Course No: BSNE 1210
Course Title: Business Terms
Date: 11/09/2018
No. of Questions: (5)
Time: Two Hours
Using Calculator (No)

جامعة فلسطين
University of Palestine

Final Exam
Summer Semester 2017/2018
Total Grade: 50 Marks

Lecturer's Name: Dr. Mazen Rohmi
Student No.: _____
Student's Name: _____
Dep. / Specialist: _____
Using Dictionary (No)

I.   Put (√) or (X) for each of the following statements: (10 Marks)

1.	Dividends are part of a company's profits shared out among shareholders; usually paid quarterly.	( )
2.	Leverage isinvesting with borrowed money as a way to increasepossible gains.	( )
3.	Products that have a brand name are called generics.	( )
4.	When a company pays for its products to be seen in films is termed product placement.	( )
5.	The attribute of being superfluous and unneeded is coined as redundancy.	( )
6.	Current assets are in the form of cash or easily convertible into cash in three years time.	( )
7.	The terms of fringe benefits and perks are of the same meaning.	( )
8.	A debtor's accounts of money he owes are named accounts receivable.	( )
9.	A principal is the original amount of a debt on which interest is calculated.	( )
10.	Freelancer is a person who sells services to different employers without a long-term contract with any of them.	( )

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II.   Choose the correct terminology in brackets to complete the text.(14 Marks)

The companystarted nine years ago with (capital – capitol)of $ a100,000. We had one petite restaurant in Paris and now we have sixteenall overFrance. My (borrower – shareholders) were members of my family. They did not receive any (dividends– principal) for the firstfour years: we put all our profits back into the company. Currently, we would like to increase the amount of (equity – dividends), so we are looking for outside (borrowers – lenders). We gained $A 40,000 of (loan capital – share capital) from a bank when we started. At this time we have paid off all the principal and (interest – return) after six years.

III.   Choose the correct terminology from the box to complete these sentences.   (10 Marks)

Churn out —Bad debt — Outplacement— Downsizing—   Logo

1. _____: A symbol or emblem that acts as a trademark or a means of identification of a company or organization.

2. _____: Anamount of money that is unlikely to be repaid.

3. _____: Produce something at a fast rate and usually of poor quality.

4. _____: The reduction of employees and expenses in order to become financially stable.

5. _____: to help former employees transition to new jobs and help them re-orient themselves in the job market.

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IV. **Correct the mistakes using words and expressions from the box. (6 Marks)**

image – culture   –   ladder

1. The rules were introduced to protect women working in factories, but today they make it harder for women to climb the corporate *image.*   _____.

2. Before we employ people, we like to put them in job situations to see how they do the work and fit into the corporate *ladder.* _____.

3. Companies hit by computer crime are not talking about it because they fear the publicity will harm their corporate *profits*.   _____.

V. **Replace the underlined words with terms from the box.**   **(10 Marks)**

an interview   -   referees - CVs   - qualifications - turned down

Ahmad had already *refused* _____ two job offers when he went for *a discussion to see if he was suitable for the job.* _____. They looked at his driving license and contacted *previous employers Ahmad had mentioned in his application*. _____ . A few days later, the supermarket asked him if he would like the job and Ahmad said yes.

Sami did not hear anything for six days, so he phoned the company. They told him that they received a lot of requests for the job. After looking at *the life stories* _____ of the people asking for the job and *looking at what exams they had passed during their education*, _____ the company had chosen seven people to interview, done tests on their personality and intelligence and they had then given someone the job.

End of Questions
Good Luck