

Course No: DBUS 1205
 Course Title: English for Business
 Date: 26/03/2014
 No. of Questions: (4)
 Time: 1 hour
 Using Calculator (No)

University of Palestine



midterm Exam
 2013/2014
 Total Grade: 20

Instructor Name: أ.أشرف عليان, أ.سهم الطويل
 Student No.: _____
 Student Name: _____
 College Name: _____
 Dep. / Specialist: _____
 Using Dictionary (No)

Question One: Use the following words to fill in the blanks and complete the sentences. {10 Marks}

a budget	jet down	diversify	workshop	Goals
focus	Actual	task	estimate	Revenue
return	fluctuate	statements	By laws	Analysis
A quorum	Capital	portfolio	vital	a deficit

1. Your..... to develop a time line for the project which we will discuss.
2.provide structure and guidelines to boards to follow.
3. I learned so much at the writer's, where there was sharing of ideas and skill - building sessions.
4. A coordinated team effort isto our project's success.
5. After carefulof color trends, the cosmetics company decided blue was not a popular shade for lipstick.
6. If the market is strong, expect a good on your investment.
7.your holidays by investing in a variety of stocks in a number of industries
8. You can spend the interest on the money you've invested but never the
9. It's wise to have..... So you can better plan how you spend your money.
- 10.interest rates with the ups and downs in the economy.
- 11.A successful business plan starts with laying out the..... you wish to accomplish.
- 12.The constructions will cost \$10,000 and we allocated only \$ 6,000 to it, which means we will have,..... of \$ 4000.
- 13.....is required at the board meeting in order for the board to vote on proposals.
- 14.Let me your address so I can send the conference report when it's released.
- 15.The majority of the government'scomes from taxes.
- 16.Add up the receipts for the expenses for the gear and give me the amount we spent.
- 17.You can expand yourby investing in a wide range of stocks and bonds.
- 18.Let's..... Our efforts on identifying the potential markets for our products.
- 19.....serve as documentation of your account balance, deposits, withdrawals, and other information.
- 20.Can you.....how much the new computer installation will cost.

Course No: DBUS 1205
Course Title: English for Business
Date: 26/03/2014
No. of Questions: (4)
Time: 1 hour
Using Calculator (No)

University of Palestine



midterm Exam
2013/2014
Total Grade: 20

Instructor Name:

أشرف عليان، أ.سهم الطويل

Student No.: _____

Student Name: _____

College Name: _____

Dep. / Specialist: _____

Using Dictionary (No)

Question Two: Match the following from columns A to the answers from columns B (5 marks)

A	B
1.() Finance	1- Investment is putting money into something with the expectation of gain, usually over a longer term.
2.() Conference	2- The systematic recording, reporting, and analysis of financial transactions of a business.
3.() Investment	3- A sale is the act of selling a product or service in return for money.
4.() Accounting	4- Large gathering of individuals or members of one or several, matters of common interest
5.() Sales	5- A branch of economics , describes the management, study of money, banking, credit, investments, assets and liabilities.

Question Three: What's the difference between the selling concept and the marketing concept? {2.5 Marks}

	Starting point	Focus	Means	Ends
Marketing				
Selling				

Course No: DBUS 1205
Course Title: English for Business
Date: 26/03/2014
No. of Questions: (4)
Time: 1 hour
Using Calculator (No)

University of Palestine



midterm Exam
2013/2014
Total Grade: 20

Instructor Name:

أشرف عليان، أ.سهم الطويل

Student No.: _____

Student Name: _____

College Name: _____

Dep. / Specialist: _____

Using Dictionary (No)

Question Four: Translate from English into Arabic

{2.5 Marks}

Ramy : In going over the ledger, it appears, We have a deficit.

Amgad: that's impossible, we haven't overspent. Let me know when you reconcile the accounts.

Ramy: Oh, I see what happened. I made a mistake when I rounded off the numbers

End of Questions
Good Luck