

Mid-West University
Examinations Management Office
Surkhet, Nepal
Chance Examination-2079
Bachelor of Business Administration (BBA)
Semester - IV

R.No.

Subject: Organizational Behavior
Full Marks: 100 Pass Marks: 50

Course Code: MGT 341
Time: 3:00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

1. A study the culture and practices in different societies is called _____.
 - a. personality
 - b. anthropology
 - c. perception
 - d. attitudes
2. Forces affecting organizational behavior are _____.
 - a. people
 - b. environment
 - c. technology
 - d. all of the above
3. Edward Tolman is related to _____.
 - a. Behaviorist Framework
 - b. Cognitive approach
 - c. Social Cognitive Framework
 - d. None of these
4. _____ is a Study of Group Behavior.
 - a. Anthropology
 - b. Psychology
 - c. Physiology
 - d. Sociology
5. According to Edward Tolman, _____ consists of the expectancy that a particular event will lead to a particular consequence.
 - a. eventual
 - b. behavior
 - c. learning
 - d. attitude
6. _____ explains how and why people react when they feel unfairly treated
 - a. Equity Theory
 - b. Expectancy theory
 - c. Goal attain theory
 - d. Goal setting Theory
7. _____ is the behavior for a stimulus.
 - a. Stimulus
 - b. Response
 - c. Perception
 - d. Attitude
8. _____ developed social learning theory into the more comprehensive social cognitive theory (SCT).
 - a. Bandura
 - b. Luthans
 - c. Sinner
 - d. Ivan Pavlo
9. Which one of the followings is not a step in s perceptual process?
 - a. Object
 - b. Selection
 - c. Perception
 - d. Response
10. The five personality traits as per Big Five Personality Traits are
 - a. Extroversion, Agreeableness, Conscientious, Emotional Stability, Openness to experience
 - b. Extroversion, Agreeableness, Friendly, Emotional Stability, Openness to experience
 - c. Extroversion, Agreeableness, Courage, Friendly, Openness to experience
 - d. Extroversion, Agreeableness, Conscientious, Emotional Stability, Easy going

11. MBTI tests the personalities in _____ categories
- a. 3
 - b. 4
 - c. 5
 - d. 6
12. "Girls are not good at sports" is an example of
- a. perception
 - b. halo effect
 - c. stereotyping
 - d. individual personality
13. The scientists of OB recognize that organizations are not static but dynamic and _____
- a. processing
 - b. systematic
 - c. ever changing
 - d. researching
14. A program that asks managers to reconsider how work would be done and the organization structured if they were starting to develop the company from the beginning is
- a. reengineering
 - b. mbo
 - c. tqm
 - d. diversity training
15. Individuals such as Albert Einstein, Edwin Land and Steven Jobs lead through which one type of leadership?
- a. autocratic
 - b. democratic
 - c. charismatic
 - d. none of the above

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SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any **EIGHT** questions:

1. Explain the goals of organizational behavior. [5]
2. What is the link between perception and decision making? How does one affect the other? [2.5+2.5]
3. Define learning. Discuss social learning theory. [2+3]
4. What is personality? Explain the factors that determine an individual's personality. [2+3]
5. "Conflict is good for an organization if kept at appropriate level". Comment on this statement. [5]
6. Define the importance of motivation in an organization. [5]
7. Explain the qualities of good leadership. [5]
8. What is change management? Explain the forces for change management in an organization. [2+3]
9. Explain the factors affecting perceptual selectivity. [5]
10. Describe the impact of social networking on organization behavior in Nepalese context. [5]

SECTION C: LONG ANSWER QUESTIONS (3 × 10 = 30 MARKS)

Answer any **THREE** questions:

11. Define organizational behavior. Identify and explain the major behavioral science disciplines that contribute to organizational behavior. [4+6]
12. Explain the Victor Vroom's Expectancy Theory of motivation and outline the limitations. [8+2]
13. Define group. Explain the stages of group development. [3+7]
14. What is stress management? Discuss the various approaches of stress management in an organization. [3+7]
15. Define resistance to change. How can we overcome resistance to change? Discuss. [2+8]

SECTION D: CASE STUDY (15 MARKS)

16. Read the case given below and answer the following questions:

Case: Is There a Price for Being Too Nice?

Agreeable people tend to be kinder and more accommodating in social situations, which you might think could add to their success in life. However, we've already noted that one downside of agreeableness is potentially lower earnings. We're not sure why this is so, but agreeable individuals may be less aggressive in negotiating starting salaries and pay raises.

Yet there is clear evidence that agreeableness is something employers value. Several recent books argue in favour of "leading with kindness" and "capitalizing on kindness" other articles in the business press have argued that the sensitive, agreeable CEO-such as GE's Jeffrey Immelt and Boeing's James McNerney-signals a shift in business culture. Narayan Murthy, chief mentor of Infosys, and Anu Aga former chairperson of Thermax, are also known to be kind and caring toward their employees. In many circles, individuals desiring success in their careers are exhorted to be "complimentary," "kind," and "good".

Take the example of 500 employee Lindblad Expeditions. It emphasizes agreeableness in its hiring decisions. The HR commented, "You can teach people any technical skill, but you can't teach them how to be a kind-hearted, generous-minded person with an open spirit."

So, while employers want agreeable employees, agreeable employees are not better job performers, they are less successful in their career. We might explain this apparent contradiction by noting that employer value agreeable employees for other reasons: they are more pleasant to be around, and they may help others in ways that aren't reflected in their job performance. Most evidence suggests that agreeable people like agreeable people, which you might expect because people like those who are similar to themselves. However, even disagreeable people like agreeable people, perhaps everyone wants to hire agreeable people just because everyone likes to be around them.

Moreover, a 2008 study of CEO and CEO candidates revealed that this contradiction applies to organizational leaders as well. Using ratings made by an executive search firm, researcher studied the personalities and abilities of 316 CEO candidates for companies involved in buyout and venture capital transaction. They found that what gets a CEO candidate hired is not what makes him or her effective. Specifically, CEO candidates who were rated high on "nice" traits such as respecting others, developing others, and teamwork was more likely to be hired. However, these same characteristics—especially teamwork and respecting others for venture capital CEOs made the organizations they led less successful.

Questions:

- a. Do you think there is a contradiction between what employers want in employees (agreeable employees) and what employees actually do best (disagreeable employees)? Why or why not? [8]
- b. Often the effects of personality depend on the situation. Can you think of a job situation in which agreeableness is an important virtue? And in which it is harmful? [7]

THE END

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Bachelor of Business Administration (BBA)
Semester - IV

Subject: Business Statistics-II
Full Marks: 100 Pass Marks: 50

R. No.
Course Code: MGT 342
Time: 3:00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

1. In assignment problem of maximization, the objective is to maximize.....
 - a. profit
 - b. cost
 - c. optimization
 - d. none of the above
2. If b_{yx} and b_{xy} are two regression coefficients then they have.....
 - a. a different sign
 - b. the same sign
 - c. either the same or different sign
 - d. none of the above
3. What is the value of coefficient of multiple determinations if multiple correlation coefficient is 0.8?
 - a. 0.57
 - b. 0.28
 - c. 0.64
 - d. 0.7
4. If $MSE=6.14$ and $MSR=40.375$ then what is the value of F-ratio?
 - a. 6.57
 - b. 6.28
 - c. 7.67
 - d. none of the above
5. For solving transportation model problem is necessary.
 - a. demand > supply
 - b. supply = demand
 - c. demand < supply
 - d. none of the above
6. Index number is also known as.
 - a. economic barometer
 - b. sign and guide post
 - c. both a and b
 - d. none of the above
7. The time-reversal test is satisfied by.....
 - a. Laspeyre's index
 - b. Paasche's index
 - c. simple average of price relatives
 - d. Fisher's ideal index
8. Fisher's index number is based on.....
 - a. A.M. of Lespeyre's and Paasche's index
 - b. H.M. of Lespeyre's and Paasche's index
 - c. G.M. of Lespeyre's and Paasche's index
 - d. none of the above
9. Seasonal variations are
 - a. short term variation
 - b. long term variation
 - c. seasonal variation
 - d. none of the above
10. The forecast on the basis of a time series is
 - a. 100% true
 - b. true to a great extent
 - c. never true
 - d. none of the above

11. The objective function of a linear programming problem is.....
- a. a constraint
 - b. function to be optimized
 - c. a relation between the variables
 - d. none of these
12. Operation research is the application of.....methods to arrive at the optimal solutions to the problems.
- a. economical
 - b. scientific
 - c. a and b both
 - d. none of the above
13. The formula of Lespeyere's price index is.
- a. $\frac{\sum p_1 q_1}{\sum p_0 q_1} \times 100$
 - b. $\frac{\sum p_1 q_0}{\sum p_0 q_0} \times 100$
 - c. $\sqrt{\frac{\sum p_1 q_1}{\sum p_0 q_1} \times \frac{\sum p_1 q_0}{\sum p_0 q_0}} \times 100$
 - d. none of the above
14. In LPP the condition to be satisfied is.....
- a. constraints have to be linear
 - b. objective function has to be linear
 - c. both a and b
 - d. none of the above
15. The optimal solution of an assignment problem can be obtained only if
- a. each row and column has only one zero element.
 - b. the data is arrangement in square matrix.
 - c. each row and column has at least one zero element
 - d. none of the above

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Subject: Business Statistics-I
 Full Marks: 100 Pass Marks: 50

Course Code: MGT 342
 Time: 3:00 Hours

You are required to answer in your own words as far as applicable. The figures in the margin indicate full marks.

SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any **EIGHT** questions:

1. Given are five information for two variables X & Y; Calculate correlation coefficient. [5]

X	2	4	5	3	5
Y	3	8	5	15	12

2. Define time series and explain its components. [5]
 3. Define index number. Explain the time reversal and factor reversal tests. [2+3]
 4. Given are the five observations for two variables X and Y.

X	1	2	3	4	5
Y	3	7	3	11	14

- a. Develop the scatter diagram for these data. [2]
 b. Develop the estimated regression equation by computing the value of (a) and (b). [3]
 5. For the following data prove that the fisher's ideal index satisfies both the time reversal test and the factor reversal test and calculate its value. [5]

Commodity	Base year		Current year	
	Price	Quantity	Price	Quantity
A	6	50	10	56
B	2	100	2	120
C	4	60	6	60
D	10	30	12	24

6. For the following data prove that the fisher's ideal index satisfies both the time reversal test and the factor reversal test and calculate its value. [5]

Commodity	Base year		Current year	
	Price	Quantity	Price	Quantity
A	6	50	10	56
B	2	100	2	120
C	4	60	6	60
D	10	30	12	24

7. With reference to the given multiple regression: [5]

$$Y = 60 - 3X_1 + 9X_2$$

- a) Interpret the meaning of slopes
 b) Interpret the meaning of y intercept
 c) Interpret the meaning of coefficient of multiple determination if $R^2 = 0.90$
 8. Coley Machine shop has four machines on which three jobs are done. Each job can be assigned to one and only one machine. The cost of each job on each machine is given in the following table:

Jobs	Machine			
	P	Q	R	S
A	18	24	29	35
B	8	13	17	19
C	10	19	15	22

What are the job assignments which will minimize the cost? [5]

9. The Naglo chain has significantly increased its investment in inventory over the last six months. The information is printed below.

Months	August	September	October	November	December	January
Inventory (Rs. in lakhs)	4	4	6	8	9	10

Develop the linear estimating equation to estimate the inventory level in February.

10. Suppose you are the capital budgeting officer of a small corporation whose financing requirements over the last years have been:

Year	2007	2008	2009	2010	2011	2012	2012
dollars in millions	2.2	2.1	2.42	2.6	2.7	2.9	2.8

The trend equation that best describes the data is obtained is: $\hat{Y} = 2.53 + 0.13x$

Calculate the percent of trend for these data.

SECTION C: LONG ANSWER QUESTIONS (3 × 10 = 30 MARKS)

Answer any **THREE** questions:

11. A health research team collects data on ten communities. Measurements are obtained on the following variables:

Y= health-care facility utilization index

X₁= median family income

X₂= proportion of workers with health insurance

X₃= doctor-population ratio

The ANOVA and Coefficient table obtained from SPSS software is as follows:

ANOVA

	Sum of squares	df	Mean Square	F
Regression	?	3	?	?
Residual	88.66	?	?	
Total	476.90	9		

Coefficient Table

	Unstandardized Coefficient		t
	Coefficient (b _j)	Standard error (Sb _j)	
(Constants)	23.60	8.30	?
X ₁	0.62	0.39	?
X ₂	16.97	7.86	?
X ₃	-0.31	0.33	?

- Compute the above ANOVA table and the coefficient table.
 - Fit a multiple regression model and predict the value of Y when X₁= 15, X₂=22 and X₃=25.
 - Is there any significant relationship between dependent and the dependent variables? (Test at 5% significance level).
 - What proportion of variation in health-care facility utilization index (Y) is explained by three independent variable?
12. From the following data calculate price index numbers for 2010 with 2000 as base by (i) laspeyre's method (ii) paasche's method (iii) fisher's method.

Commodity	2000		2010	
	price	Quantity	Price	Quantity
A	20	8	40	6
B	50	10	60	5
C	40	15	50	15
D	20	20	20	25

13. The annual advertising expenditure (in lakhs of rupees) and the corresponding annual sales (in crores of rupees) for the past 10 years of a company are presented in the following table.

Year	Annual advertising expenditure	Annual sales
1	10	20
2	12	30
3	14	37
4	16	50
5	18	56
6	20	78
7	22	89
8	24	100
9	26	120
10	28	110

- Find the correlation coefficient between annual advertising expenditure and annual sales revenue and the comment the result.
 - Test the significance of the correlation coefficient at a significance level of 5%.
 - Develop a regression model of sales as a function of advertising expenditures. Predict the value of annual sales while advertising expenditures was 27 lakhs of rupees. [10]
14. Calculate the moving average by the ratio to moving average method from the following data: [10]

Years Quarters	Price of production			
	1990	1991	1992	1993
Q1	19	24	38	25
Q2	21	28	44	23
Q3	23	31	41	23
Q4	24	35	48	21

15. A court administrator has the task of scheduling four courts. The estimated number of days each judge requires to clear the case are as follows:

Judge	court			
	1	2	3	4
A	41	72	39	52
B	22	29	49	65
C	27	39	60	51
D	45	50	48	52

Find the minimum number of court days needed to process all four courts. [10]

SECTION D: CASE STUDY (15 MARKS)

16. Read the case given below and answer the following questions:

A watch dealer wishes to buy new watches and has two models M_1 and M_2 costing Rs.100 and Rs.200 each respectively. In a view of the showcase of the dealer, he wants to buy watches not more than 30 and can spend up to Rs. 4000. The watch dealer can make profit of Rs. 30 in M_1 and Rs. 50 in M_2 . How many of each model should he buy to obtain maximum profit? Formulate the LPP and solve graphically.

THE END

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R.No.

Subject: Fundamentals of Investment
Full Marks: 100 Pass Marks: 50

Course Code: MGT 345
Time: 3: 00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the *best* answers.

1. Which one of the followings is not concerned with investment?
 - a. Return
 - b. Speculation
 - c. Risk
 - d. Time period
2. Initial public offering means:
 - a. Issuing security first time to the general public
 - b. Issuing securities second time and there after
 - c. Trading on NEPSE
 - d. All of the above
3. If the coupon rate is equal to going rate of interest, the bond will be sold:
 - a. at its par value
 - b. below its par value
 - c. more than its par value
 - d. seasoned par value
4. Borrowing a security and selling it with the hope of buying it back later at a cheaper price is called:
 - a. leveraging
 - b. short-selling
 - c. investing
 - d. gambling
5. The market which is expected to increase in future period of time is known as:
 - a. bull market
 - b. bear market
 - c. auction market
 - d. none of them
6. When interest rate decreases, the duration of a 30 years coupon bond normally:
 - a. cannot determine without more information
 - b. remains constant
 - c. increases
 - d. decreases
7. A company with normal growth that expects to earn 13% return on the reinvestment of equity. The company pays 30% of its earning as a dividend, what will be the stocks dividend growth rate?
 - a. 17%
 - b. 39%
 - c. 3.9%
 - d. 9.1%
8. The indifference curve for a rational investor is:
 - a. flat
 - b. upward slopped
 - c. downward slopped
 - d. none of them
9. The systematic risk of a security is measured by:
 - a. beta
 - b. coefficient of variation
 - c. standard deviation
 - d. covariance
10. NEPSE index is measured under:
 - a. a geometric index
 - b. equally weighted index
 - c. value weighted index
 - d. price weighted index

11. Which one of the followings is not a financial derivative?
- a. Stock
 - b. Futures
 - c. Options
 - d. Forward contracts
12. A combination of the various investment products like bonds, shares, securities, mutual funds and so on is called as _____.
- a. portfolio
 - b. investment
 - c. speculation
 - d. gambling
13. A stock has expected return of 13 percent, the risk free rate is 5 percent and the market risk premium is 7 percent. What must the beta of this stock be?
- a. 4
 - b. 1
 - c. 0.14
 - d. 1.14
14. The value of call option written on a share if its strike price is Rs 1000 and market price of a share is Rs 975 is :
- a. Rs 0
 - b. Rs 75
 - c. Rs 25
 - d. Rs -25
15. NAV of open end fund is Rs 20. If fund's front end load fee is 5 percent, what should the offer price be?
- a. Rs 21.05
 - b. Rs 18.85
 - c. Rs 20
 - d. Rs 25

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SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any **EIGHT** questions:

1. Explain briefly the various objectives of investment with examples. [5]
2. What is derivative market? What are the features of derivative securities? [2+3]
3. What do you mean by mutual fund? Explain the benefits it provides to the investors? [2+3]
4. You are bullish on Telecom stock. The current market price is Rs 500 per share and you have Rs 50,000 of your own to invest. You borrow an additional Rs 50,000 from your broker at an interest rate of 8 percent per year and invest Rs 100,000 in the stock.
 - a. What will be your rate of return if the price of Telecom stock goes up by 10 percent during the next year? (ignore the expected dividend)
 - b. How far does the price of telecom stock have to fall for you to get a margin call if the maintenance margin is 30 percent? Assume the price fall happens immediately. [3+2]
5. A bond is currently selling at its par value. The par value of bond is Rs 1000, with 6 percent coupon rate. The maturity period of the bond is 3 years. Calculate the convexity of this bond. Why is the convexity calculated? [5]
6. A 6-month call on a certain common stock carries a strike price of Rs 60. It can be purchased at a cost of Rs 600 (assume each call is good for buying 100 shares of underlying stock). Assume that the underlying stock rises to Rs 75 per share by the expiration date of the option. How much profit would this option generate over the 6-month holding period? Using HPR, what is its rate of return? [2.5+2.5]
7. Assume you wish to evaluate the risk and return behavior associated with asset M and asset N. [5]

Assets	Expected return	Standard Deviation
M	8%	5%
N	13%	10%

If the return of asset M and asset N are perfectly negative correlated, what is the average return and standard deviation of the portfolio comprising 50 percent M and 50 percent N.

8. The risk-free rate is 8 percent and the expected return on the market is 16 percent. The betas for common stock of five companies are as follows: [5]

Common Stock	Beta
1	1.60
2	0.80
3	0.70
4	1.20
5	1.40

- a. Draw the security market line (SML). [2]
- b. Calculate the required rate of return of each stock. [3]
9. You are given the following information regarding the prices for stocks of the following firms:

Stock	Number of Shares	Price (Rs)		
		2071/12/30	2072/12/30	2073/12/30
A Corp.	5,000	50	60	40
B Corp.	10,000	20	35	32
C Corp.	3,000	25	20	28

Required:

- Construct a price weighted index for these three stocks, and compute the percentage change in the series the period from 2071/12/30 to 2072/12/30. [2]
 - Construct a market value weighted index for these three stocks. Assign the value weighted index a value of 100 on 2071/12/30. Also compute the percentage change in the series for the period from 2071/12/30 to 2072/12/30. [2]
 - Why do the results of the two stock indexes differ? [1]
10. Why is the preferred stock often called hybrid security? Explain the valuation model for the preferred stock? [2+3]

SECTION C: LONG ANSWER QUESTIONS (3 × 10 = 30 MARKS)

Answer any **THREE** questions:

11. What do you mean by feasible set and efficient frontier? How do you use indifference curve to locate the optimal portfolio on the efficient frontier? Explain. [10]

12. Consider the following information of four stocks:

Stocks	Shares	Price (Dec. 31, 2020)	Price (Jan.1, 2021)
1	200	Rs 300	Rs 300
2	500	200	220
3	400	500	540
4	600	900	650

- Calculate the price weighted average for the four stocks on Dec. 31, 2020.
- What will be the value of divisor if stock 4 splits five for three on January 1, 2021?
- Calculate the price weighted average for four stocks on January 1, 2021.
- Calculate the value weighted index on December 31, 2020 assuming that total market value of the stocks on base day was Rs 800,000 and the base period index was 100. [2.5 × 4]

13. Himal Technology has launched a web application software. The earnings and dividend growth prospects of the company are disputed by its partners. Mr. Sherpa is forecasting 6 percent growth in dividends indefinitely; his partner Miss Chaudhari is predicting a 25 percent growth in dividends for next four years, however, the growth for fifth year is expected to be 15 percent only, after which the growth rate is expected to decline to 6 percent for the indefinite future. Himal's dividend per share currently is Rs. 5. Stocks with similar risk are currently priced to provide a 12 percent expected return.

- What is the intrinsic value of Himal's stock according to Mr. Sherpa? [2]
- What is the intrinsic value of Himal's stock according to Miss Chaudhari? [6]
- Briefly explain the significance of issuing common stock. [2]

14. Assume that you placed Rs 1,000 investment with a mutual fund that charged an 8.5 percent load. Management and other fees charged by the fund total 1.1 percent per annum. Ignoring other cost, during five years, what annual return would the fund have to produce to equal the value that your initial investment would have earned in a saving account paying 5 percent interest? (assume annual compounding of income and no taxes) [10]

15. A 9year 12 percent semiannual coupon bond with a par value of Rs 1000 may be called in 4 years at call price 1065. The bond sells for Rs 1,100.(Assume that the bond has just been issued.)

- What is the bond's yield to maturity? [3]
- What is the bond's current yield? [2]
- What is the bond's capital gain or loss yield? [2]
- What is the bond's yield to call? [3]

SECTION D: CASE STUDY (15 MARKS)

16. Read the case given below and answer the following questions:

Assume that you are recently graduated with a major in finance and you just joined a financial planner with a recognized investment company. The information of the company's return as well as market is provided to you with possibility return at various probability distributions. From the given information you have to analyze the behavior of return and risk of the market as well as security for the investment purpose. The probability distribution and return on different state of economy is provided to you.

Probability	Return on Market	Return on Stock J
0.3	15%	20%
0.4	9	5
0.3	18	12

Questions:

- Calculate the expected rate of return for the market and stock J.
- Calculate the standard deviation for the market and stock J.
- Calculate beta coefficient of stock J. What does it indicate?

[5]

[5]

[5]

THE END