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**المملكة العربيـــــــــــــــة الســـــعودية العام الجامـــعي 1434/1435هـ**

**وزارة التـــــــــــــــــــــــــعليم العـــــالي الفصـــــــل الدراســـــــــــي الأول**

**جـــــــــــــــــــــــامعـة المــــــجمــــــعة رقم الشــــــــــــــــــعبة :**

**كلية العلوم والدراسات الإنسانية برماح قســــم إدارة الأعــمـــــــــــــــــــال**

**الاختبار الشهري لمقرر قراءات ادارية بلغة انجليزية مدة الاختبار: ساعة**

**اسم الطالب:...................................................... الرقم الجامعي: ................... توقيع الطالب: .....................**

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| --- | --- | --- | --- | --- | --- |
| **Total** | **Fourth** | **Third** | **Second** | **First** | **Question number** |
| **15** | **3** | **4** | **4** | **4** | **Max degree** |
|  |  |  |  |  | **Actual degree** |

**First Question**

|  |
| --- |
| Marketing means the movement of goods and services from manufacturer to customer in order to satisfy the customer and achieve the company's objectives. Marketing can be divided into four main elements that are popularly known as the four P's: (Product, Price, Placement, and Promotion). Each one plays a vital role in the success or failure of the marketing operation. The third element of the marketing process - placement- involves getting the product to the customer. This takes place through the channels of distribution. A common channel of distribution is: Manufacturer \_\_\_ wholesaler \_\_\_ retailer \_\_\_\_ customer |

1. What is the four main elements of marketing?

…………………………………………………………………………………………………………………………………………………………………………………………………………………..

1. **Circle the letter of answer that best complete of the sentences below:**
2. Placement refers to:
3. the four P's
4. testing of product to insure quality
5. the good or service that the company wants to sell
6. getting the product to the consumer
7. ………………………….. generally sell large quantities of a product to retailers, and retailers usually sell smaller quantities to customers
8. Manufacturer
9. Wholesaler
10. Retailer
11. Customer

**Fill the blanks below with the most appropriate terms from the list.**

insure retailer prices channels of distribution

The most common …. ……...………………. Is: Manufacturer wholesaler . ..………………………. . customer.

**Second Question**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| There are now five broad fields, or areas, of business that offer exciting careers: (Management, Marketing, Accounting, Finance, Computers and data processing). Within each of these fields are specific jobs in which you can specialize. For example, Within the field of marketing in market research, advertising, buying, selling, or distribution. The figure below shows general career opportunities that are available in the various[s fields of business.   |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | | **Business fields and careers** | | | | | | | | | | MANAGEMENT  -general manager  -personal manager  -Product manager |  | MARKETING  - researcher  - adviser  - buyer  - seller  - distributer |  | ACCOUNTING  -bookkeeper  -private accountant  -public accountant  -government accountant |  | FINANCE  -banker  -financial analysis  -stockbroker |  | COMPUTERS  AND DATA PROCESSING  -computer operator  -computer programmer  -systems analyst | |

1. What are five different fields of business?

……………………………………………………………………………………………………………………………………………………………………………………………………………………………………………………………………………………………………………………………………

1. What are some specializations within the field of finance ?

……………………………………………………………………………………………………………………………………………………………………………………………………………………….

**b- Circle the letter of answer that best complete of the sentences below.**

1. A person working in computers and data processing may specialize in:
2. Computer operating
3. Computer programming
4. Systems analyzing
5. All of the above
6. A bookkeeper is specialist within the field of:
7. Accounting
8. Marketing
9. Finance
10. Data processing
11. An adviser is specialist within the field of:
12. Accounting
13. Marketing
14. Finance
15. Data processing
16. A stockbroker is specialist within the field of:
17. Accounting
18. Marketing
19. Finance
20. Data processing
21. A systems analyst is specialist within the field of:
22. Accounting
23. Marketing
24. Finance
25. Data processing
26. A computer operator is specialist within the field of:
27. Management
28. Marketing
29. Finance
30. Data processing
31. A Product manager is specialist within the field of:
32. Accounting
33. Marketing
34. Finance
35. Management
36. **In each of the examples below, three of items are members of the same class and one is not. Cross out the one that is not a member. Then write the name of the class to which the three belong.**

**class**

1. -buyer/banker/seller/distributer ……………………..…………. marketing career
2. banker/financial analyst/stockbroker/accountant …………………………..…. …………………………..
3. computers and data processing/finance/marketing/general manager ………………………….….…. …………………………….
4. computer operator/computer programmer/data processing/systems analyst …………………………..……
5. general manager/management/production manager/personnel manager ……………………..……. ……………………………
6. advertising/management/marketing/accounting ………………….... …………………………..
7. private accountant/banker/government accountant/bookkeeper …….… ……………………………

**Third Question**

|  |
| --- |
| Business is a word that is commonly used in many different languages. But exactly what does it mean? The concepts and activities of business have increased in modern items. Traditionally, business simply meant exchange or trade for things people wanted or needed. Today it has a more technical definition. One definition of business is the production, distribution, and sale of goods and services for a profit. |

1. **What is the one modern definition of business?**

………………………………………………………………………………………………………………………………………………………………………………………………………………………………………..

1. **Complete the missing words in the following passage:**

Business is a combination of all these activities: ……………………………., ………………………………, …………………………. However, there is one other important factor. This factor is the creation of …………. or …………………. Profit is the money that remains after all the expenses are paid. Creating an economic surplus or profit is, therefore, a primary goal of business activity.

**Fourth Question**

**With my best wishes**

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