

**WILFRID LAURIER UNIVERSITY  
Waterloo, Ontario**

**BUSINESS 111**

**MIDTERM EXAMINATION  
VERSION 2**

**FALL 2011**

**Dr. Sofy Carayannopoulos**

NAME: \_\_\_\_\_

I.D. #: \_\_\_\_\_

T.A.'S NAME: \_\_\_\_\_

LAB #: \_\_\_\_\_

# PAGES: Cover Page/Lab Lists: 2 pages  
Exam questions: 12 pages  
Total: 14 pages

TIME ALLOWED: 2.5 HOURS

MARK \_\_\_\_\_/85

### BBA LAB LIST

<u>LAB</u>	<u>DAY</u>	<u>TIME</u>	<u>ROOM</u>	<u>TA</u>
B1	Tuesday	8:30 - 9:50 AM	P1017	Salim Battachan
B2	Tuesday	11:30 - 12:50 pm	2C3	Justine Pendergast
B3	Tuesday	4:00 - 5:20 pm	P1017	Sarah Haworth
B4	Tuesday	4:00 - 5:20 pm	2C4	Brooke Mikalachki
B5	Tuesday	5:30 - 6:50 pm	P1017	Celine Petsche
B6	Tuesday	5:30 - 6:50 pm	2C4	Sandy Van
B7	Tuesday	5:30 - 6:50 pm	2C3	Vreshin Nagarajan
B8	Tuesday	5:30 - 6:50 pm	1C18	Jacklyn Marwah-Chow
B9	Wednesday	8:30 - 9:50 AM	SBE1230	Grace Strathern
B10	Wednesday	10:00 - 11:20 AM	SBE1230	Nicole Hunkeler
B11	Wednesday	11:30 - 12:50 pm	2C3	Geoff Oldfield
B12	Wednesday	1:00 - 2:20 pm	2C4	Geoff Oldfield
B13	Wednesday	2:30 - 3:50 pm	2C4	Brett Barwick
B14	Wednesday	4:00 - 5:20 pm	P1017	Brandon Van Dam
B15	Wednesday	4:00 - 5:20 pm	2C4	Stefanie Krakovsky
B16	Wednesday	5:30 - 6:50 pm	1C17	Julia Patterson
B17	Wednesday	5:30 - 6:50 pm	P1017	Brendon Smith
B18	Wednesday	5:30 - 6:50 pm	1C16	Sandy Van
B19	Wednesday	7:00 - 8:20 pm	2C4	Kyndra Wilson
B20	Wednesday	7:00 - 8:20 pm	P1017	Brendon Smith
B21	Wednesday	7:00 - 8:20 pm	P1007	Ziyad Syed
B22	Wednesday	7:00 - 8:20 pm	2C15	Michelle Alexander
B23	Thursday	8:30 - 9:50 AM	SBE1230	Erik Kroman
B24	Thursday	8:30 - 9:50 AM	P1017	Hardik Patel
B25	Thursday	4:00 - 5:20 pm	P1017	Jacklyn Marwah-Chow
B26	Thursday	4:00 - 5:20 pm	2C4	Michelle Alexander
B27	Thursday	5:30 - 6:50 pm	P1017	Hardik Patel
B28	Thursday	5:30 - 6:50 pm	SBE1230	Josh Proksch
B29	Thursday	5:30 - 6:50 pm	2C3	Kyndra Wilson
B30	Thursday	5:30 - 6:50 pm	2C15	Vreshin Nagarajan
D1	Tuesday	7:00 - 8:20 pm	1C16	Jake McRobie
D2	Tuesday	7:00 - 8:20 pm	1C17	Srinidhi Sridharan
D3	Tuesday	7:00 - 8:20 pm	2C15	Yanna Klimenko
D4	Tuesday	7:00 - 8:20 pm	2C4	Jesse Knight
D5	Tuesday	7:00 - 8:20 pm	SBE1230	Minwoo Choi
D6	Tuesday	8:30 - 9:50 pm	2C4	Isaac Ng
D7	Tuesday	8:30 - 9:50 pm	1C16	David Iudiciani
D8	Tuesday	8:30 - 9:50 pm	1C17	Celine Petsche
D9	Tuesday	8:30 - 9:50 pm	2C15	Jake McRobie
D10	Tuesday	8:30 - 9:50 pm	2C3	Srinidhi Sridharan

**PART A: MULTIPLE CHOICE – 1 mark each – 15 marks total**  
**Circle the most correct answer.**

1. Which of the following is true about paraphrasing?
  - a) Your paraphrase must include quotation marks.
  - b) Your paraphrase must be consistent with the intent of the source.
  - c) Your paraphrase must be from an original source.
  - d) All of these are correct.
  - e) None of the above are correct.
  
2. When quoting a source directly, what should you do with commas and periods?
  - a) Place them inside the quotation marks, unless the page citation intervenes.
  - b) Place them outside the quotation marks.
  - d) Omit them entirely.
  - d) Do all of these things.
  - e) Do none of these things.
  
3. When should you use direct quotations in a research assignment?
  - a) only when the original source is someone very famous
  - b) never
  - c) only when you cannot find other facts, statistics, and examples to support your point
  - d) when the language of the original source is especially relevant, powerful, or vivid
  
4. When quoting long sections of material (e.g., of more than 40 words or four or more lines):
  - a) Set the quote off with double quotation marks.
  - b) Indent and use a block format without any quotation marks.
  - c) Use a single quotation mark at the beginning and end of the quotation.
  - d) Use a single quotation mark at the beginning and end of the quotation.
  - e) Use double quotation marks and single spacing.

5. Indicate the correct APA in-text citation for the following source of data:  
Title: Role of Personality in Determining Value Judgements  
Authors: Maxine Renee Shaw, Jonathan L. Speaks, Kathleen M. Neal  
Publication: Journal of Applied Psychology  
Date Published: 1999  
Volume: 75  
Page numbers: 558-577
- (Maxine Renee Shaw, Jonathan L. Speaks, Kathleen M. Neal, p. 558-577).
  - (Shaw, Maxine Renee. Speaks, Jonathan L., Neal, Kathleen M., 2005).
  - (Shaw, Speaks, & Neal, 2005).
  - Shaw, Speaks, & Neal, pp. 558-577).
6. The total quantity of goods and services produced by an economic system during a given period is its:
- aggregate output
  - GDP
  - aggregate input
  - GNP
  - productivity
7. The following issues are related to Political Factors (within a PEST analysis):
- laws and regulations
  - taxes
  - demographics
  - all of the above
  - a) and b) only
8. Close to \_\_\_\_\_% of all businesses in Canada have fewer than 100 employees.
- 92%
  - 93%
  - 98%
  - 89%
  - none of the above

9. Bootstrapping refers to a variety of financing techniques and can be summarized as:
- a) fasting on finances
  - b) setting yourself up to succeed
  - c) expanding quickly
  - d) bringing together a qualified team
  - e) doing more with less
10. You are the president of a medium-sized company and about to conduct a social audit as part of your corporate social responsibility program. Doing so will:
- a) tell you what the company's auditors require in order to approve your financial statements
  - b) inform the financial officers if the funds spent on social responsibility programs have all been accounted for
  - c) complete the final step before you can approve your social responsibility program
  - d) assist in determining if you are complying with the social responsibility expectations of your shareholders
  - e) tell you whether the funds the business spent on social responsibility programs achieved their intended goals
11. "Triple bottom line reporting" measures the \_\_\_\_\_ performance of a company.
- a) social, environmental, and economic
  - b) social, environmental, and educational
  - c) social, environmental, and ethical
  - d) cultural, environmental, and ethical
  - e) ethical, environmental, and economic
12. The key difference between a social enterprise and a charity is that:
- a) a social enterprise builds social capital while a charity does not
  - b) a social enterprise uses business skills and strategies while a charity does not
  - c) a social enterprise's dollar has endless life while a charity's dollar has only one life
  - d) a social enterprise is limited to addressing health issues while a charity can try to address a wide variety of social problems

13. A stakeholder whose potential for threat is high and potential for cooperation is low is described in the Savage et al article as a:
- a) Supportive Stakeholder
  - b) Marginal Stakeholder
  - c) Mixed Blessing Stakeholder
  - d) Non-Supportive Stakeholder
14. In the context of corporate governance, the 'agency problem' refers to the situation wherein:
- a) most shareholders do not have the time and expertise to make management decisions
  - b) most shareholders have the time and expertise to make management decisions
  - c) having the decision-making control of the corporation, managers might be tempted to act in the manager's short-term best interest instead of the shareholder's long-term best interest
  - d) b) and c)
  - e) a) and c)
15. An individual that bases his/her standards or norms of ethical behaviour upon outcomes that create an equitable distribution of burdens and rewards is utilizing a(n):
- a) utilitarian approach
  - b) rights approach
  - c) fairness/justice approach
  - d) caring approach
  - e) equitable distribution approach













13. Discuss two reasons why a firm should engage in corporate social responsibility toward its employees and identify three key areas for doing so. (5 marks)

14. According to Dr. Yunus, what is the difference between a charity and a social business? (2 marks)

