$\qquad$
$\qquad$ Date:

You have 120 minutes to complete this examination. The is a OPEN book exam. YOU MAY ONLY USE YOUR TEXTBOOK. All other study materials, including back packs and purses, must be placed on the floor. NO OLD EXAMS OR PRACTICE EXAMS SHOULD BE VISIBLE. FAILURE TO FOLLOW THESE DIRECTIONS MAY RESULT IN YOU RECEIVING A ZERO SCORE FOR THE FINAL

Please be sure to answer all questions on the exam. There are EIGHTEEN (18) pages and 160 questions to this exam -- 80 True False, and 80 multiple choice. Count to make sure that you have all the pages and review your exam to make sure that you do not miss answering any pages or questions of the exam.

USE A FOR TRUE AND B FOR FALSE IN THE TRUE/FALSE SECTION.
PLEASE BE SURE TO TURN IN THE EXAM WITH YOU NAME ON THE FIRST PAGE OF THE EXAM YOU WERE GIVEN. IF YOU FAIL TO PUT YOUR NAME ON A COPY OF THE EXAM, YOU MAY BE GIVEN A -0FOR THE EXAM.

ANSWERS SHOULD BE ENTERED ON THE MACHINE READABLE FORM. PLEASE BE SURE TO USE PENCIL SO THAT YOUR ANSWERS CAN BE READ BY THE GRADING MACHINE. PLEASE BE SURE TO ALSO INCLUDE YOUR STUDENT ID NUMBER ON THE ANSWER SHEET.

You should try and provide answers for all questions, as there is no penalty for a wrong answer, and it counts the same as an omitted question. A correct answer for the True/False section is worth 1 point, while a correct answer for a multiple choice question is worth 2 points. In the multiple choice section there are often two answers which may appear to potentially be correct. You must choose the response which answers the question the best.

You must use a number 2 pencil when filling out the exam. Failure to use a pencil will result in a 5 point penalty. There are two versions to this exam. You must indicate "1" in special codes for version A and "2" in special codes for version B, AND "3" for version C. Failure to provide this information on you answer sheet will result in 10 point penalty. You must put your student id number in where the answer sheet provides for "social security number" Failure to follow these directions will result in a 10 point penalty.

Any lack of clarity with regard to your answer choice may result in you not being awarded points for your answer. Good Luck.

## True/False

Indicate whether the statement is true or false.
$\qquad$ 1. An illusory promise is a promise that is enforceable without consideration.
2. Conversion cannot occur when a person mistakenly believes that he or she is entitled to the goods.
3. Business ethics focuses on ethical behavior in the business world.
4. Remedies in equity include injunctions and decrees of specific performance.
5. Ordinarily, the remedy for a seller's breach of a contract for a sale of real estate is damages.
6. Whether a contract with an unlicensed professional is enforceable depends on the purpose of the statute that requires the license.
7. The purpose of the doctrine of election of remedies is to permit double recovery.
8. Corporations can be perceived as owing ethical duties to groups other than their shareholders.
9. In an employment contract, a covenant not to compete can be enforceable.
10. A contract to do something that is prohibited by statutory law is void.
11. The Constitution expressly excludes state regulation of commerce.
12. The courts can decide whether the other branches of government have acted within the scope of their constitutional authority.
13. Thinking about killing someone constitutes the crime of attempted murder.
14. The United States Supreme Court has original jurisdiction in rare instances.
15. Ordinarily, "ignorance of the law is an excuse," or a valid defense to criminal liability.
16. It is possible to copyright an idea.
17. If a contract to do something in certain intervals over a period of less than one year is not in writing, it is not enforceable.
18. An artisan's lien is a defense to a charge of trespass to personal property.
19. No offer may be revoked before it is accepted.
20. An unauthorized scan of a bank account can be an invasion of privacy.
21. If the parties to a contract attach materially different meanings to a contract term, the contract cannot be rescinded.
22. The measure of damages for breach of a construction contract depends on which party breaches and when.
23. A contract is void if one of the parties was intoxicated at the time of its formation.
24. The minimal acceptable standard for ethical behavior is compliance with the law.
25. A contract that by its own terms cannot be performed within a year must be in writing to be enforceable.
26. Picking pockets is not robbery.
27. Under the theory of negligence, the duty of care requires an intentional act.
28. Overestimating the value of an object is a mistake for which a court will normally provide relief.
29. A contract must be in writing to be enforceable if performance is impossible within one year.
30. To rescind a contract for fraud, a plaintiff must prove an injury.
31. The doctrine of quasi contract can be used only when there is an actual contract that covers the matter in controversy.
32. A party's oral agreement to pay another's debt is never enforceable.
33. One characteristic of an abnormally dangerous activity is that it involves a low degree of risk.
34. In some states, lawyers are not allowed to represent people in small claims courts.
35. A justiciable controversy is a case in which the court's decision-the "justice" that will be served-will be controversial.
36. Compensatory damages compensate an injured party for damages arising directly from the loss of a bargain caused by a breach of contract.
37. For consideration to have "legally sufficient value," it must consist of goods or money.
38. When a statute protects a certain class of people, a member of that class cannot enforce an otherwise illegal contract.
39. There are no state statutes regulating the use of spam.
40. Changing a trademark is forgery.
41. Business ethics is consistent only with short-run profit maximization.
42. An agreement is evidenced by a single event: an offer.
43. The First Amendment does not protect corporate political speech.
44. An offeree's power of acceptance is terminated when the offeror dies unless the offer is irrevocable.
45. Misrepresentation of a material fact cannot occur through words alone.
46. A promise to do what one already has a legal duty to do is legally sufficient consideration.
47. An expert's false statement to a naive buyer about a technical detail will not usually entitle the buyer to rescind a contract.
48. Proximate cause exists when injuries sustained were too remotely connected to an incident to trigger liability.
49. An oral contract that must be in writing to be enforceable is not enforceable even if the parties admit to its existence in court.
50. An offeror must have a serious intention to become bound by the offer.
51. A person who commits larceny can be sued under tort law.
52. The UETA does not apply to a transaction unless the parties agreed to conduct the transaction electronically.
53. Most parties settle their lawsuits for damages or other remedies prior to trial.
54. Reliance on a non-expert's statement of opinion will not normally entitle a party to relief.
55. Congress can regulate all commerce in the United States.
56. International copyright protection is automatic—even in nations that have not signed international agreements relating to intellectual property rights.
57. Risks ordinarily assumed in business do not constitute consideration for the modification of a contract.
58. Specific performance is the remedy customarily used when one party has breached a contract for the sale of goods.
59. Venue is the term for the subject matter of a case.
60. Restricting the bonuses that are paid to executives is unethical.
61. Causation in fact can be determined by use of the but for test.
62. Damages are designed to punish a breaching party and deter others from similar conduct.
63. An arbitrary use of ordinary words may not be trademarked.
64. A contract involving property of any kind must be in writing to be enforceable.
65. A federal case typically originates in a state court.
66. If an offeror does not expressly authorize a certain mode of acceptance, then acceptance may be made by any reasonable means.
67. A statement of opinion is generally subject to a claim of fraud.
68. Parents are required by law to provide necessaries for their minor children.
69. The taxing and spending clause of the U.S. Constitution has had a greater impact on business than any other clause in the Constitution.
70. An ordinary person standard determines whether allegedly negligent conduct resulted in a breach of a duty of care.
71. If a contractual promise is not fulfilled, the person who made it may be required to perform the promised act.
72. A motion for summary judgment may be made before, during, or after a trial.
73. Disparagement of property is another term for appropriation.
74. An oral contract for a transfer of an interest in land is never enforceable.
75. Under the UCC, a sale is the passing of title from a seller to a buyer for a price payable in cash only.
76. A contract in which goods and services are combined never falls within the scope of UCC Article 2.
77. Article 2A of the UCC does not cover subleases of goods.
78. Under a finance lease, the lessee can stop performing and making lease payments if the leased equipment turns out to be defective.
79. Under the UCC, an offeree can accept an offer to buy goods by a prompt promise to ship the goods.
80. Under the UCC, the meaning of any agreement must be interpreted in light of commercial practices.

## Multiple Choice

Identify the choice that best completes the statement or answers the question.
$\qquad$ 81. Enterprising Markets Coalition (EMC), a political lobbying group, wants a certain policy enacted into law. If EMC's policy conflicts with the U.S. Constitution, a law embodying it can be imposed by
a. a federal court.
b. a state legislature.
c. Congress.
d. none of the choices.
82. Jill and Karl contract for the sale of Jill's horse for $\$ 1,000$. Unknown to either party, the horse has died. Karl is
a. entitled to another horse of equivalent value.
b. required to pay because she assumed the risk the horse might die.
c. not required to pay due to the unilateral mistake.
d. not required to pay due to the mutual mistake.
83. Lester and Myrtle want to rescind their contract under which Lester sold an MP3 player for $\$ 40$. To rescind the contract
a. Lester must return the $\$ 40$ only.
b. the parties can keep the "benefits" of their bargain.
c. Lester must return the $\$ 40$ and Myrtle must return the player.
d. Myrtle must return the player only.
84. Fidelio Corporation enters into a contract with Equi Insurance, Inc., to obtain health insurance for Fidelio employees. Equi breaches the contract. If Fidelio is awarded compensatory damages, the purpose would be to
a. provide Fidelio with funds for a foreseeable loss beyond the contract.
b. provide Fidelio with funds for its loss of the bargain.
c. establish, as a matter of principle, that Equi acted wrongfully.
d. punish Equi and set an example to deter others from similar acts.
85. To avoid liability for intentional injuries, Northwest Power Corporation includes in its contracts an exculpatory clause. This is
a. enforceable if the other parties have equal bargaining power.
b. not enforceable.
c. enforceable if the other parties consent to it.
d. enforceable if the other parties are protected from liability.
86. Kay carelessly bumps into Lyle, knocking him to the ground. Kay has committed the tort of negligence
a. under no circumstances.
b. under any circumstances.
c. only if Lyle is injured.
d. only if Lyle is not injured.
87. Vince files a suit against Will. Vince and Will meet, and each party's attorney argues the party's case before a judge and jury. The jury presents an advisory verdict, after which the judge meets with the parties to encourage them to settle their dispute. This is
a. a mini-trial.
b. early neutral case evaluation.
c. court-ordered arbitration.
d. a summary jury trial.
88. Berkie's bicycle is damaged in an accident caused by Imogene. Berkie agrees not to sue Imogene if she will pay for the damage. If she fails to pay, Berkie can bring an action for breach of contract. This is
a. a covenant not to sue.
b. a release.
c. an illusory promise.
d. an accord and satisfaction.
89. An anonymous person posts online a defamatory message about Dewitt. Not knowing the poster's identity, Dewitt files a suit against "John Doe." Using the authority of the court, Dewitt can obtain from the poster's Internet service provider
a. the identity of the poster.
b. damages.
c. an apology.
d. none of the choices.
90. Karif orally agrees to buy a unique collection of sports memorabilia for $\$ 1,000$ from Jane and sends her $\$ 250$ as a down payment. When Karif sends her the rest of the price, Jane refuses to ship the collection. Karif should seek
a. rescission.
b. specific performance.
c. reformation.
d. damages.
91. Crosby believes that he and Dakota agreed he would act as her personal sports trainer for seven workout sessions. In a later dispute, the existence of any contract can be judged by
a. what the plaintiff claims was the parties' intent.
b. what the defendant claims was the parties' intent.
c. what the parties agree they intended.
d. the parties' statements at the time of their alleged contract.
92. Mariah wins her suit against Variety Products Company. Variety's best ground for appeal is the trial court's interpretation of
a. the dealings between the parties before the suit.
b. the conduct of the witnesses during the trial.
c. the credibility of the evidence that Mariah presented.
d. the law that applied to the issues in the case.
93. Bilt-Well Construction Corporation makes a side payment to a government official in Nigeria to obtain a contract. In the United States, this is
a. unethical but not illegal.
b. legal and ethical.
c. illegal and unethical.
d. illegal but not unethical.
94. Steve agrees to assume a debt of Thumb Grippers Company to Main Street Bank. The agreement is not in writing. To be enforceable, the promise must be for the benefit of
a. Main Street.
b. Thumb Grippers.
c. any party.
d. Steve.
95. Flo tells Gregor that she will buy his textbook from last semester for $\$ 65$. Gregor agrees. Flo and Gregor have
a. a quasi contract.
b. an express contract.
c. an executed contract.
d. an implied contract.
96. Donna makes and distributes copies of Every Good Boy Does Fine, a movie copyrighted by Great Films Corporation, without Great Films' permission. Donna may be liable for
a. damages only.
b. fines or imprisonment only.
c. damages, fines, or imprisonment.
d. nothing.

## Fact Pattern 2-1A

Java Cafes, Inc., and Kaffe Import Corporation dispute a term in their contract.
97. Refer to Fact Pattern 2-1A. If Java and Kaffe have a long-standing business relationship that they would like to continue, a preferred method of settling their dispute may be mediation because
a. the process is not adversarial.
b. the resolution of the dispute will be decided an expert.
c. the dispute will eventually go to trial.
d. the case will be heard by a mini-jury.
98. Refer to Fact Pattern 2-1A. Resolving the dispute between Java and Kaffe by having a neutral third party render a binding decision is one of the advantages of
a. conciliation.
b. intervention.
c. arbitration.
d. mediation.
99. Rashad accesses Quant Company's computer system without authority to obtain protected financial data.

Under federal law, this is
a. a felony if Quant brings a civil suit against Rashad.
b. a felony if it is committed for a commercial purpose.
c. not a crime.
d. a crime, but not a felony.
$\qquad$ 100. Vacation Vistas, Inc., agrees to sell certain acreage to Umiko, who intends to develop a destination resort. Vacation Vistas repudiates the deal. Umiko sues Vacation Vistas and recovers damages. She can now obtain
a. specific performance of the deal.
b. damages representing restitution.
c. an amount in a quasi-contractual recovery.
d. nothing more.
$\qquad$ 101. Garland publishes a book titled Half Pipe, Full Throttle, which includes a chapter from Ian's copyrighted book Snowboarder. Garland's use of the chapter is actionable provided
a. Garland's use is intentional.
b. Garland does not have Ian's permission.
c. consumers are confused.
d. Garland's use reproduces Ian's chapter exactly.
$\qquad$ 102. Phil enters into a contract with Quality Resorts, Inc., to work as a chef. Under the plain meaning rule, the meaning of this contract must be determined by reference to
a. any relevant extrinsic evidence.
b. the later testimony of the parties.
c. the face of the instrument.
d. any available evidence.

## Fact Pattern 14-1A

Linea, an employee of Hard Labor Industries (HLI), is injured in a work-related accident. Based on the diagnosis of Newt, a doctor, Linea accepts $\$ 50,000$ from HLI and waives the right to future claims. Newt's diagnosis later proves to have been wrong.
$\qquad$ 103. Refer to Fact Pattern 14-1A. Most likely, Linea may
a. obtain damages from HLI.
b. recover nothing.
c. set aside the settlement with HLI.
d. obtain damages from Newt.
$\qquad$ 104. Refer to Fact Pattern 14-1A. In terms of the impact on Linea's agreement with HLI, Newt's misdiagnosis is
a. an expert's puffery.
b. a mistake of fact.
c. negligent misrepresentation.
d. innocent misrepresentation.
$\qquad$ 105. Ric designs a new computer hard drive, which he names "Sci Phi." He also writes the operating manual to be included with each final product. Ric could obtain patent protection for
a. the hard drive, the name, and the operating manual.
b. the name only.
c. the hard drive only.
d. the operating manual only.
$\qquad$ 106. Even-Flo Hydraulics enters into a contract to repair valves and fittings in Fiesta Company's plant. If Even-Flo breaches the contract, Fiesta can
a. do nothing but temporarily suspend operations and wait.
b. sue Even-Flo for damages.
c. file a criminal complaint against Even-Flo.
d. do nothing but make a deal with a different service provider.
$\qquad$ 107. Chris, a minor, signs a contract to buy alcoholic beverages for Dine \& Drink, his parents' restaurant. The contract is
a. void as a matter of law.
b. void unless it is also signed by Ed, the manager of Dine \& Drink.
c. valid but may not be disaffirmed.
d. valid but may be disaffirmed.
108. At Parkside Bistro, Ogden believes that he was overcharged and shoves Nellie, the waiter. Nellie sues Ogden, alleging that the shove was a battery. Ogden is liable
a. if Parkside did not overcharge Ogden.
b. under no circumstances-the shove was not a battery.
c. if the shove was offensive.
d. if Ogden acted out of malice.

## Fact Pattern 9-1A

Minka uses her computer to secretly install software on hundreds of personal computers without their owners' knowledge.
109. Refer to Fact Pattern 9-1A. Minka's secretly installed software allows her to forward transmissions from her unauthorized network to even more systems. This network is
a. a bot.
b. a botnet.
c. a hacker.
d. a worm.
$\qquad$ 110. Kirk Custodial Service and Green Energy Company enter into an oral contract under which Kirk agrees to provide custodial service for Green's facilities for two years. This contract is enforceable by
a. Green.
b. any interested third party, such as a janitorial supplies provider.
c. Kirk.
d. none of the choices.
$\qquad$ 111. The Securities Exchange Commission is an administrative agency. The chief purpose of such agencies is to
a. impose uniform laws on the states.
b. perform specific government functions.
c. standardize laws for the executive and judicial branches.
d. act as liaisons between federal and state governments.
112. Sights Unseen, Inc., (SUI) sells scopes with distinctively designed and made lenses and mirrors to scientists. Telescopes, Etc. Corporation later begins to sell scopes with identical set-ups of lenses and mirrors, without SUI's permission, to consumers. This is most likely
a. trademark infringement.
b. copyright infringement.
c. patent infringement.
d. none of the choices.
113. Inferior Company, which is based on South Carolina, makes and sells products that are poorly made. Jack, who is a resident of North Carolina, buys an Inferior product and suffers an injury through its use. The diversity of citizenship between these parties means that
a. federal courts have exclusive jurisdiction.
b. state courts have exclusive jurisdiction.
c. no court has jurisdiction.
d. federal and state courts have concurrent jurisdiction.

## Fact Pattern 3-3A

Liz files a suit against Moe in a state court. The case proceeds to trial, after which the court renders a verdict.
114. Refer to Fact Pattern 3-3A. If Moe appeals to, and files a brief with, a state appellate court, Liz's attorney may file within a prescribed period of time
a. an answering brief.
b. a responding motion for judgment on the brief.
c. a request for a deposition.
d. an advisory interrogatory.
115. Ellen publishes a book titled First Place, which includes a chapter from Frank's copyrighted book Great NASCAR Drivers without his permission. Ellen's use of the chapter is actionable
a. only if Ellen and Frank are competitors.
b. regardless of whether consumers are confused or Ellen and Frank are competitors.
c. only if consumers are confused and Ellen and Frank are competitors.
d. only if consumers are confused.
116. Damon contracts to repair the turf on a soccer field for Carousel Sports Park. Damon knows that without the repair, Carousel will have to cancel an upcoming game. Damon does not perform as promised. As consequential damages, Carousel can recover
a. the loss of profit from the canceled game.
b. the cost of new turf.
c. the difference between Damon's price and the actual cost of repair.
d. nothing.
$\qquad$ 117. Via the Internet, Rocky sabotages the computer system of Quik Chik'n Company, a food manufacturer, with the purpose of altering the levels of ingredients of the company's products so that consumers of the food become ill. Rocky is
a. a botnet.
b. a cyberterrorist.
c. a virus.
d. a worm.
$\qquad$ 118. An Illinois state statute requires commercial vehicle drivers to "fully attend to the operation of the vehicle." Jerry, a driver for Crosstown Taxi Company, is driving and talking on his cell phone when his cab collides with Kayla's car, injuring her. Kayla's best theory for recovery against Jerry and Crosstown is
a. res ipsa loquitur.
b. a Good Samaritan statutes.
c. negligence per se.
d. the "danger invites rescue" doctrine.
119. Canada and the United States are signatories of the Berne Convention. Doug, a citizen of Canada, publishes a book first in Canada and then in the United States. Doug's copyright must be recognized by
a. all of the signatories of the Berne Convention.
b. Canada only.
c. Canada and the United States only.
d. none of the choices.
$\qquad$ 120. Rolf, a citizen of New Mexico, wants to file a suit against Sandy, a citizen of Texas. Their diversity of citizenship may be a basis for
a. a state court to exercise appellate jurisdiction.
b. no court to exercise jurisdiction.
c. the United States Supreme Court to refuse jurisdiction.
d. a federal court to exercise original jurisdiction.
$\qquad$ 121. Joy invites Ken into her apartment. Ken commits trespass to land if he
a. enters the apartment with fraudulent intent.
b. makes disparaging remarks about Joy to others.
c. refuses to leave when Joy asks him to go.
d. harms the apartment in any way.
$\qquad$ 122. Lex reproduces Mina's copyrighted work without paying royalties. Lex is most likely excepted from liability for copyright infringement under the "fair use" doctrine if
a. Lex's use is for a commercial purpose.
b. Lex distributes the copies freely to the public.
c. Lex copies the entire work.
d. Lex's use has no effect on the market for Mina's work.
$\qquad$ 123. Lindsey, an emergency medical technician, is called to an accident scene by Nicole and renders medical care to Marvin, a minor. Lindsey may recover the cost from
a. no one.
b. Marvin.
c. the state.
d. Nicole.
124. Jen questions whether there is consideration for her contract with Isaac to exchange her catering services for his payment of a certain amount. To constitute consideration, the value of whatever is exchanged must be
a. grossly inadequate.
b. objectively worthy.
c. legally sufficient.
d. practically sound.
$\qquad$ 125. Beth is injured in a car accident and sues Cash, alleging negligence. Cash claims that Beth was driving more carelessly than he was. Comparative negligence may reduce Beth's recovery
a. only if Beth was less at fault than Cash.
b. only if Beth was as equally at fault as Cash.
c. only if Beth was more at fault than Cash.
d. even if Beth was only slightly at fault.
$\qquad$ 126. Uri and Vicky orally agree on the sale of Uri's Nite Club to Vicky and note terms on a pair of the Club's napkins, which they both sign. A written memorandum evidencing an oral contract that would otherwise be unenforceable must contain
a. the preliminary terms.
b. the qualitative terms.
c. every term.
d. the essential terms.
$\qquad$ 127. Deleon trespasses on Capital Corporation's property. Through the use of reasonable force, Capital's security guard Brenda detains Deleon until the police arrive. Capital is most likely liable for
a. false imprisonment.
b. abuse of process.
c. trespass to personal dignity.
d. none of the choices.
$\qquad$ 128. Opal files a complaint in a suit against Phil, and he files an answer. The case may now be
a. resolved only after a trial ends.
b. dismissed only after a trial begins.
c. settled only during a trial.
d. dismissed or settled at this point.
$\qquad$ 129. Ray breaches his lease with Sunny Properties and vacates the premises six months before the end of the term.

In some states, Sunny would have to
a. relet the premises to recover damages from Ray.
b. avoid reletting the premises to recover damages from Ray.
c. sell the premises to recover damages from Ray.
d. make reasonable efforts to relet the premises to mitigate damages.
130. Edie is injured when she is struck by debris from an explosion at Finest Fireworks Factory. The rule that harm must be foreseeable to constitute the proximate cause of an injury under a negligence theory was established in
a. Palsgraf v. Long Island Railroad Co.
b. Edie v. Finest Fireworks Factory.
c. Rylands v. Fletcher.
d. Congress.
$\qquad$ 131. Ruth, a minor, charges groceries at Sam's Mini-Mart. Two days later, Ruth disaffirms the purchase. Ruth owes Sam's
a. the wholesale value of the groceries.
b. nothing.
c. the reasonable value of the groceries.
d. the retail value of the groceries.
$\qquad$ 132. John sees that Kris is about to step into the path of an oncoming bus. If John does not warn Kris of the danger, John is liable
a. only if Kris is injured.
b. under no circumstances.
c. regardless of the consequences to Kris.
d. only if Kris is not injured.
$\qquad$ 133. Phil agrees to work for Vacation Resorts, Inc., as a chef. In determining whether a contract has been formed, an element of prime importance is
a. the parties' intent.
b. Phil's rate of pay.
c. the duration of the work.
d. Vacation Resorts's facilities.
134. Freida and Gail enter into a bilateral contract, which is created when Freida gives a promise in exchange for Gail's
a. promise only.
b. performance of a particular act only.
c. prudent awareness only.
d. payment of money only.
135. Xtreme Publications, Inc., disseminates obscene materials. This is
a. a crime under numerous state and federal statutes.
b. a right under the commerce clause.
c. a right under the First Amendment.
d. a privilege under Article IV, Section 2.
$\qquad$ 136. Inferior Company sells products that are poorly made. Jock, who has never bought an Inferior product, files a suit against Inferior, alleging that its products are defective. The firm's best ground for dismissal of the suit is that Jock does not have
a. certiorari.
b. sufficient minimum contacts.
c. jurisdiction.
d. standing.
137. Domestic Auto Sales, Inc., promises its salaried employees a bonus at the end of the year if management thinks it is warranted. This promise is
a. unenforceable because it is not supported by consideration.
b. enforceable.
c. unenforceable because the dollar amount is missing.
d. unenforceable because the employees are paid salaries.
138. Diaz and Cuzco enter an express contract for the construction of a warehouse. Express contract terms are given, in relation to the parties' course of performance,
a. the same priority.
b. more priority.
c. less priority.
d. no priority.
139. Jon, a law enforcement official, monitors Kelsey's Internet activities-e-mail and Web site visits-to gain access to her personal financial data and student information. This may violate Kelsey's right to
a. procedural due process.
b. substantive due process.
c. equal protection of the law.
d. privacy.
140. A common ethical dilemma faced by the management of General Holdings Corporation involves the effect that its decision will have on
a. one group as opposed to another.
b. the firm's competitors.
c. the government.
d. the U.S. Chamber of Commerce.
__ 141. Symphony, Inc., a U.S. jewelry designer and maker, files a suit against Kawa, Ltd., a Japanese jewelry maker, for the infringement of intellectual property rights under Japan's national laws. Under the TRIPS agreement, Symphony is entitled to receive
a. nothing.
b. the same treatment as Kawa.
c. worse treatment than Kawa.
d. better treatment than Kawa.
$\qquad$ 142. Development Associates (DA) agrees to buy five acres of land from Eastside Properties for $\$ 15,000$. Eastside fails to go through with the deal on the agreed date, when the market price of the land is $\$ 17,000$. DA may recover
a. $\$ 17,000$.
b. $\$ 0$.
c. $\$ 15,000$.
d. $\$ 2,000$.
$\qquad$ 143. The case of Max v. National Credit Co. is heard in a trial court. The case of O! Boy! Ice Cream Co. v. Pickled Peppers, Inc., is heard in an appellate court. The difference between a trial and an appellate court is whether a. a trial is being held.
b. the subject matter of the case involves complex facts.
c. the parties question how the law applies to their dispute.
d. the court is appealing.
$\qquad$ 144. Pablo and Melia enter into an oral contract for Pablo's sale to Melia of a laptop computer for $\$ 400$. Assuming the terms can be proved, the contract is enforceable by
a. the manufacturer of the laptop.
b. any third party who overheard the parties making the agreement.
c. the seller or the buyer.
d. none of the choices.
$\qquad$ 145. Beachside City enacts an ordinance that bans the distribution of all printed materials on city streets. Carl opposes the city's latest "revenue-enhancing" measure and wants to protest by distributing handbills. In his suit against the city, a court would likely hold the printed-materials ban to be
a. constitutional under the First Amendment.
b. unconstitutional under the First Amendment.
c. not subject to the U.S. Constitution.
d. unconstitutional under the commerce clause.
$\qquad$ 146. Rockstar Software, Inc., develops a new series of performance-related video games. The games are most likely protected by
a. trade secrets law.
b. trademark law.
c. patent law.
d. copyright law.
147. Indelible Fabrics, Inc. (IFI), makes "Jean's Denim," a famous brand of clothing. Without IFI's consent, Kopy Company (KC) begins to use "jeansdenim" as part of a domain name. IFI files a suit against KC and engages in service of process. Service of process must provide
a. privacy between the litigants and publicity in the judgment.
b. equality and fairness in adjudication.
c. notice and an opportunity to respond.
d. space to fill in important information and time in which to do it.
$\qquad$ 148. Liu files a suit against Macro Sales, Inc., in a New Jersey state court based on a Web site through which New Jersey residents can do business with Macro. The court will most likely exercise jurisdiction over Macro if the interactivity of the site is seen as
a. "downloading" from the state.
b. "uploading" to the state.
c. not connected with the state.
d. a "substantial enough" connection with the state.
$\qquad$ 149. SFX Paintball Games, Inc., and Truck \& Trailer Delivery Corporation sign an agreement that provides for the payment of " $\$ 1,000$ by whichever party commits a material breach of the contract that creates damages difficult to estimate but approximately $\$ 1,000$." If enforceable, this is
a. a liquidated damages clause.
b. a penalty clause.
c. a mitigation of damages clause.
d. a nominal damages clause.
$\qquad$ 150. In a suit against Evan, Floyd obtains an injunction. This is
a. an order to do or to refrain from doing a particular act.
b. the cancellation of a contract.
c. an order to perform what was promised.
d. a payment of money or property as compensation.
$\qquad$ 151. In a suit against Vladimir over the performance of a contract, Wyler obtains rescission. This is
a. an order to do or to refrain from doing a particular act.
b. a payment of money or property as compensation.
c. an order to perform what was promised.
d. the cancellation of a contract.
152. Discount Mart, Inc., is an East Coast-based firm that does business throughout the United States. With respect to this circumstance, the UCC has been adopted by, and applies in,
a. all of the states, in whole or in part.
b. most of the states on the Atlantic and Pacific coasts.
c. none of the states, to date.
d. only the states on the Mississippi, Missouri, and Ohio Rivers.
$\qquad$ 153. Crafted Countertops, Inc., and Kitchen Design Corporation enter into a contract that does not specify the payment terms. Payment may be made in
a. any commercially normal or acceptable means except credit card.
b. cash only.
c. any commercially normal or acceptable means.
d. cash or check only.
$\qquad$ 154. GR*Tech Company agrees to sell computer equipment to Home Office Stores, Inc., to market to its customers. Normally, their contract would not be enforceable unless it includes
a. the duration of the deal.
b. the price of the goods.
c. the quantity of the goods.
d. the shipping arrangements.
155. Readymade Construction Corporation offers to buy from Set-Still Cement Company a certain quantity of cement for a certain price. Set-Still can accept the offer by
a. a material alteration of the terms within a reasonable time.
b. a promise to ship or a prompt shipment of the cement.
c. a prompt shipment of the cement only.
d. a shipment of nonconforming goods with a notice of accommodation.
$\qquad$ 156. Equipment Rental Corporation and Family Farm, Inc., are parties to an oral agreement for a lease of farm equipment with payments in excess of $\$ 10,000$. They may satisfy the Statute of Frauds by
a. mutually agreeing not to commit fraud.
b. repeating the terms in a phone call.
c. setting out the terms in a memo.
d. shaking hands on the deal.

## Fact Pattern 19-1B

Fruits \& Vegetables, Inc., and Grover's Market enter into a contract for the delivery of locally grown produce. The parties use a standard Fruits \& Vegetables form that contains some of the terms the parties agree on but not others. Some of the produce spoils before it can be sold. Grover's refuses to pay for the spoiled goods.
157. Refer to Fact Pattern 19-1B. Fruits \& Vegetables files a suit against Grover's, claiming that the buyer assumed the risk of the spoilage of the unsold produce. The court may allow evidence of this term if it finds that the parties' contract is
a. fully integrated.
b. not fully integrated.
c. not supported by consideration.
d. a complete and final statement of their agreement.
158. Tom's Timber Outlet and Olivia, a consumer, enter into a contract for a sale of plywood. If the contract includes a clause that is perceived as grossly unfair to Olivia, its enforcement may be challenged under
a. the mirror image rule.
b. the principle of fair trade.
c. the predominant-factor test.
d. the doctrine of unconscionability.
159. Rodeo, S.A., which is based in Spain, enters into a contract for the sale of seven hydraulic lifts to Tonnage Shipping Company, which is based in the United States. This contract is governed by
a. Spanish law.
b. the provisions in the laws of both countries that are similar.
c. the Uniform Commercial Code.
d. the United Nations Convention on Contracts for the International Sale of Goods.
160. Pop Culture Clothiers, Inc., sells t-shirts to Trendwell Stores, Inc., under an existing contract. When textile costs increase, Trendwell agrees to a price increase, but later wants to cancel the contract. Trendwell may a. cancel the contract immediately.
b. cancel the contract only after accepting a final shipment.
c. cancel the contract only on reasonable notice.
d. not cancel the contract.

## Bus 241 - Spring 2012 -- - Final Exam <br> Answer Section

## TRUE/FALSE

1. ANS: F PTS: 1

REF: p. 248
KEY: Test Bank A TYP: =
2. ANS: F PTS: 1 REF: p. 127

KEY: Test Bank A TYP: +
3. ANS: T PTS: 1

REF: p. 93
NAT: AACSB Ethics | AICPA Risk Analysis TYP: =
4. ANS: T PTS: 1

KEY: Test Bank A TYP: =
5. ANS: F PTS: 1

REF: p. 7

KEY: Test Bank A TYP: +
6. ANS: T PTS: 1

KEY: Test Bank A TYP: N
7. ANS: F PTS: 1

KEY: Test Bank A TYP: =
8. ANS: T PTS: 1

REF: p. 335

REF: p. 94
NAT: AACSB Ethics | AICPA Critical Thinking
TYP: =
9. ANS: T PTS: 1

KEY: Test Bank A TYP: N
10. ANS: T PTS: 1

KEY: Test Bank A TYP: N
11. ANS: F PTS: 1

KEY: Test Bank A TYP: =
12. ANS: T PTS: 1

KEY: Test Bank A TYP: =
13. ANS: F PTS: 1

KEY: Test Bank A TYP: N
14. ANS: T PTS: 1 KEY: Test Bank A TYP: N
15. ANS: F PTS: 1 KEY: Test Bank A TYP: N
16. ANS: F PTS: 1

REF: p. 263
REF: p. 260

REF: p. 76

REF: p. 28

REF: p. 176
REF: p. 39

REF: p. 186

REF: p. 162
NAT: AACSB Reflective \| AICPA Critical Thinking TYP: =
17. ANS: F PTS: 1

REF: p. 291
KEY: Test Bank A TYP: =
18. ANS: T PTS: 1

KEY: Test Bank A TYP: =
19. ANS: F PTS: 1

KEY: Test Bank A TYP: =

KEY: Test Bank A

NAT: AACSB Analytic | AICPA Legal

NAT: AACSB Reflective \| AICPA Legal
NAT: AACSB Analytic | AICPA Legal

NAT: AACSB Reflective | AICPA Legal

KEY: Test Bank A

NAT: AACSB Reflective \| AICPA Legal

NAT: AACSB Analytic | AICPA Legal
NAT: AACSB Analytic | AICPA Legal
NAT: AACSB Analytic | AICPA Legal
NAT: AACSB Reflective \| AICPA Legal
NAT: AACSB Analytic | AICPA Legal

NAT: AACSB Analytic | AICPA Legal

KEY: Test Bank A

NAT: AACSB Analytic | AICPA Legal
NAT: AACSB Reflective | AICPA Legal

NAT: AACSB Analytic | AICPA Legal




## MULTIPLE CHOICE

| 81. | ANS: D | PTS: 1 |
| :--- | :--- | :--- |
| KEY: Test Bank A | TYP: + |  |
| 82. | ANS: D | PTS: 1 |
| KEY: Test Bank A | TYP: $=$ |  |
| 83. | ANS: C | PTS: 1 |
|  | KEY: Test Bank A | TYP: $=$ |
| 84. | ANS: B | PTS: 1 |
|  | KEY: Test Bank A | TYP: $=$ |
| 85. | ANS: B | PTS: 1 |
|  | KEY: Test Bank A | TYP: $=$ |

REF: p. 74
REF: p. 274
REF: p. 340
REF: p. 334
REF: p. 345
NAT: AACSB Reflective | AICPA Legal
NAT: AACSB Reflective | AICPA Legal
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152. ANS: A PTS: 1

KEY: Test Bank B TYP: =
153. ANS: C PTS: 1 KEY: Test Bank B TYP: +
154. ANS: C PTS: 1 KEY: Test Bank B TYP: +
155. ANS: B PTS: 1 KEY: Test Bank B TYP: N
156. ANS: C PTS: 1 KEY: Test Bank B TYP: =
157. ANS: B

KEY: Test Bank B TYP: N
158. ANS: D PTS: 1 KEY: Test Bank B TYP: +
159. ANS: D PTS: 1 KEY: Test Bank B TYP: =
160. ANS: D PTS: 1 KEY: Test Bank A TYP: =

REF: p. 356
NAT: AACSB Reflective | AICPA Legal
REF: p. 363
REF: p. 363
REF: p. 366
REF: p. 368
REF: p. 370
REF: p. 372
REF: p. 374
REF: p. 367
NAT: AACSB Reflective | AICPA Legal
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NAT: AACSB Reflective | AICPA Legal


| D | 87. $\quad$ D 94. | C 101. | 108. |
| :--- | :--- | :--- | :--- |

$\mathrm{B} \quad 95 . \quad \mathrm{C} \quad 102$.
A 88.
88.

|  |  | B 115. |
| :--- | :--- | :--- |
| C 96. | - |  |

A 89.

B 90.
A 97.
B $104 . \quad$ B $111 . \quad$ B 117.

| D |
| :--- |

$\begin{array}{ll}\text { C } 105 . & \text { C } 112 .\end{array}$
C 118.
$\mathrm{D} \quad 92 . \quad \mathrm{B} \quad 99$.
B 106.
D 113.
A 119.

C $93 . \quad \mathrm{D} 100$.
A 107.
D 120.
A 134.
B 141.
C 147.

C 121.
D 128.
A 135.
$\begin{array}{ll}\mathrm{D} & 142 . \quad \mathrm{D} 148 .\end{array}$

D 122.
D 129.
D 136.

$$
\text { A } 143 .
$$

A 149.

B $123 . \quad$ A 130.
A 137.

$$
\text { C } 144 .
$$

A 150.

C 124.
$\mathrm{C} 131 . \quad \mathrm{B} \quad 138$.
B $145 . \quad$ D 151.

D 125.
B 132.
D 139.
D 146.
$-\quad 152$.

D 126.
A $133 . \quad$ A 140. C 153.
$\qquad$

B 155.
$\qquad$

B 157.

D 158.

D 159.
$\qquad$
$\qquad$ Date: $\qquad$

You have 120 minutes to complete this examination. The is a OPEN book exam. YOU MAY ONLY USE YOUR TEXTBOOK. All other study materials, including back packs and purses, must be placed on the floor. NO OLD EXAMS OR PRACTICE EXAMS SHOULD BE VISIBLE. FAILURE TO FOLLOW THESE DIRECTIONS MAY RESULT IN YOU RECEIVING A ZERO SCORE FOR THE FINAL

Please be sure to answer all questions on the exam. There are EIGHTEEN (18) pages and 160 questions to this exam -- 80 True False, and 80 multiple choice. Count to make sure that you have all the pages and review your exam to make sure that you do not miss answering any pages or questions of the exam.

USE A FOR TRUE AND B FOR FALSE IN THE TRUE/FALSE SECTION.
PLEASE BE SURE TO TURN IN THE EXAM WITH YOU NAME ON THE FIRST PAGE OF THE EXAM YOU WERE GIVEN. IF YOU FAIL TO PUT YOUR NAME ON A COPY OF THE EXAM, YOU MAY BE GIVEN A -0FOR THE EXAM.

ANSWERS SHOULD BE ENTERED ON THE MACHINE READABLE FORM. PLEASE BE SURE TO USE PENCIL SO THAT YOUR ANSWERS CAN BE READ BY THE GRADING MACHINE. PLEASE BE SURE TO ALSO INCLUDE YOUR STUDENT ID NUMBER ON THE ANSWER SHEET.

You should try and provide answers for all questions, as there is no penalty for a wrong answer, and it counts the same as an omitted question. A correct answer for the True/False section is worth 1 point, while a correct answer for a multiple choice question is worth 2 points. In the multiple choice section there are often two answers which may appear to potentially be correct. You must choose the response which answers the question the best.

You must use a number 2 pencil when filling out the exam. Failure to use a pencil will result in a 5 point penalty. There are two versions to this exam. You must indicate "1" in special codes for version A and "2" in special codes for version B, AND "3" for version C. Failure to provide this information on you answer sheet will result in 10 point penalty. You must put your student id number in where the answer sheet provides for "social security number" Failure to follow these directions will result in a 10 point penalty.

Any lack of clarity with regard to your answer choice may result in you not being awarded points for your answer. Good Luck.

## True/False

Indicate whether the statement is true or false.
$\qquad$ 1. There are no state statutes regulating the use of spam.
2. A federal case typically originates in a state court.
3. For consideration to have "legally sufficient value," it must consist of goods or money.
4. Under the theory of negligence, the duty of care requires an intentional act.
5. A justiciable controversy is a case in which the court's decision-the "justice" that will be served-will be controversial.
$\qquad$ 6. An agreement is evidenced by a single event: an offer.
7. Business ethics is consistent only with short-run profit maximization.
8. An illusory promise is a promise that is enforceable without consideration.
9. Ordinarily, the remedy for a seller's breach of a contract for a sale of real estate is damages.
10. Remedies in equity include injunctions and decrees of specific performance.
11. A party's oral agreement to pay another's debt is never enforceable.
12. Misrepresentation of a material fact cannot occur through words alone.
13. A contract that by its own terms cannot be performed within a year must be in writing to be enforceable.
14. An unauthorized scan of a bank account can be an invasion of privacy.
15. In some states, lawyers are not allowed to represent people in small claims courts.
16. A statement of opinion is generally subject to a claim of fraud.
17. The minimal acceptable standard for ethical behavior is compliance with the law.
18. Under the UCC, an offeree can accept an offer to buy goods by a prompt promise to ship the goods.
19. A person who commits larceny can be sued under tort law.
20. A promise to do what one already has a legal duty to do is legally sufficient consideration.
21. The taxing and spending clause of the U.S. Constitution has had a greater impact on business than any other clause in the Constitution.
22. Parents are required by law to provide necessaries for their minor children.
23. Compensatory damages compensate an injured party for damages arising directly from the loss of a bargain caused by a breach of contract.
24. Ordinarily, "ignorance of the law is an excuse," or a valid defense to criminal liability.
25. Congress can regulate all commerce in the United States.
26. A contract involving property of any kind must be in writing to be enforceable.
27. Causation in fact can be determined by use of the but for test.
28. An expert's false statement to a naive buyer about a technical detail will not usually entitle the buyer to rescind a contract.
29. Restricting the bonuses that are paid to executives is unethical.
30. Article 2A of the UCC does not cover subleases of goods.
31. An arbitrary use of ordinary words may not be trademarked.
32. Under the UCC, a sale is the passing of title from a seller to a buyer for a price payable in cash only.
33. Whether a contract with an unlicensed professional is enforceable depends on the purpose of the statute that requires the license.
34. The UETA does not apply to a transaction unless the parties agreed to conduct the transaction electronically.
35. No offer may be revoked before it is accepted.
36. Under the UCC, the meaning of any agreement must be interpreted in light of commercial practices.
37. It is possible to copyright an idea.
38. A contract must be in writing to be enforceable if performance is impossible within one year.
39. The doctrine of quasi contract can be used only when there is an actual contract that covers the matter in controversy.
40. The courts can decide whether the other branches of government have acted within the scope of their constitutional authority.
41. If the parties to a contract attach materially different meanings to a contract term, the contract cannot be rescinded.
42. Corporations can be perceived as owing ethical duties to groups other than their shareholders.
43. Business ethics focuses on ethical behavior in the business world.
44. An offeree's power of acceptance is terminated when the offeror dies unless the offer is irrevocable.
45. An oral contract for a transfer of an interest in land is never enforceable.
46. An ordinary person standard determines whether allegedly negligent conduct resulted in a breach of a duty of care.
47. If a contract to do something in certain intervals over a period of less than one year is not in writing, it is not enforceable.
48. The Constitution expressly excludes state regulation of commerce.
49. Specific performance is the remedy customarily used when one party has breached a contract for the sale of goods.
50. In an employment contract, a covenant not to compete can be enforceable.
51. A contract in which goods and services are combined never falls within the scope of UCC Article 2.
52. A contract is void if one of the parties was intoxicated at the time of its formation.
53. An artisan's lien is a defense to a charge of trespass to personal property.
54. International copyright protection is automatic-even in nations that have not signed international agreements relating to intellectual property rights.
55. Under a finance lease, the lessee can stop performing and making lease payments if the leased equipment turns out to be defective.
56. An oral contract that must be in writing to be enforceable is not enforceable even if the parties admit to its existence in court.
57. To rescind a contract for fraud, a plaintiff must prove an injury.
58. Changing a trademark is forgery.
59. Disparagement of property is another term for appropriation.
60. Picking pockets is not robbery.
61. A contract to do something that is prohibited by statutory law is void.
62. When a statute protects a certain class of people, a member of that class cannot enforce an otherwise illegal contract.
63. If an offeror does not expressly authorize a certain mode of acceptance, then acceptance may be made by any reasonable means.
64. Overestimating the value of an object is a mistake for which a court will normally provide relief.
65. Risks ordinarily assumed in business do not constitute consideration for the modification of a contract.
66. One characteristic of an abnormally dangerous activity is that it involves a low degree of risk.
67. The measure of damages for breach of a construction contract depends on which party breaches and when.
68. The United States Supreme Court has original jurisdiction in rare instances.
69. An offeror must have a serious intention to become bound by the offer.
70. Thinking about killing someone constitutes the crime of attempted murder.
71. Proximate cause exists when injuries sustained were too remotely connected to an incident to trigger liability.
72. If a contractual promise is not fulfilled, the person who made it may be required to perform the promised act.
73. The purpose of the doctrine of election of remedies is to permit double recovery.
74. Most parties settle their lawsuits for damages or other remedies prior to trial.
75. Reliance on a non-expert's statement of opinion will not normally entitle a party to relief.
76. Venue is the term for the subject matter of a case.
77. Damages are designed to punish a breaching party and deter others from similar conduct.
78. The First Amendment does not protect corporate political speech.
79. Conversion cannot occur when a person mistakenly believes that he or she is entitled to the goods.
80. A motion for summary judgment may be made before, during, or after a trial.

## Multiple Choice

Identify the choice that best completes the statement or answers the question.
81. Enterprising Markets Coalition (EMC), a political lobbying group, wants a certain policy enacted into law. If EMC's policy conflicts with the U.S. Constitution, a law embodying it can be imposed by
a. Congress.
b. a state legislature.
c. a federal court.
d. none of the choices.
82. Pablo and Melia enter into an oral contract for Pablo's sale to Melia of a laptop computer for $\$ 400$. Assuming the terms can be proved, the contract is enforceable by
a. the manufacturer of the laptop.
b. the seller or the buyer.
c. any third party who overheard the parties making the agreement.
d. none of the choices.
83. Freida and Gail enter into a bilateral contract, which is created when Freida gives a promise in exchange for Gail's
a. prudent awareness only.
b. payment of money only.
c. performance of a particular act only.
d. promise only.
84. Bilt-Well Construction Corporation makes a side payment to a government official in Nigeria to obtain a contract. In the United States, this is
a. illegal and unethical.
b. unethical but not illegal.
c. illegal but not unethical.
d. legal and ethical.
85. Phil agrees to work for Vacation Resorts, Inc., as a chef. In determining whether a contract has been formed, an element of prime importance is
a. Vacation Resorts's facilities.
b. Phil's rate of pay.
c. the parties' intent.
d. the duration of the work.
86. Fidelio Corporation enters into a contract with Equi Insurance, Inc., to obtain health insurance for Fidelio employees. Equi breaches the contract. If Fidelio is awarded compensatory damages, the purpose would be to a. establish, as a matter of principle, that Equi acted wrongfully.
b. provide Fidelio with funds for its loss of the bargain.
c. punish Equi and set an example to deter others from similar acts.
d. provide Fidelio with funds for a foreseeable loss beyond the contract.
87. In a suit against Vladimir over the performance of a contract, Wyler obtains rescission. This is
a. the cancellation of a contract.
b. an order to do or to refrain from doing a particular act.
c. a payment of money or property as compensation.
d. an order to perform what was promised.
88. Phil enters into a contract with Quality Resorts, Inc., to work as a chef. Under the plain meaning rule, the meaning of this contract must be determined by reference to
a. any relevant extrinsic evidence.
b. the face of the instrument.
c. any available evidence.
d. the later testimony of the parties.

## Fact Pattern 14-1A

Linea, an employee of Hard Labor Industries (HLI), is injured in a work-related accident. Based on the diagnosis of Newt, a doctor, Linea accepts $\$ 50,000$ from HLI and waives the right to future claims. Newt's diagnosis later proves to have been wrong.
89. Refer to Fact Pattern 14-1A. In terms of the impact on Linea's agreement with HLI, Newt's misdiagnosis is
a. innocent misrepresentation.
b. a mistake of fact.
c. negligent misrepresentation.
d. an expert's puffery.
90. Refer to Fact Pattern 14-1A. Most likely, Linea may
a. recover nothing.
b. obtain damages from HLI.
c. obtain damages from Newt.
d. set aside the settlement with HLI.
91. Development Associates (DA) agrees to buy five acres of land from Eastside Properties for $\$ 15,000$. Eastside fails to go through with the deal on the agreed date, when the market price of the land is $\$ 17,000$. DA may recover
a. $\$ 0$.
b. $\$ 15,000$.
c. $\$ 17,000$.
d. $\$ 2,000$.
92. Beachside City enacts an ordinance that bans the distribution of all printed materials on city streets. Carl opposes the city's latest "revenue-enhancing" measure and wants to protest by distributing handbills. In his suit against the city, a court would likely hold the printed-materials ban to be
a. constitutional under the First Amendment.
b. unconstitutional under the commerce clause.
c. unconstitutional under the First Amendment.
d. not subject to the U.S. Constitution.
93. Karif orally agrees to buy a unique collection of sports memorabilia for $\$ 1,000$ from Jane and sends her $\$ 250$ as a down payment. When Karif sends her the rest of the price, Jane refuses to ship the collection. Karif should seek
a. damages.
b. rescission.
c. specific performance.
d. reformation.

## Fact Pattern 2-1A

Java Cafes, Inc., and Kaffe Import Corporation dispute a term in their contract.
94. Refer to Fact Pattern 2-1A. If Java and Kaffe have a long-standing business relationship that they would like to continue, a preferred method of settling their dispute may be mediation because
a. the resolution of the dispute will be decided an expert.
b. the dispute will eventually go to trial.
c. the process is not adversarial.
d. the case will be heard by a mini-jury.
95. Refer to Fact Pattern 2-1A. Resolving the dispute between Java and Kaffe by having a neutral third party render a binding decision is one of the advantages of
a. conciliation.
b. intervention.
c. mediation.
d. arbitration.
96. Via the Internet, Rocky sabotages the computer system of Quik Chik'n Company, a food manufacturer, with the purpose of altering the levels of ingredients of the company's products so that consumers of the food become ill. Rocky is
a. a cyberterrorist.
b. a worm.
c. a botnet.
d. a virus.
97. GR*Tech Company agrees to sell computer equipment to Home Office Stores, Inc., to market to its customers. Normally, their contract would not be enforceable unless it includes
a. the shipping arrangements.
b. the duration of the deal.
c. the quantity of the goods.
d. the price of the goods.
98. Garland publishes a book titled Half Pipe, Full Throttle, which includes a chapter from Ian's copyrighted book Snowboarder. Garland's use of the chapter is actionable provided
a. Garland's use reproduces Ian's chapter exactly.
b. consumers are confused.
c. Garland does not have Ian's permission.
d. Garland's use is intentional.
99. John sees that Kris is about to step into the path of an oncoming bus. If John does not warn Kris of the danger, John is liable
a. only if Kris is injured.
b. regardless of the consequences to Kris.
c. under no circumstances.
d. only if Kris is not injured.
$\qquad$ 100. Flo tells Gregor that she will buy his textbook from last semester for $\$ 65$. Gregor agrees. Flo and Gregor have
a. an express contract.
b. an executed contract.
c. an implied contract.
d. a quasi contract.
$\qquad$ 101. Liu files a suit against Macro Sales, Inc., in a New Jersey state court based on a Web site through which New Jersey residents can do business with Macro. The court will most likely exercise jurisdiction over Macro if the interactivity of the site is seen as
a. "uploading" to the state.
b. a "substantial enough" connection with the state.
c. "downloading" from the state.
d. not connected with the state.
$\qquad$ 102. Tom's Timber Outlet and Olivia, a consumer, enter into a contract for a sale of plywood. If the contract includes a clause that is perceived as grossly unfair to Olivia, its enforcement may be challenged under
a. the predominant-factor test.
b. the doctrine of unconscionability.
c. the principle of fair trade.
d. the mirror image rule.
$\qquad$ 103. Lester and Myrtle want to rescind their contract under which Lester sold an MP3 player for $\$ 40$. To rescind the contract
a. Myrtle must return the player only.
b. Lester must return the $\$ 40$ and Myrtle must return the player.
c. Lester must return the $\$ 40$ only.
d. the parties can keep the "benefits" of their bargain.
$\qquad$ 104. Steve agrees to assume a debt of Thumb Grippers Company to Main Street Bank. The agreement is not in writing. To be enforceable, the promise must be for the benefit of
a. any party.
b. Thumb Grippers.
c. Steve.
d. Main Street.
$\qquad$ 105. At Parkside Bistro, Ogden believes that he was overcharged and shoves Nellie, the waiter. Nellie sues Ogden, alleging that the shove was a battery. Ogden is liable
a. if Ogden acted out of malice.
b. under no circumstances-the shove was not a battery.
c. if Parkside did not overcharge Ogden.
d. if the shove was offensive.
106. Donna makes and distributes copies of Every Good Boy Does Fine, a movie copyrighted by Great Films Corporation, without Great Films' permission. Donna may be liable for
a. fines or imprisonment only.
b. nothing.
c. damages, fines, or imprisonment.
d. damages only.
107. Ellen publishes a book titled First Place, which includes a chapter from Frank's copyrighted book Great NASCAR Drivers without his permission. Ellen's use of the chapter is actionable
a. regardless of whether consumers are confused or Ellen and Frank are competitors.
b. only if consumers are confused and Ellen and Frank are competitors.
c. only if Ellen and Frank are competitors.
d. only if consumers are confused.
$\qquad$ 108. Canada and the United States are signatories of the Berne Convention. Doug, a citizen of Canada, publishes a book first in Canada and then in the United States. Doug's copyright must be recognized by
a. all of the signatories of the Berne Convention.
b. Canada only.
c. Canada and the United States only.
d. none of the choices.
$\qquad$ 109. Kirk Custodial Service and Green Energy Company enter into an oral contract under which Kirk agrees to provide custodial service for Green's facilities for two years. This contract is enforceable by
a. Kirk.
b. any interested third party, such as a janitorial supplies provider.
c. Green.
d. none of the choices.
110. Berkie's bicycle is damaged in an accident caused by Imogene. Berkie agrees not to sue Imogene if she will pay for the damage. If she fails to pay, Berkie can bring an action for breach of contract. This is
a. an illusory promise.
b. a release.
c. an accord and satisfaction.
d. a covenant not to sue.
111. Equipment Rental Corporation and Family Farm, Inc., are parties to an oral agreement for a lease of farm equipment with payments in excess of $\$ 10,000$. They may satisfy the Statute of Frauds by
a. shaking hands on the deal.
b. repeating the terms in a phone call.
c. mutually agreeing not to commit fraud.
d. setting out the terms in a memo.
$\qquad$ 112. Mariah wins her suit against Variety Products Company. Variety's best ground for appeal is the trial court's interpretation of
a. the credibility of the evidence that Mariah presented.
b. the dealings between the parties before the suit.
c. the conduct of the witnesses during the trial.
d. the law that applied to the issues in the case.
113. SFX Paintball Games, Inc., and Truck \& Trailer Delivery Corporation sign an agreement that provides for the payment of " $\$ 1,000$ by whichever party commits a material breach of the contract that creates damages difficult to estimate but approximately $\$ 1,000$." If enforceable, this is
a. a penalty clause.
b. a mitigation of damages clause.
c. a nominal damages clause.
d. a liquidated damages clause.
114. Readymade Construction Corporation offers to buy from Set-Still Cement Company a certain quantity of cement for a certain price. Set-Still can accept the offer by
a. a material alteration of the terms within a reasonable time.
b. a promise to ship or a prompt shipment of the cement.
c. a shipment of nonconforming goods with a notice of accommodation.
d. a prompt shipment of the cement only.
$\qquad$ 115. Jen questions whether there is consideration for her contract with Isaac to exchange her catering services for his payment of a certain amount. To constitute consideration, the value of whatever is exchanged must be
a. practically sound.
b. objectively worthy.
c. legally sufficient.
d. grossly inadequate.
$\qquad$ 116. Edie is injured when she is struck by debris from an explosion at Finest Fireworks Factory. The rule that harm must be foreseeable to constitute the proximate cause of an injury under a negligence theory was established in
a. Rylands v. Fletcher.
b. Congress.
c. Palsgraf v. Long Island Railroad Co.
d. Edie v. Finest Fireworks Factory.
117. Jill and Karl contract for the sale of Jill's horse for $\$ 1,000$. Unknown to either party, the horse has died. Karl is
a. entitled to another horse of equivalent value.
b. required to pay because she assumed the risk the horse might die.
c. not required to pay due to the unilateral mistake.
d. not required to pay due to the mutual mistake.
118. Beth is injured in a car accident and sues Cash, alleging negligence. Cash claims that Beth was driving more carelessly than he was. Comparative negligence may reduce Beth's recovery
a. even if Beth was only slightly at fault.
b. only if Beth was as equally at fault as Cash.
c. only if Beth was more at fault than Cash.
d. only if Beth was less at fault than Cash.
119. Pop Culture Clothiers, Inc., sells t-shirts to Trendwell Stores, Inc., under an existing contract. When textile costs increase, Trendwell agrees to a price increase, but later wants to cancel the contract. Trendwell may
a. cancel the contract immediately.
b. cancel the contract only on reasonable notice.
c. not cancel the contract.
d. cancel the contract only after accepting a final shipment.
$\qquad$ 120. Opal files a complaint in a suit against Phil, and he files an answer. The case may now be
a. settled only during a trial.
b. dismissed or settled at this point.
c. dismissed only after a trial begins.
d. resolved only after a trial ends.
$\qquad$ 121. Crafted Countertops, Inc., and Kitchen Design Corporation enter into a contract that does not specify the payment terms. Payment may be made in
a. cash only.
b. any commercially normal or acceptable means except credit card.
c. cash or check only.
d. any commercially normal or acceptable means.
$\qquad$ 122. An Illinois state statute requires commercial vehicle drivers to "fully attend to the operation of the vehicle." Jerry, a driver for Crosstown Taxi Company, is driving and talking on his cell phone when his cab collides with Kayla's car, injuring her. Kayla's best theory for recovery against Jerry and Crosstown is
a. res ipsa loquitur.
b. negligence per se.
c. the "danger invites rescue" doctrine.
d. a Good Samaritan statutes.
$\qquad$ 123. An anonymous person posts online a defamatory message about Dewitt. Not knowing the poster's identity, Dewitt files a suit against "John Doe." Using the authority of the court, Dewitt can obtain from the poster's Internet service provider
a. an apology.
b. damages.
c. the identity of the poster.
d. none of the choices.

## Fact Pattern 9-1A

Minka uses her computer to secretly install software on hundreds of personal computers without their owners' knowledge.
124. Refer to Fact Pattern 9-1A. Minka's secretly installed software allows her to forward transmissions from her unauthorized network to even more systems. This network is
a. a botnet.
b. a bot.
c. a worm.
d. a hacker.
125. Rolf, a citizen of New Mexico, wants to file a suit against Sandy, a citizen of Texas. Their diversity of citizenship may be a basis for
a. a federal court to exercise original jurisdiction.
b. no court to exercise jurisdiction.
c. a state court to exercise appellate jurisdiction.
d. the United States Supreme Court to refuse jurisdiction.
$\qquad$ 126. Damon contracts to repair the turf on a soccer field for Carousel Sports Park. Damon knows that without the repair, Carousel will have to cancel an upcoming game. Damon does not perform as promised. As
consequential damages, Carousel can recover
a. the loss of profit from the canceled game.
b. the cost of new turf.
c. the difference between Damon's price and the actual cost of repair.
d. nothing.
127. Deleon trespasses on Capital Corporation's property. Through the use of reasonable force, Capital's security guard Brenda detains Deleon until the police arrive. Capital is most likely liable for
a. abuse of process.
b. false imprisonment.
c. trespass to personal dignity.
d. none of the choices.
$\qquad$ 128. Lindsey, an emergency medical technician, is called to an accident scene by Nicole and renders medical care to Marvin, a minor. Lindsey may recover the cost from
a. the state.
b. Marvin.
c. Nicole.
d. no one.
129. Rodeo, S.A., which is based in Spain, enters into a contract for the sale of seven hydraulic lifts to Tonnage Shipping Company, which is based in the United States. This contract is governed by
a. the provisions in the laws of both countries that are similar.
b. the Uniform Commercial Code.
c. Spanish law.
d. the United Nations Convention on Contracts for the International Sale of Goods.
130. Discount Mart, Inc., is an East Coast-based firm that does business throughout the United States. With respect to this circumstance, the UCC has been adopted by, and applies in,
a. only the states on the Mississippi, Missouri, and Ohio Rivers.
b. most of the states on the Atlantic and Pacific coasts.
c. all of the states, in whole or in part.
d. none of the states, to date.
131. Ruth, a minor, charges groceries at Sam's Mini-Mart. Two days later, Ruth disaffirms the purchase. Ruth owes Sam's
a. the retail value of the groceries.
b. the wholesale value of the groceries.
c. nothing.
d. the reasonable value of the groceries.
$\qquad$ 132. Domestic Auto Sales, Inc., promises its salaried employees a bonus at the end of the year if management thinks it is warranted. This promise is
a. unenforceable because it is not supported by consideration.
b. unenforceable because the dollar amount is missing.
c. unenforceable because the employees are paid salaries.
d. enforceable.
133. Sights Unseen, Inc., (SUI) sells scopes with distinctively designed and made lenses and mirrors to scientists. Telescopes, Etc. Corporation later begins to sell scopes with identical set-ups of lenses and mirrors, without SUI's permission, to consumers. This is most likely
a. trademark infringement.
b. copyright infringement.
c. patent infringement.
d. none of the choices.
134. Vacation Vistas, Inc., agrees to sell certain acreage to Umiko, who intends to develop a destination resort. Vacation Vistas repudiates the deal. Umiko sues Vacation Vistas and recovers damages. She can now obtain
a. an amount in a quasi-contractual recovery.
b. nothing more.
c. damages representing restitution.
d. specific performance of the deal.
$\qquad$ 135. Kay carelessly bumps into Lyle, knocking him to the ground. Kay has committed the tort of negligence
a. under any circumstances.
b. only if Lyle is not injured.
c. under no circumstances.
d. only if Lyle is injured.
$\qquad$ 136. In a suit against Evan, Floyd obtains an injunction. This is
a. a payment of money or property as compensation.
b. the cancellation of a contract.
c. an order to do or to refrain from doing a particular act.
d. an order to perform what was promised.
137. Rashad accesses Quant Company's computer system without authority to obtain protected financial data.

Under federal law, this is
a. not a crime.
b. a felony if it is committed for a commercial purpose.
c. a crime, but not a felony.
d. a felony if Quant brings a civil suit against Rashad.
138. A common ethical dilemma faced by the management of General Holdings Corporation involves the effect that its decision will have on
a. one group as opposed to another.
b. the firm's competitors.
c. the government.
d. the U.S. Chamber of Commerce.
$\qquad$ 139. Ray breaches his lease with Sunny Properties and vacates the premises six months before the end of the term.

In some states, Sunny would have to
a. make reasonable efforts to relet the premises to mitigate damages.
b. avoid reletting the premises to recover damages from Ray.
c. relet the premises to recover damages from Ray.
d. sell the premises to recover damages from Ray.
140. The Securities Exchange Commission is an administrative agency. The chief purpose of such agencies is to
a. act as liaisons between federal and state governments.
b. impose uniform laws on the states.
c. standardize laws for the executive and judicial branches.
d. perform specific government functions.
141. Indelible Fabrics, Inc. (IFI), makes "Jean's Denim," a famous brand of clothing. Without IFI's consent, Kopy Company (KC) begins to use "jeansdenim" as part of a domain name. IFI files a suit against KC and engages in service of process. Service of process must provide
a. equality and fairness in adjudication.
b. privacy between the litigants and publicity in the judgment.
c. space to fill in important information and time in which to do it.
d. notice and an opportunity to respond.
$\qquad$ 142. Rockstar Software, Inc., develops a new series of performance-related video games. The games are most likely protected by
a. trade secrets law.
b. trademark law.
c. copyright law.
d. patent law.

## Fact Pattern 19-1B

Fruits \& Vegetables, Inc., and Grover's Market enter into a contract for the delivery of locally grown produce. The parties use a standard Fruits \& Vegetables form that contains some of the terms the parties agree on but not others. Some of the produce spoils before it can be sold. Grover's refuses to pay for the spoiled goods.
143. Refer to Fact Pattern 19-1B. Fruits \& Vegetables files a suit against Grover's, claiming that the buyer assumed the risk of the spoilage of the unsold produce. The court may allow evidence of this term if it finds that the parties' contract is
a. not fully integrated.
b. fully integrated.
c. not supported by consideration.
d. a complete and final statement of their agreement.

## Fact Pattern 3-3A

Liz files a suit against Moe in a state court. The case proceeds to trial, after which the court renders a verdict.
144. Refer to Fact Pattern 3-3A. If Moe appeals to, and files a brief with, a state appellate court, Liz's attorney may file within a prescribed period of time
a. a request for a deposition.
b. an advisory interrogatory.
c. an answering brief.
d. a responding motion for judgment on the brief.
$\qquad$ 145. Joy invites Ken into her apartment. Ken commits trespass to land if he
a. refuses to leave when Joy asks him to go.
b. harms the apartment in any way.
c. enters the apartment with fraudulent intent.
d. makes disparaging remarks about Joy to others.
$\qquad$ 146. Diaz and Cuzco enter an express contract for the construction of a warehouse. Express contract terms are given, in relation to the parties' course of performance,
a. more priority.
b. the same priority.
c. no priority.
d. less priority.
$\qquad$ 147. Uri and Vicky orally agree on the sale of Uri's Nite Club to Vicky and note terms on a pair of the Club's napkins, which they both sign. A written memorandum evidencing an oral contract that would otherwise be unenforceable must contain
a. every term.
b. the essential terms.
c. the qualitative terms.
d. the preliminary terms.
$\qquad$ 148. Inferior Company, which is based on South Carolina, makes and sells products that are poorly made. Jack, who is a resident of North Carolina, buys an Inferior product and suffers an injury through its use. The diversity of citizenship between these parties means that
a. no court has jurisdiction.
b. federal courts have exclusive jurisdiction.
c. federal and state courts have concurrent jurisdiction.
d. state courts have exclusive jurisdiction.
$\qquad$ 149. To avoid liability for intentional injuries, Northwest Power Corporation includes in its contracts an exculpatory clause. This is
a. enforceable if the other parties are protected from liability.
b. enforceable if the other parties have equal bargaining power.
c. enforceable if the other parties consent to it.
d. not enforceable.
$\qquad$ 150. The case of Max v. National Credit Co. is heard in a trial court. The case of O! Boy! Ice Cream Co. v. Pickled Peppers, Inc., is heard in an appellate court. The difference between a trial and an appellate court is whether a. the subject matter of the case involves complex facts.
b. a trial is being held.
c. the court is appealing.
d. the parties question how the law applies to their dispute.
151. Inferior Company sells products that are poorly made. Jock, who has never bought an Inferior product, files a suit against Inferior, alleging that its products are defective. The firm's best ground for dismissal of the suit is that Jock does not have
a. standing.
b. sufficient minimum contacts.
c. jurisdiction.
d. certiorari.
$\qquad$ 152. Vince files a suit against Will. Vince and Will meet, and each party's attorney argues the party's case before a judge and jury. The jury presents an advisory verdict, after which the judge meets with the parties to encourage them to settle their dispute. This is
a. a summary jury trial.
b. court-ordered arbitration.
c. early neutral case evaluation.
d. a mini-trial.
$\qquad$ 153. Symphony, Inc., a U.S. jewelry designer and maker, files a suit against Kawa, Ltd., a Japanese jewelry maker, for the infringement of intellectual property rights under Japan's national laws. Under the TRIPS agreement, Symphony is entitled to receive
a. nothing.
b. the same treatment as Kawa.
c. worse treatment than Kawa.
d. better treatment than Kawa.
$\qquad$ 154. Ric designs a new computer hard drive, which he names "Sci Phi." He also writes the operating manual to be included with each final product. Ric could obtain patent protection for
a. the name only.
b. the hard drive, the name, and the operating manual.
c. the hard drive only.
d. the operating manual only.
$\qquad$ 155. Even-Flo Hydraulics enters into a contract to repair valves and fittings in Fiesta Company's plant. If Even-Flo breaches the contract, Fiesta can
a. do nothing but make a deal with a different service provider.
b. sue Even-Flo for damages.
c. do nothing but temporarily suspend operations and wait.
d. file a criminal complaint against Even-Flo.
156. Jon, a law enforcement official, monitors Kelsey's Internet activities-e-mail and Web site visits-to gain access to her personal financial data and student information. This may violate Kelsey's right to
a. substantive due process.
b. equal protection of the law.
c. privacy.
d. procedural due process.
157. Chris, a minor, signs a contract to buy alcoholic beverages for Dine \& Drink, his parents' restaurant. The contract is
a. valid but may be disaffirmed.
b. valid but may not be disaffirmed.
c. void as a matter of law.
d. void unless it is also signed by Ed, the manager of Dine \& Drink.
158. Lex reproduces Mina's copyrighted work without paying royalties. Lex is most likely excepted from liability for copyright infringement under the "fair use" doctrine if
a. Lex's use is for a commercial purpose.
b. Lex's use has no effect on the market for Mina's work.
c. Lex distributes the copies freely to the public.
d. Lex copies the entire work.
159. Crosby believes that he and Dakota agreed he would act as her personal sports trainer for seven workout sessions. In a later dispute, the existence of any contract can be judged by
a. what the parties agree they intended.
b. what the defendant claims was the parties' intent.
c. the parties' statements at the time of their alleged contract.
d. what the plaintiff claims was the parties' intent.
160. Xtreme Publications, Inc., disseminates obscene materials. This is
a. a privilege under Article IV, Section 2.
b. a crime under numerous state and federal statutes.
c. a right under the commerce clause.
d. a right under the First Amendment.

## Bus 241 - Spring 2012 -- - Final Exam <br> Answer Section

## TRUE/FALSE

1. ANS: F PTS: 1

REF: p. 131
KEY: Test Bank A TYP: +
2. ANS: F PTS: 1

KEY: Test Bank A TYP: N
3. ANS: F PTS: 1

KEY: Test Bank A TYP: =
4. ANS: F PTS: 1

KEY: Test Bank A TYP: N
5. ANS: F PTS: 1

KEY: Test Bank A TYP: =
6. ANS: F PTS: 1

KEY: Test Bank A TYP: N
7. ANS: F PTS: 1 REF. p. 94
NAT: AACSB Ethics | AICPA Critical Thinking TYP: =
8. ANS: F PTS: 1

REF: p. 248
KEY: Test Bank A TYP: =
9. ANS: F PTS: 1

KEY: Test Bank A TYP: +
10. ANS: T PTS: 1

KEY: Test Bank A TYP: =
11. ANS: F PTS: 1

KEY: Test Bank A TYP: =
12. ANS: F PTS: 1

KEY: Test Bank A TYP: =
13. ANS: T PTS: 1

KEY: Test Bank A TYP: =
14. ANS: T PTS: 1

KEY: Test Bank A TYP: +
15. ANS: T PTS: 1

NAT: AACSB Analytic | AICPA Critical Thinking
TYP: N
16. ANS: F PTS: 1

KEY: Test Bank A TYP: =
17. ANS: T PTS: 1

REF: p. 94
NAT: AACSB Analytic | AICPA Critical Thinking TYP: =
18. ANS: T PTS: 1 REF: p. 366

KEY: Test Bank B TYP: N
19. ANS: T PTS: 1 REF: p. 178

KEY: Test Bank A TYP: N

| 20. | ANS: F | PTS: |  | REF: | p. 246 | NAT: | AACSB Analytic \| | AICPA Legal |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 21. | ANS: F | PTS: |  | REF: | p. 79 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 22. | ANS: T | PTS: |  | REF: | p. 257 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 23. | ANS: T | PTS: |  | REF: | p. 334 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 24. | ANS: F | PTS: |  | REF: | p. 186 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 25. | ANS: T | PTS: |  | REF: | p. 76 |  |  |  |
|  | NAT: AACSB Analy <br> TYP: N | ytic \| AI | IC | Thinking |  | KEY: | Test Bank A |  |
| 26. | ANS: F | PTS: |  | REF: | p. 290 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 27. | ANS: T | PTS: |  | REF: | p. 139 |  |  |  |
|  | NAT: AACSB Analy TYP: N | ytic \| AI |  | Thinking |  | KEY: | Test Bank A |  |
| 28. | ANS: F | PTS: |  | REF: | p. 278 | NAT: | AACSB Reflective | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 29. | ANS: F | PTS: |  | REF: | p. 99 |  |  |  |
|  | NAT: AACSB Ethics TYP: N | $s \mid \text { AICP }$ | PA | inking |  | KEY: | Test Bank A |  |
| 30. | ANS: F | PTS: | 1 | REF: | p. 361 | NAT: | AACSB Reflective | \| AICPA Legal |
|  | KEY: Test Bank B | TYP: |  |  |  |  |  |  |
| 31. | ANS: F | PTS: |  | REF: | p. 154 | NAT: | AACSB Reflective | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 32. | ANS: F | PTS: |  | REF: | p. 358 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank B | TYP: |  |  |  |  |  |  |
| 33. | ANS: T | PTS: |  | REF: | p. 263 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 34. | ANS: T | PTS: |  | REF: | p. 237 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 35. | ANS: F | PTS: |  | REF: | p. 210 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 36. | ANS: T | PTS: |  | REF: | p. 371 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank B | TYP: |  |  |  |  |  |  |
| 37. | ANS: F | PTS: |  | REF: | p. 162 |  |  |  |
|  | NAT: AACSB Refle TYP: = | ctive \| | AIC | Thinki |  | KEY: | Test Bank A |  |
| 38. | ANS: T | PTS: |  | REF: | p. 291 | NAT: | AACSB Analytic | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 39. | ANS: F | PTS: |  | REF: | p. 214 | NAT: | AACSB Reflective | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 40. | ANS: T | PTS: |  | REF: | p. 28 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 41. | ANS: F | PTS: | 1 | REF: | p. 274 | NAT: | AACSB Reflective | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |




## MULTIPLE CHOICE




| 108. | ANS: A | PTS: |  | REF: | p. 168 | NAT: AACSB Reflective \| AICPA Legal |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 109. | ANS: D | PTS: | 1 | REF: | p. 291 | NAT: AACSB Reflective \| AICPA Legal |  |  |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 110. | ANS: D | PTS: |  | REF: | p. 249 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 111. | ANS: D | PTS: | 1 | REF: | p. 368 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank B | TYP: |  |  |  |  |  |  |
| 112. | ANS: D | PTS: | 1 | REF: | p. 38 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | $=$ |  |  |  |  |  |  |
| 113. | ANS: D | PTS: | 1 | REF: | p. 338 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | $=$ |  |  |  |  |  |  |
| 114. | ANS: B | PTS: | 1 | REF: | p. 366 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank B | TYP: | N |  |  |  |  |  |  |
| 115. | ANS: C | PTS: | 1 | REF: | p. 243 |  | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | N |  |  |  |  |  |  |
| 116. | ANS: C | PTS: | 1 | REF: | p. 140 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | $=$ |  |  |  |  |  |  |
| 117. | ANS: D | PTS: | 1 | REF: | p. 274 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | $=$ |  |  |  |  |  |  |
| 118. | ANS: A | PTS: | 1 | REF: | p. 144 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | $=$ |  |  |  |  |  |  |
| 119. | ANS: C | PTS: | 1 | REF: | p. 367 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | $=$ |  |  |  |  |  |  |
| 120. | ANS: B | PTS: | 1 | REF: | p. 56 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | $=$ |  |  |  |  |  |  |
| 121. | ANS: D | PTS: | 1 | REF: | p. 363 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank B | TYP: | + |  |  |  |  |  |  |
| 122. | ANS: B | PTS: | 1 | REF: | p. 146 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | N |  |  |  |  |  |  |
| 123. | ANS: C | PTS: | 1 | REF: | p. 129 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | N |  |  |  |  |  |  |
| 124. | ANS: A | PTS: | 1 | REF: | p. 195 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | N |  |  |  |  |  |  |
| 125. | ANS: A | PTS: |  | REF: | p. 33 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |  |
| 126. | ANS: A | PTS: | 1 | REF: | p. 336 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | + |  |  |  |  |  |  |
| 127. | ANS: D | PTS: | 1 | REF: | p. 118 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | + |  |  |  |  |  |  |
| 128. | ANS: B | PTS: | 1 | REF: | p. 257 | KEY: Test Bank A |  |  |
|  | NAT: AACSB Com | municat | tion | egal |  |  |  |  |  |  |  |
|  | TYP: N |  |  |  |  |  |  |  |  |  |  |
| 129. | ANS: D | PTS: | 1 | REF: | p. 374 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank B | TYP: | $=$ |  |  |  |  |  |  |
| 130. | ANS: C | PTS: | 1 | REF: | p. 356 | NAT: AACSB Reflective \| AICPA Legal |  |  |
|  | KEY: Test Bank B | TYP: | $=$ |  |  |  |  |  |  |  |  |



| 153. | ANS: B |  |  | REF: | p. 170 | NAT: AACSB Reflective \| AICPA Legal |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 154. | ANS: C | PTS: |  | REF: | p. 158 | NAT: AACSB Reflective \| AICPA Legal |  |  |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 155. | ANS: B | PTS: | 1 | REF: | p. 334 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 156. | ANS: C | PTS: |  | REF: | p. 89 | KEY: Test Bank A |  |  |
|  | NAT: AACSB Refl TYP: N | ctive \| | AIC | nalysis |  |  |  |  |  |  |
| 157. | ANS: C | PTS: | 1 | REF: | p. 256 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | $=$ |  |  |  |  |  |
| 158. | ANS: B | PTS: | 1 | REF: | p. 163 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank B | TYP: |  |  |  |  |  |  |
| 159. | ANS: C | PTS: | 1 | REF: | p. 207 | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | N |  |  |  |  |  |
| 160. | ANS: B | PTS: | 1 | REF: | p. 82 | NAT: | AACSB Analytic \| A | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |



A 100.
A 107. B 114. -

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\bar{\square}
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\text { A } 108 .
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\text { C } 115 .
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\begin{array}{ll}
\text { B } 102 . & \text { D } 109 .
\end{array}
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D 90 .
A 96.
B $103 . \quad \mathrm{D} 110$.
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\text { D } 117 .
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A 118.
C 92.

C 98.

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\begin{gathered}
\mathrm{D} 105 . \\
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| B 120. | A 126. | C 133. | D 140. | A 146. |
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D 121.

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\text { D } 127 .
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B 122.

C 123.
D 129.
C 136.

B 137.
C 130.

A 124.

D 131.
A 138.
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> | C 144. | A 151. |
| :--- | :--- |

A 139.
A 132.

A 145.
$\qquad$

B 158.
$\qquad$
$\qquad$ Date:

You have 120 minutes to complete this examination. The is a OPEN book exam. YOU MAY ONLY USE YOUR TEXTBOOK. All other study materials, including back packs and purses, must be placed on the floor. NO OLD EXAMS OR PRACTICE EXAMS SHOULD BE VISIBLE. FAILURE TO FOLLOW THESE DIRECTIONS MAY RESULT IN YOU RECEIVING A ZERO SCORE FOR THE FINAL

Please be sure to answer all questions on the exam. There are EIGHTEEN (18) pages and 160 questions to this exam -- 80 True False, and 80 multiple choice. Count to make sure that you have all the pages and review your exam to make sure that you do not miss answering any pages or questions of the exam.

USE A FOR TRUE AND B FOR FALSE IN THE TRUE/FALSE SECTION.
PLEASE BE SURE TO TURN IN THE EXAM WITH YOU NAME ON THE FIRST PAGE OF THE EXAM YOU WERE GIVEN. IF YOU FAIL TO PUT YOUR NAME ON A COPY OF THE EXAM, YOU MAY BE GIVEN A -0FOR THE EXAM.

ANSWERS SHOULD BE ENTERED ON THE MACHINE READABLE FORM. PLEASE BE SURE TO USE PENCIL SO THAT YOUR ANSWERS CAN BE READ BY THE GRADING MACHINE. PLEASE BE SURE TO ALSO INCLUDE YOUR STUDENT ID NUMBER ON THE ANSWER SHEET.

You should try and provide answers for all questions, as there is no penalty for a wrong answer, and it counts the same as an omitted question. A correct answer for the True/False section is worth 1 point, while a correct answer for a multiple choice question is worth 2 points. In the multiple choice section there are often two answers which may appear to potentially be correct. You must choose the response which answers the question the best.

You must use a number 2 pencil when filling out the exam. Failure to use a pencil will result in a 5 point penalty. There are two versions to this exam. You must indicate "1" in special codes for version A and "2" in special codes for version B, AND "3" for version C. Failure to provide this information on you answer sheet will result in 10 point penalty. You must put your student id number in where the answer sheet provides for "social security number" Failure to follow these directions will result in a 10 point penalty.

Any lack of clarity with regard to your answer choice may result in you not being awarded points for your answer. Good Luck.

## True/False

Indicate whether the statement is true or false.
$\qquad$ 1. The doctrine of quasi contract can be used only when there is an actual contract that covers the matter in controversy.
2. One characteristic of an abnormally dangerous activity is that it involves a low degree of risk.
$\qquad$ 3. A person who commits larceny can be sued under tort law.
4. Conversion cannot occur when a person mistakenly believes that he or she is entitled to the goods.
5. Ordinarily, "ignorance of the law is an excuse," or a valid defense to criminal liability.
6. Remedies in equity include injunctions and decrees of specific performance.
7. The taxing and spending clause of the U.S. Constitution has had a greater impact on business than any other clause in the Constitution.
$\qquad$ 8. An oral contract for a transfer of an interest in land is never enforceable.
9. If an offeror does not expressly authorize a certain mode of acceptance, then acceptance may be made by any reasonable means.
10. There are no state statutes regulating the use of spam.
11. Misrepresentation of a material fact cannot occur through words alone.
12. Most parties settle their lawsuits for damages or other remedies prior to trial.
13. An unauthorized scan of a bank account can be an invasion of privacy.
14. Specific performance is the remedy customarily used when one party has breached a contract for the sale of goods.
15. Picking pockets is not robbery.
16. Venue is the term for the subject matter of a case.
17. If a contract to do something in certain intervals over a period of less than one year is not in writing, it is not enforceable.
18. Compensatory damages compensate an injured party for damages arising directly from the loss of a bargain caused by a breach of contract.
19. The measure of damages for breach of a construction contract depends on which party breaches and when.
20. A contract must be in writing to be enforceable if performance is impossible within one year.
21. In some states, lawyers are not allowed to represent people in small claims courts.
22. If the parties to a contract attach materially different meanings to a contract term, the contract cannot be rescinded.
23. In an employment contract, a covenant not to compete can be enforceable.
24. It is possible to copyright an idea.
25. No offer may be revoked before it is accepted.
26. An artisan's lien is a defense to a charge of trespass to personal property.
27. A contract is void if one of the parties was intoxicated at the time of its formation.
28. When a statute protects a certain class of people, a member of that class cannot enforce an otherwise illegal contract.
29. Overestimating the value of an object is a mistake for which a court will normally provide relief.
30. Restricting the bonuses that are paid to executives is unethical.
31. International copyright protection is automatic-even in nations that have not signed international agreements relating to intellectual property rights.
32. A contract involving property of any kind must be in writing to be enforceable.
33. Under a finance lease, the lessee can stop performing and making lease payments if the leased equipment turns out to be defective.
34. Article 2A of the UCC does not cover subleases of goods.
35. An illusory promise is a promise that is enforceable without consideration.
36. Damages are designed to punish a breaching party and deter others from similar conduct.
37. Thinking about killing someone constitutes the crime of attempted murder.
38. Risks ordinarily assumed in business do not constitute consideration for the modification of a contract.
39. Under the UCC, an offeree can accept an offer to buy goods by a prompt promise to ship the goods.
40. To rescind a contract for fraud, a plaintiff must prove an injury.
41. The Constitution expressly excludes state regulation of commerce.
42. An ordinary person standard determines whether allegedly negligent conduct resulted in a breach of a duty of care.
43. A contract that by its own terms cannot be performed within a year must be in writing to be enforceable.
44. Business ethics focuses on ethical behavior in the business world.
45. Causation in fact can be determined by use of the but for test.
46. The UETA does not apply to a transaction unless the parties agreed to conduct the transaction electronically.
47. Corporations can be perceived as owing ethical duties to groups other than their shareholders.
48. If a contractual promise is not fulfilled, the person who made it may be required to perform the promised act.
49. Under the UCC, the meaning of any agreement must be interpreted in light of commercial practices.
50. A statement of opinion is generally subject to a claim of fraud.
51. An offeror must have a serious intention to become bound by the offer.
52. Business ethics is consistent only with short-run profit maximization.
53. The courts can decide whether the other branches of government have acted within the scope of their constitutional authority.
54. An agreement is evidenced by a single event: an offer.
55. For consideration to have "legally sufficient value," it must consist of goods or money.
56. A contract in which goods and services are combined never falls within the scope of UCC Article 2 .
57. The United States Supreme Court has original jurisdiction in rare instances.
58. A party's oral agreement to pay another's debt is never enforceable.
59. A promise to do what one already has a legal duty to do is legally sufficient consideration.
60. Proximate cause exists when injuries sustained were too remotely connected to an incident to trigger liability.
61. A contract to do something that is prohibited by statutory law is void.
62. The First Amendment does not protect corporate political speech.
63. Ordinarily, the remedy for a seller's breach of a contract for a sale of real estate is damages.
64. An expert's false statement to a naive buyer about a technical detail will not usually entitle the buyer to rescind a contract.
65. A federal case typically originates in a state court.
66. Congress can regulate all commerce in the United States.
67. A motion for summary judgment may be made before, during, or after a trial.
68. Under the UCC, a sale is the passing of title from a seller to a buyer for a price payable in cash only.
69. Under the theory of negligence, the duty of care requires an intentional act.
70. An offeree's power of acceptance is terminated when the offeror dies unless the offer is irrevocable.
71. Changing a trademark is forgery.
72. Whether a contract with an unlicensed professional is enforceable depends on the purpose of the statute that requires the license.
73. The purpose of the doctrine of election of remedies is to permit double recovery.
74. An arbitrary use of ordinary words may not be trademarked.
75. A justiciable controversy is a case in which the court's decision-the "justice" that will be served—will be controversial.
76. Reliance on a non-expert's statement of opinion will not normally entitle a party to relief.
77. An oral contract that must be in writing to be enforceable is not enforceable even if the parties admit to its existence in court.
78. The minimal acceptable standard for ethical behavior is compliance with the law.
79. Parents are required by law to provide necessaries for their minor children.
80. Disparagement of property is another term for appropriation.

## Multiple Choice

Identify the choice that best completes the statement or answers the question.
81. Inferior Company, which is based on South Carolina, makes and sells products that are poorly made. Jack, who is a resident of North Carolina, buys an Inferior product and suffers an injury through its use. The diversity of citizenship between these parties means that
a. no court has jurisdiction.
b. federal courts have exclusive jurisdiction.
c. federal and state courts have concurrent jurisdiction.
d. state courts have exclusive jurisdiction.
82. Canada and the United States are signatories of the Berne Convention. Doug, a citizen of Canada, publishes a book first in Canada and then in the United States. Doug's copyright must be recognized by
a. all of the signatories of the Berne Convention.
b. Canada only.
c. Canada and the United States only.
d. none of the choices.
83. Enterprising Markets Coalition (EMC), a political lobbying group, wants a certain policy enacted into law. If EMC's policy conflicts with the U.S. Constitution, a law embodying it can be imposed by
a. a state legislature.
b. Congress.
c. a federal court.
d. none of the choices.
84. In a suit against Evan, Floyd obtains an injunction. This is
a. an order to perform what was promised.
b. a payment of money or property as compensation.
c. an order to do or to refrain from doing a particular act.
d. the cancellation of a contract.
85. Ric designs a new computer hard drive, which he names "Sci Phi." He also writes the operating manual to be included with each final product. Ric could obtain patent protection for
a. the name only.
b. the operating manual only.
c. the hard drive, the name, and the operating manual.
d. the hard drive only.
86. Kay carelessly bumps into Lyle, knocking him to the ground. Kay has committed the tort of negligence
a. only if Lyle is injured.
b. under any circumstances.
c. only if Lyle is not injured.
d. under no circumstances.
87. Lindsey, an emergency medical technician, is called to an accident scene by Nicole and renders medical care to Marvin, a minor. Lindsey may recover the cost from
a. no one.
b. the state.
c. Marvin.
d. Nicole.
88. Donna makes and distributes copies of Every Good Boy Does Fine, a movie copyrighted by Great Films Corporation, without Great Films' permission. Donna may be liable for
a. damages, fines, or imprisonment.
b. nothing.
c. damages only.
d. fines or imprisonment only.
89. Development Associates (DA) agrees to buy five acres of land from Eastside Properties for $\$ 15,000$. Eastside fails to go through with the deal on the agreed date, when the market price of the land is $\$ 17,000$. DA may recover
a. $\$ 15,000$.
b. $\$ 2,000$.
c. $\$ 17,000$.
d. $\$ 0$.

Fact Pattern 2-1A
Java Cafes, Inc., and Kaffe Import Corporation dispute a term in their contract.
90. Refer to Fact Pattern 2-1A. Resolving the dispute between Java and Kaffe by having a neutral third party render a binding decision is one of the advantages of
a. arbitration.
b. conciliation.
c. mediation.
d. intervention.
91. Refer to Fact Pattern 2-1A. If Java and Kaffe have a long-standing business relationship that they would like to continue, a preferred method of settling their dispute may be mediation because
a. the resolution of the dispute will be decided an expert.
b. the dispute will eventually go to trial.
c. the process is not adversarial.
d. the case will be heard by a mini-jury.
92. The case of Max v. National Credit Co. is heard in a trial court. The case of O! Boy! Ice Cream Co. v. Pickled Peppers, Inc., is heard in an appellate court. The difference between a trial and an appellate court is whether
a. the court is appealing.
b. a trial is being held.
c. the subject matter of the case involves complex facts.
d. the parties question how the law applies to their dispute.
93. Opal files a complaint in a suit against Phil, and he files an answer. The case may now be
a. settled only during a trial.
b. dismissed or settled at this point.
c. dismissed only after a trial begins.
d. resolved only after a trial ends.
94. GR*Tech Company agrees to sell computer equipment to Home Office Stores, Inc., to market to its customers. Normally, their contract would not be enforceable unless it includes
a. the price of the goods.
b. the quantity of the goods.
c. the duration of the deal.
d. the shipping arrangements.
95. SFX Paintball Games, Inc., and Truck \& Trailer Delivery Corporation sign an agreement that provides for the payment of " $\$ 1,000$ by whichever party commits a material breach of the contract that creates damages difficult to estimate but approximately $\$ 1,000$." If enforceable, this is
a. a mitigation of damages clause.
b. a liquidated damages clause.
c. a nominal damages clause.
d. a penalty clause.
96. Rodeo, S.A., which is based in Spain, enters into a contract for the sale of seven hydraulic lifts to Tonnage Shipping Company, which is based in the United States. This contract is governed by
a. the Uniform Commercial Code.
b. Spanish law.
c. the United Nations Convention on Contracts for the International Sale of Goods.
d. the provisions in the laws of both countries that are similar.
97. Damon contracts to repair the turf on a soccer field for Carousel Sports Park. Damon knows that without the repair, Carousel will have to cancel an upcoming game. Damon does not perform as promised. As consequential damages, Carousel can recover
a. the cost of new turf.
b. nothing.
c. the loss of profit from the canceled game.
d. the difference between Damon's price and the actual cost of repair.

## Fact Pattern 19-1B

Fruits \& Vegetables, Inc., and Grover's Market enter into a contract for the delivery of locally grown produce. The parties use a standard Fruits \& Vegetables form that contains some of the terms the parties agree on but not others. Some of the produce spoils before it can be sold. Grover's refuses to pay for the spoiled goods.
98. Refer to Fact Pattern 19-1B. Fruits \& Vegetables files a suit against Grover's, claiming that the buyer assumed the risk of the spoilage of the unsold produce. The court may allow evidence of this term if it finds that the parties' contract is
a. fully integrated.
b. not supported by consideration.
c. not fully integrated.
d. a complete and final statement of their agreement.
99. Vacation Vistas, Inc., agrees to sell certain acreage to Umiko, who intends to develop a destination resort. Vacation Vistas repudiates the deal. Umiko sues Vacation Vistas and recovers damages. She can now obtain
a. nothing more.
b. an amount in a quasi-contractual recovery.
c. specific performance of the deal.
d. damages representing restitution.
100. Via the Internet, Rocky sabotages the computer system of Quik Chik'n Company, a food manufacturer, with the purpose of altering the levels of ingredients of the company's products so that consumers of the food become ill. Rocky is
a. a cyberterrorist.
b. a virus.
c. a worm.
d. a botnet.
$\qquad$ 101. Freida and Gail enter into a bilateral contract, which is created when Freida gives a promise in exchange for Gail's
a. payment of money only.
b. prudent awareness only.
c. promise only.
d. performance of a particular act only.
$\qquad$ 102. Berkie's bicycle is damaged in an accident caused by Imogene. Berkie agrees not to sue Imogene if she will pay for the damage. If she fails to pay, Berkie can bring an action for breach of contract. This is
a. a release.
b. an illusory promise.
c. a covenant not to sue.
d. an accord and satisfaction.
$\qquad$ 103. Sights Unseen, Inc., (SUI) sells scopes with distinctively designed and made lenses and mirrors to scientists. Telescopes, Etc. Corporation later begins to sell scopes with identical set-ups of lenses and mirrors, without SUI's permission, to consumers. This is most likely
a. trademark infringement.
b. copyright infringement.
c. patent infringement.
d. none of the choices.
$\qquad$ 104. Symphony, Inc., a U.S. jewelry designer and maker, files a suit against Kawa, Ltd., a Japanese jewelry maker, for the infringement of intellectual property rights under Japan's national laws. Under the TRIPS agreement, Symphony is entitled to receive
a. better treatment than Kawa.
b. the same treatment as Kawa.
c. worse treatment than Kawa.
d. nothing.
$\qquad$ 105. Vince files a suit against Will. Vince and Will meet, and each party's attorney argues the party's case before a judge and jury. The jury presents an advisory verdict, after which the judge meets with the parties to encourage them to settle their dispute. This is
a. a summary jury trial.
b. court-ordered arbitration.
c. early neutral case evaluation.
d. a mini-trial.
$\qquad$ 106. Rolf, a citizen of New Mexico, wants to file a suit against Sandy, a citizen of Texas. Their diversity of citizenship may be a basis for
a. a state court to exercise appellate jurisdiction.
b. a federal court to exercise original jurisdiction.
c. no court to exercise jurisdiction.
d. the United States Supreme Court to refuse jurisdiction.
107. Fidelio Corporation enters into a contract with Equi Insurance, Inc., to obtain health insurance for Fidelio employees. Equi breaches the contract. If Fidelio is awarded compensatory damages, the purpose would be to
a. provide Fidelio with funds for a foreseeable loss beyond the contract.
b. establish, as a matter of principle, that Equi acted wrongfully.
c. provide Fidelio with funds for its loss of the bargain.
d. punish Equi and set an example to deter others from similar acts.
$\qquad$ 108. Jill and Karl contract for the sale of Jill's horse for $\$ 1,000$. Unknown to either party, the horse has died. Karl is
a. entitled to another horse of equivalent value.
b. not required to pay due to the mutual mistake.
c. required to pay because she assumed the risk the horse might die.
d. not required to pay due to the unilateral mistake.

## Fact Pattern 3-3A

Liz files a suit against Moe in a state court. The case proceeds to trial, after which the court renders a verdict.
$\qquad$ 109. Refer to Fact Pattern 3-3A. If Moe appeals to, and files a brief with, a state appellate court, Liz's attorney may file within a prescribed period of time
a. a request for a deposition.
b. an answering brief.
c. a responding motion for judgment on the brief.
d. an advisory interrogatory.
$\qquad$ 110. Kirk Custodial Service and Green Energy Company enter into an oral contract under which Kirk agrees to provide custodial service for Green's facilities for two years. This contract is enforceable by
a. Green.
b. Kirk.
c. any interested third party, such as a janitorial supplies provider.
d. none of the choices.
111. Discount Mart, Inc., is an East Coast-based firm that does business throughout the United States. With respect to this circumstance, the UCC has been adopted by, and applies in,
a. most of the states on the Atlantic and Pacific coasts.
b. all of the states, in whole or in part.
c. only the states on the Mississippi, Missouri, and Ohio Rivers.
d. none of the states, to date.
112. Inferior Company sells products that are poorly made. Jock, who has never bought an Inferior product, files a suit against Inferior, alleging that its products are defective. The firm's best ground for dismissal of the suit is that Jock does not have
a. sufficient minimum contacts.
b. standing.
c. jurisdiction.
d. certiorari.
113. Readymade Construction Corporation offers to buy from Set-Still Cement Company a certain quantity of cement for a certain price. Set-Still can accept the offer by
a. a prompt shipment of the cement only.
b. a shipment of nonconforming goods with a notice of accommodation.
c. a material alteration of the terms within a reasonable time.
d. a promise to ship or a prompt shipment of the cement.
114. Lex reproduces Mina's copyrighted work without paying royalties. Lex is most likely excepted from liability for copyright infringement under the "fair use" doctrine if
a. Lex's use has no effect on the market for Mina's work.
b. Lex's use is for a commercial purpose.
c. Lex distributes the copies freely to the public.
d. Lex copies the entire work.
115. Ellen publishes a book titled First Place, which includes a chapter from Frank's copyrighted book Great NASCAR Drivers without his permission. Ellen's use of the chapter is actionable
a. regardless of whether consumers are confused or Ellen and Frank are competitors.
b. only if consumers are confused.
c. only if consumers are confused and Ellen and Frank are competitors.
d. only if Ellen and Frank are competitors.
$\qquad$ 116. Equipment Rental Corporation and Family Farm, Inc., are parties to an oral agreement for a lease of farm equipment with payments in excess of $\$ 10,000$. They may satisfy the Statute of Frauds by
a. shaking hands on the deal.
b. setting out the terms in a memo.
c. mutually agreeing not to commit fraud.
d. repeating the terms in a phone call.
$\qquad$ 117. Pop Culture Clothiers, Inc., sells t-shirts to Trendwell Stores, Inc., under an existing contract. When textile costs increase, Trendwell agrees to a price increase, but later wants to cancel the contract. Trendwell may
a. not cancel the contract.
b. cancel the contract only on reasonable notice.
c. cancel the contract immediately.
d. cancel the contract only after accepting a final shipment.
118. Joy invites Ken into her apartment. Ken commits trespass to land if he
a. refuses to leave when Joy asks him to go.
b. makes disparaging remarks about Joy to others.
c. enters the apartment with fraudulent intent.
d. harms the apartment in any way.

## Fact Pattern 14-1A

Linea, an employee of Hard Labor Industries (HLI), is injured in a work-related accident. Based on the diagnosis of Newt, a doctor, Linea accepts $\$ 50,000$ from HLI and waives the right to future claims. Newt's diagnosis later proves to have been wrong.
119. Refer to Fact Pattern 14-1A. In terms of the impact on Linea's agreement with HLI, Newt's misdiagnosis is
a. negligent misrepresentation.
b. innocent misrepresentation.
c. an expert's puffery.
d. a mistake of fact.
___ 120. Refer to Fact Pattern 14-1A. Most likely, Linea may
a. obtain damages from Newt.
b. set aside the settlement with HLI.
c. obtain damages from HLI.
d. recover nothing.
$\qquad$ 121. Phil agrees to work for Vacation Resorts, Inc., as a chef. In determining whether a contract has been formed, an element of prime importance is
a. Vacation Resorts's facilities.
b. the parties' intent.
c. the duration of the work.
d. Phil's rate of pay.
$\qquad$ 122. Diaz and Cuzco enter an express contract for the construction of a warehouse. Express contract terms are given, in relation to the parties' course of performance,
a. no priority.
b. less priority.
c. more priority.
d. the same priority.
$\qquad$ 123. Phil enters into a contract with Quality Resorts, Inc., to work as a chef. Under the plain meaning rule, the meaning of this contract must be determined by reference to
a. any available evidence.
b. any relevant extrinsic evidence.
c. the face of the instrument.
d. the later testimony of the parties.
$\qquad$ 124. Ray breaches his lease with Sunny Properties and vacates the premises six months before the end of the term.

In some states, Sunny would have to
a. avoid reletting the premises to recover damages from Ray.
b. sell the premises to recover damages from Ray.
c. relet the premises to recover damages from Ray.
d. make reasonable efforts to relet the premises to mitigate damages.
$\qquad$ 125. Rashad accesses Quant Company's computer system without authority to obtain protected financial data.

Under federal law, this is
a. a felony if Quant brings a civil suit against Rashad.
b. not a crime.
c. a crime, but not a felony.
d. a felony if it is committed for a commercial purpose.
$\qquad$ 126. The Securities Exchange Commission is an administrative agency. The chief purpose of such agencies is to
a. perform specific government functions.
b. standardize laws for the executive and judicial branches.
c. impose uniform laws on the states.
d. act as liaisons between federal and state governments.
$\qquad$ 127. Chris, a minor, signs a contract to buy alcoholic beverages for Dine \& Drink, his parents' restaurant. The contract is
a. valid but may be disaffirmed.
b. valid but may not be disaffirmed.
c. void unless it is also signed by Ed, the manager of Dine \& Drink.
d. void as a matter of law.
$\qquad$ 128. Pablo and Melia enter into an oral contract for Pablo's sale to Melia of a laptop computer for $\$ 400$. Assuming the terms can be proved, the contract is enforceable by
a. the manufacturer of the laptop.
b. the seller or the buyer.
c. any third party who overheard the parties making the agreement.
d. none of the choices.
$\qquad$ 129. Crafted Countertops, Inc., and Kitchen Design Corporation enter into a contract that does not specify the payment terms. Payment may be made in
a. cash only.
b. cash or check only.
c. any commercially normal or acceptable means.
d. any commercially normal or acceptable means except credit card.
$\qquad$ 130. Uri and Vicky orally agree on the sale of Uri's Nite Club to Vicky and note terms on a pair of the Club's napkins, which they both sign. A written memorandum evidencing an oral contract that would otherwise be unenforceable must contain
a. the preliminary terms.
b. the qualitative terms.
c. the essential terms.
d. every term.
$\qquad$ 131. Karif orally agrees to buy a unique collection of sports memorabilia for $\$ 1,000$ from Jane and sends her $\$ 250$ as a down payment. When Karif sends her the rest of the price, Jane refuses to ship the collection. Karif should seek
a. specific performance.
b. reformation.
c. rescission.
d. damages.
132. Flo tells Gregor that she will buy his textbook from last semester for $\$ 65$. Gregor agrees. Flo and Gregor have a. a quasi contract.
b. an executed contract.
c. an express contract.
d. an implied contract.
133. A common ethical dilemma faced by the management of General Holdings Corporation involves the effect that its decision will have on
a. the government.
b. the U.S. Chamber of Commerce.
c. the firm's competitors.
d. one group as opposed to another.
$\qquad$ 134. Garland publishes a book titled Half Pipe, Full Throttle, which includes a chapter from Ian's copyrighted book Snowboarder. Garland's use of the chapter is actionable provided
a. Garland does not have Ian's permission.
b. Garland's use reproduces Ian's chapter exactly.
c. consumers are confused.
d. Garland's use is intentional.
$\qquad$ 135. Beachside City enacts an ordinance that bans the distribution of all printed materials on city streets. Carl opposes the city's latest "revenue-enhancing" measure and wants to protest by distributing handbills. In his suit against the city, a court would likely hold the printed-materials ban to be
a. unconstitutional under the First Amendment.
b. unconstitutional under the commerce clause.
c. constitutional under the First Amendment.
d. not subject to the U.S. Constitution.
136. An Illinois state statute requires commercial vehicle drivers to "fully attend to the operation of the vehicle." Jerry, a driver for Crosstown Taxi Company, is driving and talking on his cell phone when his cab collides with Kayla's car, injuring her. Kayla's best theory for recovery against Jerry and Crosstown is
a. negligence per se.
b. res ipsa loquitur.
c. the "danger invites rescue" doctrine.
d. a Good Samaritan statutes.
$\qquad$ 137. Liu files a suit against Macro Sales, Inc., in a New Jersey state court based on a Web site through which New Jersey residents can do business with Macro. The court will most likely exercise jurisdiction over Macro if the interactivity of the site is seen as
a. "uploading" to the state.
b. a "substantial enough" connection with the state.
c. not connected with the state.
d. "downloading" from the state.
$\qquad$ 138. Domestic Auto Sales, Inc., promises its salaried employees a bonus at the end of the year if management thinks it is warranted. This promise is
a. unenforceable because it is not supported by consideration.
b. enforceable.
c. unenforceable because the dollar amount is missing.
d. unenforceable because the employees are paid salaries.
139. In a suit against Vladimir over the performance of a contract, Wyler obtains rescission. This is
a. an order to do or to refrain from doing a particular act.
b. a payment of money or property as compensation.
c. the cancellation of a contract.
d. an order to perform what was promised.
140. At Parkside Bistro, Ogden believes that he was overcharged and shoves Nellie, the waiter. Nellie sues Ogden, alleging that the shove was a battery. Ogden is liable
a. if Ogden acted out of malice.
b. if the shove was offensive.
c. under no circumstances - the shove was not a battery.
d. if Parkside did not overcharge Ogden.
141. Jen questions whether there is consideration for her contract with Isaac to exchange her catering services for his payment of a certain amount. To constitute consideration, the value of whatever is exchanged must be
a. legally sufficient.
b. objectively worthy.
c. practically sound.
d. grossly inadequate.
$\qquad$ 142. Tom's Timber Outlet and Olivia, a consumer, enter into a contract for a sale of plywood. If the contract includes a clause that is perceived as grossly unfair to Olivia, its enforcement may be challenged under
a. the predominant-factor test.
b. the principle of fair trade.
c. the mirror image rule.
d. the doctrine of unconscionability.
$\qquad$ 143. Steve agrees to assume a debt of Thumb Grippers Company to Main Street Bank. The agreement is not in writing. To be enforceable, the promise must be for the benefit of
a. any party.
b. Main Street.
c. Steve.
d. Thumb Grippers.
$\qquad$ 144. Ruth, a minor, charges groceries at Sam's Mini-Mart. Two days later, Ruth disaffirms the purchase. Ruth owes Sam's
a. the retail value of the groceries.
b. the reasonable value of the groceries.
c. nothing.
d. the wholesale value of the groceries.

## Fact Pattern 9-1A

Minka uses her computer to secretly install software on hundreds of personal computers without their owners' knowledge.
$\qquad$ 145. Refer to Fact Pattern 9-1A. Minka's secretly installed software allows her to forward transmissions from her unauthorized network to even more systems. This network is
a. a botnet.
b. a hacker.
c. a worm.
d. a bot.
146. An anonymous person posts online a defamatory message about Dewitt. Not knowing the poster's identity, Dewitt files a suit against "John Doe." Using the authority of the court, Dewitt can obtain from the poster's Internet service provider
a. the identity of the poster.
b. an apology.
c. damages.
d. none of the choices.
147. Even-Flo Hydraulics enters into a contract to repair valves and fittings in Fiesta Company's plant. If Even-Flo breaches the contract, Fiesta can
a. do nothing but temporarily suspend operations and wait.
b. file a criminal complaint against Even-Flo.
c. do nothing but make a deal with a different service provider.
d. sue Even-Flo for damages.
148. Beth is injured in a car accident and sues Cash, alleging negligence. Cash claims that Beth was driving more carelessly than he was. Comparative negligence may reduce Beth's recovery
a. only if Beth was as equally at fault as Cash.
b. only if Beth was less at fault than Cash.
c. only if Beth was more at fault than Cash.
d. even if Beth was only slightly at fault.
149. Rockstar Software, Inc., develops a new series of performance-related video games. The games are most likely protected by
a. trademark law.
b. copyright law.
c. patent law.
d. trade secrets law.
$\qquad$ 150. Indelible Fabrics, Inc. (IFI), makes "Jean's Denim," a famous brand of clothing. Without IFI's consent, Kopy Company (KC) begins to use "jeansdenim" as part of a domain name. IFI files a suit against KC and engages in service of process. Service of process must provide
a. space to fill in important information and time in which to do it.
b. equality and fairness in adjudication.
c. notice and an opportunity to respond.
d. privacy between the litigants and publicity in the judgment.
$\qquad$ 151. To avoid liability for intentional injuries, Northwest Power Corporation includes in its contracts an exculpatory clause. This is
a. enforceable if the other parties consent to it.
b. enforceable if the other parties have equal bargaining power.
c. not enforceable.
d. enforceable if the other parties are protected from liability.
$\qquad$ 152. Jon, a law enforcement official, monitors Kelsey's Internet activities-e-mail and Web site visits-to gain access to her personal financial data and student information. This may violate Kelsey's right to
a. procedural due process.
b. privacy.
c. equal protection of the law.
d. substantive due process.
153. Crosby believes that he and Dakota agreed he would act as her personal sports trainer for seven workout sessions. In a later dispute, the existence of any contract can be judged by
a. the parties' statements at the time of their alleged contract.
b. what the defendant claims was the parties' intent.
c. what the parties agree they intended.
d. what the plaintiff claims was the parties' intent.
154. Mariah wins her suit against Variety Products Company. Variety's best ground for appeal is the trial court's interpretation of
a. the law that applied to the issues in the case.
b. the credibility of the evidence that Mariah presented.
c. the dealings between the parties before the suit.
d. the conduct of the witnesses during the trial.
$\qquad$ 155. Edie is injured when she is struck by debris from an explosion at Finest Fireworks Factory. The rule that harm must be foreseeable to constitute the proximate cause of an injury under a negligence theory was established in
a. Rylands v. Fletcher.
b. Edie v. Finest Fireworks Factory.
c. Palsgraf v. Long Island Railroad Co.
d. Congress.
156. Lester and Myrtle want to rescind their contract under which Lester sold an MP3 player for $\$ 40$. To rescind the contract
a. Myrtle must return the player only.
b. Lester must return the $\$ 40$ and Myrtle must return the player.
c. the parties can keep the "benefits" of their bargain.
d. Lester must return the $\$ 40$ only.
$\qquad$ 157. Xtreme Publications, Inc., disseminates obscene materials. This is
a. a right under the commerce clause.
b. a right under the First Amendment.
c. a crime under numerous state and federal statutes.
d. a privilege under Article IV, Section 2.
$\qquad$ 158. John sees that Kris is about to step into the path of an oncoming bus. If John does not warn Kris of the danger, John is liable
a. under no circumstances.
b. regardless of the consequences to Kris.
c. only if Kris is injured.
d. only if Kris is not injured.
$\qquad$ 159. Deleon trespasses on Capital Corporation's property. Through the use of reasonable force, Capital's security guard Brenda detains Deleon until the police arrive. Capital is most likely liable for
a. false imprisonment.
b. trespass to personal dignity.
c. abuse of process.
d. none of the choices.
160. Bilt-Well Construction Corporation makes a side payment to a government official in Nigeria to obtain a contract. In the United States, this is
a. illegal but not unethical.
b. unethical but not illegal.
c. illegal and unethical.
d. legal and ethical.

## Bus 241 - Spring 2012 -- - Final Exam Answer Section

## TRUE/FALSE

1. ANS: F PTS: 1

KEY: Test Bank A TYP: =
2. ANS: F PTS: 1

KEY: Test Bank A TYP: =
3. ANS: T PTS: 1 KEY: Test Bank A TYP: N
4. ANS: F PTS: 1 KEY: Test Bank A TYP: +
5. ANS: F PTS: 1

KEY: Test Bank A TYP: N
6. ANS: T PTS: 1

KEY: Test Bank A TYP: =
7. ANS: F PTS: 1

KEY: Test Bank A TYP: =
8. ANS: F PTS: 1 KEY: Test Bank A TYP: =
9. ANS: T PTS: 1 KEY: Test Bank A TYP: N
10. ANS: F PTS: 1

KEY: Test Bank A TYP: +
11. ANS: F PTS: 1

KEY: Test Bank A TYP: =
12. ANS: T PTS: 1

KEY: Test Bank A TYP: N
13. ANS: T PTS: 1

KEY: Test Bank A TYP: +
14. ANS: F PTS: 1

KEY: Test Bank A TYP: =
15. ANS: T PTS: 1 KEY: Test Bank A TYP: N
16. ANS: F PTS: 1

KEY: Test Bank A TYP: =
17. ANS: F PTS: 1

KEY: Test Bank A TYP: =
18. ANS: T PTS: 1 KEY: Test Bank A TYP: N
19. ANS: T PTS: 1 KEY: Test Bank A TYP: =
20. ANS: T PTS: 1 KEY: Test Bank A TYP: =

REF: p. 214

REF: p. 147
REF: p. 178

REF: p. 127

REF: p. 186
REF: p. 7
REF: p. 79

REF: p. 290
REF: p. 233
REF: p. 131

REF: p. 278

REF: p. 334
REF: p. 122
REF: p. 340

REF: p. 178

REF: p. 34
REF: p. 291

REF: p. 334
REF: p. 335
REF: p. 291

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NAT: AACSB Reflective | AICPA Legal
NAT: AACSB Analytic | AICPA Legal
21. ANS: T PTS: 1 REF: p. 38

NAT: AACSB Analytic | AICPA Critical Thinking TYP: N
22. ANS: F PTS: 1 REF: p. 274 KEY: Test Bank A TYP: =
23. ANS: T PTS: 1 REF: p. 263 KEY: Test Bank A TYP: N
24. ANS: F PTS: 1 NAT: AACSB Reflective | AICPA Critical Thinking TYP: =
25. ANS: F PTS: 1 REF: p. 210

KEY: Test Bank A TYP: =
26. ANS: T PTS: 1

KEY: Test Bank A TYP: =
27. ANS: F PTS: 1

KEY: Test Bank A TYP: N
28. ANS: F PTS: 1

KEY: Test Bank A TYP: =
29. ANS: F PTS: 1

KEY: Test Bank A TYP: =
30. ANS: F PTS: 1

NAT: AACSB Ethics | AICPA Critical Thinking TYP: N
31. ANS: F

PTS: 1
32. ANS: F PTS: 1

KEY: Test Bank A TYP: =
33. ANS: F PTS: 1

KEY: Test Bank B TYP: N
34. ANS: F PTS: 1

KEY: Test Bank B TYP: +
35. ANS: F PTS: 1

KEY: Test Bank A TYP: =
36. ANS: F PTS: 1

KEY: Test Bank A TYP: =
37. ANS: F PTS: 1

KEY: Test Bank A TYP: N
38. ANS: T PTS: 1

KEY: Test Bank A TYP: N
39. ANS: T PTS: 1

KEY: Test Bank B TYP: N
40. ANS: F PTS: 1

KEY: Test Bank A TYP: =
41. ANS: F PTS: 1

KEY: Test Bank A TYP: =
42. ANS: F PTS: 1

KEY: Test Bank A TYP: =

KEY: Test Bank A
NAT: AACSB Reflective | AICPA Legal
NAT: AACSB Reflective | AICPA Legal

KEY: Test Bank A
NAT: AACSB Analytic | AICPA Legal
NAT: AACSB Reflective | AICPA Legal
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KEY: Test Bank A
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$\begin{array}{llll}\text { 43. ANS: T } & \text { PTS: } 1 & \text { REF: } & \text { p. } 291 \\ \text { KEY: Test Bank A } & \text { TYP: }= & & \\ \text { 44. ANS: T } & \text { PTS: } 1 & \text { REF: } .93\end{array}$
NAT: AACSB Ethics | AICPA Risk Analysis TYP: =
45. ANS: T

PTS: 1
REF: p. 139
NAT: AACSB Analytic | AICPA Critical Thinking TYP: N
46. ANS: T PTS: 1 REF: p. 237

KEY: Test Bank A TYP: N
47. ANS: T PTS: 1 REF: p. 94

NAT: AACSB Ethics | AICPA Critical Thinking
TYP: =
48. ANS: T PTS: 1 REF: p. 207

NAT: AACSB Analytic | AICPA Critical Thinking
TYP: N
49. ANS: T

REF: p. 371
KEY: Test Bank B TYP: N
50. ANS: F PTS: 1 REF: p. 277

KEY: Test Bank A TYP: =
51. ANS: T PTS: 1 REF: p. 222

KEY: Test Bank A TYP: N
52. ANS: F PTS: 1

REF: p. 94
NAT: AACSB Ethics | AICPA Critical Thinking TYP: =
53. ANS: T PTS: 1

REF: p. 28
KEY: Test Bank A TYP: =
54. ANS: F PTS: 1 REF: p. 222

KEY: Test Bank A TYP: N
55. ANS: F PTS: 1

KEY: Test Bank A TYP: =
56. ANS: F PTS: 1

KEY: Test Bank B TYP: N
57. ANS: T PTS: 1

KEY: Test Bank A TYP: N
58. ANS: F PTS: 1

KEY: Test Bank A TYP: =
59. ANS: F PTS: 1

KEY: Test Bank A TYP: =
60. ANS: F PTS: 1

KEY: Test Bank A TYP: N
61. ANS: T PTS: 1

KEY: Test Bank A TYP: N
62. ANS: F PTS: 1

NAT: AACSB Reflective | AICPA Critical Thinking TYP: +
63. ANS: F PTS: 1

KEY: Test Bank A TYP: +

NAT: AACSB Analytic | AICPA Legal

KEY: Test Bank A

KEY: Test Bank A
NAT: AACSB Analytic | AICPA Legal

KEY: Test Bank A

KEY: Test Bank A
NAT: AACSB Analytic | AICPA Legal
NAT: AACSB Analytic | AICPA Legal
NAT: AACSB Analytic | AICPA Legal

KEY: Test Bank A
NAT: AACSB Analytic | AICPA Legal
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NAT: AACSB Analytic | AICPA Legal
NAT: AACSB Analytic | AICPA Legal

KEY: Test Bank A
NAT: AACSB Reflective | AICPA Legal

| 64. | ANS: F |  |  | REF: | p. 278 | NAT: | AACSB Reflective | \| AICPA Legal |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 65. | ANS: F |  |  | REF: | p. 39 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 66. | ANS: T | PTS: |  | REF: | p. 76 |  |  |  |
|  | NAT: AACSB Anal TYP: N | ytic \| A | İ | Thinking |  | KEY: | Test Bank A |  |
| 67. | ANS: F | PTS: | 1 | REF: | p. 57 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 68. | ANS: F |  |  | REF: | p. 358 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank B | TYP: |  |  |  |  |  |  |
| 69. | ANS: F | PTS: |  | REF: | p. 136 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 70. | ANS: T | PTS: |  | REF: | p. 231 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 71. | ANS: T | PTS: |  | REF: | p. 179 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 72. | ANS: T |  | 1 | REF: | p. 263 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 73. | ANS: F | PTS: | 1 | REF: | p. 343 | NAT: | AACSB Reflective | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 74. | ANS: F | PTS: | 1 | REF: | p. 154 | NAT: | AACSB Reflective | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 75. | ANS: F | PTS: | 1 | REF: | p. 35 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 76. | ANS: T | PTS: |  | REF: | p. 277 | NAT: | AACSB Reflective | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 77. | ANS: F | PTS: |  | REF: | p. 295 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 78. | ANS: T | PTS: |  | REF: | p. 94 |  |  |  |
|  | NAT: AACSB Analy | ytic \| A | ICP | Thinking |  | KEY: | Test Bank A |  |
|  | TYP: = |  |  |  |  |  |  |  |
| 79. | ANS: T | PTS: | 1 | REF: | p. 257 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 80. | ANS: F | PTS: | 1 | REF: | p. 128 | NAT: | AACSB Analytic \| | AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |

## MULTIPLE CHOICE

| 81. | ANS: C | PTS: 1 | REF: p. 33 |
| :--- | :--- | :--- | :--- |
| NAT: AACSB Reflective \| AICPA Critical Thinking |  |  |  |
| TYP: N |  |  |  |
| 82. | ANS: A | PTS: 1 | REF: p. 168 |
|  | KEY: Test Bank A | TYP: $=$ |  |
| 83. | ANS: D | PTS: 1 | REF: p. 74 |
|  | KEY: Test Bank A | TYP: + |  |
| 84. | ANS: C | PTS: 1 | REF: p. 7 |
|  | KEY: Test Bank A | TYP: N |  |
|  |  |  |  |


| 85. | ANS: D | PTS: |  | REF: | p. 158 | NAT: | AACSB Reflective \| | \| AICPA Legal |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 86. | ANS: A | PTS: |  | REF: | p. 141 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 87. | ANS: C | PTS: |  | REF: | p. 257 |  |  |  |
|  | NAT: AACSB Com <br> TYP: N | munication | tio |  |  | KEY: | Test Bank A |  |
| 88. | ANS: A | PTS: | 1 | REF: | p. 163 | NAT: | AACSB Reflective | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 89. | ANS: B | PTS: |  | REF: | p. 335 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 90. | ANS: A | PTS: |  | REF: | p. 42 |  |  |  |
|  | NAT: AACSB Refle TYP: = | ective \| | AIC | nalysis |  | KEY: | Test Bank A |  |
| 91. | ANS: C | PTS: |  | REF: | p. 41 |  |  |  |
|  | NAT: AACSB Refle TYP: = | ective \| | AI | nalysis |  | KEY: | Test Bank A |  |
| 92. | ANS: B | PTS: |  | REF: | p. 32 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 93. | ANS: B | PTS: | 1 | REF: | p. 56 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 94. | ANS: B | PTS: | 1 | REF: | p. 363 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank B | TYP: | + |  |  |  |  |  |
| 95. | ANS: B | PTS: | 1 | REF: | p. 338 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 96. | ANS: C | PTS: | 1 | REF: | p. 374 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank B | TYP: |  |  |  |  |  |  |
| 97. | ANS: C | PTS: | 1 | REF: | p. 336 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: | + |  |  |  |  |  |
| 98. | ANS: C | PTS: |  | REF: | p. 370 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank B | TYP: | N |  |  |  |  |  |
| 99. | ANS: A | PTS: | 1 | REF: | p. 343 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: | = |  |  |  |  |  |
| 100. | ANS: A | PTS: | 1 | REF: | p. 196 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: | N |  |  |  |  |  |
| 101. | ANS: C | PTS: | 1 | REF: | p. 208 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: | $=$ |  |  |  |  |  |
| 102. | ANS: C | PTS: | 1 | REF: | p. 249 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: | N |  |  |  |  |  |
| 103. | ANS: C | PTS: | 1 | REF: | p. 161 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: | = |  |  |  |  |  |
| 104. | ANS: B | PTS: | 1 | REF: | p. 170 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: | $=$ |  |  |  |  |  |
| 105. | ANS: A | PTS: | 1 | REF: | p. 45 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 106. | ANS: B | PTS: | 1 | REF: | p. 33 | NAT: | AACSB Reflective \| | \| AICPA Legal |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |



| 130. ANS: CKEY: Test Bank APTS:TYP: |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 131. | ANS: A | PTS: |  | REF: p. 340 |  | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 132. | ANS: C | PTS: | 1 | REF: p. 210 |  | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 133. | ANS: D | PTS: | 1 | REF: p. 101Thinking |  | KEY: Test Bank A |  |  |
|  | NAT: AACSB Refle TYP: + | ctive \| | AICPA Critical |  |  |  |  |  |  |  |
| 134. | ANS: A | PTS: |  | REF: p. 163 |  | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank B | TYP: |  |  |  |  |  |  |
| 135. | ANS: A | PTS: | 1 | REF: p. 80Thinking |  | KEY: Test Bank A |  |  |
|  | NAT: AACSB Refle TYP: = | ctive \| | AICPA Critical |  |  |  |  |  |  |  |
| 136. | ANS: A | PTS: |  | REF: p. 146 |  | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 137. | ANS: B | PTS: | 1 | REF: p. 34 |  | KEY: Test Bank A |  |  |
|  | NAT: AACSB Refle TYP: = | ctive \| | AICPA Critical | Thinki |  |  |  |  |  |  |
| 138. | ANS: A | PTS: | 1 | REF: p. 248 |  | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 139. | ANS: C | PTS: |  | REF: p. 7 |  | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 140. | ANS: B | PTS: | 1 | REF: p. 118 |  | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 141. | ANS: A | PTS: | 1 | REF: p. 243 |  | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 142. | ANS: D | PTS: | 1 | REF: p. 372 |  | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank B | TYP: | + |  |  |  |  |  |
| 143. | ANS: C | PTS: | 1 | REF: p. 292 |  | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | $=$ |  |  |  |  |  |
| 144. | ANS: B | PTS: | 1 | REF: p. 257 |  | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | $=$ |  |  |  |  |  |
| 145. | ANS: A | PTS: | 1 | REF: p. 195 |  | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | N |  |  |  |  |  |
| 146. | ANS: A | PTS: |  | REF: p. 129 |  | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | N |  |  |  |  |  |
| 147. | ANS: D | PTS: | 1 | REF: p. 334 |  | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | $=$ |  |  |  |  |  |
| 148. | ANS: D | PTS: | 1 | REF: p. 144 |  | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: | $=$ |  |  |  |  |  |
| 149. | ANS: B | PTS: |  | REF: p. 164 |  | NAT: | AACSB Reflective \| AICPA Legal |  |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |
| 150. | ANS: C | PTS: |  | REF: p. 53 |  | KEY: Test Bank A |  |  |
|  | NAT: AACSB Comm | munica | \| AICPA Crition | ritical T | Thinking |  |  |  |  |  |
| 151. | ANS: C | PTS: | 1 | REF: p. 345 |  | NAT: AACSB Reflective \| AICPA Legal |  |  |
|  | KEY: Test Bank A | TYP: |  |  |  |  |  |  |  |  |

152. ANS: B

PTS: 1
REF: p. 89
NAT: AACSB Reflective | AICPA Risk Analysis
TYP: N
153. ANS: A PTS: 1 REF: p. 207

KEY: Test Bank A TYP: N
154. ANS: A PTS: 1 REF: p. 38

KEY: Test Bank A TYP: =
155. ANS: C PTS: 1

REF: p. 140
KEY: Test Bank A

KEY: Test Bank A TYP: =
156. ANS: B PTS: 1 REF: p. 340

KEY: Test Bank A TYP: =
157. ANS: C PTS: 1

REF: p. 82
REF: p. 139
REF: p. 118
NAT: AACSB Reflective | AICPA Legal
NAT: AACSB Reflective | AICPA Legal
NAT: AACSB Reflective | AICPA Legal
NAT: AACSB Reflective \| AICPA Legal

KEY: Test Bank A TYP: =
158. ANS: A PTS: 1

KEY: Test Bank A TYP: =
159. ANS: D PTS: 1 KEY: Test Bank A TYP: +
160. ANS: C PTS: 1

REF: p. 107
NAT: AACSB Reflective | AICPA Critical Thinking TYP: =

|  |  | F 16. | F 37. | F 60. |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | F 17. | T 38. | T 61. | C 81. |
|  |  |  | T 39. | F 62. |  |
|  |  | T 18. |  |  |  |
|  |  |  | F 40. | F 63. |  |
|  |  | T 19. | F 41. | F 64. |  |
|  |  | T 20. | F 42. |  | A 82. |
|  |  | T 21. |  |  |  |
| F | 1 |  | T 43. | T 66. |  |
|  |  |  | T 44. | F 67. |  |
| F | 2. | T 23. | T 45. | F 68. | D 83. |
| T | 3. | F 24. | T 46. | F 69. |  |
| F | 4. | F 25. | T 47. | T 70. |  |
| F | 5. | T 26. | T 48. | T 71. | C 84. |
| T | 6. | F 27. | T 49. | T 72. |  |
| F | 7. | F 28. | F 50. |  |  |
|  |  |  | T 51. |  | D 85. |
| F | 8. | F 29. |  | F 74. |  |
|  |  |  | F 52. |  |  |
| T | 9. | F 30. |  | F 75. |  |
|  |  |  | T 53. |  |  |
| F |  |  |  | T 76. | A 86. |
|  |  |  | F 54. |  |  |
| F | 11. | F 32. |  | F 77. |  |
|  |  |  | F 55. |  |  |
| T | 12. | F 33. |  |  |  |
| T | 13. |  | F 56. | T 78. | C 87. |
|  |  | F 34. | T 57. | T 79. |  |
| F | 14. |  |  |  |  |
|  |  | F 35. | F 58. | F 80. |  |
| T | 15. | F 36. | F 59. |  |  |

A 88.

$\qquad$ C 101.
B 108.
A 114.

B 89 .
C 102.
C 96.
A 115.

C 97.
C 103.
B 109.

B 116 .

D 110.

A 117.
B 104.

B 111.
C 91.

C 98.
A 105.
B 112.
B 92.

A 99.
B 106.
B 93.

A 100.
B 94.
C 107.

| $\mathrm{B} \quad 121$. | B 128. | A 135. | D 142. |
| :--- | :--- | :--- | :--- |

C 122.

C 123.

D 124.

D 125 .

A 126.
D 133.

D 127.

A 131.
A 138.
A 145.

C 132.
C 139.
A 146.
C 129.

C 130.
B 137.

A

A 134.
A 141.

A 158.

D 159.

C 160.

## Bus 241 - Spring 2012 -- - Final Exam [Version Map]

|  | A | B | C |  | A | B | C |  | A | B | C |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| TF | 1 | 8 | 35 | TF | 52 | 34 | 46 | MC | 103 | 90 | 120 |
| TF | 2 | 79 | 4 | TF | 53 | 74 | 12 | MC | 104 | 89 | 119 |
| TF | 3 | 43 | 44 | TF | 54 | 75 | 76 | MC | 105 | 154 | 85 |
| TF | 4 | 10 | 6 | TF | 55 | 25 | 66 | MC | 106 | 155 | 147 |
| TF | 5 | 9 | 63 | TF | 56 | 54 | 31 | MC | 107 | 157 | 127 |
| TF | 6 | 33 | 72 | TF | 57 | 65 | 38 | MC | 108 | 105 | 140 |
| TF | 7 | 73 | 73 | TF | 58 | 49 | 14 | MC | 109 | 124 | 145 |
| TF | 8 | 42 | 47 | TF | 59 | 76 | 16 | MC | 110 | 109 | 110 |
| TF | 9 | 50 | 23 | TF | 60 | 29 | 30 | MC | 111 | 140 | 126 |
| TF | 10 | 61 | 61 | TF | 61 | 27 | 45 | MC | 112 | 133 | 103 |
| TF | 11 | 48 | 41 | TF | 62 | 77 | 36 | MC | 113 | 148 | 81 |
| TF | 12 | 40 | 53 | TF | 63 | 31 | 74 | MC | 114 | 144 | 109 |
| TF | 13 | 70 | 37 | TF | 64 | 26 | 32 | MC | 115 | 107 | 115 |
| TF | 14 | 68 | 57 | TF | 65 | 2 | 65 | MC | 116 | 126 | 97 |
| TF | 15 | 24 | 5 | TF | 66 | 63 | 9 | MC | 117 | 96 | 100 |
| TF | 16 | 37 | 24 | TF | 67 | 16 | 50 | MC | 118 | 122 | 136 |
| TF | 17 | 47 | 17 | TF | 68 | 22 | 79 | MC | 119 | 108 | 82 |
| TF | 18 | 53 | 26 | TF | 69 | 21 | 7 | MC | 120 | 125 | 106 |
| TF | 19 | 35 | 25 | TF | 70 | 46 | 42 | MC | 121 | 145 | 118 |
| TF | 20 | 14 | 13 | TF | 71 | 72 | 48 | MC | 122 | 158 | 114 |
| TF | 21 | 41 | 22 | TF | 72 | 80 | 67 | MC | 123 | 128 | 87 |
| TF | 22 | 67 | 19 | TF | 73 | 59 | 80 | MC | 124 | 115 | 141 |
| TF | 23 | 52 | 27 | TF | 74 | 45 | 8 | MC | 125 | 118 | 148 |
| TF | 24 | 17 | 78 | TF | 75 | 32 | 68 | MC | 126 | 147 | 130 |
| TF | 25 | 13 | 43 | TF | 76 | 51 | 56 | MC | 127 | 127 | 159 |
| TF | 26 | 60 | 15 | TF | 77 | 30 | 34 | MC | 128 | 120 | 93 |
| TF | 27 | 4 | 69 | TF | 78 | 55 | 33 | MC | 129 | 139 | 124 |
| TF | 28 | 64 | 29 | TF | 79 | 18 | 39 | MC | 130 | 116 | 155 |
| TF | 29 | 38 | 20 | TF | 80 | 36 | 49 | MC | 131 | 131 | 144 |
| TF | 30 | 57 | 40 | MC | 81 | 81 | 83 | MC | 132 | 99 | 158 |
| TF | 31 | 39 | 1 | MC | 82 | 117 | 108 | MC | 133 | 85 | 121 |
| TF | 32 | 11 | 58 | MC | 83 | 103 | 156 | MC | 134 | 83 | 101 |
| TF | 33 | 66 | 2 | MC | 84 | 86 | 107 | MC | 135 | 160 | 157 |
| TF | 34 | 15 | 21 | MC | 85 | 149 | 151 | MC | 136 | 151 | 112 |
| TF | 35 | 5 | 75 | MC | 86 | 135 | 86 | MC | 137 | 132 | 138 |
| TF | 36 | 23 | 18 | MC | 87 | 152 | 105 | MC | 138 | 146 | 122 |
| TF | 37 | 3 | 55 | MC | 88 | 110 | 102 | MC | 139 | 156 | 152 |
| TF | 38 | 62 | 28 | MC | 89 | 123 | 146 | MC | 140 | 138 | 133 |
| TF | 39 | 1 | 10 | MC | 90 | 93 | 131 | MC | 141 | 153 | 104 |
| TF | 40 | 58 | 71 | MC | 91 | 159 | 153 | MC | 142 | 91 | 89 |
| TF | 41 | 7 | 52 | MC | 92 | 112 | 154 | MC | 143 | 150 | 92 |
| TF | 42 | 6 | 54 | MC | 93 | 84 | 160 | MC | 144 | 82 | 128 |
| TF | 43 | 78 | 62 | MC | 94 | 104 | 143 | MC | 145 | 92 | 135 |
| TF | 44 | 44 | 70 | MC | 95 | 100 | 132 | MC | 146 | 142 | 149 |
| TF | 45 | 12 | 11 | MC | 96 | 106 | 88 | MC | 147 | 141 | 150 |
| TF | 46 | 20 | 59 | MC | 97 | 94 | 91 | MC | 148 | 101 | 137 |
| TF | 47 | 28 | 64 | MC | 98 | 95 | 90 | MC | 149 | 113 | 95 |
| TF | 48 | 71 | 60 | MC | 99 | 137 | 125 | MC | 150 | 136 | 84 |
| TF | 49 | 56 | 77 | MC | 100 | 134 | 99 | MC | 151 | 87 | 139 |
| TF | 50 | 69 | 51 | MC | 101 | 98 | 134 | MC | 152 | 130 | 111 |
| TF | 51 | 19 | 3 | MC | 102 | 88 | 123 | MC | 153 | 121 | 129 |

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|  | A | B | C |
| :--- | :---: | :---: | :---: |
| MC | 154 | 97 | 94 |
| MC | 155 | 114 | 113 |
| MC | 156 | 111 | 116 |
| MC | 157 | 143 | 98 |
| MC | 158 | 102 | 142 |
| MC | 159 | 129 | 96 |
| MC | 160 | 119 | 117 |
|  |  |  |  |

