

Student name: _____

1) Ethics are _____ that influence behavior.

- A) company standards
- B) rules and laws
- C) subconscious emotions

D) principles of right and wrong

2) Ethan Wong, a student who works at his college bookstore, is often unsupervised and, therefore, has the opportunity to steal merchandise. He needs an expensive anatomy textbook but doesn't even consider taking it without

- A) principles of right and wrong
- B) an understanding of consequences
- C) respect for the law

paying for it. This is an example of an individual's behavior being influenced by _____, or ethics.

D) a fear of negative feedback

3) Principles of right and wrong that influence behavior are known as

- A) laws.
- B) ethics.

C) values.

D) responsibilities.

4) Maggie Cohen is a law student who is desperate to get a passing grade on a final exam. But she refuses to cheat, even though she can reasonably do so without being caught. When another student asks her why she doesn't cheat, she just shrugs

- A) ethic.
- B) safeguard.

and says, "I wasn't raised that way." She is demonstrating a deeply held attitude known as a(n)

C) value.

D) prejudice.

- A) behavior.
- B) income.

- C) ambitions.
- D) prejudices.

6) A U.S. manufacturer makes low-quality furniture that breaks easily. This is an example of something that is _____ but _____.

- A) ethical; illegal
- B) legal; ethical

- C) legal; unethical
- D) illegal; ethical

7) Russell Brady, a white male in his early thirties, recently applied for a position at Pinnacle, Inc. He demonstrated that he was qualified to do the job, but he was not hired. He recently learned that Pinnacle was intentionally

favoring women and minorities for the position, and he is upset. Should he sue Pinnacle?

- A) Yes, because it is both illegal and unethical to favor one group over another when hiring.
- B) Yes, because favoring one group over another when hiring is ethical but illegal.
- C) No, because even though Pinnacle's actions are

unethical, they are legal.

- D) No, because diversity policies such as affirmative action are both legal and ethical.

8) To encourage high ethical standards and support a strong ethical climate, a company's leadership should

- A) establish a code of ethics.
- B) host an employee retreat.
- C) hire only experienced workers.

- D) conduct regular lie detector tests.

9) A code of _____ is a written set of ethical standards intended to guide an organization's actions.

- A) behavior

- B) ethics
- C) values

D) litigation

10) A poster in the employee break room at Draper Advertising Agency lists several instructions, including "Be honest," and "Always act in the best interest of the customer." This is an example of

- A) advertising slogans.
- B) a list of deliverables.

- C) micromanaging.
- D) a code of ethics.

11) A code of ethics is a written set of standards intended to _____ a company's actions.

- A) report
- B) discourage

- C) guide
- D) enrich

12) Jessica Villareal is a manager at Visibility Media. During an interview with Chloe Schwartz, a candidate for the new marketing position, Villareal catches Schwartz in a lie about a fact unrelated to the job. Villareal needs to fill the position quickly, but she also knows that Visibility Media

- A) She should ask Schwartz to come in for a second interview.
- B) She should inform Schwartz of the company ethics code.

should continually strive to uphold high ethical standards. What is Villareal's *best* course of action?

- C) She should not hire Schwartz.
- D) She should check Schwartz's references.

13) Organizing a _____ is one way for managers to support high ethical standards.

- A) trade union
- B) hiring freeze

- C) company retreat

D) training program in ethics

14) A(n) _____ is an employee who integrates the organization's ethics and values initiatives, compliance activities, and business conduct practices into the company's decision-making processes.

- A) ethics officer
- B) executive officer

- C) compliance officer
- D) integral officer

15) "Are we operating our company according to our stated values of honesty and compassion for the community?" is a question that Windfall Company's _____ is likely to ask.

- A) communications officer
- B) ethics officer

- C) business manager
- D) values enforcer

16) One way to make sure that employees understand a company's expectations and guidance for how to act ethically

and responsibly is to establish a

- A) code of ethics.
- B) nondisclosure agreement.
- C) corporate responsibility pyramid.

- D) set of laws and regulations.

17) A(n) _____ ethics code attempts to prevent criminal misconduct by increasing control and by punishing violators.

- A) values-based

- B) compliance-based

- C) integrity-based
- D) interaction-based

18) What type of ethics code attempts to prevent _____ criminal misconduct by increasing control and by punishing violators?

- A) values-based
- B) compliance-based

- C) integrity-based
- D) interaction-based

19) "Any employees caught stealing from the supply cabinet will be fined and reported to their supervisor for disciplinary action." This statement is an example of a(n) _____ ethics code.

- A) complex
- B) internally-enforced

- C) overly severe
- D) compliance-based

20) Justin Kihana is a hiring manager for Connect, a new social media platform. Connect's customer information is highly confidential, and the company does not share this information with competitors or the general public. Kihana routinely asks new employees to sign nondisclosure

agreements. Kihana's action demonstrates that Connect

- A) has a culture of cutting corners.
- B) uses methods that intimidate employees.
- C) has a compliance-based ethics code.

- D) does not foster an ethical environment.

21) Fran Nolan is a manager tasked with writing a company ethics

code for Creative Spark, a design firm. She doesn't want to intimidate or turn off her free-spirited employees with a list of rules and punishments. She also wants her employees to be personally accountable for their actions, rather than blindly follow impersonal rules. She knows she has two choices, a

A) an integrity-based ethics code because it promotes ethical behaviors and values

B) a compliance-based ethics code because it will ensure that Creative Spark's company secrets are protected

C) a compliance-based ethics code because it intimidates employees with the threat of legal action

22) An integrity-based ethics code supports responsible employee behavior by emphasizing shared

A) profits among stakeholders.

B) accountability among employees.

C) news about corporate social responsibility on social

23) A _____ is an employee who reports organizational misconduct, such as fraud, overcharging, or health and safety problems, to the government or the public.

A) stakeholder

B) report writer

compliance-based ethics code or an integrity-based ethics code. Which type of ethics code should she choose and why?

D) an integrity-based ethics code because it encourages shared accountability among employees

media.

D) blame and punishment when ethics are violated.

C) complaint specialist

D) whistleblower

24) Jim Tanaka is a new nurse who has repeatedly witnessed Ellen Jones, the head nurse on his floor, failing to wash her hands, improperly

disposing of used needles, and otherwise violating the hospital's rules for safety. After much thought and worry, he decides that he is obligated to come forward and report this organizational misconduct to the hospital administration.

A) Jim must gather a large group of supportive patients if he wants to keep his job.

B) Jim's job will only be protected if he has a supportive hospital board of directors.

C) Jim's job will be protected by the Sarbanes–Oxley

25) What is one way the Sarbanes–Oxley Act protects employees who report organizational misconduct?

A) It ensures they are paid a large sum of money as a reward.

B) It provides for job reinstatement to whistleblowers who are fired by their employers.

C) It ensures the employees' complaints are nationally

26) Ajay Ramanathan has discovered that his manager has been embezzling funds from the company. Determined to speak up, Ramanathan is about to become a whistleblower, an employee who reports misconduct. Which person at his

A) the chief financial officer

B) his manager

27) The job of the _____ is to integrate the organization's ethics and values initiatives, compliance activities, and business practices into the company's decision-making processes.

What will happen if Jim comes forward as a whistleblower?

Act.

D) Because of the extreme nursing shortage, Jim's job will be protected.

publicized on social media.

D) It appoints such employees as the ethics officers of their companies.

company would be the *best* person for him to confide in?

C) the ethics officer

D) a direct subordinate

A) stakeholder

- B) ethics officer
- C) whistleblower

D) values manager

28) The _____ established protections for whistleblowers, recordkeeping requirements for public

companies, and penalties for noncompliance.

- A) Compliance Code
- B) corporate social responsibility pyramid
- C) Stakeholders' Initiative of 1987

D) Sarbanes–Oxley Act of 2002

29) The _____ is a guide for thinking about the day-to-day practical and moral matters that businesses encounter.

- A) corporate social responsibility pyramid
- B) company profit and loss statement

C) annual report
D) employee handbook

30) The global social responsibility pyramid consists of good global corporate citizenship, ethical behavior, obeying the law, and being

- A) creative.
- B) profitable.

C) charitable.
D) marketable.

31) The base layer of the global social responsibility pyramid indicates that a company has a duty to be

- A) profitable.
- B) ethical.

C) legal.
D) powerful.

32) Emma Steele, an ambitious new employee at

Zoom Group, is tempted to avoid paying taxes by bribing customers with cash payments, an act that is both illegal and unethical. When a coworker warns her this behavior is unacceptable, Steele counters with, "I'm interested in making a profit, and so are our stakeholders. What's wrong with a

A) Investors demand that businesses show a profit and don't care if employees violate laws.

B) Zoom Group does not apply any of the principles of the global social responsibility pyramid.

C) A company's first duty is to make a profit, but companies also have a legal responsibility to obey laws.

33) Legal responsibility, or obeying the laws of host countries as well as international law, is a key element of

A) the corporate social responsibility pyramid.

B) a company's profitability.

C) the Sarbanes–Oxley Act.

34) Corporate social responsibility is a concern for

A) ensuring that the company earns maximum profits in a given year.

B) taking actions that will benefit society as well as the organization.

C) avoiding costly lawsuits by discouraging workers

35) When a corporation is _____, it contributes to society and can improve people's lives.

A) popular

B) socially responsible

little bribe here and there if it saves us money?" How does the corporate social responsibility pyramid apply to this situation?

D) Making a profit is not part of the pyramid, but obeying the laws of host countries as well as international law is.

D) a company's mission statement.

from suing.

D) making sure that individual employees follow company rules.

C) legal

D) focused solely on profits

36) Which situation is an example of corporate social responsibility?

A) An office manager occasionally permits employees to work remotely.

B) A car dealership gives customers free bottles of water.

C) A retailer offers a three-day sale on key items.

D) A company sends supplies to hurricane victims.

37) Because businesses create certain problems (such as environmental pollution), they should also help solve those

problems. This statement is an argument in favor of

A) corporate social responsibility.

B) environmental activism.

C) establishing a code of ethics.

D) affirmative action.

38) Alvarez Construction Company was hired by the county to build a meeting hall at Greenleaf Park. During its work, the company left trash all over the construction site, displaced birds and other wildlife, and created noise that disturbed park visitors. To make up for the problems they caused at the park, the company organized a companywide clean-up week and left the park more attractive and

sustainable than ever. This is an example of the attitude that because businesses create some problems, they should

A) charge customers more for solving them.

B) help to solve the problems they create.

C) deny responsibility for those problems.

D) educate society as to why those problems occur.

39) An argument against corporate social responsibility is that if a firm is distracted from _____, society will suffer.

A) supporting charities

B) maximizing profits

C) outperforming

competitors

D) professional development

40) Carmen Bautista works at Gourmet Burger, a restaurant chain. She wants to accept an invitation Gourmet Burger has received to sponsor a local girls' soccer team. But her manager Carl Krikorian is against the idea, saying, "The best way Gourmet Burger can support the local community is

- A) ethics codes.
- B) profit sharing.

to create more jobs by selling more burgers." Krikorian's opinion is an example of an argument against

- C) social responsibility.
- D) whistle blowing.

41) _____ is a systematic assessment of a company's performance in implementing socially responsible programs,

- A) Cause-related marketing
- B) Social entrepreneurship

often based on predefined goals.

- C) A code of ethics
- D) A social audit

42) Julie Yuen has clearly defined goals for ensuring that her new meal delivery service, Magic Chef, is socially responsible. One goal is to donate a percentage of her profits to local charities. How can Yuen ensure that Magic Chef is

- A) conduct a social audit to assess performance
- B) ask employees to keep her goals in mind
- C) post a list of goals in the employee break room

implementing its socially responsible goals?

- D) include a note with each delivery stating her goals

43) Abigail Airtam is the ethics officer for Puppy Love, a manufacturer of dog treats. The company has the charitable goals of donating food and supplies to a local homeless shelter, as well as volunteering to bring homeless dogs to shelters to interact with the residents. Airtam is looking into how well Puppy Love is meeting these target goals, a process known as a

- A) charitable survey.
- B) corporate policy.

- C) values screening.
- D) social audit.

44) One of the key goals of a social audit is evaluating whether a company

- A) supports charities.
- B) maximizes profits.

- C) files taxes.
- D) pays competitive wages.

45) A key area of a social audit known as _____ involves evaluating whether a company's economic development meets present needs without endangering the

- A) social entrepreneurship
- B) sustainability

ability of future generations to meet their own needs.

- C) philanthropy
- D) cause-related marketing

46) Shaun Johnson is a top manager at a construction firm that has been tasked with laying a pipeline through a large section of the state. In some ways the project will help the local community. But in other ways, such as harming the environment, it will hurt the local community. Johnson is concerned about the project's _____, or whether a company's economic development meets present needs without endangering the ability of future generations to meet their own needs.

- A) utility
- B) practicality

- C) sustainability
- D) stability

47) A skateboard

manufacturer plans to support skateboarding competitions in low-income neighborhoods. This is an example of a goal that

- A) code of ethics.
- B) professional development.

would be included in the company's

- C) social audit.
- D) mission statement.

48) A big company that helps small nonprofit firms working to make a difference in antipoverty, literacy, and the environment by providing them with small loans is an example of

- A) community activity.
- B) cause-related marketing.
- C) financial auditing.

- D) social entrepreneurship.

49) Teresa Padilla is a manager for a small software start-up company, Provantix. To keep up employee morale while the company struggles to grow, she decides to start a new activity of encouraging each employee to contribute a small amount of money to a pool. When employees have a personal financial need, they can borrow money from the pool. These micro loans are an example of social entrepreneurship. Another example of social entrepreneurship is when a company

- A) encourages its employees to volunteer to teach English to English language learners.
- B) shows up at a public event and conducting a customer relations survey.
- C) tries an unconventional marketing method, like street theater that is an advertisement.

- D) sponsors professional development classes for its employees so they can learn to start their own firms.

50) Social _____ is an innovative, social value-creating activity that can occur within or across the for-profit and nonprofit sectors.

- A) entrepreneurship
- B) networking

- C) ethics sharing
- D) event planning

51) A positive result of a company's social audit could be a decision to engage in

- A) cause-related marketing.
- B) employee recruitment.

- C) unethical business decisions.
- D) tax avoidance.

52) _____ marketing is a commercial activity in which a business forms a partnership with a charity or nonprofit to

- A) Profit-based
- B) Cause-related

support a worthy cause, product, or service.

- C) Alliance
- D) Unconventional

53) The term for charitable donations that aim to benefit humankind is

- A) ethical giving.
- B) social responsibility.

- C) philanthropy.
- D) social entrepreneurship.

54) A nonprofit organization that helps the local victims of a hurricane is involved in

- A) a philanthropic effort.

- B) compliance-based ethics.

- C) a social audit.
- D) social marketing.

55) A company can measure its level of _____ by evaluating whether a given company activity creates social value through innovation.

- A) ethics
- B) community engagement

- C) social entrepreneurship
- D) sustainability

56) Evaluating a company's _____, or its stated positions on political and social issues, is only a starting point

- A) social media profile
- B) annual report

toward measuring its social responsibility.

- C) mission statement
- D) corporate policy

57) In the long run, a company's unethical or unlawful behavior will have the effect of

- A) lowering its stock price.
- B) attracting quality employees.
- C) generating goodwill.

- D) benefiting the local community.

58) _____ can hurt a company's profitability.

- A) Giving employees time off to volunteer in the community
- B) Lawsuits resulting from illegal behavior
- C) Donating money, goods, and services

- D) Reducing calories and fat to make a food product healthier

59) Not only customers and the community but also owners, employees, and suppliers benefit from

- A) aggressive social media marketing.
- B) price slashing and deep discounts.
- C) ethical behavior and social responsibility.

D) turning a blind eye to ethics violations.

60) Thomas Park is interviewing for a job with Hyper Group. Kristin Ortega, the hiring manager, explains that Hyper Group insists on ethical behavior and corporate social responsibility. "Our commitment to ethics and CSR benefits our customers and our community," she tells Park. Park is

- A) benefit him.
- B) support growth.
- C) protect him from legal action.

interested in the job in part because he realizes that, if he is hired, Hyper Group's commitment is also likely to

D) serve to crush competition.

61) A form of _____ that can hurt a company is embezzlement schemes.

- A) sustainability
- B) profitability

- C) philanthropy
- D) fraud

62) Strivant Industries is a struggling company whose profits are dropping. Manager Jill Trainor is looking at the numbers on the annual report she is preparing to send out to investors. She takes a red pencil and strikes through several numbers, replacing them with figures that make Strivant seem

- A) It will require the firm to complete a social audit.
- B) It will likely result in a diminished reputation and profit for the firm.
- C) It will eventually lead to an actual increase in

more profitable than it really is. What impact might this action have on Strivant Industries?

profits.

D) It will improve the firm's economic responsibility.

63) A place where workers labor long hours for low wages, usually under environmentally, physically, or mentally

- A) candy shop.
- B) sweatshop.

abusive conditions, is known as a

- C) gold mine.
- D) salt mine.

64) A small Texas town is struggling economically. Most residents are out of work and desperate for jobs. When Bully Manufacturing comes to town and hires workers, residents are grateful to be employed. But Bully requires its new employees to work twelve-hour days, doesn't give lunch breaks, and illegally pays them less than minimum wage. Bully Manufacturing is

- A) embezzling.
- B) a compliance-based firm.

- C) whistleblowing.
- D) a sweatshop.

65) A factory in New York paid its workers less than half of minimum wage and forced them to work 100 hours per

- A) embezzlement.
- B) a compliance-based factory.

week, seven days a week. This is an example of

- C) a sweatshop.
- D) an ethical dilemma.

66) "It takes ten years to build up your company's reputation, but only ten seconds for you to lose it." This comment from investor Warren Buffett applies to the way

- A) insufficient promotion
- B) the distractions of social responsibility
- C) illegal or unethical behavior

_____ can hurt a company.

- D) choosing the wrong publicist

67) "It takes ten years

to build up your company's reputation, but only ten seconds for you to lose it." Investor Warren Buffett's comment applies

- A) attract investors.
- B) expedite growth.

to the way illegal and unethical behavior can

- C) increase profits.
- D) hurt a company.

68) John Grantham, a sales manager at Construction Outlet, is good at what he does, so good that he frequently gets job offers from competing companies. He's flattered, but he turns them down because he is proud of his company's commitment to building affordable green homes and planting trees. Grantham's loyalty to Construction Outlet is a direct example of

- A) how unethical behavior can hurt a company.
- B) the positive effects of a company's being good.
- C) how a firm's good behavior benefits suppliers.

D) how ethical behavior results in high job turnover.

69) A major reason employees stay at their companies is

- A) their organization's concern for ethics.
- B) their organization's location.
- C) the medical benefits are good.

D) values and ethics are not mandatory.

70) In general, a company's _____ is enhanced by its reputation for honesty and corporate citizenship.

- A) risk
- B) longevity

- C) tax liability
- D) profitability

71) The Global Compact is a voluntary agreement established in

2000 by _____ that promotes human rights, good labor practices, environmental protection, and anticorruption standards for businesses.

- A) the United Nations
- B) the World Trade Organization

- C) NATO
- D) the United States

72) An example of the _____ can be seen when the American Red Cross provides disaster relief across the world to countries in need.

- A) Sarbanes–Oxley Act
- B) UN Global Compact

- C) corporate social responsibility pyramid
- D) code of ethics

73) A business that adheres to the principles of the UN Global compact, would uphold the _____ of all forms of forced labor.

- A) fair compensation
- B) sustainability

- C) preservation
- D) elimination

74) Jayden Taylor is a top manager at Bronze Effects, a manufacturer of skin and hair care products for African Americans. Taylor wants to find a way to make his company more socially responsible about the environment. He is considering providing employees up to two months' paid leave with full benefits so that they can volunteer with a

nonprofit organization that supports solutions to global warming. What would be the *best* advice for Taylor?

- A) Go ahead with the plan because employees are more loyal to companies they perceive as ethical.
- B) Go ahead with the plan because it will get rid of all the employees not motivated to work hard.

- C) Don't go ahead with the plan because the employees who participate will not return after two months.

D) Don't go ahead with the plan because customers might not believe in supporting solutions to global warming.

75) _____ are rules of conduct or action that are formally recognized as binding and are enforced by a controlling authority.

A) Values

B) Compliance codes

C) Laws

D) Cultural norms

E) Ethics

76) Julian takes used office supplies from his employer and donates them to underprivileged schools and youth groups in his community. This action can be best described as

A) legal and ethical.

B) illegal, but ethical.

C) legal, but unethical.

D) illegal, but practical.

E) legal and socially responsible.

77) MachineWerks Manufacturing wants to encourage responsible conduct for its employees. What would *most likely*

A) training on the compliance-based ethics code

B) sharing the principal provisions of Sarbanes–Oxley

C) building a social responsibility pyramid

help MachineWerks to meet this goal?

D) creating an integrity-based ethics code

E) conducting a social audit

- A) philanthropy
- B) cause marketing
- C) corporate policy

- D) sustainability
- E) social entrepreneurship

79) CertPro Logistics was recently in the news after being fined for failing to honor an important government contract.

What is *most likely* to happen?

- A) The company may be sued by members of the Global Compact.
- B) The company will be fined under the Sarbanes–Oxley guidelines.
- C) Instances of embezzlement may increase.

- D) The company's reputation may be diminished.
- E) The IRS will require the company to conduct a social audit.

80) ESCO Manufacturing hired an ethics officer last year. Her first goal was to research the two types of ethical codes and summarize them to the senior leadership team. She has also been asked to explain what ESCO could expect to accomplish by implementing both codes. Help the ethics officer by describing the key functions of both types of ethical codes. What do you think the organization can accomplish by implementing both codes?

81) Describe the argument behind the belief that corporate social responsibility and profit are contradictory goals. Similarly, describe the argument behind the belief that corporate social responsibility must be pursued concurrently.

Which of the arguments is the ideal approach and why?

82) 608 Entertainment wants to evaluate its social performance and hires a consultant to help. Assist the consultant by describing at least three areas that should be

considered during their evaluation of 608 Entertainment.

83) Provide examples of unethical and illegal behavior and describe their negative effect on a business.

84) The ethics officer at Homeshield Security is meeting with the board and has been asked to provide examples of groups that will benefit from ethical business practices within the company. Provide at least three examples he can use for his meeting.

85) The *term* value refers to a temporary feeling that helps determine people's behavior.

- ☐ true
- ☐ false

86) An example of a business situation in the United States that is both illegal and unethical is canceling a company retirement plan.

- ☐ true
- ☐ false

87) A company diversity policy is legal but unethical.

- ☐ true
- ☐ false

88) To foster high ethical standards, managers should conduct formal training programs in ethics.

- ☐ true
- ☐ false

89) A clerk deciding to steal office supplies because managers are using the company jet for personal vacation travel is an example of the importance of a company having

- ☐ true
- ☐ false

managers who support a strong ethical climate.

90) A compliance-based ethics code attempts to foster responsible employee conduct by creating an environment

- ☐ true
- ☐ false

that supports ethically desirable behavior.

91) A values-based ethics code attempts to prevent criminal misconduct by increasing control and by punishing violators.

- ☐ true
- ☐ false

92) In 2002, the Code of Ethics established protections for whistleblowers, recordkeeping requirements for public

companies, and penalties for noncompliance.

- ☐ true
- ☐ false

93) A concern for taking actions that will benefit society as well as the organization is known as corporate strategy.

- ☐ true
- ☐ false

94) When a corporation is socially responsible, it can improve people's lives.

- ☐ true
- ☐ false

95) A well-known argument against corporate social responsibility is that society will suffer if a company is

distracted from its mission of maximizing profits.

- ☐ true
- ☐ false

96) A benefit of a

social audit is that it allows a company to evaluate its social performance based on predefined goals.

- ☐ true
- ☐ false

97) A company's annual report is its stated position on political and social issues.

- ☐ true
- ☐ false

98) A company's reputation for honesty and corporate citizenship will improve its profitability.

- ☐ true
- ☐ false

Answer Key

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Test name: Connect Master 2.0 Author:

- 1) D
- 2) A
- 3) B
- 4) C
- 5) A
- 6) C
- 7) D
- 8) A
- 9) B
- 10) D
- 11) C
- 12) C
- 13) D
- 14) A
- 15) B
- 16) A
- 17) B
- 18) B

19) D

20) C

21) D

22) B

23) D

24) C

25) B

26) C

27) B

28) D

29) A

30) B

31) A

32) C

33) A

34) B

35) B

36) D

37) A

38) B

39) B

40) C

41) D

42) A

43) D

44) A

45) B

46) C

47) C

48) D

49) A

50) A

51) A

52) B

53) C

54) A

55) C

56) D

57) A

58) B

59) C

60) A

61) D

62) B

63) B

64) D

65) C

66) C

67) D

68) B

69) A

70) D

71) A

72) B

73) D

74) A

75) C

76) B

77) D

78) E

79) D

85) FALSE

86) FALSE

87) FALSE

88) TRUE

89) TRUE

90) FALSE

91) FALSE

92) FALSE

93) FALSE

94) TRUE

95) TRUE

96) TRUE

97) FALSE

98) TRUE