

MNB1501

(493516)

October/November 2015

BUSINESS MANAGEMENT IA

Duration 2 Hours

70 Marks

EXAMINERS .

FIRST

SECOND

MS N DE METZ

MS N DA SILVA-ESCLANA

Closed book examination

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This paper consists of 20 pages including 4 sheets of rough work paper (pages 17-20) plus instructions for the completion of one mark reading sheet

**Please complete the attendance register on the back page,
tear off and hand to the invigilator.**

**Complete the mark reading sheet that is provided and also circle
your answer on the examination paper**

Each question counts one mark.

THE BUSINESS WORLD AND BUSINESS MANAGEMENT

- 1 The **purpose** of business management is to _____
- 1 conduct ongoing research and examination of management problems
 - 2 produce the most units of products at the lowest possible cost
 - 3 determine how an organisation can achieve the highest possible output
 - 4 study institutions that satisfy the needs of the community
- 2 Sasol was established in 1950 to make oil from coal. This idea per se was totally out of the box and attracted worldwide attention. The strategic reason was simple: national self-sufficiency in fuel for a country without oil. Which one of the following statements regarding the **role of business in society** is **correct**?
- 1 A business such as Sasol produces products or services for its own use
 - 2 At the heart of all business activity are banks that provide funding for businesses
 - 3 A business such as Sasol produces products and services in exchange for money
 - 4 A business such as Sasol produces predominantly intangible products
- 3 The ability of Sasol's management to focus on creativity, innovation and opportunities for challenges ensures that the _____ **needs** of the employees are satisfied
- 1 esteem
 - 2 social
 - 3 self-actualisation
 - 4 physiological
- 4 There are several economic systems in the world. The country of Utopia allows and encourages all members of the community to possess houses and to earn profits on them by renting the houses out to overseas tourists. Clothing and food are allocated based on free-market demand and are not controlled by the government. All residents of Utopia are allowed to choose which careers they want to follow. Which **economic system** does Utopia use?
- 1 Free market
 - 2 Command economy
 - 3 Socialism
 - 4 Communism

[TURN OVER]

- 5 Siphho is the owner of a small tuck shop in Diepsloot. He started the tuck shop as a way of earning money so that his family can survive. His business is not registered and, therefore, Siphho does not pay rates or taxes. Siphho's tuck shop forms part of the _____ sector
- 1 informal
 - 2 formal
 - 3 non-profit
 - 4 illegal
- 6 Which one of the following is a **disadvantage** of a **command economy**?
- 1 The environment is unstable
 - 2 There are high social costs
 - 3 Planning is difficult or impossible
 - 4 State organisations can be unproductive
- 7 South Africa's unemployment rate is in the region of 25%. If South Africa moves towards a pure _____ **economy**, one of the advantages would be a strong possibility of full employment
- 1 market
 - 2 socialistic
 - 3 command
 - 4 communistic

ENTREPRENEURSHIP

- 8 Which one of the following statements referring to the entrepreneurial characteristic of **risk-taking** is **correct**?
- 1 The successful entrepreneur feels it necessary to take many chances
 - 2 Entrepreneurs investigate probable results before they take decisions
 - 3 Successful entrepreneurs do not take any risks
 - 4 Successful entrepreneurs lengthen the time between the conceptualisation of an idea and the availability of the product in order to limit the risk

Read the case scenario below and then answer question 9.

When IBM decided to enter the PC market, it plunged into the market in a way that was later described as a historic blunder. At the time IBM was the world leader both in microprocessor chips and software. Yet, when they put the PC on the market in 1981, IBM decided to buy the key components of their machine from outside companies. They bought the chip from Intel and the operating system software from Microsoft.

[TURN OVER]

- 9 What tactic was used by IBM when they bought their components from Intel and Microsoft?
- 1 Outsourcing
 - 2 Franchising
 - 3 Promoting social trends
 - 4 Investing in new business ventures

Read the case scenario below and then answer questions 10 and 11

Herman Heunis is not your typical social media start-up entrepreneur. Heunis can be described as a serial entrepreneur, having started several new ventures.

- 10 One of the reasons why entrepreneurs, such as Herman Heunis, do what they do is that they are achievement motivated. Which one of the following relates to the **achievement motivation** trait of Herman Heunis?
- 1 Herman has a strong need to be personally responsible for solving problems
 - 2 Herman has a strong need to be in charge of his own destiny
 - 3 Herman wants to create new things
 - 4 Herman often feels that it is necessary to take risks
- 11 Herman Heunis started Clockspeed Mobile as a research and development division of Swist Group Technologies. Which one of the following would have been correct if Clockspeed Mobile was defined as a “**small and medium-sized enterprise (SME)**” within the South African business environment?
- 1 Clockspeed Mobile had more than 200 employees
 - 2 The annual turnover of Clockspeed Mobile was less than R64 million
 - 3 Clockspeed Mobile’s capital assets was more than R23 million
 - 4 Managerial involvement in Clockspeed Mobile was done on an indirect basis through a board
- 12 A _____ is the collection of data that helps forecast whether an idea, opportunity or venture will survive.
- 1 SWOT analysis
 - 2 feasibility study
 - 3 business assessment
 - 4 case study
- 13 Nicole wants to buy “Vets on Wheels”, a veterinary practice from Basetsana. Which one of the following is a **disadvantage to buying an existing business**?
- 1 It might be challenging to change the way Vets on Wheels is run
 - 2 Planning can be based on historical data
 - 3 Financing might be available from Nicole
 - 4 Supplier relationships will be in place

[TURN OVER]

ESTABLISHING A BUSINESS

- 14 Which one of the following would constitute a reason for **writing a business plan**?
- 1 To avoid calculated risks
 - 2 To obtain bank financing
 - 3 To bypass strategic alliances with other companies
 - 4 To avoid mergers and acquisitions

Read the case scenario below and then answer questions 15 to 17.

The MXit concept was an innovation of the Swist's Research and Development department. Heunis evaluated it as a viable business opportunity. For start-up financing he used his own money – some of it generated from sales of earlier start-up businesses. Heunis can be described as a serial entrepreneur, having started several new ventures.

- 15 Regarding the **New Companies Act**, which one of the following changes should Heunis be aware of?
- 1 The powers and responsibilities of directors will be increased
 - 2 The power and responsibilities of directors will be decreased
 - 3 The rights of shareholders to hold directors accountable and to remove directors have been limited
 - 4 The burden of the office of director will be decreased as duties and liabilities of directors have been limited
- 16 The name of Herman Heunis's company ends with words "(Pty) Ltd", which means that it can be classified as a _____
- 1 private company
 - 2 partnership
 - 3 sole proprietorship
 - 4 co-operative society
- 17 In the _____ section of the **business plan**, Herman Heunis will identify the "key role players" (the active investors, management team and directors) and he will cite the experience and competencies they possess
- 1 general company description
 - 2 operating plan
 - 3 executive summary
 - 4 management plan

[TURN OVER]

- 18 Red Square sells international and national branded cosmetics to middle and upper income men and women. It also offers services such as skin analysis, a beauty hotline, facials, waxing, manicures, pedicures and body treatments.

In which one of the following **components of the business plan** will Red Square's description of their target market appear?

- 1 Financial plan
 - 2 Management plan
 - 3 Operating plan
 - 4 Marketing plan
- 19 Thandi and Thomas would like to form a partnership in order to establish their domestic cleaning services. Which one of the following is correct with regard to a **partnership**?
- 1 It is a contractual agreement between partners
 - 2 Partnerships cannot be extended to juristic persons
 - 3 A partnership is a juristic personality
 - 4 The partnership and not the individual partners are liable for the debts of the partnership
- 20 Which **location factor** will assume priority for a newspaper publishing company?
- 1 Proximity to the market
 - 2 Proximity to suppliers
 - 3 Proximity to raw materials
 - 4 Proximity to railroad facilities

THE BUSINESS ENVIRONMENT

- 21 Christopher owns a large bicycle store and is planning his first business trip to Italy to source new suppliers. As it is his first trip abroad, he decides to make use of the travel agency that owns the space next to his store. The travel agency books his flight on Emirates airline and also books his hotel for him. The travel agency is a _____, which is part of Emirates' _____ **environment**.
- 1 supplier, international
 - 2 intermediary, market
 - 3 retailer, market
 - 4 agent, market
- 22 Kulula.com has several competitors, such as Mango and FlySafair. Competitors can be found in the _____ **environment**.
- 1 micro
 - 2 macro
 - 3 market
 - 4 mass

[TURN OVER]

23 Consumers are spending less money on holidays in these difficult times and the trend to spend more on affordable entertainment can be observed. Consumer lifestyles, habits and values are part of the _____ **environment**

- 1 task
- 2 institutional
- 3 social
- 4 market

24 _____ is represented specifically by consumers' **personal disposable income**.

- 1 Consumer power
- 2 Purchasing power
- 3 Inflation
- 4 Monetary policy

Read through the following case scenario and then answer questions 25 and 26.

Johnson & Johnson (J&J) may be known for its baby care and the Band-Aid strip but simplifying problems is the essence of its innovation and the secret to it being one of the most admired international companies after 123 years of existence

25 The J&J brand can be classified as a/an _____ **resource**.

- 1 intangible
- 2 organisational
- 3 scarce
- 4 tangible

26 To produce the Band-Aid strip, J&J requires certain resources like machinery, computers and warehouses. These resources can be classified as _____ **resources**.

- 1 intangible
- 2 organisational
- 3 operational
- 4 tangible

27 The **most elementary** form of **environmental scanning** involves _____

- 1 the collection of primary information or special investigations
- 2 the establishment of a scanning unit
- 3 the use of industrial analysts to make market forecasts
- 4 the collection and updating of secondary information

[TURN OVER]

CORPORATE SOCIAL RESPONSIBILITY

- 28 Corporate _____ is also referred to as **corporate philanthropy**
- 1 citizenship
 - 2 governance
 - 3 social investment
 - 4 social responsibility

Read through the case scenario below and answer questions 29 to 32

SAB's rigorous compliance process ensures that the company operates ethically, legitimately and transparently. The company's Code of Competitive Practice and Code of Ethics form part of every employment contract.

- 29 The **policy statement** of SAB's corporate social responsibility (CSR) committee should cover the company's _____
- 1 ethical policy
 - 2 contributions, social investment and commitment towards CSR
 - 3 level of stakeholder engagement
 - 4 vision, commitment, goals and targets for CSR
- 30 What **step in the stakeholder-engagement process** is SAB involved in if they co-develop the engagement plan, including the agenda and logistics, to meet the engagement objectives?
- 1 Engage
 - 2 Design
 - 3 Evaluate
 - 4 Apply
- 31 If SAB wants to address CSR in a **proactive manner**, what system would they use?
- 1 Stakeholder-engagement process
 - 2 Risk-management process
 - 3 Value-based system
 - 4 Profit-based system
- 32 SAB focuses on the needs of all of its stakeholders – internal and external. The key **internal stakeholders** of SAB consist of the _____
- 1 customers, suppliers and employees
 - 2 suppliers and employees
 - 3 executive board members, employees and management
 - 4 customers and employees

[TURN OVER]

- 33 Nestle is trying to find solutions for a more sustainable cocoa value chain, as part of its efforts to improve stakeholder engagement. They have reached a critical level where the nature of their relationship with their stakeholders has come to, "We will do what we said we would do." During which **level of stakeholder engagement** do they find themselves in?
- 1 Transaction
 - 2 Involvement
 - 3 Informing
 - 4 Empowering

INTRODUCTION TO GENERAL MANAGEMENT

- 34 The _____ **approach** seeks to eliminate the defects of other theories and attempts to integrate the ideas of the different schools
- 1 strategic management
 - 2 total quality management
 - 3 contingency
 - 4 re-engineering
- 35 Herman Heunis is the CEO and founder of MXit. At his level in the organisation, _____ **skills** are the most important
- 1 technical
 - 2 interpersonal
 - 3 conceptual
 - 4 general
- 36 The role of a manager such as Herman Heunis can be placed in three overlapping groups. Which one of the following is **NOT one** of these groups?
- 1 Decision-making role
 - 2 Interpersonal role
 - 3 Technical role
 - 4 Information role
- 37 As part of the tasks of the lower-level management team at Aurecon, it is expected of Jonathan to train and communicate with newly appointed employees on both structure foundations and earthwork designs. Training newly appointed employees and motivating them to achieve their goals is an example of Jonathan's _____ **role** as a manager at Aurecon
- 1 representative
 - 2 negotiating
 - 3 monitoring
 - 4 leading

[TURN OVER]

- 38 At Aurecon, management strives to treat all employees with the required respect and consideration, as they feel that happy employees are more productive. Aurecon therefore follows the _____ **school of thought** on management
- 1 management-process
 - 2 scientific
 - 3 behavioural
 - 4 quantitative
- 39 _____ entails the alignment of actions of subordinates with the organisation's predetermined goals and plans
- 1 Planning
 - 2 Leading
 - 3 Organising
 - 4 Control
- 40 The marketing manager of Company X represents which **level of management**?
- 1 Lower management
 - 2 Supervisory management
 - 3 Upper management
 - 4 Middle management
- 41 Identify the **most dominant cause** of business failure
- 1 Managerial incompetence
 - 2 Lack of leadership
 - 3 Excessive competition
 - 4 Lack of managerial experience

PLANNING

Read through the case scenario below and answer questions 42 to 45.

The continuous success of Google depends on the continuing day-to-day involvement of co-founders Sergey Brin and Larry Page. The hottest topic at nearly every board meeting is innovation, because that is the reason why the company raced ahead of others and stays out in front.

- 42 As the co-founders of Google and part of top management, Sergey Brin and Larry Page need to plan appropriately. They need to ensure that the goals of all the different parts of the organisation are reconcilable with each other as well as with the primary goals of the organisation as a whole. Which **benefit of planning** is referred to here?
- 1 Planning promotes coordination
 - 2 Planning ensures cohesion
 - 3 Planning facilitates control
 - 4 Planning provides direction

[TURN OVER]

- 43 Brin believes that the goals one sets must not be too conservative. You should try to do things that most people would not. The goal therefore needs to provide a challenge, but it should also be realistic. Which **criterion for effective goals** is referred to here?
- 1 Goals need to be specific
 - 2 Goals need to be measurable
 - 3 Goals need to be attainable
 - 4 Goals need to be relevant
- 44 Sergey Brin and Larry Page need to ensure that the departmental goals they set are compatible with those of subsections. This refers to _____
- 1 horizontal consistency
 - 2 vertical consistency
 - 3 cohesion
 - 4 coordination
- 45 Sergey Brin and Larry Page would like to implement a **management-by-objectives (MBO)** approach when setting goals. Which of the following is a **disadvantage** they need to be aware of when implementing this approach?
- 1 Individual goals are not aligned with organisational goals
 - 2 It is a bureaucratic approach
 - 3 Operational goals may displace strategic goals
 - 4 Employees can be demotivated by this approach
- 46 One of the main ingredients in the brewing of the beer produced by SABMiller is hops. If SABMiller decided to take over its suppliers of hops to ensure a better quality of supply, this **long-term strategy** would be known as _____
- 1 product development
 - 2 innovation
 - 3 vertical integration
 - 4 horizontal integration
- 47 After the recession in 2008, JB Hardware experienced a big decline in profits. They were forced to cut costs and get rid of unprofitable products for the survival of their business. What specific **corporate strategy** did JB Hardware use during this time?
- 1 Liquidation
 - 2 Diversification strategy
 - 3 Divestiture strategy
 - 4 Turnaround strategy

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ORGANISING

Read through the case scenario below and answer questions 48 and 49

In 1970 SAB opened South Africa's first carbonated soft drink canning plant and launched the Groovey range which was a huge success. Three years later SAB established breweries in Botswana and Angola and also took control of Afcol and Shoecorp.

- 48 The logical structure for a business such as SAB that manufactures and sells its products in different geographical regions would be _____
departmentalisation
- 1 functional
 - 2 matrix
 - 3 location
 - 4 customer
- 49 If SAB is looking for a structure where specialist project managers can help manage complex projects while functional specialisation is retained, which **organisational structure** should they make use of?
- 1 Functional departmentalisation
 - 2 Matrix organisational structure
 - 3 Location departmentalisation
 - 4 Customer departmentalisation
- 50 Increasing the **number of tasks** an employee does as well as the amount of **control** that employee has over the job is known as job _____
- 1 enlargement
 - 2 rotation
 - 3 enrichment
 - 4 autonomy
- 51 Justin is a manager at Big Bang Technologies. He has four subordinates that report to him on a daily basis. This describes the _____
- 1 chain of command
 - 2 span of management
 - 3 scalar principle
 - 4 unity of command

[TURN OVER]

52 Jenny is the managing director of an IT company and has the right to command or give orders down the line of command. Jenny, therefore, has _____ **authority**

- 1 staff
- 2 informal
- 3 line
- 4 democratic

53 _____ can be defined as the duty to perform the task or activity as assigned

- 1 Authority
- 2 Delegation
- 3 Accountability
- 4 Responsibility

54 *Consultant* So he is not your immediate supervisor?
Jason No, but for the amount of time I spend with my supervisor (the Senior Manager), Mr Ringane might as well be

Jason's comment could indicate that Jason may be uncertain as to which one of the two supervisors he must report to. This refers to an issue in the _____

- 1 unity of command
- 2 scalar principle
- 3 span of management
- 4 chain of command

55 Which one of the following statements about **specialisation** is **incorrect**?

- 1 The main purpose of specialisation is to increase productivity
- 2 Excessive specialisation may have a negative effect on productivity
- 3 Workers who perform highly specialised jobs may become bored and demotivated
- 4 Specialisation can only be applied at operational levels

LEADING

Read the case scenario below and answer question 56 and 57

Edcon has a well-defined leadership structure. In addition to a 360-degree review process, up to 15% of the performance goals of supervisors and managers are based on leadership. Edcon describes its five pillars of leadership as being transformational, transactional, tactical, technical and operational.

56 If Edcon supervisors get rewarded by management for the performance goals they meet, then management are making use of _____ **power**

- 1 coercive
- 2 reward
- 3 legitimate
- 4 referent

[TURN OVER]

- 57 Edcon describes its five pillars of leadership as being transformational, transactional, tactical, technical and operational. **Transactional** leadership means that _____
- 1 the leadership at Edcon motivate employees by appealing to their self-interest
 - 2 the leadership at Edcon and their employees raise one another to higher levels of morality and motivation
 - 3 the leadership at Edcon have the ability to create and articulate a realistic, credible, attractive vision for the future of the organisation
 - 4 Edcon's effect on employees is that they feel trust, admiration, loyalty and respect for their leader
- 58 A manager's reliability, predictability and good judgement in handling situations refers to which **dimension of trust**?
- 1 Integrity
 - 2 Competence
 - 3 Consistency
 - 4 Loyalty
- 59 The executive dean at the College of Economic and Management Sciences decides to appoint a committee comprising staff members from the ICT department as well as junior and senior academics from each department, to investigate the efficiency and usability of the myUnisa system as a viable ICT system. On completion of the project, the group will *disband*. This is an example of a _____ **group** which is a type of _____ **group**.
- 1 command/formal
 - 2 command/informal
 - 3 task/formal
 - 4 task/informal
- 60 Edcon's monthly *Club magazine* has a readership of 5.8 million. The Club magazine communicates with account holders and not only communicates special offers, but also important account information. Within the **communication model** the account holder is the _____.
- 1 sender
 - 2 receiver
 - 3 message
 - 4 channel
- 61 Which one of the following is true pertaining to **command groups**?
- 1 It is created to complete a specific task
 - 2 It is created to satisfy the social needs of members
 - 3 It is driven by a common interest
 - 4 It appears on the organisational chart

[TURN OVER]

62 Jurgen Schreiber, a German national, who has 20 years' international experience in the retail industry, has recently been appointed as Edcon's CEO. Based on his position, which type of **power** does Jurgen Schreiber have?

- 1 Referent power
- 2 Reward power
- 3 Expert power
- 4 Legitimate power

63 **Employee performance** in organisations is determined mainly by three factors

- 1 motivation, ability and resources
- 2 desire, willingness and resources to do the job
- 3 salary, motivation and work environment
- 4 capability, willingness and resources to do the job

CONTROL

Read the case scenario below and answer questions 64 and 65.

Institutions such as the Oxford University Beer Appreciation Society, the US Institute of Brewing Studies and the Belgian Confederation of Brewers have one thing in common: they support the brewing science, innovation of beer and the enjoyable mystery of beer as the most social drink. The mystique around beer led to rules such as the German Beer Purity Law (the law that guarantees the quality of beer) to preserve brewery empires.

64 The German Beer Purity Law would typically be applied during which **step of the control process**?

- 1 Establishing standards
- 2 Measuring actual performance
- 3 Evaluating deviations
- 4 Taking corrective action

65 *These are based on several variables such as the grains, water quality, the roasting of malt, rice, spices, corn, hop varieties, yeast, milling, herbs, mashing, and fermentation*

The raw materials listed above are classified as the _____ assets of beer breweries, which form part of their _____ resources

- 1 controlled; physical
- 2 intangible, information
- 3 tangible, physical
- 4 integrated, information

[TURN OVER]

- 66 The control of **performance appraisals and remuneration** levels relates to the control of _____
- 1 physical resources
 - 2 human resources
 - 3 information resources
 - 4 financial resources
- 67 An unwritten rule of effective control is that control should not become so complex that the implementation of the control system becomes more expensive than the benefits derived from it. Which characteristic of an **effective control system** is referred to here?
- 1 Accuracy
 - 2 Timeliness
 - 3 Integration
 - 4 Simplicity
- 68 Sam has gathered all the relevant information and has compiled a report on the actual performance of his business. What would be the next step for Sam to take in the **control process**?
- 1 Establishing standards
 - 2 Evaluating deviations
 - 3 Rectifying deviations
 - 4 Taking corrective actions
- 69 Which one of the following is **NOT** a physical resource of a company?
- 1 Buildings
 - 2 Raw materials
 - 3 Finished products
 - 4 Company's trademarks
- 70 Sophie has a manufacturing company. She wants to keep inventory costs as low as possible provided the method she uses does not cause shortages or delay the manufacturing process. Which one of the following control systems can she use in order to control her **inventory**?
- 1 Non-financial budgets
 - 2 Ratio analyses
 - 3 Performance measurement
 - 4 Just-in-time (JIT) system

ROUGH WORK
(Rough work will not be marked.)

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ROUGH WORK

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ROUGH WORK

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ROUGH WORK

PART 1 (GENERAL/ALGEMEEN) DEEL 1

STUDY UNIT e.g. PSY100-X
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INITIALS AND SURNAME
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BELANGRIK

1. GEBRUIK SLEGS N HB POTLOOD OM HIERDIE BLAD TE VOLTOOI
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3. KONTROLEER DAT U VOORLETTERS EN VAN REG INGEVUL IS
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PART 2 (ANSWERS/ANTWOORDE) DEEL 2

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3	1)	2)	3)	4)	5)	38	1)	2)	3)	4)	5)	73	1)	2)	3)	4)	5)	108	1)	2)	3)	4)	5)
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6	1)	2)	3)	4)	5)	41	1)	2)	3)	4)	5)	76	1)	2)	3)	4)	5)	111	1)	2)	3)	4)	5)
7	1)	2)	3)	4)	5)	42	1)	2)	3)	4)	5)	77	1)	2)	3)	4)	5)	112	1)	2)	3)	4)	5)
8	1)	2)	3)	4)	5)	43	1)	2)	3)	4)	5)	78	1)	2)	3)	4)	5)	113	1)	2)	3)	4)	5)
9	1)	2)	3)	4)	5)	44	1)	2)	3)	4)	5)	79	1)	2)	3)	4)	5)	114	1)	2)	3)	4)	5)
10	1)	2)	3)	4)	5)	45	1)	2)	3)	4)	5)	80	1)	2)	3)	4)	5)	115	1)	2)	3)	4)	5)
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12	1)	2)	3)	4)	5)	47	1)	2)	3)	4)	5)	82	1)	2)	3)	4)	5)	117	1)	2)	3)	4)	5)
13	1)	2)	3)	4)	5)	48	1)	2)	3)	4)	5)	83	1)	2)	3)	4)	5)	118	1)	2)	3)	4)	5)
14	1)	2)	3)	4)	5)	49	1)	2)	3)	4)	5)	84	1)	2)	3)	4)	5)	119	1)	2)	3)	4)	5)
15	1)	2)	3)	4)	5)	50	1)	2)	3)	4)	5)	85	1)	2)	3)	4)	5)	120	1)	2)	3)	4)	5)
16	1)	2)	3)	4)	5)	51	1)	2)	3)	4)	5)	86	1)	2)	3)	4)	5)	121	1)	2)	3)	4)	5)
17	1)	2)	3)	4)	5)	52	1)	2)	3)	4)	5)	87	1)	2)	3)	4)	5)	122	1)	2)	3)	4)	5)
18	1)	2)	3)	4)	5)	53	1)	2)	3)	4)	5)	88	1)	2)	3)	4)	5)	123	1)	2)	3)	4)	5)
19	1)	2)	3)	4)	5)	54	1)	2)	3)	4)	5)	89	1)	2)	3)	4)	5)	124	1)	2)	3)	4)	5)
20	1)	2)	3)	4)	5)	55	1)	2)	3)	4)	5)	90	1)	2)	3)	4)	5)	125	1)	2)	3)	4)	5)
21	1)	2)	3)	4)	5)	56	1)	2)	3)	4)	5)	91	1)	2)	3)	4)	5)	126	1)	2)	3)	4)	5)
22	1)	2)	3)	4)	5)	57	1)	2)	3)	4)	5)	92	1)	2)	3)	4)	5)	127	1)	2)	3)	4)	5)
23	1)	2)	3)	4)	5)	58	1)	2)	3)	4)	5)	93	1)	2)	3)	4)	5)	128	1)	2)	3)	4)	5)
24	1)	2)	3)	4)	5)	59	1)	2)	3)	4)	5)	94	1)	2)	3)	4)	5)	129	1)	2)	3)	4)	5)
25	1)	2)	3)	4)	5)	60	1)	2)	3)	4)	5)	95	1)	2)	3)	4)	5)	130	1)	2)	3)	4)	5)
26	1)	2)	3)	4)	5)	61	1)	2)	3)	4)	5)	96	1)	2)	3)	4)	5)	131	1)	2)	3)	4)	5)
27	1)	2)	3)	4)	5)	62	1)	2)	3)	4)	5)	97	1)	2)	3)	4)	5)	132	1)	2)	3)	4)	5)
28	1)	2)	3)	4)	5)	63	1)	2)	3)	4)	5)	98	1)	2)	3)	4)	5)	133	1)	2)	3)	4)	5)
29	1)	2)	3)	4)	5)	64	1)	2)	3)	4)	5)	99	1)	2)	3)	4)	5)	134	1)	2)	3)	4)	5)
30	1)	2)	3)	4)	5)	65	1)	2)	3)	4)	5)	100	1)	2)	3)	4)	5)	135	1)	2)	3)	4)	5)
31	1)	2)	3)	4)	5)	66	1)	2)	3)	4)	5)	101	1)	2)	3)	4)	5)	136	1)	2)	3)	4)	5)
32	1)	2)	3)	4)	5)	67	1)	2)	3)	4)	5)	102	1)	2)	3)	4)	5)	137	1)	2)	3)	4)	5)
33	1)	2)	3)	4)	5)	68	1)	2)	3)	4)	5)	103	1)	2)	3)	4)	5)	138	1)	2)	3)	4)	5)
34	1)	2)	3)	4)	5)	69	1)	2)	3)	4)	5)	104	1)	2)	3)	4)	5)	139	1)	2)	3)	4)	5)
35	1)	2)	3)	4)	5)	70	1)	2)	3)	4)	5)	105	1)	2)	3)	4)	5)	140	1)	2)	3)	4)	5)

Specimen only