



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 that you think you can answer completely.

This exam contains four questions; question one five multiple choice statements compulsory to answer, and then you have to attempt two of the three listed questions, however each of these questions contains three branches, therefore you should to attempt all branches of the selected question.

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 the required branches of each question.

Good luck & best wishes

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**For instructor use only**

Table with 5 columns: Question 1, Question 2, Question 3, Questions 4, TOTAL GRADE

Notes:

Three horizontal lines for notes

Signature, \_\_\_\_\_

Faculty of Business & Finance  
 Course No: BUS 1305  
 Course Title: Principals of Management 2  
 Date: 20 Nov 2014  
 No. of Questions: 4



MIDTERM EXAM  
 1<sup>st</sup> Semester 2014/2015  
 Total Grade: 20

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

Student name: \_\_\_\_\_ Student No.: \_\_\_\_\_ Class: \_\_\_\_\_

**QUESTION ONE: Five branches (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

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. According to the text, 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. 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

5. 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



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**STUDENTS ARE REQUIRED TO ANSWER TWO QUESTIONS COMPULSORY**

**QUESTION TWO: Three branches (7.5 Marks)**

1. Describe the different ways organizations can go international.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

2. Describe the different types of orientation and training and how each of the types of training might be provided.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_



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**3. Describe Decruitment Options.**

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**QUESTION THREE: Three branches (7.5 Marks)**

**1. Describe the Different Types of International Organizations.**

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**2. Define and contrast the free market economy and planned economy.**

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**3. What is motivation? Explain the three key elements of motivation.**

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**QUESTION FOUR: Three branches**

**(7.5 Marks)**

**1. List the factors that influence employee compensation and benefits.**

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**2. Recruiting Sources advantages & disadvantages**

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