2026 April

THBMS Sem VI marketing OK

Time: 2:30 hours **Marks: 75**

Q1A Fill in the blanks with the appropriate option: (Any 8) **(8)**

1. _____ type of customers typically spend time in the retail store waiting for a friend or during lunch breaks.
i. Focused fulfillers ii. Time killers iii. General browsers iv. Analytical
2. _____ is mostly a critical factor in consumer selection of a store.
i. Advertisement ii. Layout iii. Location iv. Demand
3. _____ is a tool used for measuring, improving bond & building loyalty with consumers.
i. CRM ii. HRM iii. Infrastructure management iv. facility management
4. Issues related with water supply, sanitation, signage comes under.
i. infrastructure management ii. Ambience management iii. Traffic management iv. Finance management
5. _____ is a function of the aesthetics within the store.
i. Selling space ii. Aisle iii. Interior store design iv. All the above
6. _____ refers to the process and procedures that the retailer has in place for smooth functioning of the store.
i. System ii. Staff iii. Space iv. Stock
7. _____ placed at the exits, prevent shoplifting.
i. electronic article surveillance ii. Bar code iii. RFID iv. Stock keeping unit
8. ____ refers to the design on an environment through visual communication, lights, colour, scent, etc.
i. Theme ii. Atmospherics iii Planogram iv. Layout
9. _____ refers to trading activities undertaken by licensed retailers who are registered for sales tax.
i. Unorganized retailing ii. Organized retailing iii. E-tailing iv. Urbanization
10. Rs.599, Rs 699, Rs799 is called as _____ pricing strategy.
i. multi-unit ii. Single iii. Odd iv Leader

Q1 B State true or false: (Any 7) **(7)**

1. Unorganised retailing refers to traditional formats of low-cost retailing.
2. Racetrack layout is also called the loop layout.
3. Indian customers do not have a sceptical attitude towards e-tailing.
4. Vendor relations help to build sustainable competitive advantage.
5. In franchising, the royalty is paid to the franchisor by the franchisee.
6. E-retailing expands market presence.
7. Planogram is a type of fixture in merchandise management.
8. Credit card fraud is a limitation of e-retailing
9. Market skimming pricing is the pricing technique of setting relatively low initial entry price to increase the market share
10. The word "retail" comes from the old Greek word "retaillier", which means to cut off or to break bulk.

Q2	**Answer the following**	
a	Define retailer. Explain the scope of retail Management.	**(7)**
b	Explain the factors contributing to the growth of retailing in India	**(8)**
	OR	
c	Explain the types of multi-channel retailing with its advantages and limitations.	**(7)**
d	Explain the importance of IT applications in retailing.	**(8)**
Q3	**Answer the following**	
a	What are the different CRM retention approaches used in retail.	**(7)**
b	Explain the research process before and after setting up of a retail store.	**(8)**
	OR	
c	Explain the factors influencing the retail organization structure.	**(7)**
d	Explain the concept of retail value chain and the process of developing retail strategy.	**(8)**
Q4	**Answer the following**	
a	Explain the process of merchandise procurement for a retail store.	**(7)**
b	Explain the responsibilities of a store manager in a retail store.	**(8)**
	OR	
c	What are the different factors to be considered in setting retail pricing.	**(7)**
d	Explain the significance and tools used for visual merchandising.	**(8)**
Q5	**Answer the following**	
a	Explain the elements of exterior and interior of a store design	**(7)**
b	Explain the different ethical and legal issues in retailing.	**(8)**
	OR	
c	**Write short notes: (Any 3)**	**(15)**
1	Store Layout	
2	Green Retailing	
3	Buying cycle	
4	Lifestyle merchandising	
5	Planograms	

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Time: 2 ½ hrs **Marks:75**

Q.1 A. Fill in the blanks (any 8) 8 marks

1. The process of adapting marketing strategies to suit different countries is called _____. (Standardization, Localization, Diversification)
2. The concept of selling the same product in the same way worldwide is known as _____. (standardization, Market segmentation, Product adaptation)
3. A company entering a foreign market through a local partner is using _____. (Exporting, Joint venture, Licensing)
4. _____ refers to the value of one currency in terms of another. (Inflation rate, Exchange rate, Interest rate)
5. Adapting products to meet local tastes and preferences is called _____. (Product standardization, Product adaptation, Market penetration)
6. The strategy of dividing a global market into distinct groups is known as _____. (Market segmentation, Market positioning, Market expansion)
7. Selling products to another country without establishing a physical presence is called _____. (Foreign direct investment, Exporting, Franchising)
8. A tariff is a type of _____ imposed on imported goods. (Subsidy, Tax, Discount)
9. The cultural environment in international marketing includes values, beliefs, and _____. (Technologies, Traditions, Infrastructure)
10. When a firm owns or controls production facilities in another country, it is called _____. (Licensing, Exporting, Foreign direct investment)

Q.1 B. True or False (any 7) 7 marks

1. International marketing involves marketing activities across national boundaries.
2. Tariff and non-tariff barriers are types of trade barriers in international trade.
3. International marketing is less complex than domestic marketing.
4. WTO plays a role in trade liberalization in international markets.
5. Packaging has no role in international marketing decisions.
6. Cultural, political, and economic factors are part of the international marketing environment.
7. Exporting requires a company to set up production facilities in a foreign country.
8. Foreign Direct Investment (FDI) means investing directly in business operations in another country.
9. Pricing decisions in international marketing are influenced by multiple cost factors.
10. International marketing only focuses on selling goods, not services.

Q.2 A. Define International Marketing. Discuss the need for international marketing for an organisation. **8 marks**

Q.2 B. Explain the EPRG framework **7 marks**

OR

Q.2 C. Discuss the modes of entry in the international markets **8 marks**

Q.2 D. Define trade Barriers. Discuss the types of tariff barriers **7 marks**

Q 3 A. Explain Hofstede's cultural dimensions **8 marks**

Q 3 B. Discuss the Steps of international marketing research **7 marks**

OR

Q 3 C. Discuss the stages of International product life cycle **8 marks**

Q 3 D. Discuss the objectives of pricing in international marketing **7 marks**

Q 4 A. Discuss the Factors affecting channel selection **8 marks**

Q 4 B. Discuss the promotional tools used in international marketing **7 marks**

OR

Q 4 C. Discuss the features of International marketing of Services **8 marks**

Q 4 D. Discuss the process of International marketing planning **7 marks**

Q 5 A. Explain the role of Packaging in International marketing **8 marks**

Q 5 B. Discuss the impact of Political & legal environment on International marketing. **7 marks**

OR

Q 5 Short Notes any 3 **15 marks**

1. WTO
2. Service Culture
3. Globalization
4. Role of IT in research
5. Dumping

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Time: 2 ½ Hours **Marks 75**

N.B. 1) All the questions are compulsory.

2) Figures to the right indicate full marks.

Q.1.A. State whether the following are true or False **(Any Eight)** (08)

1. Media vehicle refers to specific newspaper or channel.
2. Radio provides audio-visual impact.
3. Break-even planning focuses on profit level.
4. Stickiness index measures viewer loyalty.
5. Market coverage affects media budget.
6. Scheduling does not influence campaign effectiveness.
7. Bonus spots improve cost efficiency.
8. Scheduling does not influence campaign effectiveness.
9. TAB measures outdoor audience exposure.
10. Radio provides audio-visual impact.

Q.1.B. Match the following. **(Any seven)** 07

	Group A		**Group B**
1	People meter	a	Outdoor audit
2	TAB	b	TV measurement
3	Pulsing	c	Combination scheduling
4	CPT	d	Cost per thousand
5	Souls Reader	e	Exclusive reader
6	Break-even	3.	Sales equals cost
7	GRP (Gross Rating Points)	g	The total "weight" of a campaign
8	All-You-Can-Afford MethodF.	h	The cost of reaching 1% of the target audience in a specific area.

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Q.2.a) Explain the media planning process and its importance in business. 08
b) Explain media research and various sources of media research. 07

OR

c) Discuss challenges faced by media planners. 08
d) Explain organization structure of media company 07

Q.3. a) Discuss advantages of Television media and Print media. 08
b) Discuss steps in formulating media strategy. 07

OR

c) Explain OOH media and factors affecting OOH planning. 08
d) Compare traditional media and emerging media. 07

Q.4. a) Discuss factors affecting media budget framing. 08
b) Discuss scheduling patterns with examples. 07

OR

c) Explain buying brief and its elements. 08
d)Discuss scheduling strategies such as Roadblock and Day-part. 07

Q.5 – Answer the following: 15

1. Explain the system of developing a media strategy 08
2. Explain the process in formulating media strategy 07

OR

Q.5 C.Write short notes (Any Three) 15

a) Effective Reach

b) Buying Brief

c) Margin Analysis ROI Approach

d) Teaser Campaign

e) Market Prioritization

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[Time: 2½ hours] [Marks:75]

Please check whether you have got the right question paper.

N.B:
1. **Figures to the right indicate full marks.**
2. **Draw suitable diagrams wherever necessary**
3. **Illustrate your answers with examples**
4. Rewrite the questions for **Q1.a and b.**

Q1. a. Fill in the blanks (**ANY EIGHT**) **(08)**

1. _____customer's emotional responses and reactions to the brand reactions to the brand (a. Brand Positioning b. Brand Feelings c. Brand recall d. Brand performance)
2. They are customer's personal opinions about and evaluation of the brand which consumes form by putting together all the different brand performance and imagery associations. (a. Brand judgement b. Brand feelings c. Brand salience d. Brand resonance)
3. It promotes the product by not only communicating the product features but all connecting it with unique and interesting consumer experience. (a. Experiential marketing b. Permission marketing c. One to one marketing d. Relationship marketing)
4. The pricing strategy in which initially keep the prices low is (a. Penetration pricing b. Skimming pricing c. Discounted pricing d. Every day low pricing)
5. When two or more existing brands are combined into a joint product or are marketed together in the same manner is called as (a. Co-branding b. Family branding c. Umbrella branding d. Individual branding)
6. _____ has opened the door to building relationships, developing brand awareness, and generating website traffic. (a. Transferability b. Brand names c. Slogans d. Social media)
7. Brand Asset Valuator is developed by (a. Young &Rubicam, b. David Aaker c. Kevin Keller d. Jennifer Aaker)
8. _____ measures the degree to which a brand is seen as different from others. (a. Brand strength b. Differentiation c. Marketing-based d. All of the above)
9. Which matrix helps marketers understand the current brand line and explore further opportunity in expanding the product line (a. BCG Matrix b. Igor-Ansoff Matrix c. Brand – product Matrix d. Product portfolio matrix)
10. Which of the following is NOT a disadvantage of brand extension? (a. Cost reduction b. Encounter retailer resistance c. Harm the parent brand image d. Can dilute brand meaning)

b. State whether the following statement is TRUE or FALSE (**ANY SEVEN**) **(07)**

1. Accessibility to global markets is NOT a challenge for branding?
2. The legal term for brand is trademark.
3. Musical messages written around the brand is known as Taglines.
4. Brand extension means using an existing brand name for a new product category.
5. Brand identity and brand image mean exactly the same thing.
6. Co-branding involves two brands working together on one product.
7. Green marketing is the marketing of products that are presumed to be environmentally safe.

8. Conjoint analysis aims to find the optimum positioning between low-price-low-quality and high-price-high-quality.
9. When a brand is extended to the same product category, it is called Line extension.
10 Discounts is a core element of product strategy.

Q2. **Answer the following**

a. Explain the process of Strategic Brand Management in detail. **(08)**
b. Explain Young and Rubicam Brand Assets Valuator model in detail. **(07)**

OR

c. What is brand management? Differentiate between brand versus product. **(08)**
d. What is Brand? Discuss levels of Brand hierarchy. **(07)**

Q3. **Answer the following**

a. Elaborate building Global Customer Based Brand Equity with examples **(08)**
b. Explain various channel strategies in detail used by a brand manager to manage the brand. **(07)**

OR

c. Define brand extension. Explain its advantage and disadvantages. **(08)**
d. Elaborate on various tools of Integrated Marketing Communication (IMC) used by a brand manager **(07)**

Q4. **Answer the following**

a. Diagrammatically Explain Brand Value Chain in detail **(08)**
b. Explain Qualitative and Quantitative techniques of Brand Equity. **(07)**

OR

c. Explain the Brand-Product Matrix. Illustrate with example **(08)**
d. Explain bases for Brand Positioning and state few examples **(07)**

Q5. a. Write Short Notes on (**ANY THREE**) **(15)**

1. Private Lable Branding
2. Green marketing
3. Co-branding
4. Celebrity endorsement
5. Brand architecture

OR

b. **Case Study**

Tata Tea, one of India's leading tea brands under the Tata Consumer Products, faced intense competition from brands like Hindustan Unilever (Brooke Bond & Lipton).
Initially, Tata Tea was positioned as a regular household tea brand focused mainly on taste and affordability. However, with changing consumer expectations and rising competition, the brand began losing differentiation.
To address this challenge, Tata Tea launched the "Jaago Re" campaign, shifting its positioning from a functional beverage to a socially conscious brand encouraging awareness on issues like

voting, corruption, and women's empowerment. This emotional branding strategy helped the brand connect deeply with young and socially aware consumers.
The company also introduced:

- Brand extensions such as green tea and premium variants
- Modern packaging redesign for better shelf visibility
- Digital marketing campaigns to engage millennials
- Strong brand storytelling highlighting purpose-driven values

As a result, Tata Tea successfully revitalised its brand image, improved brand recall, and strengthened emotional bonding with consumers.
Questions

a. Analyse the brand repositioning strategy adopted by Tata Tea and explain how emotional branding and purpose-driven communication helped in strengthening brand equity. **(08)**

b. Evaluate the brand extension and digital marketing strategies of Tata Tea. Discuss how these strategies contributed to brand revitalisation and competitive advantage. **(07)**

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Time: 2 ½ Hours **Marks: 75**

Note :

1. **All questions are compulsory. (Subject to internal Choice)**
2. **Figures to the right indicate full marks.**
3. **Use of non-programmable calculator, is allowed and mobile phones are not allowed.**
4. **Normal distribution table is printed on the last page for reference.**
5. **Support your answers with diagrams / illustrations, wherever necessary**
6. **Graph papers will be supplied on request.**

Q1 (A) Multiple choice questions (Attempt any 8) **(8)**

1. Graphical method can be applied to solve a LPP when there are only _____ variables.
   a) Four b) Two c) Three d) Five

2. For solving an assignment problem, which method is used?
   a) Hungarian b) American c) German d) Italian

3. Which of the following is the correct option for "at most, maximum constraint"____
   b) ≥ b) ≤ c) ≠ d) ±

4. In PERT, slack time equals_____
   a) EST+ t b) LST-EST c) zero d) EFT- EST

5. In a game theory the outcome or consequence of a strategy is referred to as the
   a) Payoff theory b) reward c) penalty d) end game

6. _____is known as the time by which activity completion time can be delayed without affecting the start of succeeding activities,
   a) Total float b) interfering float c) independent float d) Free float

7. What is the probability of project completing in 55 days if expected project completion time is 47 days & table value is :(+0.4890)
   a) 98.90% b) 99% c) 90% d)98%

8. In a transportation problem, the condition for a balanced problem is:
   a) Total demand = Total supply b) Total demand > Total supply
   c) Total demand < Total supply d) Demand and supply are ignored

9. The North-West Corner Rule (NWCR) is used to:
   a) Find optimal solution b) Find an initial feasible solution
   c) Check for degeneracy d) Solve assignment problem

10. The assignment problem is said to be balanced when:
    a) Total supply = Total demand b) Number of rows = Number of columns
    c) All costs are non-negative d) Total profit = Total cost

Q1 (B) True or false (Attempt Any 7) (7)

1. Operations research is also termed as management science
2. The objective function of a LPP is Max Z if profit per unit is given for decision variables.
3. A 'less than or equal to' constraints means the highest possible limit of resource utilization is given
4. CPM techniques helps in ascertaining the time schedule of activities having sequential relationship.
5. One of the assumptions in Job Sequencing is each operation, once started, must be performed till completion.
6. Abundant resource means a resource which is fully utilized
7. In a two-player zero-sum game, one player's gain is the other player's loss, so their interests are diametrically opposed.
8. NWCM is the most cost efficient method of finding IFS in a transportation problem.
9. MODI method is the best method to get initial feasible transportation solution.
10. A Dummy is used to solve a prohibited assignment problem.

Q2 (A) Solve by using graphical method (8)

Max $Z = 8X_1 + 5X_2$

Subject to constraints,

$5X_1 + 3X_2 \geq 30$

$2X_1 + 5X_2 \geq 20$

$X_1 + X_2 \leq 8$

$X_1 \geq 0\ X_2 \geq 0$

Q2 (B) A company has four jobs, the following matrix shows the cost of assigning each job to each machine in (₹000).

i) How the task should be assigned to all machines to minimize total cost. (6)

ii) Does alternate optimum Solution exist? (1)

Machines / Jobs	M1	M2	M3	M4
J1	4	6	4	2
J2	12	5	6	5
J3	3	9	4	3
J4	6	5	3	2

OR

Q2 (C) Use simplex method to solve the following linear programming problem. (8)

Maximize $Z = 4X_1 + 8X_2$

Subject to the constraints,

$2X_1 + 3X_2 \leq 12$

$X_1 + 2X_2 \leq 6$

$X_1 \geq 0,\ X_2 \geq 0$

Q2 (D) A book binder has one printing press having 1 printing machine and 1 binding machine for manufacturing a no. of different books. The time required to perform the printing and binding operations for each book are shown below.

Machine	Book(s)					
	1	2	3	4	5	6
Printing Time (Minutes)	30	130	50	20	90	100
Binding Time (Minutes)	80	110	90	60	40	30

i) Find the optimal sequence that minimizes the total elapsed time. **(3)**
ii) Calculate the idle time for printing **(2)**
iii) Calculate the idle time for binding. **(2)**

Q3 (A) The following information is available regarding 4 different jobs A, B, C and D to be performed and about the employee I, II, III and IV capable of performing the jobs. Cost (₹000) of each assignment is given in the table below.

Employee\jobs	A	B	C	D
I	---	5	2	0
II	4	7	5	6
III	5	8	4	3
IV	3	6	6	2

Employee I cannot be assigned to job A you are required to find out the optimal assignment schedule and the total minimum cost of performing the jobs by using Hungarian method. **(7)**

Q3 (B) Following are the details of estimated times of activities for a certain project.

Activity	A	B	C	D	E	F
Preceding activity	--	A	A	B & C	--	E
Duration	2	3	4	6	2	8

a) Draw Network Diagram. Find the critical path and expected time of the project. **(4)**
b) Calculate the earlier start time and earliest finished time for each activity. **(2)**
c) Calculate the tail slack and head slack for each activity. **(2)**

OR

Q3 (C) Supply, demand & unit transportation cost in Rs. data is given. Find IFS by VAM **(7)**

Warehouse Factory	W1	W2	W3	Supply
F1	16	24	24	152
F2	48	72	40	164
F3	20	48	72	154
Demand	144	204	122	

Q3 (D) You are given the pay-off (profit in ₹) matrix in respect of a two person zero-sum game as follows:

		Player: B		
		I	II	III
Player: A	I	2	4	2
	II	1	-5	-4
	III	2	6	-2

a) Find the Maximin strategy. (3)
b) Find the Minimax strategy. (3)
c) What is the Value of the game (2)

Q4 (A) You are given a solution for a transportation cost problem. Figures in each cell represent per unit transportation cost. Figures in circle within each cell represent number of units allocated for transportation. P1, P2 and P3 are the 3 Plants and W1, W2 and W3 are the 3 Warehouses.

i) You are required to check the above solution for optimality, (3)

ii) if it is not optimal, use MODI method to obtain optimal solution and Find optimal transportation cost. (5)

Plant\WH	W1	W2	W3	Supply
P1	18 (500)	20	16 (1500)	2000
P2	26 (1000)	22 (1000)	30	2000
P3	6	2 (2000)	0	2000
Demand	1500	3000	1500	Total=6000

Q4 (B) A project consist of 8 activities with the help following relevant information:

Activity	Preceding activity	Estimated duration in days		
		Optimistic	Most likely	Pessimistic
A	-	2	2	8
B	-	2	5	8
C	-	3	3	9
D	A	2	2	2
E	B	3	6	15
F	C	3	6	9
G	D & E	4	7	16
H	F & G	2	3	4

a) Draw the PERT network diagram. (3)
b) Find the expected time of project completion. (2)
c) What duration will have 95% confidence for project completion? (2)

OR

Q4 (C) Find the optimal sequence:

JOB	I	II	III	IV	V
Machine-A	3	8	7	5	2
Machine-B	3	4	2	1	5
Machine-C	5	8	10	7	6

a) Determine the optimum sequence for performing jobs (2)
b) Total minimum elapsed time. (3)
c) Idle time for each machine. (3)

Q4 (D) you are given the following pay-off matrix of a zero-sum game, determine the optimal strategies for the players and the value of the game.

A'S Strategy	B'S Strategy			
	B1	B2	B3	B4
A1	5	-4	5	9
A2	6	2	0	-3
A3	9	15	10	11
A4	2	8	-6	5

a) Find the Maximin strategy. (3)
b) Find the Minimax strategy. (3)
c) What is the Value of the game (1)

Q5 (A) What is operations research; explain the areas of applications of operations research. (8)

(B) What is project crashing, Explain various cost involved in project crashing. (7)

OR

(C) Write short notes (Any 3) (15)

1. Independent float
2. Assumptions in Job Sequencing
3. NWCR Method
4. Multiple optimum solutions in an Assignment
5. Characteristics / Properties of a Game.

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NORMAL DISTRIBUTION TABLE

Area Under the Standard Normal Distribution

Z	0.00	0.01	0.02	0.03	0.04	0.05	0.06	0.07	0.08	0.09
0.0	0.0000	0.0040	0.0080	0.0120	0.0160	0.0199	0.0239	0.0279	0.0319	0.0359
0.1	0.0398	0.0438	0.0478	0.0517	0.0557	0.0596	0.0636	0.0675	0.0714	0.0753
0.2	0.0793	0.0832	0.0871	0.0910	0.0948	0.0987	0.1026	0.1064	0.1103	0.1141
0.3	0.1179	0.1217	0.1255	0.1293	0.1331	0.1368	0.1406	0.1443	0.1480	0.1517
0.4	0.1554	0.1591	0.1628	0.1664	0.1700	0.1736	0.1772	0.1808	0.1844	0.1879
0.5	0.1915	0.1950	0.1985	0.2019	0.2054	0.2088	0.2123	0.2157	0.2190	0.224
0.6	0.2257	0.2291	0.2324	0.2357	0.2389	0.2422	0.2454	0.2486	0.2518	0.2549
0.7	0.2580	0.2612	0.2642	0.2673	0.2705	0.2734	0.2764	0.2797	0.2823	0.2852
0.8	0.2881	0.2910	0.2939	0.2967	0.2995	0.3023	0.3051	0.3078	0.3106	0.3133
0.9	0.3159	0.3186	0.3212	0.3238	0.3264	0.3289	0.3315	0.3340	0.3365	0.3389
1.0	0.3413	0.3438	0.3461	0.3485	0.3508	0.3531	0.3554	0.3577	0.3599	0.3621
1.1	0.3643	0.3665	0.3686	0.3708	0.3729	0.3749	0.3770	0.3790	0.3810	0.3830
1.2	0.3849	0.3869	0.3888	0.3907	0.3925	0.3944	0.3962	0.3980	0.3997	0.4015
1.3	0.4032	0.4049	0.4066	0.4082	0.4099	0.4115	0.4131	0.4147	0.4162	0.4177
1.4	0.4192	0.4207	0.4222	0.4236	0.4251	0.4265	0.4279	0.4292	0.4306	0.4319
1.5	0.4332	0.4345	0.4357	0.4370	0.4382	0.4394	0.4406	0.4418	0.4429	0.4441
1.6	0.4452	0.4463	0.4474	0.4484	0.4495	0.4505	0.4515	0.4525	0.4535	0.4545
1.7	0.4554	0.4464	0.5473	0.4582	0.4591	0.4599	0.4608	0.4616	0.4625	0.4633
1.8	0.4641	0.4649	0.4656	0.4664	0.4671	0.4678	0.4686	0.4693	0.4699	0.4706
1.9	0.4713	0.4719	0.4726	0.4732	0.4738	0.4744	0.4750	0.4756	0.4761	0.4767
2.0	0.4772	0.4778	0.4783	0.4788	0.4793	0.4798	0.4803	0.4808	0.4812	0.4817
2.1	0.4821	0.4826	0.4830	0.4938	0.4838	0.4842	0.4846	0.4850	0.4854	0.4857
2.2	0.4861	0.4846	0.4868	0.4871	0.4875	0.4878	0.4881	0.4884	0.4887	0.4890
2.3	0.7893	0.4896	0.4898	0.4901	0.4904	0.4906	0.4909	0.4911	0.4913	0.4916
2.4	0.4918	0.4820	0.4922	0.4925	0.4927	0.4931	0.4931	0.4932	0.4934	0.4936
2.5	0.4938	0.4940	0.4941	0.4943	0.4945	0.4946	0.4948	0.4949	0.4951	0.4952
2.6	0.4953	0.4955	0.4956	0.4958	0.4959	0.4960	0.4961	0.4962	0.4963	0.4964
2.7	0.4965	0.4966	0.4967	0.4968	0.4969	0.4970	0.4971	0.4972	0.4973	0.4974
2.8	0.4974	0.4975	0.4976	0.4977	0.4977	0.4978	0.4979	0.4979	0.4980	0.4981
2.9	0.4981	0.4982	0.4982	0.4983	0.4984	0.4984	0.4985	0.4985	0.4988	0.4986
3.0	0.49865	0.4987	0.4987	0.4988	0.4988	0.4989	0.4989	0.4989	0.4990	0.4996
4.0	0.49968									