

Course No: BUS 1305
Course Title: Principles of
Management II
Date: 24 /03/ 2012
No. of Questions: 5
Time: 1 hour
Using calculator: (NO)

University of Palestine



Midterm Exam
2nd semester 2011/2012
Total Grade: 20

Lecturer Name: Yousif Algha
Student No.: _____
Student Name: _____
College Name: Business &
Finance Management
Dep. / Specialist: GENERAL
Using Dictionary (NO)

**ALL STUDENTS ARE REQUIRED TO ANSWER THREE QUESTIONS
COMPULSORY**

QUESTION ONE:

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.

Course No: BUS 1305
Course Title: Principles of
Management II
Date: 24 /03/ 2012
No. of Questions: 5
Time: 1 hour
Using calculator: (NO)

University of Palestine



Midterm Exam
2nd semester 2011/2012
Total Grade: 20

Lecturer Name: Yousif Alagha
Student No.: _____
Student Name: _____
College Name: Business &
Finance Management
Dep. / Specialist: GENERAL
Using Dictionary (NO)

3. Describe Decruitment Options.

QUESTION TWO:

1. Define the Mission Statement, and review its components.

Course No: BUS 1305
Course Title: Principles of Management II
Date: 24 /03/ 2012
No. of Questions: 5
Time: 1 hour
Using calculator: (NO)

University of Palestine



Midterm Exam
2nd semester 2011/2012
Total Grade: 20

Lecturer Name: Yousif Alagha
Student No.: _____
Student Name: _____
College Name: Business & Finance Management
Dep. / Specialist: GENERAL
Using Dictionary (NO)

2. Describe the Different Types of International Organizations

3. Some organizations pursue to gain First-Mover position to develop a sustainable competitive advantage, contrast the advantages and disadvantages of this strategy.

Course No: BUS 1305
Course Title: Principles of
Management II
Date: 24 /03/ 2012
No. of Questions: 5
Time: 1 hour
Using calculator: (NO)

University of Palestine



Midterm Exam
2nd semester 2011/2012
Total Grade: 20

Lecturer Name: Yousif Alagha
Student No.: _____
Student Name: _____
College Name: Business &
Finance Management
Dep. / Specialist: GENERAL
Using Dictionary (NO)

QUESTION THREE:

1. Define and contrast the free market economy and planned economy.

2. Describe the three major types of corporate strategies and how the BCG matrix is used to manage those corporate strategies.

Course No: BUS 1305
Course Title: Principles of
Management II
Date: 24 /03/ 2012
No. of Questions: 5
Time: 1 hour
Using calculator: (NO)

University of Palestine



Midterm Exam
2nd semester 2011/2012
Total Grade: 20

Lecturer Name: Yousif Alagha
Student No.: _____
Student Name: _____
College Name: Business &
Finance Management
Dep. / Specialist: GENERAL
Using Dictionary (NO)

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

QUESTION FOUR:

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

Course No: BUS 1305
Course Title: Principles of Management II
Date: 24 /03/ 2012
No. of Questions: 5
Time: 1 hour
Using calculator: (NO)

University of Palestine



Midterm Exam
2nd semester 2011/2012
Total Grade: 20

Lecturer Name: Yousif Alagha
Student No.: _____
Student Name: _____
College Name: Business & Finance Management
Dep. / Specialist: GENERAL
Using Dictionary (NO)

2. Describe the role of competitive advantage and how Porter's competitive strategies help an organization develop competitive advantage.

3. Recruiting Sources advantages & disadvantages

Course No: BUS 1305
Course Title: Principles of
Management II
Date: 24 /03/ 2012
No. of Questions: 5
Time: 1 hour
Using calculator: (NO)

University of Palestine



Midterm Exam
2nd semester 2011/2012
Total Grade: 20

Lecturer Name: Yousif Algha
Student No.: _____
Student Name: _____
College Name: Business &
Finance Management
Dep. / Specialist: GENERAL
Using Dictionary (NO)

3. Define strategic management and explain why it's important

QUESTION FIVE:

Explain briefly Hofstede's Five Dimensions of National Culture

**END OF QUESTIONS
GOOD LUCK**