

Faculty of Business & Finance
 Course No: BUS 1305 & BSNE 1302
 Course Title: Principals of
 management 2
 Date: 23 March 2015
 No. of Questions: 3



Midterm Exam
 2nd Semester 2014/2015
 Total Grade: 20

Lecturer Name: Mr. Yousif Alagha
 Dep./Specialist: Common/Mandatory
 Using Dictionary (NO)
 Using calculator: (NO)
 Time: 1 hour

Student name: _____ Student No.: _____ Class: _____

Dear students,

First of all you should to read carefully through all the exam questions, and then you have to attempt the questions and branches that you think you can answer completely.

This exam contains three questions, question one multiple choice compulsory to answer, while questions two consist six terminologies you are required to attempt five only, however question three consist five essay questions where the required to attempt three branches only.

Any student answer more than the required, this will not be marked.

Moreover, student whom answers different branches form different questions, this will not support him, where the marking criteria depends on answer all the required branches for each question.

Good luck & best wishes

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FOR INSTRUCTOR USE ONLY

Question 1	Question 2	Question 3	TOTAL GRADE

Notes:

Signature, _____

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QUESTION ONE: Ten branch (5 Marks)

Chose the suitable answer among the answers listed following each statement:

Please spot the answered question the table, just the spotted questions will be marked

1				2				3				4				5			
A	B	C	D	A	B	C	D	A	B	C	D	A	B	C	D	A	B	C	D
6				7				8				9				10			
A	B	C	D	A	B	C	D	A	B	C	D	A	B	C	D	A	B	C	D

1. Managers with a(n) _____ attitude view every foreign operation as different and hard to understand.

- A) geocentric
- B) polycentric
- C) ethnocentric
- D) regiocentric

2. Which of the following is a typical definition of a multinational corporation?

- A) It is a company that maintains operations in multiple countries.
- B) It is a company that maintains franchises in multiple countries.
- C) It is a company that has multiple home bases and manufacturing plants.
- D) It is a company that pays corporate taxes in at least two countries.

3. The _____ decentralizes its management and other decisions to the local country.

- A) multidomestic corporation
- B) global company
- C) transnational organization
- D) borderless organization

4. A(n) _____ is a specific type of strategic alliance in which the partners form a separate, independent organization for some business purpose.

- A) licensing
- B) joint venture
- C) global venture
- D) strategic alliance

5. Judging a person on the basis of one's perception of a group to which he or she belongs is known as _____.

- A) integration
- B) assimilation
- C) stereotyping
- D) dimunition

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6. Discrimination refers to _____.

- A) a preconceived belief, opinion, or judgment toward a person or a group of people
- B) a tendency or preference toward a particular perspective or ideology
- C) judging a person based on a perception of a group to which that person belongs
- D) someone acting out their prejudicial attitudes toward people who are the targets of their prejudice

7. Labor unions use _____ to protect the rights of their members.

- A) social arbitration
- B) commercial bargaining
- C) collective bargaining
- D) legal bargaining

8. An assessment that defines jobs and the behaviors necessary to perform them is known as a _____.

- A) job description
- B) job specification
- C) job preview
- D) job analysis

9. Recruitment is the process of _____.

- A) moving employees laterally to reduce intra-organizational supply–demand imbalances
- B) locating, identifying, and attracting capable applicants
- C) screening job applicants to determine who is the best
- D) reducing the surplus employees from the workforce

10. _____ are temporary involuntary termination that can last from a few weeks to several years.

- A) Layoffs
- B) Attritions
- C) Transfers
- D) Retirements

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QUESTION TWO: *Six branches* (5 Marks)

Attempt only FIVE of the listed below terminologies

a) Stereotyping: _____
_____ .

b) Discrimination: _____
_____ .

c) Glass ceiling: _____
_____ .

d) Mentoring: _____
_____ .

e) Bias: _____
_____ .

f) Prejudice: _____
_____ .

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QUESTION THREE: Five branches (10 Marks)

Attempt **THREE** branches only

1. Contrast multinational, multidomestic, global, and transnational organizations.
2. Define decruitment and list the various decruitment options.
3. What is orientation? Discuss the two types of orientation.
4. Contrast *ethnocentric, polycentric, and geocentric attitudes toward global business.*
5. What can managers do to manage downsizing?

Answers for question three – Branch No.

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Answers for question three – Branch No.

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******* END OF QUESTIONS*****WISH YOU ALL THE BEST*******