is the most basic objective and businesses want more than just _____.

- (a) Profitability, Profitability
- (b) Survival, Efficiency
- (c) Survival, Survival
- (d) Efficiency, Survival

(Q-6). The ultimate objective pursued by the business is _____.

- (a) Profitability
- (b) Survival

- (c) Effectiveness
- (d) Efficiency

(Q-7). Which of the following is not true about profitability?

- (a) Profitability is the universal objective pursued by every type of organisation
- (b) Profitability is essential for the growth of the organisation
- (c) Profitability is the ultimate objective of the private sector businesses
- (d) For becoming profitable, survival and stability of the organisation is essential

(Q-8). _____ is essential as it provides _____ to the organisation.

- (a) Profitability, Survival
- (b) Survival, Efficiency
- (c) Survival, Stability
- (d) Efficiency, Competitiveness

(Q-9). Consider the following statements about business and its objectives:

- (i) Business are conducted to pursue multiple rather than single objective
- (ii) There are many organisations for which profitability is not a prime objective
- (iii) Survival becomes more crucial during initial stage of the business & during financial crises
- (iv) Organizations who are not efficient becomes competitive in the long run.

Which of the above statements are correct:

- (a) Point (ii), (iii) & (iv) only
- (b) Point (i), (iii) & (iv) only
- (c) Point (i), (ii) & (iii) only
- (d) All of the above

(Q-10). For the profit-oriented organisations, all objectives are facilitative and are meant to be serve the _____ objective of the organization.

- (a) Profitability
- (b) Growth
- (c) Effectiveness
- (d) Efficiency

(Q-11). Profit maximization is short term approach and successful businesses considers long term approach like development of wealth for its owners and also several non-financial factors such as goodwill, social reputation and so on. This statement relates to:

- (a) Michael Porter
- (b) Glueck and Jauch
- (c) Peter F Drucker
- (d) Heinz Wehrich

(Q-12). Consider the following statements about the business environment:

- (i) Environment is sum of several external and internal forces that affect the functioning of the business organisation

- (ii) Businesses function within a whole gambit of relevant environment and have to negotiate their way through it
- (iii) A business that remains most passive to its environment will be most successful
- (iv) Business environment largely remains static over the period of time

Which of the above statements are correct:

- (a) Point (ii), (iii) only
- (b) Point (i), (iii) & (iv) only
- (c) Point (i), (ii) & (iii) only
- (d) Point (i) & (ii) only

(Q-13). Businesses organisations function within a whole gambit of relevant environment called business environment and should _____.

- (a) Control it
- (b) Negotiate with it
- (c) Ignore it
- (d) Modify it

(Q-14). The success of a business depends upon how well it _____ its environment.

- (a) Controls
- (b) Interacts with
- (c) Ignores
- (d) Influences

(Q-15). Consider the following statements about the business:

- (i) Main function of entity is conversion of inputs into outputs through processing
- (ii) Inputs are taken from the environment
- (iii) Environmental factors influence only the input components of the business function
- (iv) Business environment largely remains static over the period of time

Which of the above statements are correct:

- (a) Point (ii), (iii) only
- (b) Point (i), (iii) & (iv) only
- (c) Point (i), (ii) & (iii) only
- (d) Point (i) & (ii) only

(Q-16). _____ is the process by which organization monitors its relevant environment to identify the opportunities & threats and draws conclusions for the purpose of making strategic decisions.

- (a) Environmental analysis
- (b) Environmental scanning
- (c) Environmental study
- (d) Environmental influence

(Q-17). Factors considered in environmental scanning does not include:

- (a) Events

- (b) Trends
- (c) Influences
- (d) Expectations

(Q-18). In the context of environmental scanning, _____ are happenings in the environment that needs consideration by the entity.

- (a) Events
- (b) Trends
- (c) Issues
- (d) Expectations

(Q-19). In the context of environmental scanning, _____ are grouping of related _____ that tends to move in a given direction.

- (a) Events, Trends
- (b) Trends, Events
- (c) Issues, Events
- (d) Events, Issues

(Q-20). In the context of environmental scanning, _____ are concern arises due to _____.

- (a) Events, Trends
- (b) Trends, Events
- (c) Issues, Expectations
- (d) Issues, Trends

(Q-21). Which of the following is not a major area of relationship between the entity and its environment?

- (a) Exchange of Resources
- (b) Exchange of Information
- (c) Exchange of Direction
- (d) Exchange of Influence and Power

(Q-22). Consider the following statements about the business environment:

- (i) To get the necessary information, organization should scan the environment & draws relevant information it needs
- (ii) External environment holds considerable power over the organization.
- (iii) Organisation may also becomes so powerful to influence the environment in totality
- (iv) There is never-ending exchange of resources between organization & environment

Which of the above statements are correct:

- (a) Point (ii), (iii) only
- (b) Point (i), (ii) & (iv) only
- (c) Point (i), (ii) & (iii) only
- (d) Point (i) & (ii) only

(Q-23). Which of the following is not a characteristic of business environment?

- (a) Environment is complex
- (b) Environment is Dynamic
- (c) Environment is multi-faceted
- (d) Environment is uncertain

(Q-24). Environment consist number of factors both internal & external which makes the environment _____.

- (a) Complex
- (b) Stable
- (c) Multi-faceted
- (d) Irrelevant

(Q-25). The same change occurring in the environment may be considered as opportunity by one entity and threat by another entity. It is because _____.

- (a) Environment is complex
- (b) Environment is Dynamic
- (c) Environment is multi-faceted
- (d) Environment is uncertain

(Q-26). _____ may not be a universal objective but _____ is definitely an objective common to all business.

- (a) Stability, Survival
- (b) Profitability, Efficiency
- (c) Efficiency, Growth
- (d) Stability, Efficiency

(Q-27). Who is the most powerful in the following?

- (a) Internal Environment
- (b) External Environment
- (c) Organisation
- (d) Government

(Q-28). Consider the following statements about environmental scanning:

- (i) Trends are grouping of related events
- (ii) Events follows trends
- (iii) Trends follows events
- (iv) Events are grouping of related trends

Which of the above statements are correct:

- (a) Point (ii), (iii) only
- (b) Point (i), (iii) & (iv) only
- (c) Point (i), (ii) & (iii) only
- (d) Point (i) & (iii) only

(Q-29). The reason of doing environmental analysis does not includes _____.

- (a) Provides an understanding of the current & potential changes taking place
- (b) Provides input for strategic decision making
- (c) Environmental is multi-faceted
- (d) Facilitate strategic thinking in the organization

(Q-30). Which of the following is not a problem associated with environment that managers faces?

- (a) Complexity
- (b) Diversity
- (c) Uncertainty
- (d) Dynamic

(Q-31). Which of the following provides the scope of business expansion?

- (a) Strength
- (b) Weakness
- (c) Opportunity
- (d) Threat

(Q-32). Company manages to expand the business only if strength gets linked with _____.

- (a) Strength
- (b) Weakness
- (c) Opportunity
- (d) Threat

(Q-33). Who among the following holds the most significant influence over the organization?

- (a) Employee
- (b) Manager
- (c) Owner
- (d) Suppliers

(Q-34). _____ refers to a favourable condition available in the environment which if turned in its favour, enable the company to strengthen its position.

- (a) Strength
- (b) Weakness
- (c) Opportunity
- (d) Threat

(Q-35). _____ refers to the internal capacity which provides an organization strategic advantage over its competitors.

- (a) Strength
- (b) Weakness
- (c) Opportunity
- (d) Threat

(Q-36). _____ refers to the internal limitation which creates a strategic disadvantage for the company.

- (a) Strength
- (b) Weakness
- (c) Opportunity
- (d) Threat

(Q-37). _____ refers to the unfavourable condition in the environment which might create a risk for the organization.

- (a) Strength
- (b) Weakness
- (c) Opportunity
- (d) Threat

(Q-38). Consider the following statements about the business environment:

- (i) Business environment can be broadly divided into two parts External & Internal
- (ii) Environment is complex, diverse & uncertain
- (iii) External environment includes all factors inside the organization
- (iv) Internal environment gives understanding about the opportunities and threats

Which of the above statements are correct?

- (a) Point (ii), (iii) only
- (b) Point (i), (iii) & (iv) only
- (c) Point (i), (ii) & (iii) only
- (d) Point (i) & (ii) only

(Q-39). The analysis of the internal environment of the organisation provides an understanding about the _____ and _____ of the organization.

- (a) Strength, Weakness
- (b) Weakness, Threat
- (c) Opportunity, Threat
- (d) Threat, Strength

(Q-40). The analysis of the external environment of the organisation provides an understanding about the _____ and _____ prevailing in the environment of the organization.

- (a) Strength, Weakness
- (b) Weakness, Threat
- (c) Opportunity, Threat
- (d) Threat, Strength

(Q-41). Micro environmental factor does not include which of the following?

- (a) Consumer
- (b) Organisation
- (c) Demography

(d) Suppliers

(Q-42). Consider the following statements about the micro environment:

- (i) Also known as Task Environment
- (ii) Micro environment factor are specific to industry in which organisation operates
- (iii) Intermediaries are part of micro environment
- (iv) Market is not the part of micro environment

Which of the above statements are correct?

- (a) Point (i), (iii) only
- (b) Point (i), (iii) & (iv) only
- (c) Point (i), (ii) & (iii) only
- (d) Point (i) & (ii) only

(Q-43). Which of the following may be attributed to the Demographic environment?

- (a) Change in interest rate
- (b) Change in population
- (c) Change in technology
- (d) Change in GDP

(Q-44). The simplest form of a business organization is _____.

- (a) Company
- (b) Sole- proprietorship
- (c) Limited Liability Partnership
- (d) Cooperative society

(Q-45). Micro environmental factor does not include which of the following?

- (a) Competitors
- (b) Intermediaries
- (c) Organisation
- (d) Technology

(Q-46). _____ are those who completes for the same resources like customers, markets etc.?

- (a) Competitors
- (b) Intermediaries
- (c) Suppliers
- (d) Technology

(Q-47). In the context of micro environment, which of the following is not the part of the organisation?

- (a) Owners
- (b) Shareholders
- (c) Directors
- (d) Employees

(Q-48). Consider the following statements about the micro environment:

- (i) Intermediaries exert a considerable influence on the business organizations.
- (ii) Competitors also puts significant influence in the organisation
- (iii) Demography is part of micro environment
- (iv) Technology is not part of micro environment

Which of the above statements are correct?

- (a) Point (i), (iii) only
- (b) Point (i), (ii) & (iv) only
- (c) Point (i), (ii) & (iii) only
- (d) Point (i) & (ii) only

(Q-49). While understanding the competitors, which of the following question is not considered?

- (a) Who are the competitors?
- (b) What are competitor's strategies & objectives?
- (c) What is the Life cycle of the market?
- (d) Who is most aggressive & power competitor?

(Q-50). An analysis of external environment enables a firm to identify?

- (a) Strengths and opportunities
- (b) Strengths and weaknesses
- (c) Weaknesses and threats
- (d) Opportunities and threats

(Q-51). Raising income taxes would be included in which component of PESTLE analysis?

- (a) Socio-cultural
- (b) Political
- (c) Economic
- (d) Technology

(Q-52). In PESTLE Analysis, L stands for _____.

- (a) Loans and advances
- (b) Legal
- (c) Liability
- (d) Legality

(Q-53). In PESTLE Analysis, S stands for _____.

- (a) Supplier
- (b) Socio-cultural
- (c) Shareholders
- (d) Strength

(Q-54). Proper waste disposal mechanism would be included in which component of PESTLE analysis?

- (a) Socio-cultural
- (b) Political
- (c) Economic
- (d) Environmental

(Q-55). Governmental policies would be included in which component of PESTLE analysis?

- (a) Socio-cultural
- (b) Political
- (c) Economic
- (d) Environmental

(Q-56). Macro environmental factor will not include which of the following?

- (a) Socio-cultural
- (b) Political-legal
- (c) Economic
- (d) Environmental

(Q-57). Macro environmental factor will not include which of the following?

- (a) Socio-cultural
- (b) Political-legal
- (c) Global
- (d) Competitor

(Q-58). Which of the following is not the part of demographic environmental factor?

- (a) Population size
- (b) Geographic distribution
- (c) Ethnic-mix
- (d) Population distribution

(Q-59). Consider the following statements about the Macro environment:

- (i) Government is the part of Political-legal environment
- (ii) Income distribution pattern is the part of economic environment
- (iii) Demographic factors denotes population characteristics like size, age, gender mix etc.
- (iv) Technology is not part of macro environment

Which of the above statements are correct?

- (a) Point (i), (iii) only
- (b) Point (i), (ii) & (iv) only
- (c) Point (i), (ii) & (iii) only
- (d) Point (i) & (ii) only

(Q-60). Which of the following is not an aspect to be considered in the technological environment?

- (a) Is R&D department of the entity effective?
- (b) What is family values, family structure?

(c) What is the pace of change in technology?

(d) How company manages technologies?

(Q-61). Which of the following is not an aspect to be considered in the socio-cultural environment?

(a) What is role of women in society, family etc.

(b) What is family values, family structure?

(c) What is the pace of change in technology?

(d) What is social values like customs, believe?

(Q-62). Which of the following is not an aspect to be considered in the economic environment?

(a) What is interest, inflation, tax rates?

(b) What is Money markets rates?

(c) What is the monetary & fiscal policies of the Government?

(d) What is social values like customs, believe?

(Q-63). Consider the following statements about the Macro environment:

(i) Legal environment refers the laws and regulations which affects the business

(ii) Companies prefer to work in countries having political stability & business friendly policies

(iii) Demography environment denotes population characteristics like its size, age, gender mix etc.

(iv) Geographic distribution is the part of economic environment.

Which of the above statements are correct?

(a) Point (i), (iii) only

(b) Point (i), (ii) & (iv) only

(c) Point (i), (ii) & (iii) only

(d) Point (i) & (ii) only

(Q-64). Consider the following statements about the business environment:

(i) Technology is the part of micro environment

(ii) The constitutes of organisation are owners, promoters and employees

(iii) Macro environmental factors are usually industry specific

(iv) Customers are the part of micro environment Which of the above statements are correct?

(a) Point (i), (iii) only

(b) Point (i), (ii) & (iv) only

(c) Point (i), (ii) & (iii) only

(d) Point (iii) & (iv) only

(Q-65). Taxation policy related aspect is the part of _____.

(a) Demographic Environment

(b) Economic Environment

(c) Technological Environment

(d) Socio-cultural Environment

(Q-66). PESTLE Analysis is the framework for the study of _____.

(a) Micro Environment

(b) Macro Environment

(c) Internal Environment

(d) Both (a) & (b)

(Q-67). Which of these is one of Porter's Five Forces?

(a) Bargaining power of employees

(b) Pace of technological change

(c) Threat from substitutes

(d) Industry operating profit margin

(Q-68). Porter's Five Forces Model is essentially a model about _____.

(a) Market segmentation

(b) Profitability analysis

(c) Competitive rivalry

(d) Corporate strategy evaluation

(Q-69). Which of the following is not an element of Porter's 5 Forces Model?

(a) Potential competition from new entrants

(b) Firm's existing competition

(c) Firm's macroeconomic environment

(d) Bargaining power of suppliers

(Q-70). Low growth or declining markets are usually associated with _____.

(a) Lower competitive rivalry

(b) Higher prices and industry profits

(c) Lower numbers of new entrants

(d) Price competition thus low profitability

(Q-71). According to you in which of the following industry there is supply concentrated in the hands of just a few suppliers is _____?

(a) Paper manufacturing

(b) Passenger aircraft manufacturing

(c) Garment manufacturing

(d) Cement manufacturing

(Q-72). What is likely to happen if too many new businesses enter a market?

(a) Industry profits will increase

(b) Industry capacity will fall

(c) Competitive rivalry will intensify

(d) Barriers to entry will rise

(Q-73). A market will usually be more difficult to enter if there is _____.

- (a) Distribution channels are well developed
- (b) Patented or proprietary technologies
- (c) Low brand loyalty
- (d) Easy availability of capital

(Q-74). In the context of Porter's Five Forces Model, which of these situations is likely to cause high bargaining power of suppliers?

- (a) Resource inputs are not essential to product
- (b) Homogeneous products low brand loyalty
- (c) Few large suppliers dominate market supply
- (d) Many alternative sources of supply

(Q-75). What is the main purpose of Porter's Five Forces Model?

- (a) Manage product portfolios
- (b) Decide which products to launch
- (c) Analyse competition in a market
- (d) Evaluating investment decisions

(Q-76). As per Porter's five forces model, a significant reduction in barriers to entry should result in:

- (a) Higher industry profits
- (b) Lower availability of substitutes
- (c) Higher intensive of competitive rivalry
- (d) Lower intensity of competitive rivalry

(Q-77). Which of the following tends to increase the competitive rivalry?

- (a) High barriers to entry
- (b) Low fixed costs
- (c) Market dominated by one competitor
- (d) High industry growth rate

(Q 78). Consider the following statements in the context of Michael Porter's Five forces model:

- (i) New entrants in the industry are always a powerful source of competition.
- (ii) The bargaining power of suppliers affects the selling price of the product
- (iii) The bargaining power of the customers affects the cost of raw material
- (iv) Substitute products are a latent source of competition in an industry

Which of the above statements are correct?

- (a) Point (i), (iv) only
- (b) Point (i), (ii) & (iv) only
- (c) Point (i), (ii) & (iii) only
- (d) Point (iii) & (iv) only

(Q-79). In Porter's five forces model, conditions are more favourable for firms within an industry if _____.

- (a) Buyer's bargaining power is high
- (b) Supplier's bargaining power is high
- (c) Entry threat of new players is low
- (d) Threat from substitute product is high

(Q-80). When buyers are able to join together to put the pressure on supplier, this is which of the Porter's Five Forces?

- (a) Threat of new entrants
- (b) Threat from substitute products
- (c) Bargaining power of customers
- (d) Bargaining power of suppliers

(Q-81). OPEC is an example of _____.

- (a) Kieretsus
- (b) Cartelization
- (c) Association
- (d) Conglomerate

(Q-82). Which of the following is not an example of political risk?

- (a) Government policies _____.
- (b) Civil unrest
- (c) Production capacity
- (d) War with other countries

(Q-83). A powerful and widely used model for the analysis of competition in the industry is _____.

- (a) Value chain analysis
- (b) Porter's five forces model
- (c) Dynamic response policy
- (d) Environmental analysis

(Q-84). _____ is a loosely-coupled group of companies operating in related industry who are peers & have board managers in common.

- (a) Kieretsus
- (b) Cartelization
- (c) Association
- (d) Conglomerate

(Q-85). Consider the following statements about Japanese Kieretsus:

- (i) Loosely-coupled group of companies operating in related industry
- (ii) Member companies in Kieretsus are subject to some common ownership
- (iii) Provides competitive advantage to the entity
- (iv) Conglomerate and Kieretsus are same

Which of the above statements are correct?

- (a) Point (i), (iii) only
- (b) Point (i), (ii) & (iv) only
- (c) Point (i), (ii) & (iii) only
- (d) Point (iii) & (iv) only

(Q-86). Which of the following is not a method of responding to the environmental changes?

- (a) Least resistance
- (b) Proceed with caution
- (c) Dramatic response
- (d) Dynamic response

(Q-87). The most sophisticated method of responding to the environmental changes is _____.

- (a) Least resistance
- (b) Proceed with caution
- (c) Dramatic response
- (d) Dynamic response

(Q-88). Consider the following statements about the competitive environment:

- (i) Organisation working in different-industries can never have co-operation with each other
- (ii) Entities operating in competitive environment may have to cooperate with each other
- (iii) Entity must have a very sound understanding of its competitive environment.
- (iv) Competition is always bad for the economy

Which of the above statements are correct?

- (a) Point (ii), (iii) only
- (b) Point (i), (ii) & (iv) only
- (c) Point (i), (ii) & (iii) only
- (d) Point (iii) & (iv) only

(Q-89). Consider the following statements about responding to the environment:

- (i) There are total three methods of responding to the environment
- (ii) Most sophisticated method of responding to the environment is proceed with caution
- (iii) Most sophisticated method of responding to the environment is dynamic response
- (iv) Least resistance is also known as policy of least response

Which of the above statements are correct?

- (a) Point (ii), (iii) only
- (b) Point (i), (iii) & (iv) only
- (c) Point (i), (ii) & (iii) only
- (d) Point (iii) & (iv) only

(Q-90). Which strategic response gives best advantage of opportunities available in environment?

- (a) Least resistance
- (b) Proceed with caution
- (c) Dramatic response
- (d) Dynamic response

(Q-91). Consider the following statements about the competitive environment:

- (i) There can be no co-operation where there is competition
- (ii) Organisation working in different industries can have co-operation with each other
- (iii) OPEC is an example of Kieretsus
- (iv) In India, there are family-owned enterprises

Which of the above statements are correct?

- (a) Point (ii), (iii) only
- (b) Point (i), (iii) & (iv) only
- (c) Point (i), (ii) & (iii) only
- (d) Point (ii) & (iv) only

(Q-92). Managers should develop the strategy which will allow the organisation to convert the _____ in its favour through its _____.

- (a) Strength, Weaknesses
- (b) Strength, Opportunity
- (c) Opportunity, Strength
- (d) Opportunity, Threat

(Q-93). Identify the ODD among the following:

- (a) Environment is complex
- (b) Environment is dynamic
- (c) Environment is diverse
- (d) Environment is multi-faceted

(Q-94). _____ refers to the process of integration of the world into one huge market.

- (a) Business
- (b) Globalization
- (c) Environmental analysis
- (d) Global company

(Q-95). Which of the following is not an approach of globalization by the company?

- (a) Multi-Domestic Strategy
- (b) Global Strategy
- (c) Transnational Strategy
- (d) Multi-Global Strategy

(Q-96). Which of the approach of globalization will give the highest market share to the company?

- (a) Multi-Domestic Strategy

- (b) Global Strategy
- (c) Transnational Strategy
- (d) Multi-Global Strategy

(Q-97). In which of the approach of globalization, company tries to sell standardized products across the countries?

- (a) Multi-Domestic Strategy
- (b) Global Strategy
- (c) Transnational Strategy
- (d) Multi-national Strategy

(Q-98). In which of the approach of globalization, company tries to extensively customize their products and services according to the conditions of different countries?

- (a) Multi-Domestic Strategy
- (b) Global Strategy
- (c) Transnational Strategy
- (d) Multi-Global Strategy

(Q-99). Which of the following is not a characteristic of the global company?

- (a) Conglomerate of multiple units located in different parts of the global and linked by common the ownership
- (b) All unit's works on some common strategies
- (c) Units formulates regional blocks
- (d) All Units operates on common pool of resources like finance, trade name etc.

(Q-100). Which of the following is not a reason of going global by the companies?

- (a) Domestic market may not be large enough
- (b) Faster travel, communication & transfer of information
- (c) Interlinked & inter-dependent Economies
- (d) Rapid growing foreign markets, it is profitable to operate in foreign markets

Answer

1	(c)	41	(C)
2	(a)	42	(a)
3	(d)	43	(b)
4	(c)	44	(b)
5	(c)	45	(d)
6	(a)	46	(a)
7	(a)	47	(b)
8	(d)	48	(b)

9	(c)	49	(c)
10	(a)	50	(d)
11	(c)	51	(c)
12	(d)	52	(b)
13	(b)	53	(b)
14	(b)	54	(d)
15	(d)	55	(b)
16	(b)	56	(d)
17	(c)	57	(d)
18	(a)	58	(d)
19	(b)	59	(a)
20	(d)	60	(b)
21	(c)	61	(c)
22	(b)	62	(d)
23	(d)	63	(c)
24	(a)	64	(d)
25	(c)	65	(b)
26	(b)	66	(b)
27	(b)	67	(c)
28	(d)	68	(c)
29	(c)	69	(c)
30	(d)	70	(d)
31	(c)	71	(b)
32	(c)	72	(c)
33	(c)	73	(b)
34	(C)	74	(c)
35	(a)	75	(C)

36	(b)	76	(C)
37	(d)	77	(b)
38	(d)	78	(a)
39	(a)	79	(c)
40	(c)	80	(c)

Answer

81	(b)
82	(c)
83	(b)
84	(a)
85	(a)
86	(c)
87	(d)
88	(a)
89	(b)
90	(d)
91	(d)
92	(c)
93	(c)
94	(b)
95	(d)
96	(a)
97	(b)
98	(a)
99	(c)
100	(c)