



Faculty of Management and Social Sciences  
Department of Management and Business Studies  
BMgt. (Hons) in Business Administration  
Course CODE: BMgt 558



Year 3 Semester II

END SEMESTER EXAMINATION

Research Methodology – MGBM 3424

- This paper consists of EIGHT (08) questions on NINE (09) pages.
- Answer FIVE (05) Questions including Question No: 01.
- Only non-programmable calculators are allowed.
- You may use appropriate graphs, diagrams, equation/s to prove or justify the answers.
- If you have any doubt as to the interpretation of the wording of a question, make your own decision, but clearly state it on the script.

Date: 2023.10.11

Pass mark: 40%

Time: 03 Hours

### Question 01 (Compulsory)

Select the most suitable answer for the following MCQ questions.

1. What is a research hypothesis?
  - A. A proven fact in research
  - B. The final conclusion of a research study
  - C. An educated guess or prediction about the outcome of a study
  - D. A summary of research findings
2. What is the purpose of a control group in an experimental research design?
  - A. To ensure that the results are statistically significant
  - B. To provide a comparison group for assessing the effect of the independent variable
  - C. To eliminate any bias in the data collection process
  - D. To increase the generalizability of the findings



Faculty of Management and Social Sciences  
Department of Management and Business Studies  
BMgt. (Hons) in Business Administration  
Course CODE: BMgt 558

3. What is a dependent variable in a research study?
  - A. The variable that is manipulated by the researcher
  - B. The variable that is not affected by the independent variable
  - C. The variable that is controlled by random assignment
  - D. The variable that is measured or observed to assess the impact of the independent variable
  
4. When conducting qualitative research, which data collection method is often used for in-depth exploration of a phenomenon?
  - A. Interviews
  - B. Surveys
  - C. Experiments
  - D. Observations
  
5. Which of the following is a common method for ensuring the reliability of research instruments?
  - A. Increasing the sample size
  - B. Using a double-blind design
  - C. Conducting a pilot study
  - D. Performing a meta-analysis
  
6. Which of the following is an example of a quantitative research method?
  - A. Case study
  - B. Ethnography
  - C. Content analysis
  - D. Survey



Faculty of Management and Social Sciences  
Department of Management and Business Studies  
BMgt. (Hons) in Business Administration  
Course CODE: BMgt 558

7. What is the purpose of a research hypothesis?
- A. To summarize the research findings
  - B. To establish causation between variables
  - C. To guide the research study
  - D. To collect primary data
8. Which of the following is NOT a characteristic of a well-formulated research hypothesis?
- A. It is overly complex and lengthy.
  - B. It is testable.
  - C. It is clear and specific.
  - D. It is based on existing theory or evidence.
9. Which of the following is an example of a null hypothesis?
- A. "There is a significant positive relationship between hours of study and exam scores."
  - B. "The weather affects people's mood."
  - C. "The more hours people spend online, the less time they spend socializing in person."
  - D. "There is no significant difference in the mean income of males and females in the population."
10. What is the primary goal of exploratory research design?
- A. To test hypotheses and establish causation
  - B. To describe and understand a phenomenon in its natural setting



Faculty of Management and Social Sciences  
Department of Management and Business Studies  
BMgt. (Hons) in Business Administration  
Course CODE: BMgt 558

- C. To collect quantitative data through surveys
  - D. To replicate previous research studies
11. What is a conceptual framework in research?
- A. A diagram illustrating the physical layout of a research laboratory
  - B. A visual representation of research findings
  - C. A theoretical framework that provides a structured explanation of key concepts and their relationships
  - D. A statistical model used for data analysis
12. How does a researcher develop a conceptual framework?
- A. By conducting a literature review and identifying relevant theories and concepts
  - B. By creating a list of research questions
  - C. By selecting data collection methods
  - D. By analyzing the collected data
13. How does a conceptual framework differ from a theoretical framework?
- A. A conceptual framework is more specific and concrete.
  - B. A conceptual framework is broader and more abstract.
  - C. A conceptual framework is used exclusively in quantitative research.
  - D. A theoretical framework is only applicable in qualitative research.
14. Which of the following is a descriptive statistic commonly used to measure the central tendency of a data set?
- A. Variance



Faculty of Management and Social Sciences  
Department of Management and Business Studies  
BMgt. (Hons) in Business Administration  
Course CODE: BMgt 558

- B. Standard deviation
  - C. Mean
  - D. Correlation coefficient
15. What is the primary goal of exploratory data analysis (EDA)?
- A. To confirm pre-existing hypotheses
  - B. To identify patterns and relationships in the data
  - C. To calculate effect sizes
  - D. To determine the research design
16. What is the first step in data analysis for many research studies?
- A. Data cleaning
  - B. Data visualization
  - C. Data interpretation
  - D. Data collection
17. In inferential statistics, what is the p-value used to determine?
- A. The sample size needed for a study
  - B. The range of values in a data set
  - C. The strength of evidence against the null hypothesis
  - D. The mean of a data set
18. What is the relationship between a research problem and a conceptual framework?
- A. The research problem is a subset of the conceptual framework.
  - B. The conceptual framework is a subset of the research problem.



Faculty of Management and Social Sciences  
 Department of Management and Business Studies  
 BMgt. (Hons) in Business Administration  
 Course CODE: BMgt 558

- C. They are unrelated concepts in research.
  - D. The research problem is a synonym for the conceptual framework.
19. What is a key characteristic of purposive sampling in qualitative research?
- A. Selection of participants based on specific criteria relevant to the research question
  - B. Random selection of participants
  - C. Use of a large sample size
  - D. Recruitment of participants from diverse geographical locations
20. Which of the following is NOT a common criterion for assessing the quality of qualitative research?
- A. Credibility
  - B. Transferability
  - C. Dependability
  - D. Sample size

(01 Mark\*20 = 20 Marks)

### Question 02

- (a) What is mean by Research Paradigm? (04 Marks)
- (b) Distinguish Between the Positivism and Constructivism of Research Epistemologies (06 Marks)
- (c) "A research problem is a statement about an area of concern, a condition to be improved, a difficulty to be eliminated, or a troubling question that exists in scholarly



Faculty of Management and Social Sciences  
Department of Management and Business Studies  
BMgt. (Hons) in Business Administration  
Course CODE: BMgt 558

literature, in theory, or in practice that points to the need for meaningful understanding and deliberate investigation.”

Critically comment on the above statement, briefly explaining on the purpose, conceptualization and sources of investigation (10 Marks)

### Question 03

- (a) List down the Steps in the Research process. Explain with a real example, how those steps are incorporated in to a research study (10 Marks)
- (b) Briefly explain the Inductive and Deductive approaches for a research (06 Marks)
- (c) List down two (02) advantages and two (02) disadvantages of a Qualitative Research Study (02 Marks)

### Question 04

Why is the review of literature important in research? Explain your answer with relevant examples. (20 Marks)

### Question 05

- (a) What is the purpose of using a referencing style in academic research, and how does it contribute to the quality and integrity of a research paper? (05 Marks)
- (b) Referencing can be identified as 'in text citation' and 'referencing list', explain the difference. (05 Marks)
- (c) Write the correct in-text citation format for the below given references extracted from a reference list. (05 Marks)



Faculty of Management and Social Sciences  
 Department of Management and Business Studies  
 BMgt. (Hons) in Business Administration  
 Course CODE: BMgt 558

- (i) Pears, R. & Shields, G. (2019) *Cite them right: the essential referencing guide*. 11th revised and expanded edn. London: Red Globe Press
- (ii) Archer, L., DeWitt, J., & Wong, B. (2014) 'Spheres of influence: what shapes young people's aspirations at age 12/13 and what are the implications for education policy?' *Journal of Education Policy*. 29(1) pp.58-85.  
 Available at: <https://doi.org/10.1080/02680939.2013.790079>.
- (d) The literature sources available to help you to develop a good understanding of, and insight into, previous research. Explain any two literature sources familiar to you.  
 (05 Marks)

### Question 06

- (a) What do you mean by 'research design'? (05 Marks)
- (b) Briefly explain, three (03) consideration factors of research design. (15 Marks)

### Question 07

- (a) Briefly explain the term 'research philosophy'. (05 Marks)
- (b) "First of all, we need to think about which research philosophy the researcher needs to adopt". Discuss how important the above statement is to conduct successful research. (Illustrate your answer with examples.) (15 Marks)

### Question 08

Human Resource Management department of CINEC is interested in studying the factors influencing the Employee Job Satisfaction at CINEC. Research team suggested the conceptual framework given below to after critical review of the literature.





Faculty of Management and Social Sciences  
 Department of Management and Business Studies  
 BMgt. (Hons) in Business Administration  
 Course CODE: BMgt 558

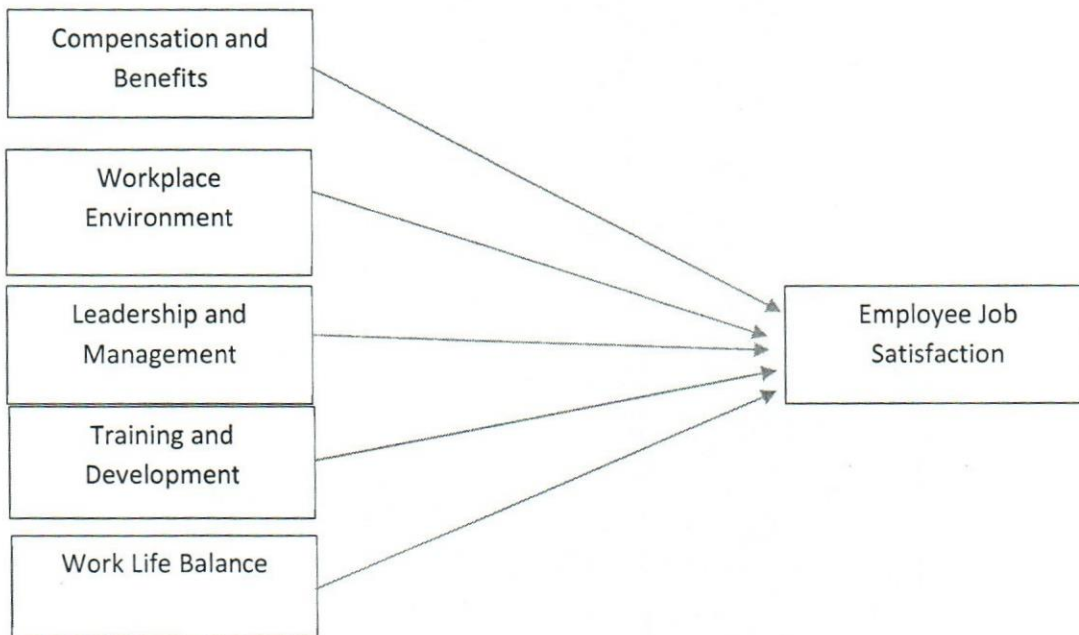


Figure 1: Conceptual framework for Employee Job satisfaction study

- (a) Write THREE objectives for the above study. (03 Marks)
- (b) Identify the Independent variable/s of the above study. (05 Marks)
- (c) Identify the dependent variable/s of the above study. (02 Marks)
- (d) Identify TWO research questions associated with the above conceptual framework. (02 Marks)
- (e) Write FIVE research hypotheses associated with the above conceptual framework. (in all five cases null hypotheses and alternative hypotheses need to be clearly mentioned.) (05 Marks)
- (f) Suggest a suitable data collection method for the above study, justify your answer. (03 Marks)

-----END OF THE QUESTION PAPER-----



## Colombo International Nautical and Engineering College

CINEC Campus

Faculty of Management and Social Sciences  
Department of Management & Business Studies

BMgt(Hons) in Business Administration

Course CODE: BMgt558



Year 3 Semester II

End Semester Examination

STRATEGIC BRAND MANAGEMENT – BRMB 3423

- This paper consists of EIGHT (08) questions on FOUR (04) pages.
- Answer FIVE (05) questions including question 01.
- Only Non-programmable calculators are allowed.
- You may use appropriate graphs, diagrams, equation/s to prove or justify the answers.
- If you have any doubt as to the interpretation of the wording of a question, make your own decision, but clearly state it on the script.
- Write legibly.

Date: 2023.10.03

Pass mark: 40%

Time: 03 Hours

### Question 1 (Compulsory)

In our ever evolving and intricate world, robust brands offer a multitude of advantages, benefiting not only businesses and their managers but also individual customers.

- (a) What do brands mean and what are the advantages of a strong brand to you as a consumer? (05 Marks)
- (b) As a student of management, in your perspective, which offers a broader scope: a brand or a product? (05 Marks)
- (c) Briefly describe the challenges to brand management in the current context? (05 Marks)
- (d) The realm of branding encompasses a vast array of possibilities, making it applicable to almost anything. To illustrate this, consider examples of different things within the market that can undergo branding: (05 Marks)



## Colombo International Nautical and Engineering College

CINEC Campus

Faculty of Management and Social Sciences

Department of Management & Business Studies

BMgt(Hons) in Business Administration

Course CODE: BMgt558

### Question 2

Customer Based Brand Equity (CBBE) is the differential effect that brand knowledge has on consumer response to the marketing of that brand..

- (a) Explain the sources of brand equity with examples. (08 Marks)
- (b) Brand positioning is one of the key means of increasing the long term brand equity. It is the "act of designing the company's offer and image so that it occupies a distinct and valued place in the target customer's minds.". Taking a reputed local or global brand, explain the key steps in building a strong positioning for the brand. (12 Marks)

### Question 3

Strang brands are built with three interlinking models. The positioning model is based on the concepts of points-of-parity and points-of-difference. The brand resonance model describes how to create intense, active loyalty relationships with customers and the brand value chain model is a means by which marketers can trace the value creation process for their brands.

- (a) The brand resonance model looks at building a brand as a sequence of steps, brand identity, brand meaning, brand response and brand relationship. Brand meaning is mainly created by brand performances and the brand imagery based on the brand salient. What is meant by brand imagery and explain with examples how marketers use the key intangible associations to develop the brand imagery? (10 Marks)
- (b) "The brand value chain is a structured approach to assessing the sources and outcomes of brand equity and to better understand the ROI of marketing investments". Discuss (10 Marks)



## Colombo International Nautical and Engineering College

CINEC Campus

Faculty of Management and Social Sciences

Department of Management & Business Studies

BMgt(Hons) in Business Administration

Course CODE: BMgt558

### Question 4

Brand elements will build the identity of the brand and differentiate the brand from the competitors.

- (a) Selecting a familiar brand to you, explain the different Brand Elements used by the company to build the brand and how effectively they have used the main criteria in selecting those brand elements? (10 Marks)
- (b) Analyze the brand identity of the brand considered for the question 4(a) with Kapferer's brand identity prism (10 Marks)

### Question 5

Secondary brand associations may be quite important to creating strong, favourable, and unique associations or positive responses if existing brand associations or responses are deficient in some way.

- (a) What is Co-branding as a secondary brand association and analyze a successful Ingredient branding? (08 Marks)
- (b) There are numerous disadvantages attached to Celebrity endorsement. Highlighting the key problems associated with celebrity endorsements describe what are the actions marketers have to follow to overcome these problems? (12 Marks)

### Question 6

- (a) What is a Brand Equity Measurement System and why does a company need such a system? (05 Marks)
- (b) What are the main steps of a brand audit? (05 Marks)



## Colombo International Nautical and Engineering College

CINEC Campus

Faculty of Management and Social Sciences

Department of Management & Business Studies

BMgt(Hons) in Business Administration

Course CODE: BMgt558

- (c) What is a Brand Equity Management System and describe the steps to be followed in developing a proper Brand Equity Management System. (10 Marks)

### Question 7

The firm's brand architecture strategy helps marketers determine; which products and services to introduce, and which brand names, logos, symbols, and so forth to apply to new and existing products.

- (a) Considering a leading business organization, describe the brand architecture strategies used by them to manage their brand portfolio. Analyze the effectiveness of the current brand architecture strategy employed. (10 Marks)
- (b) Explain the different roles that can be played by the brands in a brand portfolio and identify the products/brands play those roles from the brand portfolio of the company considered in Q 7(a) (10 Marks)

### Question 8

Introducing new products and managing the brand over the time is critical for the success of the brand.

- a. Explain the brand extensions strategies with examples (10 Marks)
- b. Describe with examples what are the different approaches to brand revitalization (10 Marks)

-----END OF THE QUESTION PAPER-----



Faculty of Management and Social Sciences  
Department of Management and Business Studies  
BMgt. (Hons) in Business Administration  
Course CODE: BMgt 558

### Year 3 Semester II

### END SEMESTER EXAMINATION

### Entrepreneurship– MGBM 3327

- This paper consists of EIGHT (08) questions on THREE (03) pages.
- Answer FIVE (05) Questions including Question No: 01.
- Only non-programmable calculators are allowed.
- You may use appropriate graphs, diagrams, equation/s to prove or justify the answers.
- If you have any doubt as to the interpretation of the wording of a question, make your own decision, but clearly state it on the script.

Date: 2023.10.01

Pass mark: 40%

Time: 03 Hours

#### Question 01: (Compulsory)

“An entrepreneur is someone who designs, launches, and runs a new business”

- a) Briefly explain Entrepreneurship concept with your words. Use suitable examples and successful stories with related to Sri Lanka. (10 Marks)
- b) Discuss different traits of successful and unsuccessful entrepreneurs with suitable examples (10 Marks)

#### Question 02

Business owners share many of the same entrepreneurial characteristics and key elements of entrepreneurship. Developing these traits can help you become successful when launching your business.



Faculty of Management and Social Sciences  
 Department of Management and Business Studies  
 BMgt. (Hons) in Business Administration  
 Course CODE: BMgt 558

- a) Imagine you as an undergraduate student who expects to start your own business. Briefly explain the different characteristics and Key Elements of Entrepreneurship that can be useful for your future business. (10 Marks)
- b) Discuss 05 different types of entrepreneurs and their role in economic development. (10 Marks)

### Question 03

- a) Discuss the main factors impacting emergence of entrepreneurship concepts with suitable examples. (10 Marks)
- b) Explain difference between corporate entrepreneurship and social entrepreneurship concepts by providing relevant information. (10 Marks)

### Question 04

In business terms, the most important concept is known as "Thinking outside the Box". This is most essential for young entrepreneurs.

- a) Briefly explain "Thinking outside the Box" with appropriate examples. (05 Marks)
- b) Simply evaluate 5 Steps in the Creative Process Model for young entrepreneurs. (05 Marks)
- c) Simply discuss Barriers to Innovation related to Sri Lankan SME (Small and medium-sized enterprises) sector. (10 Marks)

### Question 05

Write (04) four short notes on four of the following topics. (05×04 = 20 Marks)

- a) Intrapreneurship vs. Entrepreneurship
- b) Managerial Vs. Entrepreneurial Approach



Faculty of Management and Social Sciences  
 Department of Management and Business Studies  
 BMgt. (Hons) in Business Administration  
 Course CODE: BMgt 558

- c) Entrepreneurial process
- d) Not all Innovations are Successful
- e) Female Entrepreneurs in Sri Lanka

### Question 06

“Business Plan is a written document describing all relevant Internal and External elements, and strategies for starting a new venture”

- a) How do potential lenders and investors evaluate the business plan? (10 Marks)
- b) Identify fundamental types of plans and evaluate with appropriate information. (10 Marks)

### Question 07

- a) Discuss alternative routes to access small business ownership in Sri Lanka. (10 Marks)
- b) Highlight pros and cons of buying an existing business. (10 Marks)

### Question 08

“Any entrepreneurship activity requires some financing because the processes of production, investment, and marketing need various sources of financing”

Imagine you as a young entrepreneur in Sri Lanka. Discuss different financial sources that can be useful for your business development. Highlight both positive and negative impacts. (20 Marks)

-----END OF THE QUESTION PAPER-----





Faculty of Management and Social Sciences  
Department of Management & Business Studies  
B.Mgt(Hons) in Human Resource Management/ Business Administration  
Course CODE: BMgt 559/BMgt 558



Year 2 Semester I  
Repeat Examination  
Business Statistics - MGHR/ MGBM 2412

- This paper consists of EIGHT (08) questions on SEVEN(07) pages.
- Answer FIVE (05) questions including question 01.
- Only non-programmable calculators are allowed.
- You may use appropriate graphs, diagrams, equation/s to prove or justify the answers.
- If you have any doubt as to the interpretation of the wording of a question, make your own decision, but clearly state it on the script.
- Areas under Standard Normal Curve are attached.

Date: 2023.09.03

Pass mark: 40%

Time: 03 Hours

**Question 01 - Compulsory**

- (a) Explain with help of examples the difference between Primary and Secondary Data Sources. (02 Marks)
- (b) The mean mark in Statistics of 100 students in a class was 72%. The mean mark of boys was 75%. There are 70 boys in the class. Find out the mean mark of girls in the class. (06 Marks)
- (c) Geometric mean is a value that represents  $n^{\text{th}}$  root of the product of a set of  $n$  numbers. Discuss the uses of geometric mean. (04 Marks)
- (d) Salary paid by AZ Logistics company to its employees is as follows:

Designation	Monthly Salary	Number of Persons
Senior Manager	35,000	1
Manager	30,000	20
Executives	25,000	70
Junior Executives	20,000	10
Supervisors	15,000	150

Calculate the simple and weighted arithmetic mean of salary paid by the AZ Logistics company.

(08 Marks)

### Question 02

(a) In an inter-university Gymnastic competition, 08 judges evaluate students based on their performances and allocate marks out of 06.

Marks obtained by Ann for the competition by 08 judges are as follows

Table 4.01: Marks obtained by Ann for the competition

Judge No.	Judge 01	Judge 02	Judge 03	Judge 04	Judge 05	Judge 06	Judge 07	Judge 08
Marks	5.3	5.7	5.9	5.4	4.5	5.7	5.8	5.7

- (i) Calculate the range
- (ii) Calculate the median
- (iii) Calculate the mean

(09 Marks)

(b) In deciding the best performer of the competition, **the rule is to remove the highest and the lowest mark.** Calculate the followings after applying the rule.

- (i) Calculate the range

- (ii) Calculate the median
- (iii) Calculate the mean

(09 Marks)

- (c) Do you think it is better to count all eight marks, or to count only the six remaining marks? Use the means and the ranges calculate above to explain your answer.

(02 Marks)

**Question 03**

- (a) Consider the following cases and decide whether they are binomial distribution or not.  
(10 Marks)

- (i) Rent-a-car company owner who has 18 vehicles in his fleet check the availability of break problems in his fleet.
  - (ii) Manufacturer of computer motherboard, checks the availability of defects in the sample of 10 motherboards manufactured in his plant.
  - (iii) Doctor checks randomly selected 100 army officers, whether they had COVID-19 vaccine or not
  - (iv) Medical Officer selects 100 children from Colombo district and categorize them as Non-Anemic, Mild Anemic, Moderate anemic and Severe Anemic according to the haemoglobin level in their blood
  - (v) Health care officer checks 50 families in Malabe whether COVID-19 positive cases are reported or not.
- (b) A mobile phone manufacturer claims that defective rate of his production is 5%. These mobile phones are packed in boxes of 10. Manufacturer randomly selects one box for quality inspection process.
- (i) What is the probability that EXACTLY one mobile phone is defective?  
(02 Marks)
  - (ii) What is the probability that at least 02 mobile phones are defective  
(03 Marks)
  - (iii) If a box of 10 mobile phones consists of more than 1 defective phones, whole lot will be rejected. Calculate the probability that lot will be accepted.  
(05 Marks)

**Question 04**

Suppose that faults of in a Cotton Fabric occur at random, with an average of one per 10 square meters. This can be modeled as a Poisson Random variable.

- (i) Identify the parameter/s of Poisson Distribution (02 Marks)
- (ii) Write the Probability density function of the Poisson Distribution (03 Marks)
- (iii) What is the probability that 10 square meter fabric will have no faults (05 Marks)
- (iv) What is the probability that 10 square meter fabric will have at least 02 faults (05 Marks)
- (v) What is the probability that 10 square meter fabric will have at most 01 faults (05 Marks)

### Question 05

Marks obtained by Business Administration second year students for Organization Behaviour course module is normally distributed with mean of 60 Marks. Course coordinator of the program claimed that 5% of students are obtained less than 40 marks.

- (a) Find the standard deviation of the Marks. (10 Marks)
- (b) What percentage of students are obtaining "A" grade for the said course module. (Hint: To obtain "A" grade pass, students should obtain more than 80%) (05 Marks)
- (c) What percentage of students are obtaining marks less than 50% (05 Marks)

### Question 06

- (e) Explain with help of examples the difference between Primary and Secondary Data Sources. (05 Marks)
- (f) Charts are more effective in attracting attention than other methods of presenting data. Do you agree or disagree? Give reasons for your answer. (05 Marks)
- (g) Discuss the relationship between Mean, Mode and Median using three distributional shapes. (05 Marks)
- (h) Explain the advantages of Standard Deviation as a measure of variation over range. (05 Marks)

### Question 07

(a) Identify the variable type of the variables given below (10 Marks)

Variable Name	Qualitative	Quantitative	
		Discrete	Continuous
1. Gender			
2. No of members in your family			
3. Payment method (Cash/Card/Cheque)			
4. Price of a mobile phone			
5. Number of national schools in western province			
6. Per capita income			
7. Gross monthly salary of a person			
8. Anemic status of a child (Anemic or Non anemic)			
9. Haemoglobin level in blood of a person			
10. Blood sugar level of a person			

(b) Identify the measurement scale of the variables given below (10 Marks)

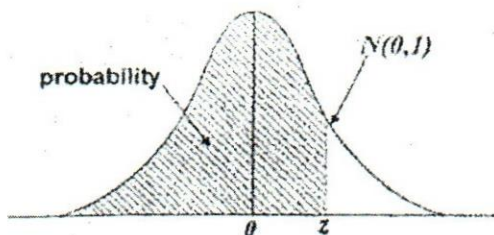
Variable Name	Measurement Scale			
	Ordinal	Nominal	Interval	Ratio
1. Gender				
2. No of members in your family				
3. Payment method (Cash/Card/Cheque)				
4. Price of a mobile phone				
5. Number of national schools in western province				
6. Per capita income				
7. Gross monthly salary of a person				
8. Anemic status of a child (Anemic or Non anemic)				
9. Haemoglobin level in blood of a person				
10. Blood sugar level of a person				

**Question 08**

- (a) For each of the following situations, suggest the most suitable Data source for the study. If suggested method is the Secondary Data Source, Identify the author of the suggested secondary data source. (10 Marks)
- (i) A Researcher is interested in forecasting the Import, Export and Transshipment container throughput of the Colombo Port.
  - (ii) A researcher is interested in factors influenced in undergraduate students to select their subject stream
  - (iii) A researcher is interested in studying Labour Force of Sri Lanka
  - (iv) A researcher is interested in studying road accidents of Sri Lanka
  - (v) A medical practitioner is interested in studying Chronic Kidney Disease in North Central Province in Sri Lanka.
- (b) Four married couples have bought 08 seats in the same row for a cinema. In how many different ways can they be seated; (03 Marks)
- (i) With no restrictions
  - (ii) If each couple is to sit together (03 Marks)
  - (iii) If all men sit together to the right of all the women (04 Marks)

-----END OF THE QUESTION PAPER-----

### The Standardised Normal Distribution Table



The distribution tabulated is that of the normal distribution with mean zero and standard deviation 1. For each value of  $Z$ , the standardized normal deviate, (the proportion  $P$ , of the distribution less than  $Z$ ) is given. For a normal distribution with mean  $\mu$  and variance  $\sigma^2$  the proportion of the distribution less than some particular value  $X$  is obtained by calculating  $Z = (X - \mu) / \sigma$  and reading the proportion corresponding to this value of  $Z$ .

$Z$	$P$	$Z$	$P$	$Z$	$P$
-4.00	0.00003	-1.00	0.1587	1.05	0.8531
-3.50	0.00023	-0.95	0.1711	1.10	0.8643
-3.00	0.0014	-0.90	0.1841	1.15	0.8749
-2.95	0.0016	-0.85	0.1977	1.20	0.8849
-2.90	0.0019	-0.80	0.2119	1.25	0.8944
-2.85	0.0022	-0.75	0.2266	1.30	0.9032
-2.80	0.0026	-0.70	0.2420	1.35	0.9115
-2.75	0.0030	-0.65	0.2578	1.40	0.9192
-2.70	0.0035	-0.60	0.2743	1.45	0.9265
-2.65	0.0040	-0.55	0.2912	1.50	0.9332
-2.60	0.0047	-0.50	0.3085	1.55	0.9394
-2.55	0.0054	-0.45	0.3264	1.60	0.9452
-2.50	0.0062	-0.40	0.3446	1.65	0.9505
-2.45	0.0071	-0.35	0.3632	1.70	0.9554
-2.40	0.0082	-0.30	0.3821	1.75	0.9599
-2.35	0.0094	-0.25	0.4013	1.80	0.9641
-2.30	0.0107	-0.20	0.4207	1.85	0.9678
-2.25	0.0122	-0.15	0.4404	1.90	0.9713
-2.20	0.0139	-0.10	0.4602	1.95	0.9744
-2.15	0.0158	-0.05	0.4801	2.00	0.9772
-2.10	0.0179	0.00	0.5000	2.05	0.9798
-2.05	0.0202	0.05	0.5199	2.10	0.9821
-2.00	0.0228	0.10	0.5398	2.15	0.9842
-1.95	0.0256	0.15	0.5596	2.20	0.9861
-1.90	0.0287	0.20	0.5793	2.25	0.9878
-1.85	0.0322	0.25	0.5987	2.30	0.9893
-1.80	0.0359	0.30	0.6179	2.35	0.9906
-1.75	0.0401	0.35	0.6368	2.40	0.9918
-1.70	0.0446	0.40	0.6554	2.45	0.9929
-1.65	0.0495	0.45	0.6736	2.50	0.9938
-1.60	0.0548	0.50	0.6915	2.55	0.9946
-1.55	0.0606	0.55	0.7088	2.60	0.9953
-1.50	0.0668	0.60	0.7257	2.65	0.9960
-1.45	0.0735	0.65	0.7422	2.70	0.9965
-1.40	0.0808	0.70	0.7580	2.75	0.9970
-1.35	0.0885	0.75	0.7734	2.80	0.9974
-1.30	0.0968	0.80	0.7881	2.85	0.9978
-1.25	0.1056	0.85	0.8023	2.90	0.9981
-1.20	0.1151	0.90	0.8159	2.95	0.9984
-1.15	0.1251	0.95	0.8289	3.00	0.9986
-1.10	0.1357	1.00	0.8413	3.50	0.99977
-1.05	0.1469			4.00	0.99997