| الورقة الثانية - البرنامج العلوم المالية والإدارية | (متحان الثهادة الجامعية المتوسطة |
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| التخصص: التجارة الاكترونية باللغة الانجليزية | الاورة الثتوية لعام 2013 |

التخصص: التجارة الالكترونية باللغة الانجليزية الاورة الثشتوية لعام 2013

يتكون هذا الاختبار من (100) سؤال موضوعي من نوع الاختيار من متعدد، الإجابـة عنها إجباريـة. ظلل بقلم الرصاص بشكل غامق الدائرة التي تثبير 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 schools consider informal organization evil must be combated?
a- Bureaucracy
b- Systems theory
c- The Scientific Management school
d- Contengency theory
3. Which of the following managerial schools consider the efficiency as achievement resulted from proper planning ?
a- The systems theory
b- Managment science school
c- Contengency theory
d- Behavioural school of management
4. The study conducted to determine the effect of a number of variables on the productivity of employees is conducted by $\qquad$
a- Fayol
b- Rogers
c- Barnard
d- Mayo
5. Which of the following the term $\qquad$ refers to Specific human behaviors in the organization in order to achieve security and equality?
a- Rules
b- Policies
c- programms
d- Strategies
6. Which of the following is one of the difficulties resulting from the complexity of the plan?
a- Lack of commitment to planning
b- Resistance to change
c- Experience
d- Inflexibility
7. What problems are there to be no indication they occur? Problems:
a- Vital
b- Traditional
c- Core
d- Emergent
8. What is the decision-making model which is characterized by ambiguity and uncertainty? Model:

| a- | Classical | b- | Mangerial |
| :--- | :--- | :--- | :--- |
| c- | Traditional | d- | Political |

9. What is organization type that cares about the organizational structure and identifying relations and the division of labor?
a- Learning organization
b- Formal organization
c- Organization network
d- Managerial organization
10. Which of the following is one of the factors influencing the selection of the appropriate organizational structure?
a- Taking advantage of specialization
b- Coordination between the work of the Organization
c- Taking into account the local conditions
d- Human capacity
11. What is the organization which is characterized by simplicity and clarity in administrative relations, and unity of command? Organization:
a- Line-staff
b- Line
c- Functional
d- Organic
12. What is the organization requires a broad and effective participation by individuals working in the organization? Organization:
a- Learning
b- Network
c- Team
d- Line
13. What is the classification that divides the organization into a number of organizational units in sections with the number of jobs? Division by:
a- Function
b- Product
c- Service
d- Work process
14. What is the organizational chart depicting 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 the right to issue orders? Authority:
a- Line
b- Staff
c- Functional
d- Committee
16. Which of the following is considered as official source of power? Power:
a- Efficiency
b- Specilaization
c- Legal
d- Coercition
17. The style of leadership which describe the leader as active and effective?
a- Authoritarian leadership
b- Democratic leadership
c- Autocratic leadership
d- Laissez leadership
18. What is the business model that works to add the duties and other tasks to work? Style:
a- Work expansion
b- Work enrichment
c- Flexible work
d- Mangment by objectives
19. The type of communication occur between individuals on the same administrative level called:
a- Diagonal
b- Lateral
c- Upward
d- Written
20. What is the control characteristic that aim to prevent the occurrence of errors or deviations before they occur?
a- Clarity
b- Accuracy
c- Effeciency
d- Flexiblity
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مبادئ الاحصاء
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21. If $\mathbf{A}_{1}, \mathbf{A}_{2}$ are independent events in $\Omega, \mathbf{p}\left(\mathbf{A}_{1}\right)=0.5, p\left(\mathbf{A}_{2}\right)=0.2$ then $\mathbf{P}\left(\mathbf{A}_{1} \cap \mathbf{A}_{2}\right)=$
a- 0.1
b- $\quad 0.7$
c- 0.6
d- 0.5
22. The measure that does not take into account all the values is:
a- The arithmetic mean
b- Variance
c- Standard deviation
d- Median
23. The measure the strength of the relationship between two or more variables, we use:
a- Arithmetic mean
b- Correlation
c- Regression
d- Variance
24. If the liner regression equation ( $y$ on $x$ ) is: $y=0.4 x+42.4$ and $x=65$, then the estimated value of $y$ is:
a- 26.4
b- 16.4
c- $\quad 66.4$
d- $\quad 68.4$
25. The most frequent observation among observations is:

| a- | Arithmetic mean | b- | Median |
| :--- | :--- | :--- | :--- |
| c- | Mode | d- | Percentile |

26. If the value of the variance in a set of values is (16), then the standard deviation is:
a- 4
b- $\quad 32$
c- 256
d- 8
27. If you have the following data:

| $\mathbf{X}$ | 1 | 3 | 4 | 2 | 5 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| $\mathbf{Y}$ | 3 | 2 | 5 | 4 | 6 |

Then Pearson correlation coefficient is:
a- $\quad 1.57$
b- 0.70
c- 0.10
d- 1
28. In the normal curve:
a- Median and mode are only equal
b- Mean, median, and mode are not equal
c- Mean and median are only equal
d- Mean, median, and mode are equal
29. The airthmatic mean of the following values $\{\mathbf{2 4}, \mathbf{4 6}, \mathbf{2 3}, 18,14\}$ is:
a- 46
b- 25
c- 18
d- 24
30. Which of the following measures is not considered as a measure of central tendency?
a- Airthmatic mean
b- Median
c- Mode
d- Variance
31. The value of the seventieth percentile of the following data $\{2,11,-2,6,13,12\}$ is:
a- 11
b- 13
c- $\quad 12$
d- -2
32. The midpoint of the class ( $\mathbf{5 0}-55$ ) is:

| a- | 51 | b- | 54 |
| :--- | :--- | :--- | :--- |
| c- | 47 | d- | 52.5 |

33. The value that represents the mode of the following data $\{15,14,17,12,14,10\}$ is:
a- 10
b- 14
c- $\quad 15$
d- 14.5
34. Which of the following samples is non random sample?
a- Stratified sample
b- Simple sample
c- Systematic sample
d- Available sample
35. If A1, A2 are disjoined events in $\Omega, P\left(A_{1}\right)=\frac{2}{15}, P\left(A_{2}\right)=\frac{4}{15}$, then $P\left(A_{1} \cup A_{2}\right)=$
a- $\frac{2}{15}$
b- $\frac{6}{15}$
c- $\quad \frac{8}{30}$
d- $\quad \frac{6}{30}$
36. The value that represents the median of the following marks $\{60,80,50,70,90\}$ is:
a- 70
b- 60
c- $\quad 75$
d- 90
37. The value of the variance of the following numbers $\{2,1,0\}$ is:
a- 2
c- $\quad \sqrt{3}$
b- 1
d- $\quad \sqrt{2}$
38. The range is the simplest one among measures of:
a- Probability
b- Central tendency
c- Dispersion
d- Correlation
39. According to laspeyres and Peach's price indexes of four goods were sold between 2003 and 2007, using 2003 as the base year. If laspeyres price index was $\mathbf{2 6 . 8 6 \%}$ and Peach's price index was $\mathbf{2 7 . 4 1 \%}$, then Fisher's price index is:
a- $25.18 \%$
b- $18.6 \%$
c- $23.12 \%$
d- $27.13 \%$
40. In the standard normal distribution, if the area under $\mathrm{z}=-2$ equals ( $\mathbf{0 . 0 2 2 8 )}$, then the area above $\mathrm{z}=2$ equals:
a- 0.1587
b- 0.9772
c- 0.4772
d- 0.0228

## مبادئ الاقتصاد الجزئي

41. Revenues earned by worker from the production process is.
a- rent
b- wage
c- Interest rate
d- profit
42. linear relationship in economic models is that relationship where the impact of the variable $\qquad$
a- Independent on the dependent variable is a not fixed
b- Independent on the dependent variable is fixed
c- Dependant on the independent variable is not fixed
d- Dependant on the independent variable is fixed
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 the elasticity of demand income is negative the product will be $\qquad$
a- normative
c- necessary
b- bad
d- a luxury
45. when the change in the quantity supplied is equal to zero, the coefficient of price elasticity of product will be $\qquad$

| a- | elastic | b- | inelastic |
| :--- | :--- | :--- | :--- |
| c- | infinite elastic | d- | perfectly inelastic |

46. We can obtained the market demand through $\qquad$
a- vertical assembly of individual demand curves
b- vertical assembly of collective demand curves
c- horizontal assembly of collective demand curves
d- horizontal assembly of individual demand curves
47. If the government imposed a higher price ceiling than the equilibrium price, it leads to $\qquad$
a- shortage of the production in the market
b- an overflow of product in the market
c- a balance of the product in the market
d- will not affect the balance of the market
48. If the demand increased with less supply of the goods, this leads to
a- a definite increase in the quantity of balance with price stability
b- a definite increase in interest rate
c- a definite decrease in the quantity of balance with price stability
d- a definite decrease in the balance price
49. to study the effect of the high price of a commodity in the market with other factors remaining unchanged which is an example of
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a- positive economy b- normative economy
c- partial equilibrium d- total equilibrium
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50. If the product cuts a fraction of the income of the consumer, the demand for this item will be
a- elastic
b- inelastic
c- infinite elastic
d- perfectly elastic
51. Production of goods and services in the quantities needed by the society points to
a- economic efficiency
c- economic growth
b- Technical efficiency
d- economic stability
52. If the coefficient of elasticity of demand is less than one, the relationship between the changes in total revenue, and the change in the price will be. $\qquad$
a- inverse
c- mono
b- a centrifugal
d- equal
53. Moving the budget line up in a parallel figure will be due to $\qquad$
a- change in the prices of goods
b- Change in the prices of production elements
c- change in consumer's tastes
d- change in consumer's income
54. consumer's surplus can be defined as $\qquad$
a- market price minus the demand price
b- product price minus cost price
c- product price minus revenue
d- Demand price minus the market price
55. As we move to the right of the indifferences curve it leads to
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. when the total Costs equated with total revenue, the firm achieved

| a- | economic profits | b- | economic loss |
| :--- | :--- | :--- | :--- |
| c- | normative profits | d- | accounting profits |

57. According to inputs production function, the inputs production is
a- an implicit variable
b- marginal variable
c- independent variable
d- dependent variable
58. The Iso cost line would be changed up or down, if the allocated amount for expenditure changed with.
a- factor prices
b- the prices of goods and services
c- the stability of prices of production elements
d- the stability of prices of goods and services
59. goods that are used in the production of other goods and services called
$\qquad$ commodities
a- Perfectionism
b- Consumer
c- investment
d- Technical
60. The firm where is division of labor and using efficient management skills called. $\qquad$
a- surplus production b- a lack of production
c- economies of scale d- diseconomies of scales
مبادئ المحاسبة (1)
61. Which of the following transactions debiting assets 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 of liabilities
62. Which of the following represents a purchase transaction, and recorded in the purchases journal?
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 $20,000 \mathrm{JD}$, inventory balance was 8500 , , cash balance was 100 JD , accounts payables balance $3,000 \mathrm{JD}$, 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 debit side 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 $10,000 \mathrm{JD}$, 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- | $4,600 \mathrm{JD}$ |
| :--- | :--- | :--- | :--- |
| c- | 4000 JD | d- | 3750 JD |

مبادئ المحاسبة (2)
71. On $1 \backslash 12 \backslash 2012 \mathrm{Al}$ - Najah Company issued a 3 - month $6 \%$ note payable for the amount of $\mathrm{JD} 80,000$, 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- | $1,600 \mathrm{JD}$ |

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

Market Price: 180000 JD
Cost 172000 JD
Selling expenses $\quad 18,000 \mathrm{JD}$
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 $\mathbf{5 2 \%}$,
The Inventory balance as of $6 / 9 / 2012$ would be
a- 65000 JD
b- 130000 JD
c- $\quad 40000$ JD
d- $81,600 \mathrm{JD}$
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 $1,000 \mathrm{JD}$
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 years
b- $\quad 72$ 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.
a- 6300 JD
b- 525 JD
c- 1575 JD
d- $\quad 4725$ JD

## مبادئ التسويق

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
83. At any stage of the business cycle consumers lower levels of purchases dramatically?
a- Stage of recovery
c- Stage of prosperity
b- Stage of depression
d- Stage of recession
84. Which of the following is one of the elements of the external environment organization?
a- Customers
b- Competitive forces
c- Intermediaries
d- Suppliers
85. What is the segmentation which is meant to be the benefit that individuals expect to get when purchasing and using that product?
a- Behavioral
c- Demographic
b- Psychographic
d- Geographic
86. Which of the following is considered one of the marketing strategies used by institution that offer multiple products and use different marketing program?
a- Differentiated
b- Concentrated
c- Undifferentiated
d- Mass marketing
87. Which of the following indicates the meaning given by the individual to the stimulus or a particular alarm which is received by his five senses?
a- Inter pretation
c- Learning
b- Attitudes
d- Perception
88. A tang stage of the decision-making purchasing, the consumer is trying to find possible solutions to his problem?
a- Evaluation
b- Search
c- Problem recognition
d- Purchase
89. When the organization provides different lines of production these different organization lines are called?
a- Product Mix
b- Depth product Mix
c- Widening product Mix
d- Product series
90. What is the brand which is designed, owned and used by wholesalers and retailers:
a- Private brand
b- Producers brand
c- Non-specific brand
d- Family brand
91. What is meant by the way that consumers expect for the potential of the real product?
a- Product idea
b- Product image
c- Product concept
d- Product development
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
c- Cooperative pricing
b- Opportunistic pricing
d- Adaptive pricing
94. Which of the following is considered as differential pricing strategies?
a- Price skimming
c- Periodic discounting
b- Reference pricing
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 |
| :--- | :--- | :--- | :--- |
| c- | Product advertising | d- | compensatory advertising |

100. What is the way of sales promotion, which is effective to attract attention and experience, and then purchasing the product?
a- Point of purchase displays
b- Premium
c- Demonstration
d- Free samples
انتهت الاسئلة
