MT2050 NAU Week 2 Chapter 3, 4, & 5

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

1. In the ______ stage, companies may opt for a multinational approach.
   a. international
   b. domestic
   c. global
   d. stateless
   e. multinational

2. The process of globalization typically passes through all of the following stages EXCEPT
   a. domestic stage.
   b. global stage.
   c. international stage.
   d. interdomestic stage.
   e. multinational stage.

3. Which of the following aspects of management does not change when doing business internationally?
   a. Planning
   b. Organizing
   c. Controlling
   d. Leading
   e. All of the above

4. ______ generally are located in Asia, Africa and South America.
   a. MNCs
   b. EUs
   c. LDCs
   d. WTOs
   e. MFNs

5. The criterion traditionally used to classify countries as developed or developing is
   a. population density.
   b. per capita income.
   c. resource and product markets.
   d. time orientation.
   e. exchange rates.

6. The term ______ is used to describe a country's physical facilities that support economic activities.
   a. development structure
   b. government structure
   c. infrastructure
   d. financial structure
   e. social structure

7. If you built a lumber company in a foreign country and then found that your product was having difficulty
   being distributed to customers because of the road system, your problem would be related to
   a. an inadequate infrastructure.
   b. an economy incapable of supporting growth.
   c. a poor resource market.
   d. a poor product market.
   e. None of the above.
8. _____ rate is the rate at which one country's currency is exchanged for another country's currency.
   a. Interest
   b. Inflation
   c. Per capita income
   d. Exchange
   e. Economic

9. When looking at exchange rates, if the dollar increases in value, U.S. goods will be _____ in foreign markets and importers' profits will be slim.
   a. less expensive
   b. more expensive
   c. more in demand
   d. more difficult to find
   e. in abundant supply

10. Assume that until yesterday, one U.S. dollar could be exchanged for 97 Japanese yens. Today, a dollar gets you 108 yens. Which of the following statements is true?
    a. U.S. goods will be more expensive in Japan.
    b. Japanese goods will be more expensive in the U.S.
    c. U.S. goods will be the same price in Japan.
    d. Japanese goods will be the same price in the U.S.
    e. None of the above.

11. Recently many changes have occurred in the legal-political systems of international trade. The most visible changes in the legal-political factors have grown out of the emerging
    a. improved transportation systems.
    b. international trade alliance systems.
    c. improved cellular phone systems.
    d. improved tariff tracking systems.
    e. most favored nation status of China.

12. Political risk is defined as
    a. a country's physical facilities that support economic activities.
    b. the rates at which one country's currency is exchanged.
    c. the risk of losses of assets, earning power, or managerial control due to political events or actions by host governments.
    d. the degree of permanence or stability that a government system demonstrates.
    e. the number of strikes and walkouts that occur.

13. A nation's _____ includes the shared knowledge, beliefs and values, as well as the common modes of behavior and ways of thinking, among members of a society.
    a. power distance
    b. culture
    c. masculinity
    d. individualism
    e. uncertainty avoidance

14. Countries whose social values reflect low power distance
    a. are highly democratic.
    b. accept inequality in power among institutions, organizations and people.
    c. expect equality in power.
    d. avoid uncertainty.
    e. None of the above.
15. Social values deal with organizational functioning and management styles. What were the four dimensions of national value systems that influenced interactions among employees and their working environments found by Geert Hofstede?
   a. Power distance, uncertainty avoidance, individualism and collectivism, masculinity/femininity
   b. Language skills, poise, self-esteem, and self-confidence
   c. Business skills, language skills, individualism, and class
   d. Power loss, power distance, power use, and power skills
   e. Individualism, self-esteem, self-confidence, and power

16. Which of these reflect a cultural preference for cooperation, group decision making, and quality of life?
   a. Individualism
   b. Collectivism
   c. Masculinity
   d. Femininity
   e. Power distance

17. Managers of international companies have found that cultural differences should not be ignored if international operations are to succeed. Which firm ran into problems when introducing a two-liter bottle beverage into the Spanish market?
   a. A&W Root Beer
   b. Pepsi
   c. Coca-Cola
   d. General Foods
   e. Amway

18. Most firms begin with which strategy to enter foreign markets?
   a. Exporting
   b. Greenfield venture
   c. Joint venture
   d. Acquisition
   e. Direct investment

19. ______ is an entry strategy in which the organization maintains its production facilities within its home country and transfers its products for sale in foreign markets.
   a. Franchising
   b. Licensing
   c. Exporting
   d. Greenfield venture
   e. Joint venture

20. The ______ stage of corporate international development is also referred to as stateless.
   a. multidomestic
   b. binational
   c. multinational
   d. global
   e. international
21. Before undertaking an assignment in a foreign country, managers must understand the subculture and how to provide
   a. goodwill, friendship, and happiness.
   b. proper leadership, decision making, motivation, and control.
   c. the best environment to have the most fun.
   d. loose control while avoiding contact with the home office.
   e. proper leadership and motivational skills, while letting the nationals make decisions and maintain control.

22. In relationship-oriented societies, leaders should
   a. take a strong personal interest in employees.
   b. feel free to criticize as much as they feel they need to.
   c. reprimand in public whenever possible. It is an especially effective technique in these societies.
   d. minimize the emphasis on relations given the society's interest.
   e. maintain the traditional command-and-control management style.

23. ______ refers to the frustration and anxiety that result from constantly being subjected to strange and unfamiliar cues about what to do and how to do it.
   a. Greenfield venture
   b. Ethnocentrism
   c. Linguistic pluralism
   d. Culture shock
   e. Geocentricism

24. When things go wrong, managers in foreign countries are often unable to
   a. increase an employee's pay.
   b. get rid of an employee who is not working out.
   c. assess the cause of the problem.
   d. leave the country given their emotional attachment.
   e. None of the above.

25. Which of these refers to the code of moral principles and values that govern behaviors with respect to what is right and wrong?
   a. Social responsibility
   b. Free domain
   c. Ethics
   d. Codified law
   e. Discretionary responsibility

26. The assumption that "If it's not illegal, it must be ethical," ignores which of the following?
   a. Domain of codified law
   b. Domain of ethics
   c. Domain of free choice
   d. Discretionary responsibility
   e. Domain of symbolism

27. Michael is a manager at Morris Technicians. He is faced with an interesting problem. One of his employees has been cheating the company out of expense money. Michael must decide whether or not to fire this employee. In this role, Michael is acting as
   a. a moral agent.
   b. an ethical theorist.
   c. a symbolic leader.
   d. an authoritarian leader.
   e. an obstructive manager.
28. A situation that arises when all alternative choices or behaviors have been deemed undesirable because of the potentially negative ethical consequences, making it difficult to distinguish right from wrong, is considered
a. a moral agent.
b. a social responsibility.
c. an ethical dilemma.
d. an ethical standard.
e. discretionary responsibility.

29. The utilitarian approach was first introduced by ______ and ______ in the nineteenth century.
   a. John Smith, Adam Smith
   b. Mary Follett, Elton Mayo
   c. Jeremy Bentham, John Stuart Mill
   d. Frank Gilbreth, Frederick Taylor
   e. Ronald Waters, Henri Fayol

30. A normative approach to ethical decision making
   a. reduces ethical dilemmas to easy-to-understand formulas.
   b. uses various approaches to describe guiding values for decisions.
   c. states that everyone must use their employer's value system at work.
   d. dictates only one way to choose to resolve dilemmas.
   e. None of the above.

31. The ethical concept that moral behaviors produce the greatest good for the greatest number is called the ______ approach.
   a. defensive
   b. justice
   c. utilitarian
   d. individualism
   e. moral-rights

32. Under the utilitarian approach, a
   a. decision maker is expected to consider the effect of some decision alternatives on some of the parties and select the one that optimizes satisfaction for the some.
   b. decision maker is not expected to consider the effect of each decision alternative on all parties and selects the one that optimizes satisfaction for him or her.
   c. decision maker is expected to consider the effect of each decision alternative on all parties and select the one that optimizes satisfaction for the greatest number.
   d. decision maker is to look at each opportunity and select the one that is best for the organization.
   e. decision maker is to look at each opportunity and select the one that is best for them.

33. Howard is a manager at Concrete, Inc. He is expected to consider the effort of each decision alternative on all parties and select the one that optimizes the satisfaction for the greatest number of people. This is an example of the
   a. utilitarian approach.
   b. individualism approach.
   c. moral-justice approach.
   d. justice approach.
   e. soft-line managerial approach.
34. Which of the following would not be consistent with the individualistic approach?
   a. Individual self-direction is paramount.
   b. External forces that restrict self-direction should be severely limited.
   c. Individuals calculate the best long-term advantages to themselves as a measure of a decision's goodness.
   d. The greatest good for the most number is paramount.
   e. The greater good is ultimately served because people learn to accommodate each other.

35. Human beings have fundamental rights and liberties that cannot be taken away by another individual's decision. This ethical decision making approach is known as the
   a. utilitarian approach.
   b. individualism approach.
   c. moral-justice approach.
   d. dualism approach.
   e. None of the above.

36. Which of the following employee behaviors matches with the preconventional level of personal moral development?
   a. Work group collaboration
   b. Task accomplishment
   c. Empowered employees
   d. Full participation
   e. Transforming

37. Which of these employee behaviors matches with the conventional level of personal moral development?
   a. Task accomplishment
   b. Empowered employees
   c. Work group collaboration
   d. Full participation
   e. Act in own interest

38. Only 20 percent of American adults reach the third stage of moral development. The third level is called the
   a. principled
   b. conventional
   c. preconventional
   d. postconventional
   e. non conventional

39. The stage of personal moral development in which an individual develops an internal set of standards and values is called
   a. preconventional.
   b. conventional.
   c. principled.
   d. discretionary.
   e. social.

40. Which leadership style matches with the postconventional level of personal moral development?
   a. Team oriented
   b. Autocratic
   c. Guiding/encouraging
   d. Coercive
   e. Servant leadership
41. According to your text, managers at level three of moral development will make ethical decisions regardless of the ______ consequences.
   a. personal
   b. organizational
   c. public
   d. private
   e. principled

42. Culture, as in ______ and ______, can be examined to see kinds of ethical signals given to employees.
   a. heroes; villains
   b. heroes; myths
   c. stories; lies
   d. fairy tales; Greek mythology
   e. Shakespeare plays; Greek tragedy

43. Important stakeholders include all of the following except
   a. employees.
   b. customers.
   c. competitors.
   d. creditors.
   e. investors.

44. A(n) ______ is any group within or outside the organization that has a stake in the organization's performance.
   a. supplier
   b. international customer
   c. stakeholder
   d. OPEC
   e. trade association

45. The total corporate social responsibility can be divided into ______ criteria.
   a. two
   b. three
   c. four
   d. five
   e. six

46. The first criterion of social responsibility is
   a. discretionary responsibility.
   b. corporate greed.
   c. economic responsibility.
   d. profit-maximization.
   e. legal responsibility.

47. Terrific Taffy purely profit-maximizing view is an extreme version of
   a. ethical responsibility.
   b. discretionary responsibility.
   c. economic responsibility.
   d. legal responsibility.
   e. moral responsibility.
48. The profit-maximizing view is no longer considered an adequate criterion of performance in ______, ______, and ______.
   a. Canada, Europe, Mexico
   b. United States, Canada, Mexico
   c. United States, Canada, Europe
   d. Europe, Canada, France
   e. France, Canada, Mexico

49. All modern societies lay down basic ground rules, laws, and regulations that businesses are expected to follow. What are these ground rules called?
   a. Economic responsibilities
   b. Legal responsibilities
   c. Profit-maximization views
   d. Ethical responsibilities
   e. Discretionary responsibilities

50. According to your text, Fortune 1,000 companies found that ______ percent address issues of ethics and business conduct in formal corporate documents.
   a. 50
   b. 75
   c. 85
   d. 90
   e. 98

51. Which of these is the disclosure by an employee of an illegal activity?
   a. Tattling
   b. Whistle-blowing
   c. Organizational communication
   d. The filing of a disclosure statement
   e. Snooping

52. Studies have provided varying results but generally have found that there is a(n) ______ relationship between social responsibility and financial performance.
   a. small positive
   b. inverse
   c. strongly positive
   d. small negative
   e. strongly negative

53. ______ specify future ends and ______ specify today's means.
   a. Goals; plans
   b. Plans; goals
   c. Planning; organizing
   d. Ideas; behaviors
   e. Mission; vision

54. Which of these are primarily responsible for operational goals/plans?
   a. Middle management
   b. Board of directors
   c. Consultants
   d. Senior management
   e. Lower management
55. Which of these are primarily responsible for strategic goals/plans?
   a. Middle management
   b. Board of directors
   c. Consultants
   d. Senior management
   e. Lower management

56. Mandell is a first-line supervisor at Corner Cafe. He is most concerned with which level of goals?
   a. Operational goals
   b. Tactical plans
   c. Strategic goals
   d. Mission statement
   e. Vision

57. The planning process begins with which of these?
   a. The development of operational goals
   b. The development of a mission statement
   c. Communication of goals to the rest of the organization
   d. A company-wide meeting
   e. Brainstorming

58. Sabeena is a middle manager at Oliver Garden. She is most likely responsible for the achievement of ______ goals.
   a. operational
   b. tactical
   c. strategic
   d. lower-level
   e. top-level

59. The operational plan should contain goals. What is a requirement of those goals in order to make them achievable?
   a. They must be stated in obscure and broad terms.
   b. They must be stated in quantifiable terms and describe how they will be achieved.
   c. They must reflect what the past has taught the organization.
   d. They must be stated in simplistic terms and must ask "open-ended" questions.
   e. They must be all inclusive and address the organizational mission.

60. Which of the following is not one of the characteristics of effective goal setting?
   a. Specific and measurable
   b. Challenging but realistic
   c. Linked to rewards
   d. Goals with time period over which they will be achieved
   e. Goals set for every aspect of employee behavior

61. Kori is a salesperson at a large retail chain. She was assigned a goal of $41,000 in sales for the current quarter. She is unhappy because she knows that the most any salesperson has sold in one quarter in the past is $35,000. Her goal of $41,000 is probably
   a. not specific and measurable.
   b. not realistic.
   c. irrelevant.
   d. lacking a specific time period.
   e. does not cover key result area.
62. The ultimate impact of goals depended on the extent to which goal achievement is linked to
   a. rewards.
   b. salary increases.
   c. promotions.
   d. All of the above.
   e. b and c only.

63. One major problem with MBO is
   a. it discourages individual creativity.
   b. it does not work well in constantly changing environments.
   c. it decreases employee motivation.
   d. it does not work well in non-profit organizations.
   e. None of the above.

64. During the ______ stage of his company’s crisis management, Horrice Cortez must ensure that the
   stakeholders’ physical and emotional needs are met.
   a. prevention
   b. preparation
   c. containment
   d. response
   e. all of the above

65. A group of planning specialists assigned to major departments and divisions to help managers develop their
   own strategic plans is known as a
   a. planning task force.
   b. decentralized planning staff.
   c. centralized planning department.
   d. schwhart planning group.
   e. total quality management group.

66. Light Concept Nail Supply allows its line managers to take responsibility for strategic planning. This
   approach is consistent with which of the following?
   a. Centralized planning department
   b. Decentralized planning staff
   c. Planning task force
   d. Centralized planning committee
   e. Command-and-control

67. The purpose of the strategic process is to help managers answer questions such as
   a. Who should be my replacement?
   b. Where do we get our printer paper?
   c. Whose turn is it to buy coffee for the "coffee club"?
   d. Whose birthday do we celebrate at this week’s "pie day"?
   e. What changes and trends are occurring in the competitive environment?

68. When organizational parts interact to produce a joint effect that is greater than the sum of the parts acting
   alone, ______ occurs.
   a. creativity
   b. planning
   c. value
   d. synergy
   e. cycle-time
69. ______ are characteristics of the external environment that have the potential to help the organization achieve or exceed its strategic goals.
   a. Strengths
   b. Threats
   c. Opportunities
   d. Weaknesses
   e. SWOT

70. When looking at strategy formulation, two models for formulating are competitive strategies and the product life cycle. Who formulated the competitive model?
   a. Frederick Taylor
   b. Wm. Edwards Deming
   c. Michael E. Porter
   d. Michael Hammer
   e. Stephen R. Covey

71. Which of the following is not part of Porter’s five forces?
   a. Potential new entrants
   b. Bargaining power of buyers
   c. Life cycle of your product
   d. Threat of substitute products
   e. Rivalry among competitors

72. The ______ strategy can be profitable for an organization because customers are loyal and willing to pay high prices.
   a. focus
   b. globalization
   c. overall cost leadership
   d. differentiation
   e. liquidation

73. When finding the competitive edge within the model, the organizational characteristics typically associated with each strategy are
   a. pride, price, and position.
   b. differentiation, cost leadership, and focus.
   c. cost leadership, technological leadership, and market share.
   d. technological leadership, market share, and advertising budget.
   e. executive salaries, return of investment, and cash on hand.

74. With a(n) ______ strategy, the organization concentrates on a specific regional market or buyer group.
   a. cost leadership
   b. differentiation
   c. focus
   d. internal growth
   e. liquidation

75. Some people argue that ______ is the most difficult and most important part of strategic management.
   a. SWOT analysis
   b. strategic formation
   c. strategic implementation
   d. strategic analysis
   e. strategy evaluation
**MULTIPLE CHOICE**

<p>| | | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>2.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>3.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>4.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>5.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>6.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>7.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>8.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>9.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>10.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>11.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>12.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>13.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>14.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>15.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>16.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>17.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>18.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>19.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>20.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>21.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>22.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>23.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>24.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>25.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>26.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>27.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>28.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>29.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>30.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>31.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>32.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>33.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>34.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>35.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>36.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>37.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>38.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>39.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>40.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>41.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>42.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>43.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>44.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>45.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>46.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>47.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>48.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>49.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>50.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>51.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>52.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>53.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>54.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>55.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>56.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>57.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>58.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>59.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>60.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>61.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>62.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>63.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>64.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>65.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>66.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>67.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>68.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>69.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>70.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>71.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>72.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>73.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>74.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
<tr>
<td>75.</td>
<td>A</td>
<td>B</td>
<td>C</td>
<td>D</td>
</tr>
</tbody>
</table>