

PART I: Write T if the statement is true and F if the statement is false:
(Give justification): [25 grades] (30m)

- Saving time and money are reasons to take a sample rather than do a census
- In some situations, sampling may be the only option because the population is inaccessible
- A population list, map, directory, or other source used to represent the population from which a sample is taken is called the census.
- In a random sampling technique, every unit of the population has a randomly varying chance or probability of being included in the sample.
- Non-sampling error occurs when, due to chance, the sample is not representative of the population.
- The standard deviation of a sampling distribution of the sample means is commonly called the standard error of the mean.
- The central limit theorem states that if the sample size, n , is large enough ($n \geq 30$), the distribution of the sample means is uniformly distributed regardless of the shape of the population.
- Increasing the sample size causes the numerical value of standard error of the mean to increase
- If the population is normal and its standard deviation, σ , is known but the sample size is small, z -distribution values may not be used to determine interval estimates for the population mean.
- In order to find values in the t distribution table, you must determine the appropriate degrees of freedom based on the sample sizes.
- In determining the interval estimates for a population proportion using the sample proportion, it is appropriate to use the values from a t -distribution rather than the z -distribution.
- The probability of committing a Type I error is called the power of the test.
- When a true null hypothesis is rejected, the researcher has made a Type II error.
- The rejection region for a hypothesis test becomes smaller if the level of significance is changed from 0.01 to 0.05.
- If a 98% confidence interval for the difference in the two population means does not contain zero, then the null hypothesis of zero difference between the two population means cannot be rejected at a 0.02 level of significance.
- If the populations are normally distributed but the population variances are unknown the t -statistic can be used as the basis for statistical inferences about the difference in two population means using two independent random samples.
- Sets of matched samples are also referred to as independent samples.
- In analysis of variance tests a t distribution forms the basis for making the decisions.
- Determining the table value for the F distribution is smaller to finding values in the t distribution tables because the T table requires two values for degrees of freedom.

- The statistical methods of analysis of variance assume that the populations are normally distributed.
- The statistical methods of analysis of variance assume equal sample means.
- If the correlation coefficient between two variables is -1, it means that the two variables are not related.
- The difference between the actual y value and the predicted y value found using a regression equation is called the residual.
- The proportion of variability of the dependent variable (y) accounted for or explained by the independent variable (x) is called the coefficient of correlation.
- In the simple regression model, $y = 21 - 5x$, if the coefficient of determination is 0.81, we can say that the coefficient of correlation between y and x is 0.90.

PART II: Circle the correct answer: [60 grades] (75m)

- Kristen Ashford purchased the subscribers list for Wind Surfing magazine. She plans to survey a sample of the subscribers before using the list in her mail order business. She chooses the first 100 of the 5,000 names. Her sample is
a) simple random sample
b) stratified sample
c) systematic sample
d) convenience sample
e) cluster sample
- On Saturdays, cars arrive at David Zebda's Scrub and Shine Car Wash at the rate of 80 cars per hour during the ten-hour shift. David wants a sample of 40 Saturday customers to answer the long version of his quality service questionnaire. He randomly selects 9 as a starting point and instructs the crew to select the 9th customer and each customer at intervals of 20 (9, 29, 49, etc.). His sample is
a) convenience sample
b) simple random sample
c) unsystematic sample
d) stratified sample
e) systematic sample
- A carload of palletized aluminum castings has arrived at Mansfield Motor Manufacturers. The car contains 1,000 castings each. Mario Munoz, manager of Quality Assurance, directs the receiving crew to deliver the 127th and 869th pallets to his crew for 100% inspection. Mario randomly selected 127 and 869 from a table of random numbers. Mario's sample of 200 castings is
a) simple random sample
b) systematic sample
c) stratified sample
d) cluster sample
e) convenience sample
- According to the central limit theorem, if a sample of size 100 is drawn from a population with a mean of 80, the mean of all sample means would equal
a) 0.80
b) 8
c) 80
d) 100
e) 120
- According to the central limit theorem, if a sample of size 81 is drawn from a population with a standard deviation of 72, the standard deviation of the distribution of the sample means would equal
a) 8
b) 9
c) 7.2
d) 0.875
e) 128.00
- According to the central limit theorem, if a sample of size 100 is drawn from a population with a standard deviation of 80, the variance of sample means would equal
a) 6.4
b) 64
c) 80
d) 800
e) 0.064
- Increasing the sample size causes the sampling distribution of \bar{x} to
a) shift to the right
b) shift to the left
c) have more dispersion
d) have less dispersion
e) stay unchanged

- ❖ Suppose a population has a mean of 90 and a standard deviation of 28. If a random sample of size 49 is drawn from the population.
- The probability of drawing a sample with a mean of more than 95 is
 - 0.1056
 - 0.3944
 - 0.4286
 - 0.8944
 - The probability of drawing a sample with a mean of more than 84 is
 - 0.9332
 - 0.0668
 - 0.4332
 - 0.8664
 - The probability of drawing a sample with a mean between 85 and 95 is
 - 0.1056
 - 0.3944
 - 0.7888
 - 0.2112
 - The probability of drawing a sample with a mean between 80 and 100 is
 - 0.9876
 - 0.0124
 - 0.4938
 - 0.0062
12. James Desjardaux, VP of Human Resources of American First Banks (AFB), is reviewing the employee training programs of AFB banks. His staff randomly selected personnel files for 100 tellers in the Southeast Region and determined that their mean training time was 25 hours. Assume that the population standard deviation is 5 hours. The 95% confidence interval for the population mean of training times is
- 15.20 to 34.80
 - 24.18 to 25.82
 - 16.78 to 33.23
 - 23.32 to 35.46
13. A researcher wants to estimate the proportion of a population which possesses a given characteristic. A random sample of size 250 is taken and 40% of the sample possesses the characteristic. The 90% confidence interval to estimate the population proportion is
- 0.35 to 0.45
 - 0.34 to 0.46
 - 0.39 to 0.41
 - 0.40 to 0.45
14. A researcher wants to determine the sample size necessary to adequately conduct a study to estimate the population mean to within 5 points. The range of population values is 80 and the researcher plans to use a 95% level of confidence. The sample size should be at least
- 44
 - 62
 - 216
 - 692
15. A researcher wants to estimate the population proportion with a 95% level of confidence. He estimates from previous studies that the population proportion is no more than .30. The researcher wants the estimate to have an error of no more than .03. The necessary sample size is at least
- 27
 - 188
 - 211
 - 897
16. A researcher is testing a hypothesis of a single mean. The critical z value for $\alpha = .05$ and a two-tailed test is ± 1.96 . The observed z value from sample data is -2.11 . The decision made by the researcher based on this information is to _____ the null hypothesis.
- reject
 - not reject
 - change the alternate hypothesis into
 - do nothing
17. The diameter of 3.5 inch diskettes is normally distributed. Periodically, quality control inspectors at Dallas Diskettes randomly select a sample of 16 diskettes. If the mean diameter of the diskettes is too large or too small the diskette/punch is shut down for adjustment; otherwise, the punching process continues. The last sample showed a mean and standard deviation of 3.56 and 0.08 inches, respectively. Using $\alpha = 0.05$, the appropriate decision is
- reject the null hypothesis and shut down the punch
 - reject the null hypothesis and do not shut down the punch
 - do not reject the null hypothesis and shut down the punch
 - do not reject the null hypothesis and do not shut down the punch
 - do nothing

18. A statistician is being asked to test a new theory that the proportion of population A possessing a given characteristic is greater than the proportion of population B possessing the characteristic. A random sample of 600 from population A has been taken and it is determined that 480 possess the characteristic. A random sample of 700 taken from population B showed that 350 possess the characteristic. The observed z for this is
- 0.300
 - 0.624
 - 0.638
 - 11.22
- ❖ Data from a completely randomized design are shown in the following table.

The samples			
A	B	C	
7	6	7	
6	2	9	
3	1	7	
4	3	6	

- For a one-way ANOVA, the Total Sum of Squares (SST) is
 - 36.17
 - 28.75
 - 64.92
 - 18.03
- For a one-way ANOVA, the Between Sum of Squares (SSB) is
 - 36.17
 - 28.75
 - 64.92
 - 18.03
- For a one-way ANOVA, the Error Sum of Squares (SSE) is
 - 36.17
 - 28.75
 - 64.92
 - 18.03
- For a one-way ANOVA using $\alpha = 0.05$, the observed F value is
 - 5.66
 - 3.19
 - 18.08
 - 4.34

❖ The following data is to be used to construct a simple regression model:

$$n=10, \sum X=80, \sum Y=100, \sum XY=800, \sum Y^2=1360, \sum X^2=1024$$

- The value of the slope is
 - 1.4
 - 1.2
 - 0.71
 - 0.87
- The intercept is
 - 1.2
 - 0.31
 - 1.4
 - 0.87
- The regression equation is
 - $y = -1.2 + 1.4x$
 - $y = -1.2 - 1.4x$
 - $y = 1.4 - 1.2x$
 - $y = -1.2 + 1.4x$
- The variance of the estimated intercept is
 - 2.9
 - 1.71
 - 0.036
 - 0.19
- The variance of the estimated slope is
 - 0.036
 - 0.36
 - 0.06
 - 0.19
- The coefficient of determination for this regression would be
 - 0.87
 - 0.87
 - 0.93
 - 0.93
- The total sum of squares is
 - 360
 - 313.6
 - 48.4
 - 160
- The sum of square due to regression is
 - 360
 - 313.6
 - 48.4
 - 160

Some Normal Distribution values

α	0.005	0.01	0.025	0.05	0.1
Z	2.57	2.23	1.96	1.64	1.28

Some Normal Distribution probabilities

A	0.5	1.0	1.25	1.5	2.0	2.5
Pt(0 < Z < A)	0.1915	0.3413	0.3944	0.4332	0.4772	0.4938

Answer the Following Questions:

1- Determine if the system is consistent, or inconsistent using slope:

$$\begin{aligned}2x - 5y &= 6 \\ -4x + 10y &= -1\end{aligned}$$

2- Use matrix inverses to solve this system equations:

$$\begin{aligned}3x - y + z &= -5 \\ -x + y &= 1 \\ x + z &= -4\end{aligned}$$

3- If $f(x) = x^2$ find the slope at $x=3$ using the formula:

$$\lim_{x \rightarrow 0} \left(\frac{f(x + \Delta x) - f(x)}{\Delta x} \right)$$

4- Find the critical values where the function is: $f(x) = x^3 - 3x^2 + 5$ is concave up or concave down.

5- The annual labor and automated equipment cost (in millions of dollars) for producing TV sets is given by $C(x, y) = 2x^2 + 2xy + 3y^2 - 16x - 18y + 54$,

where x is the amount spent per year on labor, and y is the amount spent per year on automated equipment (both in millions of dollars). Minimize the cost.

6- Maximize $f(x, y) = 25 - x^2 - y^2$, subject to $2x + y = 10$.

7- Find $\int_1^2 \frac{1}{x} dx$

☺ Good Luck ☺



Date: 28/12/2019

Time: 2 hours

Please be attentive to the number of pages in the exam, as the exam pages will be on both sides of the paper (6 pages in 3 papers).

(40 Marks)

First Question: (Put your answer in the answer sheet)

Choose the best answer (a, b, c, or d) for the following statements:

- 1- is one of the informational roles of the manager
a) Spokesperson b) Monitor c) Disseminator d) a & b & c
- 2- are the job-specific knowledge needed to proficiency perform work tasks
a) Technical skills b) Human skills c) Conceptual skills d) a & b & c
- 3- means doing things differently, exploring new territory, and taking risks
a) Creativity b) efficiency c) innovation d) proficiency
- 4- There are major theories comprise the classical approach of management
a) 2 b) 3 c) 4 d) 5
- 5- approach is one of the major approaches to management theory
a) systems b) behavioural c) contingency d) general
- 6- When making decisions, managers may face three conditions:
a) Structured, programmed, non-programmed b) structured, non-structured, non-programmed
c) structured, non-programmed, programmed d) certainty, risk, uncertainty
- 7- Planning is primary managerial activity that involves establishing an overall for achieving organization's goals
a) policy b) strategy c) aim d) plan
- 8- Plans that are clearly defined and leave no room for interpretation are called plans
a) strategic b) standing c) specific d) directional
- 9- Is the concept that refers to a person should have one boss.
a) Unity of Command b) Chain of Command c) standardization d) Unity of Responsibility
- 10- When environment uncertainty is high, plans should be
a) flexible b) specific c) realistic d) a & b
- 11- Width of the span of control is affected by manager's
a) skills b) style c) power d) a & b
- 12- means increasing the decision-making authority (power) of employees.
a) Empowerment b) Decentralization c) Centralization d) None of them
- 13- Mechanistic organization design is characterize by
a) Centralization b) Wide spans of control c) Low formalization d) a & b & c
- 14- the is a manufacturing organization that uses outside suppliers to provide product components for its final assembly operations.
a) Virtual Organization b) Network Organization c) Modular Organization d) None of them



- 31- The goal of organizational behaviour is to Employees' behaviour
a) improve b)influence c)adopt d) a& b& c
- 32- is one of the barriers to Effective Interpersonal Communication
a) Body language b)Images c) Filtering d)Clothes
- 33- Communication that cuts across both work areas and organizational levels in the interest of efficiency and speed is known by communication
a) Downward b) upward c) lateral d) diagonal
- 34- Is an internal network that uses Internet technology and is accessible only to employees
a) intranet b)internet c)extranet d)wireless
- 35-is someone who can influence others and who has managerial authority
a) manager b)leader c)CEO d)a& b& c
- 36- University of Iowa Studies have Identified leadership styles
a) 2 b)3 c)4 d)5
- 37- leadership style is low task–high relationship leadership
a) Telling b)Selling c)Participating d)Delegating
- 38- The leader sets challenging goals and expects followers to perform at their highest level called leader
a) directive b)supportive c)participative d)achievement oriented
- 39- Significance of variation between actual performance and standards is determined byof variation
a) acceptable range b) size c) direction d)a& b& c
- 40- control is the control that prevents anticipated problems before actual occurrences of the problem
a) Feedforward b)Concurrent c) Feedback d)simultaneous

Second Question:

(20 Marks)

(Put your answer in the answer sheet, Mark box (a) as (✓) and box (b) as (×)):

- 41- top managers are responsible for making decisions that affect the entire organization
- 42- Effectiveness refers to “Doing things right”
- 43- Whereas effectiveness is concerned with the means of getting things done, efficiency is concerned with the ends
- 44- Human skills are most important for lower-level managers than middle managers
- 45- Organizations are not self-contained and, therefore, must adapt to changes in the external environment.
- 46- The Hawthorne studies are series of studies wanted to examine the effect of various lighting levels on workers' productivity



- 47- A problem becomes a problem when a manager becomes aware of it.
- 48- Formal plans cannot replace intuition and creativity
- 49- Sophistication of the organization's information system is one of the factors that affect span of control.
- 50- Decentralization is preferable when organization is facing a crisis or the risk of company failure.
- 51- As an organization grows larger, its structure tends to change from organic to mechanistic
- 52- Job Specification is a written statement of the minimum qualifications that a person must possess to perform a given job successfully.
- 53- Conformity is the acceptable standards or expectations that are shared by the group's members.
- 54- Functional conflicts are destructive
- 55- Managing change is an integral part of every manager's job.
- 56- Innovation is the ability to combine ideas in a unique way or to make an unusual association
- 57- The level of satisfaction is less important in predicting turnover for superior performers
- 58- A wheel network communication is the communication flows freely among all members of the work team.
- 59- Leaders who are productivity oriented are strongly associated with high group productivity and high job satisfaction
- 60- Productivity is a measure of how effectively employees do their work

Third Question:

State without explanation:

(25 Marks)

- 1- Decision making process (8 stages)
- 2- The 4 purposes of planning
- 3- Why is HRM important? (3 reasons)
- 4- the three different views of conflict management
- 5- Techniques to Manage Conflict (5 techniques)
- 6- Lewin's Three-Step Change Process
- 7- The three symptoms of Stress
- 8- The four Functions of Communication

Good luck

Dr. Reda Abdelkareem

4 Pages with 70 Questions

MSQs

1. Which of the following is true regarding "citizenship behavior"?
A) It is related to how loyal one is to his/ her country, being a good citizen.
B) It is unfavorable.
C) There are no clear differences between organizations that have such employees than those that don't.
D) It's attributed to employees who will do more than their usual job duties
 2. To solve ethical dilemmas, managers
A) Tend to focus on the employees' religious beliefs.
B) Offer seminars, workshops, and other training programs.
C) Conduct a group therapy.
D) All of the above
 3. Job Satisfaction is
A) a behavior. B) an attitude. C) both A and B. D) None of the above
 4. Which of the following can be considered an independent OB variable?
A) Deviant workplace behavior. B) Individual level variables.
C) Job satisfaction. D) Absenteeism.
 5. "Reflected best self" means.....
A) The idea is that we all have things at which we are unusually good.
B) focusing on addressing our limitations and too rarely think about how to exploit our strengths.
C) asking employees to think about when they were at their "personal best".
D) All of the above.
 6. Which of the following is not a core topic of organizational behavior?
A) conflict B) motivation C) work design D) None of the above
 7. The study of societies to learn about human beings and their activities is known as
A) Sociology B) Psychology C) Anthropology D) Social Psychology
 8. A high turnover rate means that
A) Employees have a high job satisfaction.
B) Employees tend to quit their jobs.
C) Employees aren't really productive.
D) There is a decrease in overall training and hiring costs.
 9. What are the three primary determinants of behavior that organizational behavior focuses upon?
A) individuals, groups, and job satisfaction
B) profit structure, organizational complexity, job satisfaction
C) groups, structure, and profit structure D) None of the above
 10. A manager can improve his/ her predictive ability by replacing a (an)..... with a more.....
A) systematic approach, intuitive opinion
B) intuitive opinion ; systematic approach
C) scientific approach; gut instinct
D) intuitive opinion ; gut instinct
- 1
11. OB module concerns to understand
A) customers behavior in order to improve customer service
B) employees behavior
C) managers behavior in order to achieve more profits
D) owners behavior in order to attract more investments
 12. The science of OB was developed by using general concepts and then altering their application to the particular situations. OB concepts must reflect
A) Independent variables
B) contingency conditions
C) dependent variables
D) none of the above
 13. There are simple and universal principles that explain organizational behavior.
A) absolutely no
B) a confusing array of
C) fourteen
D) None of the above
 14. In good times, manager should understand how to
A) retire and fire employees.
B) cope with stress and decision making
C) reward and retain employees
D) know the challenges and opportunities in OB
 15. A manager who is Working with people from different countries should.....
A) understand how to adapt the management style to their differences.
B) stop treating everyone alike
C) help them assimilate to your workplace culture
D) All the above
 16. The following steps for successfully Managing Diversity are correct (EXCEPT)
A) emphasize communication
B) support positive stereotypes
C) encourage employees to work in diverse group D) be open-minded
 17. Which of the following is an independent variable which is likely to be the root cause of the workplace deviant behavior-the manager has observed?.....
A) Foremen are paid significant bonuses if the workers they supervise complete their tasks quickly.
B) The structure of the organization does not involve all workers in the decision making process.
C) Absenteeism is found to rise on those days when particularly hazardous work is being performed.
D) None of the above
 18. Which dimension of the Big Five model refers to an individual's propensity to defer to others?
A) feeling B) emotional stability C) extraversion D) None of the above
 19. What is the measure of the extent to which people in a country accept the fact that power in institutions and organizations is distributed unequally?
A) power distance B) masculinity C) collectivism. D) None of the above
 20. Which of the following is not included in the Big Five model?
A. agreeableness B) extraversion C) intuitiveness D) None of the above
 21. Emotional intelligence appears to be especially relevant in jobs that demand which of the following?
A) leadership skills B) task structure C) charisma D) None of the above
 22. What is the name of the theory that has demonstrated that employees react emotionally to things that happen to them at work and that this reaction influences their job performance and satisfaction?
A) cognitive dissonance theory B) psychoanalytic theory
C) the theory of planned behavior D) affective events theory
- 2

23. Surface acting deals only with _____ emotions.
 A) strong B) displayed C) negative D) None of the above
24. Dalila smiles and acts politely towards a customer at her checkout, even though she really deeply dislikes this customer. What is the likely result of the disparity between the emotion Dalila displays and the emotions she is actually experiencing?
 A) emotional distance B) felt emotions C) emotional exposure D) None of the above
25. What effect does stress typically have on mood?
 A) long-term positive B) short term positive but long term negative C) negative D) None of the above
26. Tarek is very prone to experiencing emotions in a much stronger manner than most other people. Things that wouldn't provoke any significant emotional response in the average person often send him into fits of happiness, anger, or depression. Tarek has a high level of which of the following?
 A) affect intensity B) positive affect C) negative affect D) None of the above
27. Evolutionary psychology has which of the following views on negative emotions such as anger and jealousy?
 A) They serve to protect our rights when we feel that they are being violated.
 B) They are vestiges of our past as hunter-gatherers that will be lost as we continue to evolve.
 C) They are a biological imperative that cannot be controlled.
 D) They are necessary if we are to function efficiently amid the stresses of contemporary life.
28. To succeed in achieving their goals, teams must _____.
 A) receive support from management B) have autonomy
 C) have strong leadership D) all of the above
29. What types of people are valuable in teams because they're good at backing up fellow team members and at sensing when that support is truly needed?
 A) introverted people B) agreeable people C) open people D) conscientious people
30. Sara has an assertive personality and naturally tends to stand up for her team in conflicts with other teams or departments. She is a strong defender and is fiercely loyal to the other members on her team. Sara is most likely suited for which of the following team roles?
 A) controller B) advocate C) assessor D) maintainer
31. Which of the following types of teams would most likely empower its team members to make work-related decisions?
 A) self-managed B) technical C) problem-solving D) reactive
- True (A) or False (B)**
32. The Reflected Best Self Exercise (RBSE) is a feedback seeking exercise that helps you identify and understand your unique limitations.
33. TV programs can cause cognitive dissonance toward people like a famous footballer.
34. Tobacco executive tried firstly to change his behavior to be more consistent with the belief.
35. Intuition comes from "gut feeling" about the state of something.
36. What psychology is to the group, sociology is to the individual.
37. There are three levels of analysis in OB, and as we move from the individual level to the national level to the global level, we add systematically to our understanding.
38. There are many universal principles that explain organizational behavior.
39. Tenure is negatively related to absenteeism.
40. A trait can be described as a characteristic or behavior that is sometimes exhibited in a few situations.
41. Values generally influence attitudes and behavior.
42. Organizations in a society high in uncertainty avoidance are likely to have more rules.
43. Classical conditioning can explain simple reflexive behaviors.
44. A high I.Q. is a good prerequisite for all jobs.
45. OB researchers cannot offer reasonably accurate explanations of human behavior since people act very differently in similar situations.
46. There's an increasing blurring between work and non work time.
47. It is the inconsistencies in behavior that make prediction possible.
48. In general, woman and men desire the same work schedules.
49. Both punishment and extinction weaken behavior and tend to decrease its subsequent frequency.
50. People with Type A personalities are rarely concerned with time.
51. It is consistent for a country with a democratic government to rank below average on power distance.
52. Biographical data is easier to acquire than information on employee motivation levels.
53. Workforce diversity is a topic dealing with how organizations are becoming more homogeneous in terms of gender, race, and ethnicity.
54. People overestimate the accuracy of what they think they know.
55. Many people's views on human behavior are based on intuition.
56. An organization is productive if it achieves its goals and does so by transforming inputs to outputs at the lowest cost.
57. OB is concerned with creating stable and predictable organizations.
58. One method of shaping behavior is called positive reinforcement and occurs when a desired response is followed with something pleasant.
59. The Big Five Model factor termed "extraversion" is probably a good predictor of job performance in most professions.
60. The content attribute of a value says that a mode of conduct is important.
61. Collectivism refers to a cultural attribute describing a loosely knit social framework in which people tend to the interests of their immediate family.
62. Learning, perception, and personality are OB topics whose contributions have generally come from psychiatry.
63. Social psychology is an area within psychology, blending concepts from both psychology and socialism.
64. Reasonable levels of employee-initiated turnover facilitate organizational flexibility and employee independence.
65. The relationship between age and job performance is likely to be an issue of increasing importance during the next decade.
66. Personality looks at the parts of the person rather than the aggregate whole.
67. When we rank an individual's values in terms of the intensity of those values, we obtain that person's value system.
68. Instrumental values are preferable modes of behavior, or means of achieving one's terminal values.
69. Research suggests that weather has no effect on mood.
70. If the elements creating dissonance are relatively unimportant, the pressure to correct this imbalance will be low.

Best Wishes

The University of Kaferelsheikh
Faculty of Commerce
Final exam

Date: 11/01/20

Course: Principles of Economics

Grade: 1

85 Marks

Time allowed: 2 hours



Choose as appropriate

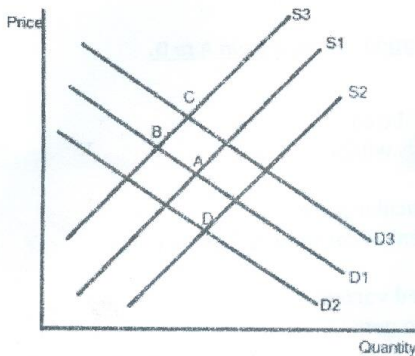
31. is called deflation where the prices of most goods and services are falling over time.
a. Hyper Inflation b. Negative Inflation Rate c. inflation rate
32. The factors, affect the, are domestic birth rate, immigration and the ages at which people normally first enter the workforce and retire.
a. Marginal product b. Size of the working-age population c. Productivity
33. Unemployment is the extra unemployment that occurs during periods of recession.
a. Structural b. Frictional c. Cyclical
34. effect is the tendency for nominal interest rates to be high when inflation is high and vice versa.
a. Okun b. Fisher c. Smith
35. The interest rate is not equal to the nominal interest rate divided by the price level as the nominal rate is a rate of return which is measured in percent, not a nominal quantity measured in dollars.
a. Real b. Total c. Nominal
36. Changes in for labour are the key in explaining the aggregate trends in wages and employment.
a. Demand b. Supply c. Both
37. Nominal interest rate (or interest rate) is the annual percentage increase in the nominal value of a financial asset.
a. Market b. Real c. Equilibrium
38. unemployment reflects the time taken to acquire human capital.
a. Structural b. Frictional c. Cyclical
39. are organizations that negotiate with employers on behalf of workers.
a. MNEs b. Labour Unions c. Firms
40. is a measure of the cost of living during a particular period.
a. MPS b. CPI c. PPC
41. Firms and other employers represent the in the labour market.
a. Demanders b. Suppliers c. Both
42. The Natural Rate of Unemployment is the unemployment rate when the labour market is.....
a. In equilibrium b. in disequilibrium c. Unbalanced

Best Wishes

- D) the price of a product and the demand for the product.
- 25- **The phrase "demand has increased" means that:**
A) a demand curve has shifted to the left. B) there has been a downward movement along a demand curve.
C) there has been an upward movement along a demand curve. D) a demand curve has shifted to the right.
- 26- **Marginal utility can be**
A) positive, negative or zero. B) negative. C) zero. D) positive.
- 27- **When the price of audio books, a normal product, falls causing consumers' purchasing power to rise, they buy more of it due to**
A) the income effect. B) the deadweight loss effect. C) substitution effect. D) elasticity effect.
- 28- **If the market for a product is broadly defined, then**
A) the expenditure on the product is likely to make up a large share of one's budget.
B) there are few substitutes for the product and the demand for the product is relatively inelastic.
C) there are many substitutes for the product and the demand for the product is relatively elastic.
D) the product has many complements.
- 29- **Suppose a 4 percent increase in price results in a 2 percent increase in the quantity supplied of a product. Calculate the price elasticity of supply and characterize the product.**
A) 0.2; the product is price inelastic B) 0.5; the product is price inelastic
C) 50%; the product is price inelastic D) 2; the product is price elastic
- 30- **If the consumer is below his budget line, the consumer:**
A) Is not spending all of his income (B) Is spending all of his income
C) May or may not be spending all of his income (D) Is in equilibrium

Covertina bars is:

- (A) A (B) B (C) C (D) D



- 15- Which of the following would you expect to shift the demand curve for cars?
 (A) A fall in the rate of economic growth (B) An increase in the cost of steel
 (C) A decrease in public transport prices (D) A subsidy given to car producers
- 16- Which of the following is likely to have the most elastic demand?
 (A) food (B) fruit (C) bananas (D) Morocco brand bananas
- 17- Assume that the price of product Y decreases by 5% and the quantity supplied decreases by 2%. The coefficient of price elasticity of supply for good Y is:
 A) negative and therefore Y is an inferior good. B) less than one and therefore supply is inelastic.
 C) more than one and therefore supply is elastic. D) negative and therefore the supply curve is down sloping.
- 18- The negative slope of the production possibilities curve illustrates that:
 A) some resources are always unemployed.
 B) when resources are fully employed, an economy can produce more of one thing only by producing less of something else.
 C) opportunity costs are constant. D) businesses can sell more goods when their prices are low.
- 19- Mona decides to stay home and study for her exam rather than going out to a movie with her friends. Her dilemma is an example of:
 A) the economic perspective. B) marginal analysis. C) opportunity cost. D) allocative efficiency.
- 20- Assuming everything to be constant except the variables being studied is called the:
 (A) *ceteris paribus* assumption. (B) *ex ante* assumption.
 (C) *post hoc ergo propter hoc* assumption. (D) *caveat emptor* assumption.
- 21- If Coca and Pepsi are substitutes:
 (A) a decline in the price of Pepsi increases the demand for Coca.
 (B) a decline in the price of Pepsi reduces the demand for Coca.
 (C) consuming more Coca requires consuming more Pepsi.
 (D) the demand for Coca is independent of the price of Pepsi.
- 22- All of the following are determinants of demand except.
 (A) the cost of inputs. (B) taxes and preferences. (C) taxes and subsidies. (D) price expectations.
- 23- Good A and Good B are complimentary goods. If the price of Good A rises, what is likely to happen to Good B?
 (A) Less people will buy it. (B) More people will buy it.
 (C) People will have an increased awareness that it is unnecessary. (D) Good B will not be affected.
- 24- A demand curve shows the relationship between:
 A) the price of a product and the quantity of the product demanded.
 B) the amount of a certain product sellers are willing to sell at a particular price, and the amount consumers are willing to buy at that price.
 C) the quantity that consumers are willing and able to buy, and the quantity that sellers are willing and able to offer.

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أجب عن الأسئلة التالية بالترتيب الوارد :-

القسم الأول : السياسات المالية

السؤال الأول :- وضح مدى صحة أو خطأ العبارات التالية. (30 درجة)

1. للسياسة المالية أثر محدود على الناتج المحلي الإجمالي مقارنة بالسياسة النقدية.
2. تعتبر إجراءات السياسة المالية سريعة مقارنة بالسياسة النقدية.
3. تعتبر السياسة المالية ذات تأثير سريع في الحد من التضخم.
4. تماثل أسلوب تخطيط السياسة المالية في النظامين الاشتراكي والرأسمالي .
5. يعتبر العجز في الموازنة العامة أحد فروض السياسة المالية في النظرية الكلاسيكية.
6. الفجوة الركودية يتم علاجها بتخفيض الإنفاق الحكومي العام.
7. الفجوة التضخمية يتم علاجها برفع مستوى الضرائب.
8. السياسة المالية في النظرية الكلاسيكية لا تؤمن بمبدأ التحيز المالي.
9. السياسة المالية في النظرية الكينزية لا تؤمن بمبدأ الحياد المالي.

السؤال الثاني :- حدد المفهوم المناسب للعبارات التالية : (25 درجة)

1. الارتفاع المستمر في المستوى العام للأسعار.
2. هبوط في النمو الاقتصادي لمنطقة معينة أو لسوق معين، بسبب زيادة الإنتاج عن الاستهلاك.
3. برامج تؤدي بشكل تلقائي إلى توسيع السياسة المالية خلال فترة الركود الاقتصادي.
4. تمثيل للنفقات والإيرادات الحكومية المتوقعة خلال سنة مالية واحدة.
5. قيام الدولة باختيار نوع معين من أنواع الضرائب التي تتبناها بهدف إشباع الحاجات العامة.

القسم الثاني : القانون التجاري (30 درجة)

السؤال الأول :- وضح بإيجاز شديد تجارية الوكالة والسمسرة ؟

السؤال الثاني :- ضع علامة صح أو خطأ أمام العبارات الآتية (بدون تعليل).

1. يعتمد القانون التجاري على السرعة، ويقوم على الثقة والائتمان.
2. يعتبر الشراء من أجل البيع بغية الربح من الأعمال التجارية على وجه الإحتراف.
3. يعد تأسيس الشركات التجارية من الأعمال التجارية المنفردة.
4. تعتبر عمليات البنوك من الأعمال التجارية المنفردة.
5. يعد شراء التاجر لسيارة من أجل استخدامه الشخصي من الأعمال التجارية بالتبعية.

مع أطيب التمنيات بالنجاح ...





