

Course No: **ESGD4222**  
 Course Title: **Project Management**  
 Date: **20 / 08 / 2011**  
 No. of Questions: **5**  
 Time: **2 hr**  
 Using Calculator (**Yes**)

University of Palestine



Final Exam

**Summer term 2010/2011**

Total Grade: **60**

Instructor: **Eng. M. Timraz**  
 Student No.: \_\_\_\_\_  
 Student Name: \_\_\_\_\_  
 College Name: **College of Eng.**  
 Dep. / Specialist: **Software Eng.**  
 Using Dictionary (**No**)

<b>First Question</b>	<b>No. of Branches (10)</b>	<b>(10/60)</b>
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**Q1: Answer The Following Paragraphs with True (√) or False (×)?**

- i) Organizational culture is a set of shared assumptions, values, and behaviors that characterize the functioning of an organization. (      ).
- ii) Senior executives and top management are very important stakeholders. (      ).
- iii) Project managers must take time to identify, understand, and manage relationships with all project stakeholders. (      ).
- iv) A project should successfully pass through each of the project phases in order to continue on to the next. (      ).
- v) IT project team members often have diverse backgrounds and skill sets. (      ).
- vi) A proposal is a document that request support for work a proposer wants to do. (      ).
- vii) In order to write a proposal that meets the expectations of a given funder, you should try to know the funder`s goals and interests. (      ).
- viii) Requests for proposals are usually the best source of information when you are writing a solicited proposal. (      ).
- ix) Project management is the application of knowledge, skills, tools and techniques to project activities to meet project requirements. (      ).
- x) Stakeholders are the people involved in or affected by project activities. (      ).

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<b>Second Question</b>	<b>No. of Branches (2)</b>	<b>(15/60)</b>
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**Q2: A) Each of the following is focused in special field, define each field focused: (5)**

i) Human resources frame:

ii) Structural frame:

**Q2: B) Many Organizations Focus on the Structural Frame, so there are three basic organizational structures. State them with definition : (10)**

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Third Question	No. of Branches (2)	(10/60)
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**Q3: A) Most proposals contain a summary of the proposing individual's or organization's qualifications to do the proposed work.**

**According to this statement define the qualifications and then give three examples. (5)**

**Q3: B) Project work is most successful in an organizational culture where these characteristics are highly prevalent and where the other characteristics are balanced.**  
**State at least five of the Characteristics of Organizational Culture. (5)**

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<b>Forth Question</b>	<b>No. of Branches (1)</b>	<b>(10/60)</b>
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**Q4: A project life cycle is a collection of project phases, define them as three time phases:**

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<b>Fifth Question</b>	<b>No. of Branches (3)</b>	<b>(15/60)</b>
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**Q5: A) State at least two of the Predictive Life Cycle Models with explanation.** (5)

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**Q5: B) State all Types of proposals and then explain them.**

**(5)**

**Q5: C) Proposal writing style and own way and tidy from the beginning to the end, state the proposal ordering techniques.**

**(5)**