يتكون هذا الاختبار من (100) سؤال موضوعي من نوع الاختيار من متعدد، الإجابة عنها إجبارية. ظلل بقلم الرصاص بشكل غامق الدائرة التي تشير إلى الإجابة الصحيحة في المكان المخصص لذلك في نموذج الإجابة المرفق.

مبادئ الإدارة					
1.	The term "economic use and proper utilization of available resources "is called:				
	a- Specialization	b- Effectiveness			
	c- Effeciency	d- Division of labor			
2.	Which of the following managerial schemes be combated?	Which of the following managerial schools consider informal organization evil nust be combated?			
	a- Bureaucracy				
	b- Systems theory				
	c- The Scientific Management school				
	d- Contengency theory				
3.	Which of the following managerial sche achievement resulted from proper plan	Č Č			
	a- The systems theory				
	b- Managment science school				
	c- Contengency theory				
	d- Behavioural school of management				
4.	The study conducted to determine the opposite productivity of employees is conducted				
	a- Fayol	b- Rogers			
	c- Barnard	d- Mayo			
5.	Which of the following the term organization in order to achieve securit	refers to Specific human behaviors in the ty and equality?			
	a- Rules	b- Policies			
	c- programms	d- Strategies			
6.	Which of the following is one of the diff plan?	ficulties resulting from the complexity of the			
	a- Lack of commitment to planning	b- Resistance to change			
	c- Experience	d- Inflexibility			
7.	What problems are there to be no indic	cation they occur? Problems:			
	a- Vital	b- Traditional			
	c- Core	d- Emergent			
8.	What is the decision-making model wh uncertainty? Model:	ich is characterized by ambiguity and			
	a- Classical	b- Mangerial			
	c- Traditional	d- Political			

الانجليزية	التخصص: التجارة الالكترونية باللغة	رة الشتوية لمعام 2013
9.	What is organization type that cares a identifying relations and the division	about the organizational structure and of labor?
	a- Learning organization	b- Formal organization
	c- Organization network	d- Managerial organization
10.	Which of the following is one of the fa appropriate organizational structure	
	a- Taking advantage of specialization	n
	b- Coordination between the work of	f the Organization
	c- Taking into account the local cond	ditions
	d- Human capacity	
11.	What is the organization which is cha administrative relations, and unity of	
	a- Line-staff	b- Line
	c- Functional	d- Organic
12.	What is the organization requires a b individuals working in the organization	
	a- Learning	b- Network
	c- Team	d- Line
13.	What is the classification that divides organizational units in sections with t	
	a- Function	b- Product
	c- Service	d- Work process
14.	What is the organizational chart depi	icting the general shape of the organization?
	a- Suplemntary chart	b- Circular chart
	c- Vertical charts	d- Master chart
15.	What is the authority that they have t	the right to issue orders? Authority:
	a- Line	b- Staff
	c- Functional	d- Committee
16.	Which of the following is considered a	
	a- Efficiency	b- Specilaization
18	c- Legal	d- Coercition
17.	J I	
	a- Authoritarian leadershipc- Autocratic leadership	b- Democratic leadershipd- Laissez leadership
18.	-	ts to add the duties and other tasks to work?
10,	Style:	s to add the duries and other tasks to work?
	a- Work expansion	b- Work enrichment
	c- Flexible work	d- Mangment by objectives

19.		لتجارة الالكتروني type of co		n occur bet	ween ind	lividuals	s on the sam	ئىتوية لعام 2013 ne administrat
	leve	l called:						
	a-	Diagonal			b-	Latera	1	
	C-	Upward			d-	Writte	n	
20.			ontrol charact fore they occu		t aim to j	prevent	the occurre	nce of errors
	a-	Clarity			b-	Accura	acy	
	c-	Effecience	cy		d-	Flexib	lity	
				ة الاحصاء	مبادئ			
21.	If A	1, A2 are i	ndependent e	vents in Ω,	p(A ₁)=0	$0.5, p(A_2)$)= 0.2 then F	$\mathbf{P}(\mathbf{A}_1 \cap \mathbf{A}_2) =$
	a-	0.1			b-	0.7		
	C-	0.6			d-	0.5		
22.	The	measure	that does not	take into a	ccount a	ll the va	lues is:	
	a-	The arith	metic mean		b-	Varian	ice	
	c-	Standard	deviation		d-	Media	n	
23.	The use:	measure	the strength o	of the relati	onship b	oetween	two or more	e variables, w
	a-	Arithmet	ic mean		b-	Correl	ation	
	C-	Regressio	on		d-	Varian	ice	
24.		e liner reg nated valu	gression equa 1e of y is:	tion (y on x	x) is: y=().4x + 42	2.4 and x=65	5, then the
	a-	26.4			b-	16.4		
	c-	66.4			d-	68.4		
25.	The	most freq	uent observa	tion among	g observa	ations is	:	
	a-	Arithmet	ic mean		b-	Media	n	
	c-	Mode			d-	Percen	tile	
26.	If th	e value of	the variance	in a set of	values is	s (16), th	en the stand	lard deviatio
	a-	4			b-	32		
	C-	256			d-	8		
27.	If yo	ou have th	e following d	ata:				
		X	1	3		4	2	5
		Y	3	2		5	4	6
	Then		correlation co					
	a-	1.57			b-	0.70		
		0.10			d-	1		

الورقة الثانية – البرنامج العلوم المالية والإدارية

التخصص: التجارة الالكترونية باللغة الانجليزية

· · · · ·	ہ باللغہ	التخصص: التجارة الالكتروني		الدورة الشتوية لعام 2013
28.	In t	he normal curve:		
	a-	Median and mode are only equa	1	
	b-	Mean, median, and mode are no	t equal	
	c-	Mean and median are only equa	1	
	d-	Mean, median, and mode are eq	ual	
29.	The	airthmatic mean of the following	ng values {	24, 46, 23, 18, 14}is:
	a-	46	b-	25
	c-	18	d-	24
30.		ich of the following measures is lency?	not consid	ered as a measure of central
	a-	Airthmatic mean	b-	Median
	c-	Mode	d-	Variance
31.	The is:	value of the seventieth percenti	le of the fo	llowing data {2, 11, -2, 6, 13, 12}
	a-	11	b-	13
	c-	12	d-	-2
32.	The	midpoint of the class (50-55) is:		
	a-	51	b-	54
	c-	47	d-	52.5
33.	The	value that represents the mode	of the follo	owing data {15, 14, 17, 12, 14, 10} is:
	a-	10	b-	14
	c-	15	d-	14.5
34.	Wh	ich of the following samples is n	on randon	n sample?
	a-	Stratified sample	b-	Simple sample
	c-	Systematic sample	d-	Available sample
35.	If A	1, A2 are disjoined events in Ω ,	$P(A_1) = \frac{2}{15}$	$\frac{1}{5}$, $P(A_2) = \frac{4}{15}$, then $P(A_1 \cup A_2) =$
	a-	$\frac{2}{15}$	b-	$\frac{6}{15}$
		15		
	c-	$\frac{8}{30}$	d-	$\frac{6}{30}$
36.	The	_	n of the fo	bllowing marks {60, 80, 50, 70, 90} is:
	a-	70	b-	60
	C-	75	d-	90
37.	The	value of the variance of the foll	owing nun	nbers {2, 1, 0} is:
	a-	2	b-	1
				$\sqrt{2}$

-		الورقة الثانية - البرنامج العلو التنبيب الترابي المرابع		تحان الشهادة الجامعية المتوسطة مستراثة تسترابير 2012					
		التخصص: التجارة الالكترونية		ورة الشتوية لعام 2013 م					
38.		e range is the simplest one	C						
	a-	Probability	b-	Central tendency					
	C-	Dispersion	d-	Correlation					
39.	bety	ween 2003 and 2007, using	g 2003 as the base	xes of four goods were sold e year. If laspeyres price index was then Fisher's price index is:					
	a-	25.18%	b-	18.6%					
	c-	23.12%	d-	27.13%					
40.		the standard normal distri area above z=2 equals:	bution, if the are	a under z=-2 equals (0.0228), then					
	a-	0.1587	b-	0.9772					
	c-	0.4772	d-	0.0228					
		ـــــــــــــــــــــــــــــــــــــ	مبادئ الاقتصاد الجزة						
41.	Rev	venues earned by worker t	from the product	tion process is					
	a-	rent	b-	wage					
	c-	Interest rate	d-	profit					
42. linear relationship in economic models is that relationship whether the variable		t relationship where the impact of							
	a-	Independent on the depen	dent variable is a	not fixed					
	b-	Independent on the depen	dent variable is fi	xed					
	c-	Dependant on the indepen	ndent variable is n	ot fixed					
	d-	Dependant on the indepen	ndent variable is f	ïxed					
43.	If the price decreased for some product from (24) to (20) JDs, and as a result increased the demand quantity of (50-60)unit and the unit price elasticity of demand coefficient is								
	a-	1.2	b-	1.02					
	c-	2.1	d-	2.01					
44.	If t	he elasticity of demand inc	come is negative (the product will be					
	a-	normative	b-	bad					
	C-	necessary	d-	a luxury					
45.	when the change in the quantity supplied is equal to zero, the coefficient of pri- elasticity of product will be								
	a-	elastic	b-	inelastic					
		infinite elastic	d-	perfectly inelastic					
	c-	46. We can obtained the market demand through							
46.			U	a- vertical assembly of individual demand curves					
46.	We		U	ves					
46.	We		vidual demand cur						
46.	We a-	vertical assembly of indiv	vidual demand cur	ves					

الانجليريا	، باللغة	التخصص: التجارة الالكتروبيا		الدورة السنوية لعام 2015
47.		he government imposed a higher pr ls to	ice ce	iling than the equilibrium price, it
	a-	shortage of the production in the mar	ket	
	b-	an overflow of product in the market		
	c-	a balance of the product in the marke	t	
	d-	will not affect the balance of the mar	ket	
48.	If t	he demand increased with less supply	of th	e goods , this leads to
	a-	a definite increase in the quantity of b	balanc	e with price stability
	b-	a definite increase in interest rate		
	c-	a definite decrease in the quantity of	baland	ce with price stability
	d-	a definite decrease in the balance price	ce	
49.		tudy the effect of the high price of tors remaining unchanged which is a		•
	a-	positive economy	b-	normative economy
	c-	partial equilibrium	d-	total equilibrium
50.		he product cuts a fraction of the inc n will be	come	of the consumer, the demand for this
	a-	elastic	b-	inelastic
	c-	infinite elastic	d-	perfectly elastic
51.	Pro	duction of goods and services in the	quan	tities needed by the society points to
	••••			
	a-	economic efficiency	b-	Technical efficiency
	c-	economic growth	d-	economic stability
52.		•		ss than one , the relationship between in the price will be
	a-	inverse	b-	a centrifugal
	c-	mono	d-	equal
53.	Mo	ving the budget line up in a parallel f	figure	will be due to
	a-	change in the prices of goods		
	b-	Change in the prices of production el	ement	S
	c-	change in consumer's tastes		
	d-	change in consumer's income		
54.	con	sumer's surplus can be defined as		
	a-	market price minus the demand price		
	b-	product price minus cost price		
	с-	product price minus revenue		
	d-	Demand price minus the market price	e	

الانجليزية	ه باللغة	التخصص: التجارة الالكتروني		الدورة الشتوية لعام 2013		
55.	Asv	we move to the right of the indifferen	ices cu	urve it leads to		
	a-	a- Increase the level of saturation				
	b-	Increase the level of cost				
	c-	Decrease the level of saturation				
	d-	Decrease the level of cost				
56.	whe	en the total Costs equated with total	revenu	ie, the firm achieved		
	a-	economic profits	b-	economic loss		
	c-	normative profits	d-	accounting profits		
57.	Acc	ording to inputs production functior	ı, the i	nputs production is		
	a-	an implicit variable	b-	marginal variable		
	c-	independent variable	d-	dependent variable		
58.		e Iso cost line would be changed up enditure changed with	poro	lown, if the allocated amount for		
	a-	factor prices				
	b-	the prices of goods and services				
	c-	the stability of prices of production e	lemen	ts		
	d-	the stability of prices of goods and se	rvices			
59.	goo 	ds that are used in the production of commodities	other	goods and services called		
	a-	Perfectionism	b-	Consumer		
	c-	investment	d-	Technical		
60.	The call	e firm where is division of labor and ed	using	efficient management skills		
	a-	surplus production	b-	a lack of production		
	c-	economies of scale	d-	diseconomies of scales		
		ن المحاسبة (1)	مبادى			
61.	Wh	ich of the following transactions deb	iting a	ssets and crediting liabilities?		
	a-	Purchase of Equipments on account				
	b-	Purchase of Equipments for cash				
	C-	Cash collections from customers				
	d-	Payment to creditors as a settlement				
62.		ich of the following represents a pur chases journal?	chase	transaction, and recorded in the		
	a-	Purchasing Equipments on credit				
	b-	Purchasing Furnishers for cash				

- c- Purchasing goods for cash and on account
- d- Purchasing goods and any other assets for cash and on account

63. If the cash ledger had a balance of 100 JD, it means:

- a- An amount of 100 JD paid
- b- An amount of 100 JD is on hand.
- c- The amount received is less than 100 JD.
- d- The amount paid is more than 100 JD.
- 64. If on 31/12/2012 the buildings balance was 20,000 JD, inventory balance was 8500, , cash balance was 100 JD, accounts payables balance 3,000 JD, and a bank loan balance was 4000 JD, which of the following amounts representing the capital balance as of 31/12/2012?

a-	28600 JD	b-	21,600JD
----	----------	----	----------

c- 24600 JD d- 25600 JD.

65. Which of the following represents the proper description of the trial balance?

- a- It is a special account shows accounts balances
- b- It is an account shows all journal entries
- c- It is a statement of accounts balances
- d- It is a statement showing the financial position of the entity.

66. When endorsing a note receivable to be a settlement of account payable due to a vendor, when journalizing this transaction, the <u>debit side</u> of the entry should include:

- a- Accounts Payable b- Notes Receivable
- c- Cash d- Accounts Receivable

67. Which of following items should be classified as Selling expenses?

- a- Advertising expense b- Transportation In / or Freight In.
- c- insurance expense d- General expenses

68. The journal entry to be made in the buyer records to journalize the purchase discount would be:

- a- Debit: Sales discount Credit: Accounts receivable
 b- Debit: Cash Discount Credit: Accounts Receivable
 c- Debit: Purchase Discount Credit: Accounts Payable
 d- Debit: Accounts Payable Credit: Purchase Discount.
- 69. Ahmed purchased goods for the amount of 10,000 JD, with a 5% cash discount if payment is made within ten days, (5%,10), transportation expenses reached 500 JD paid by the seller on behalf of Ahmad. If Ahmad has gained the discount; the net amount to be paid to the seller would be :

a-	9500 JD	b-	10000 JD
c-	9975 JD	d-	9000 JD

70. The following balances have appeared in the trial balance: Advertising Expenses 500 JD, Service Revenues 7500 JD, salaries expenses 3000 JD, dividends income 600 JD, and withdrawals 250 JD.

The net income of the company would be:

	a-	4350 JD	b-	4,600 JD	
	c-	4000 JD	d-	3750 JD	
	مبادئ المحاسبة (2)				
71.	71. On 1 \ 12 \ 2012 Al – Najah Company issued a 3 – month 6 % note payable for the amount of JD 80,000, what is the amount of accrued interest expense on the note payable to be recognized in the income statement for the year ended on 31/12/2012.				

a-	293.3 JD	b-	400 JD
c-	291.1 JD	d-	1,600 JD

72. You have the follwong information about the ending inventory:

Market Price:	180000 JD
Cost	172000 JD
Selling expenses	18,000 JD
D 11 /1 T	

By applying the Lower – of Cost or Net Realizable value, the ending inventory would be reported in the statement of Financial Position as follows:

a-	172000 JD	b-	162000 JD
c-	180000 JD	d-	154,000 JD

73. On 6/9/2012 the inventory of Al- Raja' Company has been damaged by a fire. Below you find the related information about the inventory from 1/1/2012 till 6/9/2012:

Beginning Inventory 170000 JD, sales 625000 JD, purchases 195000 JD. The average gross profit rate was 52%,

The Inventory balance as of 6/9/2012 would be

- a- 65000 JD
- b- 130000 JD
- c- 40000 JD
- d- 81,600 JD

74. The ending inventory balance may include the following:

- a- Goods owned by the entity and available for sale
- b- Goods in transit
- c- Consignment Goods
- d- All of the above is true
- 75. A company owns equipment has a cost of JD 12000 with accumulated depreciation of JD 10000, if the company is going to sell it for JD 3000, the selling entry would reveals the following:
 - a- Gain on sale of equipment by 1000 JD
 - b- loss on sale of equipment by 1,000 JD
 - c- Equipment is Credited by JD 3000
 - d- Accumulated Depreciation is Credited by JD 1000

- 76. A company has purchased a car for the amount of JD 18000, the salvage value was estimated to be JD 3000, and the monthly depreciation expense was JD 250. If the company using the Straight Line Method of depreciation, so the estimated useful life would be:
 - a-4 yearsb-72 years old
 - c- 6 years d- 5 years

77. The proper classification of the Allowance for doubtful Debts is :

- a- Liabilities
- b- Expenses
- c- Contra Account to Bad Debts
- d- Contra Account to Receivables

78. If a company has collects a bad debt in cash. Which is of the following is true:

- a- Allowance for doubtful debts is debited when recording bad debts.
- b- Accounts receivables are credited when recording bad debts.
- c- Accounts receivables are credited when recording bad debts, and debited when collecting bad debts
- d- Accounts receivables are debited when recording the bad debts, and credited when collecting bad debts
- 79. When debiting the Salaries Expenses and crediting the Accrued Salaries Expenses; so what is the proposed impact of such journal entry on the statement of financial position and income statement?
 - a- Increase expenses and increase assets
 - b- Increase expenses and increase Liabilities
 - c- Decrease expenses and decrease assets
 - d- decrease expenses and decrease liabilities
- 80. A Company paid JD 12,600 on 1/10/2012 for a two year insurance policy; what is the amount of insurance expense that should be recognized on 31/12/2012.

مبادئ التسويق					
C-	1575 JD	d-	4725 JD		
a-	6300 JD	b-	525 JD		

81. The ability of the underlying product to satisfy the needs and desires of the beneficiary is called?

- a- Need b- Desire
- c- Benefit d- Exchange process
- 82. Which of the following is the facilitation marketing functions?

a-	Profiling and staging	b-	Sale
c-	Storage	d-	Transport

الانجليزي	ه باللغه	التخصص: التجارة الالكتروني		الدورة الشتوية لعام 2013
83.		any stage of the business cycle consu matically?	mers l	ower levels of purchases
	a-	Stage of recovery	b-	Stage of depression
	c-	Stage of prosperity	d-	Stage of recession
84.		ich of the following is one of the elen anization?	nents (of the external environment
	a-	Customers	b-	Competitive forces
	c-	Intermediaries	d-	Suppliers
85.		at is the segmentation which is mear when purchasing and using that pro		e the benefit that individuals expect to
	a-	Behavioral	b-	Psychographic
	c-	Demographic	d-	Geographic
86.		ich of the following is considered on itution that offer multiple products a		
	a-	Differentiated	b-	Concentrated
	c-	Undifferentiated	d-	Mass marketing
87.		ich of the following indicates the me nulus or a particular alarm which is	-	
	a-	Inter pretation	b-	Attitudes
	c-	Learning	d-	Perception
88.		ang stage of the decision-making pur sible solutions to his problem?	chasir	ng, the consumer is trying to find
	a-	Evaluation	b-	Search
	c-	Problem recognition	d-	Purchase
89.		en the organization provides differe anization lines are called?	nt line	s of production these different
	a-	Product Mix	b-	Depth product Mix
	c-	Widening product Mix	d-	Product series
90.		at is the brand which is designed, ov ilers:	vned a	nd used by wholesalers and
	a-	Private brand	b-	Producers brand
	c-	Non-specific brand	d-	Family brand
91.		at is meant by the way that consume duct?	ers exp	ect for the potential of the real
	a-	Product idea	b-	Product image
	c-	Product concept	d-	Product development

-	,	الورقة الثانية – البرنامج العلو التقوم معالمة التراجر ترالاعترين		عان الشهادة الجامعية المتوسطة تراثقت تراجا 2013		
		التخصص: التجارة الالكترونية]	رة الشتوية لعام 2013		
92.	What step of the development of new products the organization evaluates the expected sales and earnings expectation?					
	a-	Product development	b-	Test marketing		
	c-	Economical analysis	d-	Concept development and testing		
93.	Which of the following is considered as a classification of price competition which is played by the young competitiors to amend the prices of their products in response to amend major competitors?					
	a-	Predatory pricing	b-	Opportunistic pricing		
	c-	Cooperative pricing	d-	Adaptive pricing		
94.	Wh	lich of the following is considere	ed as differ	ential pricing strategies?		
	a-	Price skimming	b-	Reference pricing		
	c-	Periodic discounting	d-	Captive pricing		
95.	Which of the following is considered as one of the promotional pricing strategies?					
	a-	Quantity discount	b-	Price leaders		
	c-	Random discount	d-	Professional pricing		
96.	Which of the following is one of the factors that must be taken into account when selecting the channel marketing and marketing related to the environment?					
	a-	Economic factors	b-	Financial resources		
	c-	The project size	d-	Buying habits		
97.	Which of the following is an example of retail stores, according to the form of ownership?					
	a-	Discount stores	b-	Voluntary chain		
	c-	Catalog showroom	d-	Limited service retailer		
98.	What is meant by the promotion policy through which the wholesaler promotes for retailers and retailers of the consumer?					
	a-	Diversity	b-	Pull		
	c-	Focus	d-	Push		
99.	Which of the following is one of the types of advertisement as the main objective of the advertising message?					
	a-	Reminder advertising	b-	institutional advertising		
		Product advertising	d-	compensatory advertising		
	c-	-	What is the way of sales promotion, which is effective to attract attention and experience, and then purchasing the product?			
100.	Wh	· ·				
100.	Wh	· ·				