



Final Exam –First Attempt 2023-2024

Answer all equations.

Q1: According to Ziber , explain in detail, the following statement “ to understand the neo- institutional thinking requires re-formalize the meaning and understanding the dialectal relationship between thinking of meaning and institutionalization”. Explain the relationship between power and institutional politics (figure is required) . Enclosure and surveillance are two key requirements of resisting discipline, explain each one , and how they influence resisting institutional control.

(12 Marks)

Q2: Explain, according to Robert Chain, the main key assumption of Modern organisation theory. According to McAuley and his colleagues, explain (figure is required) . The ontology and epistemology as a main premises of modernist organisation. Summarise in key point the maim criticisms of modernist .

(12 Marks)

Q3: Explain the four intellectual axioms and imperative in the postmodern approach. Why Hatch and Cunliffe believe that language represent the main premise of the postmodern ? What both fordism and post (neo) fordism do you mean? What are the key factors of post (neo) fordeim ? Explain each one , then summaries in table the main difference between both fodrism and post (neo) fordism . What are the main criticism of post fordism?

(12 Marks)

Q4: Discuss the main assumptions of symbolic interactionism (figure is required) . what are the main strengths and weakness of symbolic interactionist understanding organisation. Discuss critical theory as seen by the Frankfurt school, then discuss the main key influence the development of critical theory.

(11 Marks)

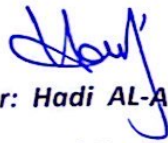
Q5: Baesd on Sigh and Lumsden’s point of view, discus the main premises of Fitness Set Theory, then explain the relationship between of Fitness Set Theory ,and Organisational Ecology theory. Why both Barnett and Hansen used the Reed Queen as an adaptive process to explain the Organisational Ecology theory ? What Unobserved Heterogeneity does mean? Why it uses to understand the Organisational Ecology theory?

(12 Marks)

Q6: According to Lex Donaldson , explain the SARFIT theory. Why SARFIT theory is often considered as being an equilibrium theory (figure is required) . D you think Contingency Theory science or technology ? Support your answer with figures. Explain based on article by Barrett and Freeman the relationship between organisational inertia and product innovation.

(11 Marks)

GOOD LUCK



Professor: Hadi AL-Abrow (PhD)

Examiner and Head of Dept.



Final Exam –First Attempt 2023-2024

Q1) As a marketing management specialist, present a paper highlighting the building of customer loyalty and achieving a balance between customer acquisition and retention. (12M.)

Q2) Discuss the following: (18 M.)

- a) The distinctive characteristics of services and how to handle them marketing-wise.
- b) The importance of linking global marketing research to the decision-making process within companies.
- c) The desired attributes of a brand name, supporting your answer with examples, and explain how to sponsor and manage it.

Q3)Clarify the following: (15 M.)

- a) Customer empowerment.
- b) Managing customer's word-of-mouth communication.
- c) Managing the customer's lifetime value.
- d) Building the customer's lifetime value.

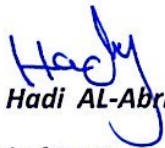
Q4) Answer the following :(15M.)

- a) Explain in detail the communication media mix for marketing an Iraqi product, highlighting the advantages of each medium according to the requirements of the Iraqi business environment.
- b) Investment in online shopping , supporting your answer with a global or hypothetical example.
- c) Describe how to measure the effectiveness of communication and the importance of this process for marketers.

Q5) As someone concerned with keeping up with the latest scientific developments in the field of marketing studies and research, present the contents of the latest research article you have read published in a reputable international scientific journal, mentioning the following: (10M.)

- a) The title of the article, the name of the researcher(s), the name of the journal, and the publication date.
- b) The location of the study, the researched community, and the selected sample.
- c) The most important researched variables and their significance in the field of specialization.
- d) The most important findings and recommendations of the study.
- e) The possibility of applying these findings in the Iraqi business environment.

GOOD LUCK



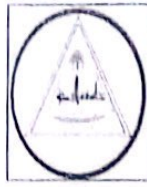
Professor: Hadi AL-Abrow (PhD)

Head of Dept.



Professor :Abd-Alridha F.Badrawi (PhD)

The lecturer



Note

- 1- The answer in black or blue pen.
- 2- Each question has 10 marks

Q1: - Explain in detail the relationship between Philosophy and Science with examples.

Q2: - Is there a best philosophy for business and management research?

Q3: - You have five management philosophies. Explain these philosophies with examples.

Q4: - Explain the difference or similarity between the concepts the principle of parsimony and reductionism?

Q5: - Why do management researchers need philosophy?

Q6: - What is philosophy? And foundations of management philosophy

Q7: - What is research philosophy and why is it important?

Prof. Dr. Wameedh A. Khair
The lecturer

Prof. Dr. Hadi Abdul Wahab
Head of Department

Prof. Dr. Abdul Hussein Tawfiq
The Dean



Basrah University
Faculty of Administration & Economics
Business Administration Department
Graduate Studies
PH.D. programme
Second Semester
Final Exam - First Attempt
2023 - 2024



SUBJECT:- FINANCIAL MANAGEMENT DATE:-26 -5-2024 TIME:- 3 HOURS

Note:- Answer seven of the following questions(for each question 10 marks)

Q1/ a- Write in a detail article based on what you have read about financing small enterprises & the role of The banking financial management around them, supporting your answer with examples if possible.

b- A financial concept that has been circulated in the last years of the past decade is green financing. discuss in a brief article what it means for Shareholding companies, supporting your answer with examples if possible.

Q2/ Explain in detail:-

a- The Influence of Cognitive Heuristics and Biases &the explanation of investor's personality and perceptual biases effects on financial decisions, supporting your answer with examples if possible.

b- What does the investment portfolio of Shareholding companies mean's? discuss in a brief article showing the most important types of financial tools for investment portfolios and how financial risks are controlled within them .

Q3/ a- Through your reading of international financial management, write a brief scientific article explaining how it is different from strategic financial management, supporting your answer with examples if possible.

b- In your opinion, is financial inclusion an appropriate financial method to solve the financial problems facing the banking financial management of Iraqi banks currently as a result of the inflated economic situation? discuss this in a brief article supporting your answer with examples if possible.

Q4/ Discuss in a brief article based on what you have read about:-

(supporting your answer with examples if possible)

a-The Influence of Exchange Rates on Inflation .

b-Interest Rates and the Composite Stock Price Index.

Q5/ Explain in detail supporting your answer with examples if possible:-

a- Hedge funds decision-making under uncertainty.

b- Do mutual funds lose talent to hedge funds ?

Q6/ a- Within the subject of financial engineering, the concept of financial derivatives emerged . How do you explain the relationship between them with a summarized scientific article? supporting your answer with examples if possible.

b- In your opinion, are financial markets an urgent necessity for companies in general or for Shareholding companies in particular ? scientifically discuss, supporting your answer with examples if possible.

Q7/ Write a detailed article based on what you have read about:-

(supporting your answers with examples if possible)

a- Futures and Options on Foreign Exchange.

b -The Market for Foreign Exchange .

C-How are futures markets organized ?

Q8/ Discuss in a brief article based on what you have read about:-

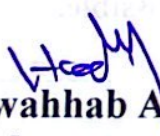
(supporting your answers with examples if possible)


a- Corporate Governance.

b - Public Financial Management.

C- Financial Artificial intelligence(It's role at finance & investment decisions)

my best wishes to you all


Pr. Dr. Hadi Abdulwahhab Abdulimam
Head of the department


Pr. Dr. Orooba Rasheed Ali
Lecturer



***Remark : Answer 5 questions only**

Q1/ A lecturer would like to know whether the **statistics exam** results in the summer semester differ from those in the winter semester. To this end, he creates an overview with the points achieved per exam. Open **the sheet1.phd.xlsx file**, then find and discuss the following:

- Define a 95% confidence interval for **the summer semester**.
- Define a 90% confidence interval for **the winter semester**.
- Test the hypothesis that the average **semester of summer and winter** is the same ($\alpha = 5\%$) (14 Degree)

Q2/ Open **the sheet2.phd.xlsx file**, then find and discuss the following:

- Estimate and discuss the correlation between y, x_1, x_2
- Estimate and discuss the results of the following linear regression models:

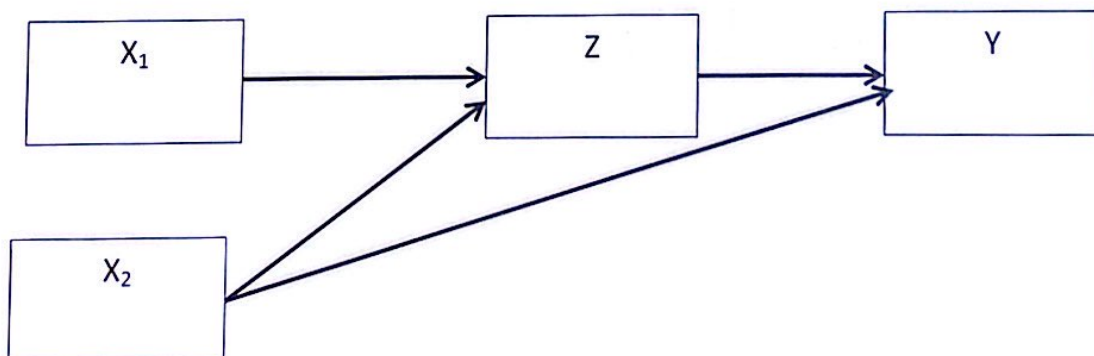
$$y = \beta_0 + \beta_1 x_1 + \beta_2 x_2 + u_1 ; y = \gamma_0 + \gamma_1 \ln(x_1) + \gamma_2 \ln(x_2) + u_2 ;$$

$$\ln(y) = \alpha_0 + \alpha_1 x_1 + \alpha_2 x_2 + u_3$$

- Compare the models above (14 Degree)

Q3/ Open **the sheet3.phd.xlsx file**, then estimate the following path diagram.

(14 Degree)



Q4/ Open the sheet4.phd.xlsx file, then Find and discuss

- 1- descriptive statistics for personal information
 - 2- the reliability of the questionnaire
- (14 Degree)
-

Q5/ Open the sheet5.phd.xlsx file, then

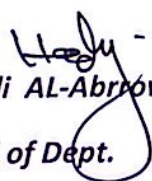
- 1- Find and discuss mean , standard deviation , skewness and kurtosis
 - 2- Test and discuss the normal distribution of x_1, x_2, x_3 by using skewness and Kolmogorov-Smirnov test.
- (14 Degree)
-

Q6/ Open the sheet6.phd.xlsx file, then


Extracting a set of factors from the variables(x_1, x_2, \dots, x_{15}) by using the factor analysis method.

(14 Degree)

GOOD LUCK


Professor: Hadi AL-Abbrow (PhD)

Head of Dept.


Ass. professor Bahaa A. Qassem (PhD)

Lecturer


Professor :Abdulhusain Shibli (PhD)

The Dean

المادة بحوث العمليات
برنامج : الدكتوراه
الزمن : 3 ساعات
التاريخ 2024/5 / 2

جامعة البصرة
كلية الإدارة والاقتصاد
قسم ادارة الاعمال

امتحان الدور الاول للعلم الدراسي 2023 - 2024

الاجابة على كافة الاسئلة ولكل سؤال 14 درجة

QUESTION 1:-

Demand for a product on a given day can be high(H) , median(M) or low(L) and these demands give rise to daily profits of \$4000, \$2500 and \$5000 respectively. The transition probability matrix P below describes the dependence of demand (on any day) on the demand of the previous day

$$P = \begin{array}{c|ccc} & H & M & L \\ \hline H & 1/2 & 1/4 & 1/4 \\ M & 1/4 & 1/2 & 1/4 \\ L & 0 & 1/2 & 1/2 \end{array}$$

The vendor has the option of advertising the product during the evening broadcasts of the radio station and this has the effect of modifying the probabilities for that transition to those of Q below

$$Q = \begin{array}{c|ccc} & H & M & L \\ \hline H & 1/4 & 1/4 & 1/2 \\ M & 1/3 & 1/3 & 1/3 \\ L & 0 & 0 & 1 \end{array}$$

The advertising fee is \$300 . Using markovian decision process to find the optimal policy at long term planning in ordered to maximize the profit

QUESTION 2:-

Consider the following NLP problem

$$\text{Max } -(X-1)^2 - y^2$$

S.T.

$$X + 2Y \leq 5$$

$$X, Y \geq 0$$

(1) Write down the K.T. conditions for this problem

(2) Find the optimal solution by K.T. method

QUESTION 3:-

Queuing system consists three series stations. a customer arrives for service must go through station 1 and then station 2 and then station 3. service time at each station is exponentially distributed with the same service rate = 12 customers per hour , arrivals occur according to Poisson distribution with rate $\lambda = 8$ customers per hour . No queue is allowed in front of all stations. each station may be either free or busy.

1- Construct the transition diagram from state to another state

2 - Construct all steady state equations for this queuing system

3- find :-

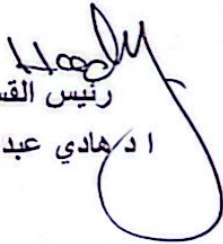
- a- Probability that the system is empty
- b- Probability that the system has one customer
- c- Probability that the system has two or three customers
- d- Expected number of customers in the system
- e- Expected time that customers spend in the system


QUESTION 4:-

Show how can you integrate Artificial Intelligence with Operational Research technique for solving problems which may facing the management of an organization, illustrate your answer by real life problem

QUESTION 5:-

Show how could you integrate soft operational research and hard operational research for solving problems ,illustrate your answer by example


رئيس القسم
د هادي عبد الوهاب


مدرس المادة
د محمد عبود ظاهر
Dr. mohammed abood tahir



Final Exam –First Attempt 2023-2024

Q: 1

The purpose of VTS is to contribute to the safety of life at sea, improve the safety and efficiency of navigation and support the protection of the environment within a VTS area by mitigating the development of unsafe situations.

Write purposes about each of following:

- a. providing timely and relevant information on factors that may influence ship movements and assist onboard decision-making (only 3).
- b. monitoring and managing ship traffic to ensure the safety and efficiency of ship movements (only 5).
- c. responding to developing unsafe situations (only 5).

(30) Degree.

Q: 2

Vessel traffic services (VTS) means services implemented by a Government with the capability to interact with vessel traffic and respond to developing situations within a VTS area to improve safety and efficiency of navigation, contribute to the safety of life at sea and support the protection of the environment.

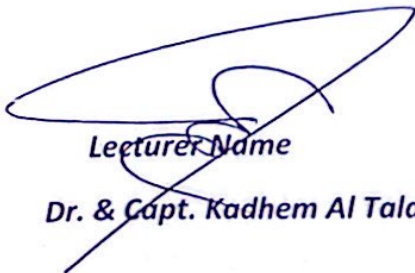
Describe the competency function of VTS's operator at competency level (1) regarding services in communication coordinating and interaction for the following:

(1-2)

1. General Communication Skills.
2. VTS Communication Phrases.
3. Information Management.
4. Use VHF Communication.

(40) degree

GOOD LUCK




Lecturer Name
Dr. & Capt. Kadhem Al Talal



Professor: Hadi AL-Abrow (PhD)
(PhD)

Head of Dept.



Professor :Abdulhusain Shibli

The Dean

(2-2)



**Operation Management - Program for marine Master Degree
 2023 – 2024
 Final Exam**

Q1/ What is the relationship between

- a) Agility , Lean and JIT ?
 - b) operations and supply chain management the organization?
- (20M)

Q2/ ABC company interesting in studying the relationship between the time of finishing a project and cost knowing that the activities are showing in the table below and the indirect cost 300\$. in day and the relationship between the direct cost and the time is linear and the date is in the table below.

(15M)

Activity	Immediate Predecessor	Normal Time (day)	Normal Coat (&)	Crash Time (day)	Crash Cost(\$)
A	-	5	2000	4	2300
B	-	8	2400	5	3000
C	A	6	3000	5	3700
D	B	7	2200	6	2400
E	B	4	1900	3	2100
F	C,D	12	3500	7	4750
G	E	5	1800	4	2450
H	E	4	1300	2	1500
I	F , G	5	1500	4	2000
J	H , I	8	1900	5	2400

Demanded

- a) Finishing a project in minimum cost .
- (b)Finishing project in minimum costs and minimum time

Q3/ According to the following table , Calculate the total costs ? (15M)

Stage	Damage percent	Damage Re-Use	Re-Work cost Per Unit \$
A	3%	50%	1
B	2%	55%	0.75
C	4%	60%	1.25
D	0%	?	2.5
E	1%	0%	1.5

Find the following : if the good products (1000) units and this needs materials and the cost of (Kg) 12\$ and cost per (kg) 3\$.

- 1- Calculate the inputs and outputs for each stage if the output 300 unit
- 2- Calculate the additional (added) capacity
- 3- How many (Kg) needed for good products and what the total costs for materials

Q4/ Control charts for (\bar{x}) and (R) are to be establish on a certion dimension part measured in millimeters. Data were collected in subgroup sizes of 6 and are given below. Determine the trial central line and control limits. Assume assignable causes and revise the central line and limits. (20M)

N	Subgroup Number	X	R
1	250,247,246,244,243,243	?	?
2		246	4
3		245	5
4		242	3
5		242	12
6		240	6
7		238	8
8		235	3
9		233	2
10		231	1
11		230	5
12		230	4
13		250	9
14		240	7
15		242	6



Prof. Radi Abdulla Ali

Lecturer



Prof. Hadi AL-Abrow

Head of Dept

University of Basrah
College of Business
Admin & Economics



Subject: English Language
Level : Master
Time: 3Hours
Date: 30-5-2024

Final Exam –First Attempt
2023-2024

Note: Answer all questions

Reading Section (25 Marks)

Q1: : Read the following passages carefully and answer the questions given below them. Certain words are given in bold to help you to locate them while answering some of the questions. (10 Marks)

Political education has many connotations. It may be defined as the preparation of a citizen to take well informed, responsible and sustained action for participation in the national struggle in order to achieve the socio-economic objectives of the country. The predominant socio- economic objectives in India are the abolition of poverty and the creation of a modern democratic, secular and socialist society in place of the present traditional, feudal, hierarchical and in egalitarian one. Under the colonial rule, the Congress leaders argued that political education was an important part of education and refused to accept the official view that education and politics should not be mixed with one another. But when they came to power in 1947 they almost adopted the British policy and began to talk of education being **defiled** by politics. 'Hands off education' was the call to political parties. But in spite of it, political infiltration into the educational system has greatly increased in the sense that different political parties vie with each other to capture the mind of teachers and students. The wise academicians wanted political support, without political interference. What we have actually received is infinite political interference with little genuine political support. This interference with the educational system by political parties for their own ulterior motives is no political education at all and with the all round growth of elitism, it is hardly a matter for surprise that real political education within the school system (which really means the creation of a commitment to social transformation) has been even weaker than in the pre-independence period

During that time only, the struggle for freedom came to an end and the major non- formal agency of political education disappeared. The press played a major role by providing some political education. But it did not utilize the opportunity to the full and the strangle hold of vested interests continued to dominate it. The same can be said of political parties as well as of other institutions and agencies outside the school system which can be expected to provide political

education. After analyzing all these things , it appears that we have made no progress in genuine political education in the post-education period and have even slided back in some respects. For instance, the education system has become even more elite-oriented. Patriotism has become the first casualty. The father of the nation gave us the courage to oppose government when it was wrong, in a disciplined fashion and on basic principles. Today, we have even lost the courage to fight on basic issues in a disciplined manner because agitational and anarchic politics for individual, group or party aggrandizement has become common. In the recent times the education system continues to support domination of the privileged groups and domestication of the under- privileged ones. The situation will not change unless we take vigorous steps to provide genuine political education on an adequate scale. This is one of the major educational reforms we need, and if it is not carried out, mere linear expansion of the existing system of formal education will only support the status quo and **hamper** radical social transformation.

1. **Which word is nearly opposite in meaning as “defile” as used in the passage?**
 - A. Disparage
 - B. forgery
 - C. degenerate
 - D. sanctify
2. **According to the passage, what should be the main purpose of political education?**
 - A. To champion the cause of elitism
 - B. To bring qualitative change in the entire education system
 - C. To create an egalitarian society
 - D. To prepare the young generation with high intellectual acumen.
3. **How has politics been related to educational institutions after independence?**
 - A. Although they got political support but there was no interference of politics.
 - B. It is clear that they got almost no political support as well as political interference.
 - C. They got political support at the cost of political interference.
 - D. There was substantial interference without political support.
4. **Based on the passage, which is the major drawback of the present education system?**
 - A. The education system mainly represents the oppressed sections of the society.
 - B. The present education system promotes the domination of the privileged few.
 - C. It is based on the British model of education.
 - D. It is highly hierarchical and egalitarian in nature.
5. **Which is the most opposite in meaning to the word ‘hamper’ as used in the passage?**
 - A. Accelerate
 - B. envision
 - C. foster

D. initiate

Q2:A Complete the paragraph about France . Use information from the box (10 Marks)

Alps coal Mediterranean Sea the River Seine 1789

Euro Disney Eiffel Tower borders Europe attractions

France is a large country in1..... It has ...2..... with many countries, including Germany , Italy , and Spain. It was ruled by a king. However, after the revolutionary in ...3..... it became a republic .France has good natural resources , such as water and ...4..... Farming , car manufacturing , and tourism are other important parts of economy. The capital of France is Paris, which lies on the ...5..... . Many tourists stay in the city to see the ...6..... , or to visit the world-famous louver Museum and many other a...7... . There are lots of the other things to do outside Paris. You can go ...8..... , visit ...9..... , or go swimming in the ...10..... . Although the official language is France , many people speak a little English .

B: Summarise in table the main advantages and drawback of Mobile Phone (6 Marks)

Grammar Section (20 Marks)

Q3: Choose the correct answer. Only one answer is corrected (9 Marks)

Dennis Heal __ (1) __ a politician. He __ (2) __ to Oxford University in 1975, and in 1982 he __ (3) __ a Member of Parliament. He __ (4) __ an MP since then. He __ (5) __ Defense Minister from 1989- 95. He __ (6) __ three books, including his autobiography "The Time of my Life", and a spy story called "The Time to Run". He is married to the artist Edna Heal, and they have two children. They __ (7) __ in Oxford for 10 years, then they __ (8) __ to London in 1995. They now __ (9) __ in a house in Queen Square in central London.

1. A) was B) is C) is being D) has been
2. A) go B) has gone C) went D) goes
3. A) became B) become C) becomes D) has become
4. A) was B) is being C) is D) has been
5. A) was B) is C) has been D) were
6. A) has written B) wrote C) write D) writes
7. A) lives B) has lived C) have lived D) live
8. A) move B) moved C) is moving D) has moved
9. A) lives B) have lived C) lived D) live

Q4: A. Correct the spelling of the underlined words.(6 Marks)

1. She payed for her books with a credit cards.
2. He boughth a new car last month.
3. What subject are you studing?
4. My parents always give me good advise.
5. Have you applied to university yet?
6. Please put the book back on the correct shelvs.

B. Mach the linking words or phrase with their synonyms.(5 Marks)

- | | |
|----------------------|-----------------------|
| 1. finally | a. but |
| 2. firstly | b. for instance |
| 3. for example | c. in contrast |
| 4. however | d. in the first place |
| 5. in conclusion | e. lastly |
| 6. on the other hand | f. to conclude |

Writing Section (12 Marks).

Q 5 : Write an Essay on ONE of the following (at least 15 lines)

1. Air pollution: problems and solutions.
2. Globalization: is it a force for good or for bad?

Translation Section (13 Marks)

Q6: A. Translate the following text into Arabic (8 Marks)

Systems Theory

A system is a set of interrelated parts that function as a whole to achieve a common purpose. A system functions by acquiring inputs from the external environment, transforming them in some way, and discharging outputs back to the environment. Systems theory consists of five components: inputs, a transformation process, outputs, feedback, and the environment. *Inputs* are the material, human, financial, or information resources used to produce goods and services. The *transformation process* is management's use of production technology to change the inputs into outputs. *Outputs* include the organization's products and services. *Feedback* is knowledge of the results that influence the selection of inputs during the next cycle of the process. The *environment* surrounding the organization includes the social, political, and economic forces.

Some ideas in systems theory significantly affected management thinking. They include open and closed systems, synergy, and subsystem interdependencies. Open systems must interact with the environment to survive; closed systems need not. In the classical and management science perspectives, organizations were frequently thought of as closed systems. In the management science perspective, closed system assumptions—the absence of external disturbances—are sometimes used to simplify problems for quantitative analysis. In reality, however, all organizations are open systems, and the cost of ignoring the environment may be failure. Synergy means that the whole is greater than the sum of its parts. When an organization is formed, something new comes into the world. Management, coordination, and production that did not exist before are now present.

B. Translate the following text into English (5 Marks)

تعتبر الإدارة الاستراتيجية علماً وفناً، حيث إنّ الإدارة الاستراتيجية تهدف في النهاية إلى نجاح المنظمات، وذلك عن طريق تقييم وتشكيل وتنفيذ القرارات الوظيفية الخاصة بالمنظمة، والتي تُمكنها في النهاية من أن تُحقّق أهدافها. وتقوم الإدارة الاستراتيجية بالتركيز على أن تُحقّق تكاملاً واضحاً بين وظائف الإدارات المختلفة، مثل التسويق، والإنتاج، والتمويل، والتطوير، والبحوث، والنظم، والمعلومات، بحيث يُؤدّي ذلك في النهاية إلى الهدف الأساسي، وهو نجاح المنظمة. إن بداية الإدارة الاستراتيجية هي أن يتمّ التخطيط، ولكن على المدى الطويل، حيث يتمّ تخصيص الموارد الخاصة بالمنظمة، والتي تُؤدّي للوصول إلى أهداف بعينها.

مراحل التطور في المفهوم الخاص بالإدارة الاستراتيجية

كانت النواة الأولى للتطور في الإدارة الاستراتيجية في مجال سياسات الأعمال، والذي كانت بدايته في مدرسة هارفارد للأعمال، حيث إن الطلبة في هذه المدرسة كانوا يدرسون هذا المجال، وكان يتمّ علاج المشكلات التي تتصلّ بالسياسات المختلفة مثل السياسة التسويقية، والسياسة الإنتاجية، وسياسة الموارد المالية والبشرية. وقد سُمّي هذا المجال فيما بعد بالإدارة الاستراتيجية، ثم بدأ التركيز بعد ذلك على مادة الإدارة الاستراتيجية، وتطبيقها على المنظمة بأكملها، وقد قامت الكليات الخاصة بإدارة الأعمال بتدريس المفهوم الخاص بالبيئة للطلاب، وأنواعها، وأيضاً مدى تأثير منظمات الأعمال بها. و تعريف الإدارة الاستراتيجية بأنها طريقة وضع خطط للمنظمة مستقبلياً، وتحديد الأهداف المراد تحقيقها، ولكن على أجل بعيد وطويل، واختيار الأسلوب الأمثل الذي يُناسب تنفيذ هذه الاستراتيجية

GOOD LUCK

Prof. Hadi AL-Abrow (PhD)

Examiner and Head of Dept.

University of Basrah
College of Admin & Economics
Business Administration Dept.

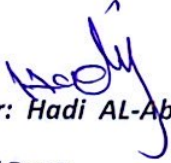



Subject : Law of the sea
Program: Maritime administration
Time :3 Hours
Date : 26/5/2024

Final Exam –First Attempt 2023-2024

- 1- Define the internal tendency and then between the areas it includes
- 2- Discuss the sovereignty of the coastal state over the territorial sea
- 3- Search the right of innocent passage for warships
- 4- Determine the areas in which the coastal state has the right to enact legislation regarding innocent passage in its territorial sea
- 5- Search in passing traffic

GOOD LUCK


Professor: Hadi AL-Abrow (PhD)
Head of Dept.


Professor :Hussein Abdulqader (PhD)
Lecturer

University of Basra
College of administration and economic
Business Administration Department
Marine Master program
Final exam | First Attempt

2023 – 2024

Time : 3 hours
Date : 28/5/2024
administrative leadership

N.B . : Answer (3) questions only. each question carries (23.3) marks.

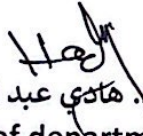
Q1:- the servant and transactional leaderships are two important styles of leadership. Explain them briefly supported by a critical analysis of both of them?

Q2:- in his book (How the best leaders lead) Brian Tracy present Seven determinants of success in work as decided by leaders. Among these determinates are formulating a good vision, Elaborate?

Q3:- Maxwell mention five levels of leadership. Write about one of this levels with critical analysis supported your answer by examples.

Q4 :- (leadership by love) and (leadership by rules) two vision to lead Others discuss this particular styles and give realistic example.

Good Luck


أ.د. هادي عبد الإمام
Head of department


أ.د. طاهر محسن منصور
Instructor



Class: MSc in Maritime management

University of Basrah

Subject: Marine safety Management

Final Exam

College of Admin. & Economics

Date: 23 /May /2024

2023/ 2024

Dept. of Business Admin.

Q1/ Explain precisely and what is meant by the following?

1. GMDSS
 2. Free- fall life boat
 3. STCW requirements
 4. The different between incident and accident
 5. MARPOL
 6. Safety culture in maritime industry
-

Q2/ The SOLAS convention includes fourteen chapters, list these chapters and briefly explain the main issues of chapters Three, Five, Seven and Eleven.

Q3/ What are the most important advantages that a marine company obtains from establishing a safety management system.

Q4/ Write an article about the relationship between Total quality Management (TQM) and maritime safety management.

Q5/ Clarify the main challenges or risks that the ship's crew may face when departing the ship in time of emergency?

Good luck & all the best

Dr. Abbas Abdulhameed

Lecturer

Dr. Hadi Abdulwahab

Head of Department

Dr. Abdhussain Tawfiq

The Dean



Final Exam –First Attempt 2023-2024

Q1 /According to (Bowersox et al ,1999) & (Fawcett and Magnan ,2002)
Determine the types of integration in supply chain management, and what the
benefits of maritime supply chain integration? **(14M)**

Q2/ Explain scientifically the following: **(14 M)**

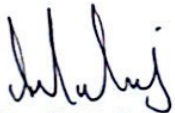
1. Sources of knowledge management **(According to Radhika , 2014).**
2. knowledge domains for maritime shipping executives **(According to Koh et al , 2022) .**

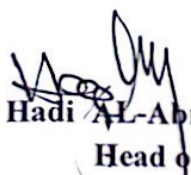
Q3/ discuss the function of containers in the development of intermodal freight transport and logistics and then explain the role of intermodal transport facilitators and their services. **(14 M)**

Q4/ Briefly enumerate the multiple and composite interdependencies for The maritime logistics and supply chain (MLoSC), and what is the role of SECI modes .? **(14M)**

Q5 / Summarizes the Human element issues relevant for the maritime domain can affect the outcome in terms of maritime and occupational accidents, injuries, operational disturbances and employee well-being ? **(14M)**

GOOD LUCK


Assis Prof :Mohamed Saleh Hadi (PhD)
Examiner


Professor: Hadi AL-Abrow (PhD)
Head of Dept.

University of Basrah
College of Admin & Economics
Business Administration Dept.



Subject : Operations Management
Program: Diploma of TQM
Time :3 Hours
Date : 4 - 6-2024

Final Exam –First Attempt 2023-2024

Q1:- The following data for Al-Nahrain Industrial Company: -(14 marks)

Outputs = 3000 units, actual inputs 5000 dinars, spoilage percentage of final outputs 10%

Required: Calculate the efficiency index

Q2:- The following data represents the sales of Ashur Electrical Industries Company, distributed as follows: (14 marks)

years	Q1	Q2	Q3
2021	12	14	10
2022	14	10	9
2023	10	8	8

Required: - Predict the quantity according to the seasons if you know that the estimated quantity for the coming year 2024 is (90) units.

Q3: Answer with (true) or (false) (14 marks)

1-The process of converting resources into goods and services takes place within the framework of a system called processes.

2-Productive activities are a group of processors that aim to transform the inputs of the production system into goods or services.

3- Increasing the volume of inputs or transferring inputs, which increases their value, would achieve a temporal benefit.

4- The data necessary to make the forecast is collected from a reliable source in preparation for making the forecast, and the only source of data is the companies' sales records.

5- Determining the forecasting method includes knowing whether the method that will be adopted is quantitative, qualitative, or a combination of the two types?

6- Production means all activities associated with the process of converting resources into goods and services.

7- Production functions are a group of processors that aim to transform the inputs of the production system into goods or services.

8- Storing inputs from one period to another would increase the types of inputs, provided that they are not subject to damage or obsolescence, thus achieving a formal benefit.

9- Determining forecasting requirements means knowing whether the method that will be adopted is quantitative, qualitative, or a combination of the two types?

10- Determining the stage the product has reached in its life cycle would affect the choice of the period that the short-term or long-term forecast will cover.

Q4:- The following table presents data extracted from the records of Al-Sudair Electrical Industries Company. (14 marks)

2023	2022	
500	300	Production quantity (units)
250	300	Direct labor wages (dinars)
500	550	Power consumed in kilowatts
300	350	Energy cost (JD)
150	200	Cost of raw materials (dinar)

Required :-

- 1- Calculating the total productivity for the years 2022 and 2023.
- 2- Calculating the partial energy productivity for the years 2022 and 2023.
- 3- Calculating the productivity change index for the year 2023

Q5:- The following data represents real demand and forecast demand for time periods(14 marks)

periods	Real demand	Forecasting
1	12	10
2	14	16
3	10	12
4	16	16

Required: - Draw an overtaking diagram if you know that the permissible deviation is (+1.5)

GOOD LUCK

Dr .Shatha A. Al tamimi

Examiner

Professor: Hadi AL-Abrow (PhD)

Head of Dept.

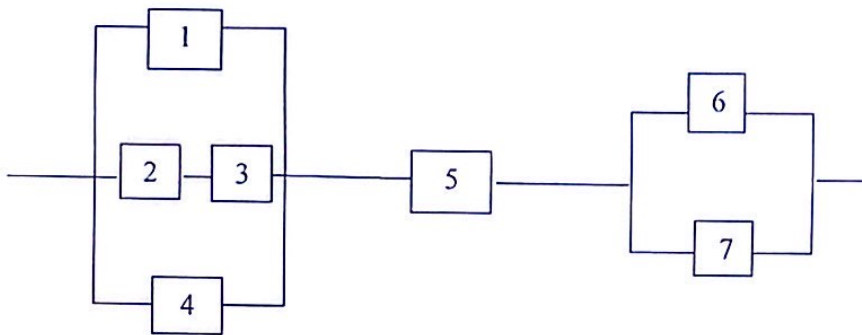


Quality Management – program for Diploma. Degree
2023 – 2024
Final Exam

Q1/ Compare between service quality and unit quality, give example .

(14 M)

Q2/ Find the reliability of the system below , where component 1,2,3,4,5,6 and 7 have reliabilities of 0.91 , 0.95 , 0.96 , 0.85 , 0.96 , 0.99 and 0.95



Q3/ Explain :

- 1) Control charts for variables
- 2) Control chart for Attributes
- 3) Total Cost for Quality

(14 M)

Q4/ Determine the trial central line and control limits for **p-chart** and **c-chart** ,if checked quantity (size) 250. using the following data, which are for the payment of dental insurance claims. Plot the values on graph paper and determine if the process is stable . If there are any out-of-control points, assume an assignable cause and determine the revised central line and control limits .

(14 M)

N	Defects
1	4
2	7
3	5
4	7
5	22
6	3
7	7
8	8
9	4
10	1

Q5/ Explain :

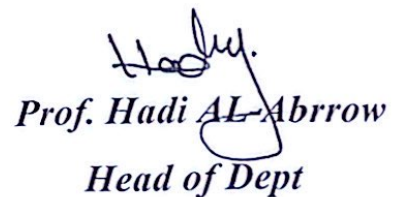
- 1) Quality management system
- 2) Benefits of ISO Registration
- 3) TOM
- 4) Relationship between Quality and cost

(14M)



Prof. Radi Abdulla Ali

Lecturer



Prof. Hadi AL-Abrow
Head of Dept

University Of Basra

College Of
Administration and
Economics

Business
Administration Dept.

Quality diploma

Program

Course Exam

2023/2024



Name of Subject:
Quality of Working
Life

Time:3 hours

Date:30 /5 /2024

Note:-Answer All Of The Following.

Q1:Hofstede's (1980 and 1984) proposal demonstrated that cultural differences in attitudes and work experiences can be substantial?

Q2: Schwartz (2004) presented an alternative set of seven value types at the level of culture, What are these types?

Q3: What are cultural differences and what is their relationship to the quality of work life?

Q4: What are the attitudes of AGI intelligence towards green issues?

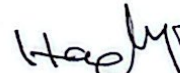
Q5: How WRQoL Scale Construction?

Good Luck



Lecturer

Prof. Dr.Rasha Mahdi



Head of Department

Prof. Dr.Hadi Abdel Wahhab



ملاحظه :يسمح بإدخال كافة المراجع والحاسبة الشخصية لاستخدام برنامج spss

Q.1/: A product developer is interested in reducing the drying time of a primer paint .two formulation of the pins are tested: formulation 1 is the standard chemistry and formulation 2 has a new drying ingredient that should reduce the drying time ten specimens are painted with formulation one and ten specimens are painted with formulation 2 the result as follow:

Formulation 1	16.85	16.40	17.21	16.35	16.52	17.04	16.96	17.15	16.59	16.57
Formulation2	16.62	16.75	17.37	17.12	16..98	16.87	17.34	17.03	17.08	17.27

We want to test if there is a significant different between two formulation assume data distributed normal

- 1.what the test hypothesis
2. what is perfect test
3. how can write these data in spss
4. discuss the result

(16 marks)

Q.2/ The thickness of a given metal part of an optical instrument was measured on 10 successive parts before it entered and after it left the production line under conditions believed to be normal. The results are shown in the following table

Before	12	25	14	36	24	18	15	10	14	12
After	2	42	32	25	14	14	12	15	26	30

We want to test if there is a significant different

- 1.what the test hypothesis
2. what is perfect test
3. discuss the result

(16 marks)

Q3: What is the study population and what type of sample is chosen for the following studies?

١. اعداد دراسة حول المستوى العلمي لطلبة جامعة البصرة من وجهة نظر الاساتذة .
٢. دراسة حول الرقابة على جودة القماش المنتج في مصنع النسيج مكانه مرتبة وفق ترقيم تصاعدي .
٣. اعداد دراسة مقارنة لبيان مدى مطابقة مواصفات البطاريات المنتجة للمواصفات المحددة لها في ثلاثة مصانع مختلفة من حيث منشأ المكاين .
٤. التعرف على المشاكل العلمية لطلبة المرحلة الاولى قسم المدني

(16 marks):

Q.4/ four brands of flashlight batteries are to be compared by testing each brand in five flashlights .twenty flashlight are randomly selected and divided randomly into four groups of five flashlights each . ten each group of flashlights uses a different brand of battery. the lifetimes of the batteries to the nearest hour . as follows

Brand a	Brand b	Brand c	Brand d
42	28	24	2
30	36	36	4
39	31	28	5
29	27	33	8
44	26	25	10

The researcher wants to know whether there are significant differences between the four brands

1. Write the hypothesis of this study
2. What is the perfect test
3. Discuss the result
4. If there are significant differences, explain which of the brands has the differences

(22 marks):

GOOD LUCK


Waleed M. Rodeen

Examiner


Prof: Dr.Hadi AL-Abrow

Head of Dept


prof./Dr. Abdulhusain Shibti

The Dean



Note

- 1- The answer in black or blue pen.
- 2- Each question has 14 marks

Q1

Define "problem" and provide an example of a problem you have encountered in your daily life. Discuss how you have used research to solve this problem.

Q2

How would you go about doing a literature review in the area of corporate social responsibility?

Q3

What is the purpose of a critical literature review?

Q4

Draw a Theoretical framework consisting of three variables, explaining each type of variable with defining hypotheses.

Q5

A- When is applied research, as distinct from basic research, useful?

B- Discuss the following statement: "Good research is deductive in nature."

Prof. Dr. Wameedh A. Khair
The lecturer

Prof. Dr. Hadi Abdul Wahab
Head of Department

Prof. Dr. Abdul Hussein Tawfiq
The Dean

Level: Diploma in Quality
Subject: **BBR**
Time: 3H
Date: **21 / 5 / 2024**



Basra University
College of Administration and
Economics
Department of Business
Administration

Final Exam . 2023-2024

Note : - answer all of the following

Q1/ What are the steps for implementing BPR as suggested by Thomas Davenport and James Short? (12 Marks)

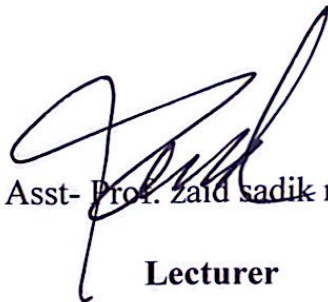
Q2/ How is SIPOC map useful? Explain the steps involved in drawing a SIPOC map? (12 Marks)

Q3/ Compare and contrast between industrial engineering and BPR.? (12 Marks)

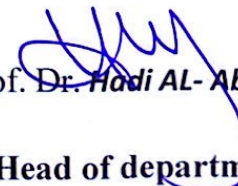
Q4/ How can benchmarking be effectively used in identifying an ancient process and improving it? (12 Marks)

Q5/ Define IT. Discuss how IT capabilities impact an organization.? (12 Marks)

Q6/ Discuss in detail the success factors of Business Process Reengineering.? (10 Marks)


Asst- Prof. Zaid Sadik Majid
Lecturer

Good Luck


Prof. Dr. Hadi AL-Abrow
Head of department

University of Basrah
College of Admin & Economics
Business Administration Dept.



Subject : Operations Management
Program: Diploma of TQM
Time :3 Hours
Date : 4 - 6-2024

Final Exam –First Attempt 2023-2024

Q1:- The following data for Al-Nahrain Industrial Company: -(14 marks)

Outputs = 3000 units, actual inputs 5000 dinars, spoilage percentage of final outputs 10%

Required: Calculate the efficiency index

Q2:- The following data represents the sales of Ashur Electrical Industries Company, distributed as follows: (14 marks)

years	Q1	Q2	Q3
2021	12	14	10
2022	14	10	9
2023	10	8	8

Required: - Predict the quantity according to the seasons if you know that the estimated quantity for the coming year 2024 is (90) units.

Q3: Answer with (true) or (false) (14 marks)

1-The process of converting resources into goods and services takes place within the framework of a system called processes.

2-Productive activities are a group of processors that aim to transform the inputs of the production system into goods or services.

3- Increasing the volume of inputs or transferring inputs, which increases their value, would achieve a temporal benefit.

4- The data necessary to make the forecast is collected from a reliable source in preparation for making the forecast, and the only source of data is the companies' sales records.

5- Determining the forecasting method includes knowing whether the method that will be adopted is quantitative, qualitative, or a combination of the two types?

6- Production means all activities associated with the process of converting resources into goods and services.

7- Production functions are a group of processors that aim to transform the inputs of the production system into goods or services.

8- Storing inputs from one period to another would increase the types of inputs, provided that they are not subject to damage or obsolescence, thus achieving a formal benefit.

Time : 3 H
Date 4/6/2024



**Operations Research - Program for Strategic Planning
2023 – 2024**

Q1/
$$x \begin{pmatrix} 2 & 4 \\ 3 & 6 \end{pmatrix} y$$

Solve the game by tow method

a) Algebraic method

b) Graphical method

(14

M)

Q2/ The table below represented the activities and (3) times: (Optimistic time (a) , Most likely time (m) , Pessimistic time (b)) :

Activity	Immediate Predecessor	a	m	b
A	-	3	4	5
B	-	4	5	6
C	A	3	5	5
D	A,B	4	6	11
E	C	3	6	9
F	C	3	4	11
G	E,D	5	6	13
H	F,G	3	4	5
I	H	4	5	6

Find the :

(14 M)

- Network with the expect time for the finishing task .
- Probability of finishing the task (20 , 15) day.
- Probability of finishing task C in (10) days.

Q3/ Solve the following transportation problem to find the total minimum cost and test the solution (14 M)

	S	1	2	3	Supply
W					
A	18	8	13	140	
B	15	11	9	200	
C	6	7	12	190	
D	8	9	11	100	
Demand	230	210	190	?	

Q4/Two product are manufactured by passing. Sequentially through three machines. The production time and profit per unite of each product are: (14M)


product	Minutes per unit			Cost per unit
	machine 1	machine 2	machine 3	
A	3	4	6	40
B	3	2	4	50
Total time	50	60	70	

- 1) Find formulations and Solve the Problem by Simplex Method and Idle Resource
- 2) Find shadow prices and Idle resources

Q5/ Solve the following maximizing assignment problem . (14 M)

	M	1	2	3	4	5
O						
A	16	22	12	18	14	
B	10	16	17	20	21	
C	20	17	25	16	18	
D	22	14	19	23	20	


Prof. Radi Abdulla Ali
 Lecturer


Prof. Hadi AL-Abrrow
 Head of Dept

**Program: Diploma in
strategic planning**
Subject: Strategic thinking
Time: 3H
Date: / /2024



Basra University
**College of Administration and
Economics**
**Department of Business
Administration**

Final Exam . 2023-2024

Note : - answer all of the following

Q1/ What are some of the cross cultural challenges you might anticipate when introducing strategic thinking within your organization? What are some of the risks involved? What could be some of the benefits to the business? What can you do to leverage the impact on learning strategic thinking? (12 Marks)

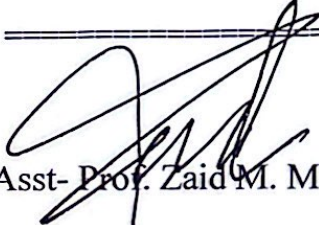
Q2/ How do culture, history, and geography affect the learning of strategic thinking? (12 Marks)

Q3/ How do you seek out facts and information to challenge your own assumptions and disconfirm deeply held beliefs? (12 Marks)

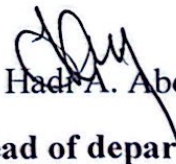
Q4/ Why is it important to identify the risks you might incur by ignoring or discrediting your intuition as you make strategic decisions? How can you mitigate the risks? (12 Marks)

Q5/ What are some common same frame thinking patterns that occur in your organization's strategy meetings? What might be the origins of these same frame thinking patterns? Who benefits from this same-frame thinking? How could this same-frame thinking be detrimental to the stated strategic intentions? (12 Marks)

Q6/ What are some ways (informally and formally) that you could further develop your own strategic thinking? (10 Marks)


Asst- Prof. Zaid M. Majid
Lecturer

Good Luck


Prof. Dr. Hadra A. Abdulamam
Head of department

University of Basrah
College of Admin & Economics
Business Administration Dept.



Subject : Budgets
Program: Diploma in strategic planning
Time :3 Hours
Date : 28/5/2023

Final Exam –First Attempt 2023-2024

Note: Answer all questions and grades will be distributed equally :-

Q1 // Explain the following diagrams:-

- 1- The comprehensive budget
- 2- Budgets and performance reports
- 3- Explain the factors that affect sales

Q2/ Explain the concept of participatory budgeting and its importance? Then he touched on the most important advantages and disadvantages of participatory budgeting.

Q3/ the Nergs company had a target ending inventory of 100000 four – liter bottles of burgundy wine , gallo beginning inventory was 80000 bottles , and its budgeting production was 1000000 bottles . compute the budgeted sales in number of bottles .

Q4/ Explain the basic rules for preparing the state's general budget? Defining the difference between the budget and the balance sheet?

Q5/ Write an article related to Kaizen budgeting and its relationship to continuous improvement of no less than five pages, supporting the answer with drawing and differences.

GOOD LUCK

Professor: zainab shalal (phD)

Examiner

Professor: Hadi AL-Abrow (PhD)

Head of Dept.



Final Exam – 2023-2024

Q1/ If the volume of demand for a product during the years 2015 – 2023 (15 mark)

As shown in the table below : the units (millions)D.

years	Order volume
2015	265.1
2016	283.1
2017	286.8
2018	339.4
2019	407.6
2020	407.5
2021	457.1
2022	435.7
2023	586.9

Required: find the demand volume for the years . 2029 – 2030 – 2031

Q2 / write a report on the feasibility studies .

(15 mark)

Q3 / you have the information about three projects:

(15 mark)

(A , B , C). If you knew

- Discount factor used (15%)
- Income tax is estimated at(20%) of the annual return

- The straight – line – method is used to calculate the annual extinction

information	Project A	Project B	Project C
Initial investment cost	60000	40000	50000
Productive life (year)	5	4	3
Project value in the end of Productive life	15000	10000	14000
Cash inflows before extinction and tax	25000	15000	20000

Required :

- Determine which of the three projects are better and why.? using the Benefit cost Ratio .
- which projects are better using net present value.?

Q4/ The Development company would like to purchase a device (15 mark)

to inspect finished products before marketing them . after launching the tender, it received three offers from companies in this field.

Information	A	B	C
Initial investment cost	16000	10000	6000
Predictive life (year)	5	4	3
Cash inflows before extinction and task	7200	4000	3800

If you knew that:

- The straight-line method is used to calculate the annual extinction
- Income tax is estimated at(20%) Of the annual return

Required : determine which of the three projects are better and why.

Using Standard (payback period)

Q5/A- If you have information about AL-Fayhaa company (5 mark)

Fixed costs	\$ 100000
Price of unit	\$ 100
Variable costs of unit	\$ 7

Required : determin profit when the company produces and selles

(5000 units)

B- AL- Furat company produces three types of juice . (Orange , lemon , manka)

If you have information about three products as shown in the table


below : (5 mark)


information	Price per unit \$	Variable cost per \$ unit	Sales formation ration %
Orange juice	8	1	50%
Lemon juice	6	2	30 %
Manka juice	11	4.5	20%

The fixed cost \$ 240000

Required : Determine the break even point by quantity and value for
The company as a whole .

GOOD LUCK


A.P.Sahera Abd .AL. Kheter
Examiner


Professor: Hadi AL-Abrow (PhD)
Head of Dept.



Final Exam –First Attempt 2023-2024

Q1/ how much strength should an executive ideally have or be allowed to have?

Discuss the statement based on Restricted View, Prerogative Theory and Stewardship Theory? (14 M)

Q2/ Explain CIPP model of evaluation, and how using CIPP model in different stages of the evaluation? (14 M)

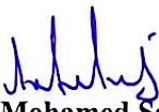
Q3/ Give meaning of the following: (14 M)

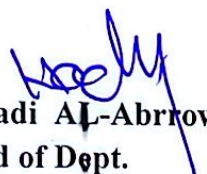
1. The gist of public management (According to Lynn ,2001),
2. The paradigms move of public administration research and practice (According to Carey & Friel ,2015).

Q4/ Discuss the effects of policy alienation and Determine the sub-dimensions of it? (14 M)

Q5/ Enumerate and Compare between policy and management practices in the private and public sector? (14 M)

good luck


Assis Prof :Mohamed Saleh Hadi (PhD)
Examiner


Professor: Hadi AL-Abrrow (PhD)
Head of Dept.



Note

- 1- The answer in black or blue pen.
- 2- Each question has 10 marks

Q1: - Explain in detail the relationship between Philosophy and Science with examples.

Q2: - Is there a best philosophy for business and management research?

Q3: - You have five management philosophies. Explain these philosophies with examples.

Q4: - Explain the difference or similarity between the concepts the principle of parsimony and reductionism?

Q5: - Why do management researchers need philosophy?

Q6: - What is philosophy? And foundations of management philosophy

Q7: - What is research philosophy and why is it important?

Prof. Dr. Wameedh A. Khair
The lecturer

Prof. Dr. Hadi Abdul Wahab
Head of Department

Prof. Dr. Abdul Hussein Tawfiq
The Dean



Basrah University
Faculty of Administration & Economics
Business Administration Department
Graduate Studies
PH.D. programme
Second Semester
Final Exam - First Attempt
2023 - 2024



SUBJECT:- FINANCIAL MANAGEMENT DATE:-26 -5-2024 TIME:- 3 HOURS

Note:- Answer seven of the following questions(for each question 10 marks)

Q1/ a- Write in a detail article based on what you have read about financing small enterprises & the role of The banking financial management around them, supporting your answer with examples if possible.

b- A financial concept that has been circulated in the last years of the past decade is green financing. discuss in a brief article what it means for Shareholding companies, supporting your answer with examples if possible.

Q2/ Explain in detail:-

a- The Influence of Cognitive Heuristics and Biases &the explanation of investor's personality and perceptual biases effects on financial decisions, supporting your answer with examples if possible.

b- What does the investment portfolio of Shareholding companies mean's? discuss in a brief article showing the most important types of financial tools for investment portfolios and how financial risks are controlled within them .

Q3/ a- Through your reading of international financial management, write a brief scientific article explaining how it is different from strategic financial management, supporting your answer with examples if possible.

b- In your opinion, is financial inclusion an appropriate financial method to solve the financial problems facing the banking financial management of Iraqi banks currently as a result of the inflated economic situation? discuss this in a brief article supporting your answer with examples if possible.

Q4/ Discuss in a brief article based on what you have read about:-

(supporting your answer with examples if possible)

a-The Influence of Exchange Rates on Inflation .

b-Interest Rates and the Composite Stock Price Index.

Q5/ Explain in detail supporting your answer with examples if possible:-

a- Hedge funds decision-making under uncertainty.

b- Do mutual funds lose talent to hedge funds ?

Q6/ a- Within the subject of financial engineering, the concept of financial derivatives emerged . How do you explain the relationship between them with a summarized scientific article? supporting your answer with examples if possible.

b- In your opinion, are financial markets an urgent necessity for companies in general or for Shareholding companies in particular ? scientifically discuss, supporting your answer with examples if possible.

Q7/ Write a detailed article based on what you have read about:-

(supporting your answers with examples if possible)

a- Futures and Options on Foreign Exchange.

b -The Market for Foreign Exchange .

C-How are futures markets organized ?

Q8/ Discuss in a brief article based on what you have read about:-

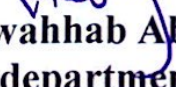
(supporting your answers with examples if possible)


a- Corporate Governance.

b - Public Financial Management.

C- Financial Artificial intelligence(It's role at finance & investment decisions)

my best wishes to you all


Pr.Dr.Hadi Abdulwahhab Abdulimam
Head of the department


Pr.Dr.Orooba Rasheed Ali
Lecturer



Final Exam –Second semester 2023-2024

***Remark : Answer 5 questions only**

Q1/ A lecturer would like to know whether the **statistics exam** results in the summer semester differ from those in the winter semester. To this end, he creates an overview with the points achieved per exam. Open the **sheet1.phd.xlsx file**, then find and discuss the following:

- Define a 95% confidence interval for **the summer semester**.
- Define a 90% confidence interval for **the winter semester**.
- Test the hypothesis that the average **semester** of **summer** and **winter** is the **same** ($\alpha = 5\%$) (14 Degree)

Q2/ Open the **sheet2.phd.xlsx file**, then find and discuss the following:

- Estimate and discuss the correlation between y, x_1, x_2
- Estimate and discuss the results of the following linear regression models:

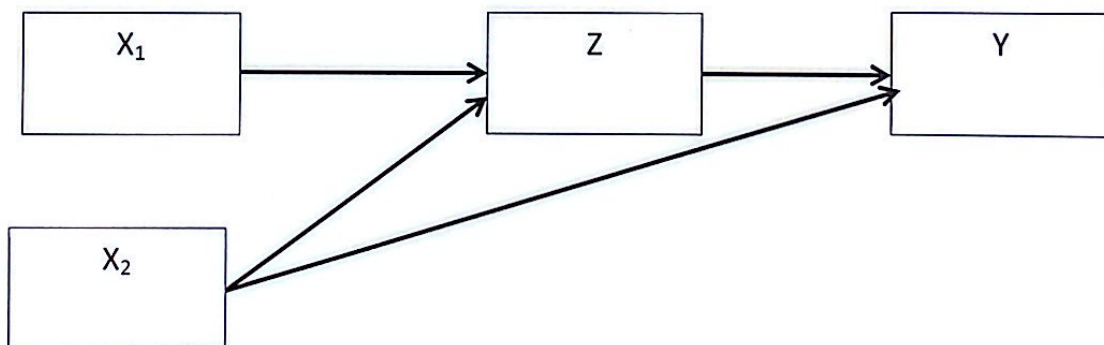
$$y = \beta_0 + \beta_1 x_1 + \beta_2 x_2 + u_1 ; y = \gamma_0 + \gamma_1 \ln(x_1) + \gamma_2 \ln(x_2) + u_2 ;$$

$$\ln(y) = \alpha_0 + \alpha_1 x_1 + \alpha_2 x_2 + u_3$$

- Compare the models above (14 Degree)

Q3/ Open the **sheet3.phd.xlsx file**, then estimate the following path diagram.

(14 Degree)



Q4/ Open the sheet4.phd.xlsx file, then Find and discuss

- 1- descriptive statistics for personal information
 - 2- the reliability of the questionnaire
- (14 Degree)
-

Q5/ Open the sheet5.phd.xlsx file, then

- 1- Find and discuss mean , standard deviation , skewness and kurtosis
 - 2- Test and discuss the normal distribution of x_1, x_2, x_3 by using skewness and Kolmogorov-Smirnov test.
- (14 Degree)
-

Q6/ Open the sheet6.phd.xlsx file, then

Extracting a set of factors from the variables(x_1, x_2, \dots, x_{15}) by using the factor analysis method. (14 Degree)

GOOD LUCK


Professor: Hadi AL-Abbrow (PhD)

Head of Dept.


Ass. professor Bahaa A. Qassem (PhD)

Lecturer


Professor :Abdulhusain Shibli (PhD)

The Dean

University of Basrah
College of Admin & Economics
Business Administration Dept.



Subject : OT &OB
Program: PhD
Time :3 Hours
Date : 2nd June , 2024

Final Exam –First Attempt 2023-2024

Answer all equations.

Q1: According to Ziber , explain in detail, the following statement “ to understand the neo- institutional thinking requires re-formalize the meaning and understanding the dialectal relationship between thinking of meaning and institutionalization”. Explain the relationship between power and institutional politics (figure is required) . Enclosure and surveillance are two key requirements of resisting discipline, explain each one , and how they influence resisting institutional control.

(12 Marks)

Q2: Explain, according to Robert Chain, the main key assumption of Modern organisation theory. According to McAuley and his colleagues, explain (figure is required) . The ontology and epistemology as a main premises of modernist organisation. Summarise in key point the maim criticisms of modernist .

(12 Marks)

Q3: Explain the four intellectual axioms and imperative in the postmodern approach. Why Hatch and Cunliffe believe that language represent the main premise of the postmodern ? What both fordrism and post (neo) fordism do you mean? What are the key factors of post (neo) fordeim ? Explain each one , then summaries in table the main difference between both fodrism and post (neo) fordism . What are the main criticism of post fordism?

(12 Marks)

Q4: Discuss the main assumptions of symbolic interactionism (figure is required) . what are the main strengths and weakness of symbolic interactionist understanding organisation. Discuss critical theory as seen by the Frankfurt school, then discuss the main key influence the development of critical theory.

(11 Marks)

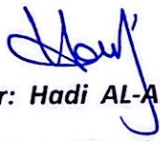
Q5: Baesd on Sigh and Lumsden’s point of view, discus the main premises of Fitness Set Theory, then explain the relationship between of Fitness Set Theory ,and Organisational Ecology theory. Why both Barnett and Hansen used the Reed Queen as an adaptive process to explain the Organisational Ecology theory ? What Unobserved Heterogeneity does mean? Why it uses to understand the Organisational Ecology theory?

(12 Marks)

Q6: According to Lex Donaldson , explain the SARFIT theory. Why SARFIT theory is often considered as being an equilibrium theory (figure is required) . D you think Contingency Theory science or technology ? Support your answer with figures. Explain based on article by Baret and Freeman the relationship between organisational inertia and product innovation.

(11 Marks)

GOOD LUCK



Professor: Hadi AL-Abrrow (PhD)

Examiner and Head of Dept.



Final Exam –First Attempt 2023-2024

Q1) As a marketing management specialist, present a paper highlighting the building of customer loyalty and achieving a balance between customer acquisition and retention. (12M.)

Q2) Discuss the following: (18 M.)

- a) The distinctive characteristics of services and how to handle them marketing-wise.
- b) The importance of linking global marketing research to the decision-making process within companies.
- c) The desired attributes of a brand name, supporting your answer with examples, and explain how to sponsor and manage it.

Q3) Clarify the following: (15 M.)

- a) Customer empowerment.
- b) Managing customer's word-of-mouth communication.
- c) Managing the customer's lifetime value.
- d) Building the customer's lifetime value.

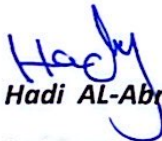
Q4) Answer the following :(15M.)

- a) Explain in detail the communication media mix for marketing an Iraqi product, highlighting the advantages of each medium according to the requirements of the Iraqi business environment.
- b) Investment in online shopping , supporting your answer with a global or hypothetical example.
- c) Describe how to measure the effectiveness of communication and the importance of this process for marketers.

Q5) As someone concerned with keeping up with the latest scientific developments in the field of marketing studies and research, present the contents of the latest research article you have read published in a reputable international scientific journal, mentioning the following: (10M.)

- a) The title of the article, the name of the researcher(s), the name of the journal, and the publication date.
- b) The location of the study, the researched community, and the selected sample.
- c) The most important researched variables and their significance in the field of specialization.
- d) The most important findings and recommendations of the study.
- e) The possibility of applying these findings in the Iraqi business environment.

GOOD LUCK



Professor: Hadi AL-Abrow (PhD)
Head of Dept.



Professor :Abd-Alridha F.Badrawi (PhD)
The lecturer



Note

- 1- The answer in black or blue pen.
- 2- Each question has 10 marks

Q1

- A- Explain what is the concept of research ethics with examples.
- B- Explain, giving reasons, which is more important, applied or basic research

Q2

Why is it important to consider basic design issues before conducting the study and even as early as at the time of formulating the research question?

Q3

What are the basic research design issues? Describe them in some detail.

Q4

Why is it important to gather information on the background of the organization? Why is it important to review the literature on your topic?

Q5

- A- Describe a situation where research will help you as a manager to make a good decision.
- B- For what specific purposes is basic research important?

Q6

For a quantitative study, describe published research in your field, and write two directional hypotheses that challenge or extend the research.

Q7

Discuss the following statement: "The hallmarks of scientific research do not/cannot apply to inductive research."

A handwritten signature in black ink, appearing to read 'Wameedh A. Khair'.

Prof. Dr. Wameedh A. Khair
The lecturer

A handwritten signature in black ink, appearing to read 'Hadi Abdul Wahab'.

Prof. Dr. Hadi Abdul Wahab
Head of Department

Prof. Dr. Abdul Hussein Tawfiq
The Dean

University Of Basra

Course Exam

Subject Name: Human
Resources
Management

College Of
Administration and
Economics

2023/2024



Time: 3 hours

Date: 2 /6/2024

Business
Administration Dept.

Master Program

Note:-Answer All Of The Following.

Q1: Explain with an example of the Multiple-Hurdle Selection Process?

Q2: Give reasons why workplace well-being is important for employers and regulatory agencies.?

Q3: Find an example in the news or in the HR literature of a layoff that was handled with respect and compassion for the workers. Were there any problems nevertheless? What did the company do right, and what could have been done better?

Q4: What role does the labor movement play globally?

Q5: What are the broad outlines of the collective bargaining process?

Good Luck

Lecturer

Prof. Dr. Rasha Mahdi

Head of Department

Prof. Dr. Hadi Abdel Wahhab

prgram: MBA
Subject: management
information systems
Time:3H
Date:30/5/2024



Basra University
College of Administration and
Economics
Department of Business
Administration

Final Exam . 2023-2024

Note : - answer all of the following

Q1/Define the user-designer communications gap, and explain the kinds of implementation problems it creates.? (12 Marks)

**Q2/ A- List and describe the eight unique features of e-commerce
B- Define a digital market and digital goods and describe their distinguishing features ? (12 Marks)**

**Q3/ A-Define RFID, explain how it works, and describe how it provides value to businesses?
B-Define near field communication (NFC), and explain how it works?**

C-Define WSNs, explain how they work, and describe the kinds of applications that use them.? (12 Marks)

**Q4/ A-Define information technology (IT) infrastructure, and describe each of its components.?
B- Distinguish between application software and system software, and explain the role the operating system of a computer plays? (12 Marks)**

Q5/Why do commodity like and digital items sell well in the B2C e-commerce business model? (12 Marks)

Q6/The three key resources in management information systems (MIS) are information, information technology, and people. Which of these three resources is the most important? Why? The least important? Why? (10 Marks)

Asst-Prof. Zaid M. Majid

A handwritten signature in black ink, appearing to be 'Zaid M. Majid'.

Good Luck

Prof. Dr. Hadi A. Abdulamam

Head of department

A handwritten signature in blue ink, appearing to be 'Hadi A. Abdulamam'.



University of Basrah
 College of Admin & Economics
 Business Administration Dept.

Subject : Financial management
 Program: Master of Business Administration
 Time :3 Hours
 Date : 26/5/2024

Final Exam –First Attempt 2023-2024

***Note the answers to all questions and grades are distributed equally.**

Q1) A) Describe the ways in which capital can be transferred from suppliers of capital to those who are demanding capital.

B) Describe the effect on a call option's price that results from an increase in each of the following factors: (1) stock price, (2) strike price, (3) time to expiration, (4) risk-free rate, and (5) standard deviation of stock return.

Q2) Data for Lozano Chip Company and its industry averages follow.

- a. Calculate the indicated ratios for Lozano.
- b. Construct the extended Du pont equation for both Lozano and the industry.
- c. Outline Lozano's strengths and weaknesses as revealed by your analysis.

Lozano chip company: Balance sheet as of December 31, 2019

Cash	\$225,000	Accounts payable	\$6000,000
Receivables	1,575,000	Notes payable	100,000
Inventories	1,125,000	Other current liabilities	525,000
Total current assets	\$2,925,000	Total current liabilities	\$1,225,000
Net fixed assets	1,350,000	Long-term debt	400,000
		Common equity	2,650,000
Total assets	\$4,275,000	total liabilities and equity	\$4,275,000

Lozano chip company: income statement for year ended December 31, 2019

Sales	\$7,500,000
Cost of goods sold	6,375,000
SELLING , GENERAL, AND ADMINISTRATIVE EXPENSES	933,000
Earnings before interest and taxes (EBIT)	\$192,000

Interest expense	40,000
Earnings before taxes (EBIT)	\$152,000
FEDERAL AND STATE INCOME TAXES (25%)	38,000
NET INCOME	\$114,000

RATIO	LOZANO	Industry Average
Current assets/current liabilities		2.0
Days sales outstanding (365-day year)		35.0 days
COGS/ inventory		6.7
Sales/ fixed assets		12.1
Sales/ total assets		3.0
Net income/ sales		1.2%
Net income/ total assets		3.6%
Net income/ common equity		9.0%
Total debt/ total assets		10.0%
Total liabilities/ total assets		35.0%

Q3) A) Annuity Payment and EAR You want to buy a car, and a local bank will lend you \$20,000. The loan would be fully amortized over 5 years (60 months), and the nominal interest rate would be 12%, with interest paid monthly. What is the monthly loan payment? What is the loan's EFF%?

B) Thatcher Corporation's bonds will mature in 10 years. The bonds have a face value of \$1,000 and an 8% coupon rate, paid semiannually. The price of the bonds is \$1,100. The bonds are callable in 5 years at a call price of \$1,050. What is their yield to maturity? What is their yield to call?

Q4)A) Absalom Energy's 14% coupon rate, semiannual payment, \$1,000 par value bonds that mature in 30 years are callable 5 years from now at a price of \$1,050. The bonds sell at a price of \$1,353.54, and the yield curve is flat. Assuming that interest rates in the economy are expected to remain at their current level, what is the best estimate of the nominal interest rate on new bonds issued in 5 years?

B) As an equity analyst you are concerned with what will happen the required return for Universal Toddler's stock as market conditions change. Suppose $r_{RF} = 5\%$, $r_M = 12\%$, and $b_{UT} = 1.4$.

a. Under current conditions, what is r_{UT} , the required rate of return on UT stock?

- b. Now suppose r_{RF} (1) increases to 6% or (2) decreases to 4%. The market risk premium, RF_M , (i.e., the slope of the SML) remains constant. How would this affect r_M and r_{UT} ?
- c. Now assume r_{RF} remains at 5% but r_M (1) increases to 14% or (2) falls to 11%. The market risk premium, RP_M , (i.e., the slope of the SML) does not remain constant. How would these changes affect r_{UT} ?

Q5)A) Blunderbluss Manufacturing's balance sheets report \$200 million in total debt, \$70 million in short-term investments, and \$50 million in preferred stock, Blunderbluss has 10 million shares of common stock outstanding. A financial analyst estimated that Blunderbuss's value of operations is \$800 million. What is the analyst's estimate of the intrinsic stock price per share? Thress Industries just paid a dividend of \$1, 50 a share (i.e., $D_t = \$1.50$).

B) Describe the effect on a call option's price that results from an increase in each of the following factors: (1) stock price, (2) strike price, (3) time to expiration, (4) risk-free rate, and (5) standard deviation of stock return.

Q6)A) Why do options sell at prices higher than their exercise values?

B) Brushy Mountain Mining Company's coal reserves are being depleted, so its sales are falling. Also, environmental costs increase each year, so its costs are rising. As a result, the company's free cash flows are declining at the constant rate of 4% per year. If its current free cash flow (FCF_t) is \$6 million and its weighted average cost of capital (WACC) is 14%, what is the estimated value of Brushy Mountain's value of operations?

Q7)A) You have a \$2 million portfolio consisting of a \$100,000 investment in each of 20 different stocks. The portfolio has a beta of 1.1. You are considering selling \$100,000 worth of one stock with a beta of 0.9 and using the proceeds to purchase another stock with a beta of 1.4. What will the portfolio's new beta be after these transactions?

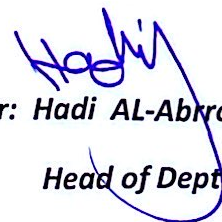
B) What is free cash flow? Why is it the most important measure of cash flow?

GOOD LUCK



Examiner

Assprof Nada Abdukader



Professor: Hadi AL-Abrow (PhD)

Head of Dept.

University of Basrah
College of Admin & Economics
Business Administration Dept.



Subject : Marketing Management
Program: Administration Master
Time :3 Hours
Date : 23/5/2024

Final Exam –First Attempt 2023-2024

(Note: Each question has 14 marks)

Q1/ Define the following terms;

1- Societal marketing concept 2- Growth-share matrix 3- Market segmentation
4- Customer insights

Q2/ Explain how internal databases differ from marketing intelligence,
What are some advantages and disadvantages of both?

Q3/ What are the stages in the buyer decision process and the major types of buying decision behavior?

Q4/ What are the requirements for effective market segmentation?

Q5/ Explain the four key brand strategy options for a business. Provide an example of each ?

GOOD LUCK

Wafaa Ali

Examiner

Professor: Hadi AL-Abrow (PhD)

Head of Dept.

University of Basra

College of Administration & Economics

Business Administration Dept.

Graduate Studies , MBA Program

Date: May.21.2024

Time: 3 hours

Organizational Behavior

Final exam. 1st attempt 2023-2024

Note:- Answer All the questions

Q1- Give short explanation for each the following: (30 Marks)

- boundary spanning.
- social loafing.
- Team Cohesion.
- laissez-faire leadership.
- Work–Life Spillover.
- evidence-based management (EBM).
- Synchronicity.
- deep-level diversity.
- Stigma.
- cultural intelligence (CQ).
- tokenism.
- emotional contagion.
- self-serving bias.
- variable-pay program.
- brainstorming.

Q2- Explain the following ,in details. (30 Marks)

- Defensive Behaviors.
- Conflict-Handling Intentions.
- The Incredible Shrinking Office.
- Counterproductive Work Behavior (CWB).
- Leader–Member Exchange (LMX) Theory.

- Do Emotions Make Us Irrational?.
- Contrasting View of Satisfaction and Dissatisfaction.
- Expectancy Theory.
- The Job Characteristics Model (JCM).
- punctuated-equilibrium model.
- Advancements in Virtual Communication.
- influence tactics.
- affective events theory (AET).
- Trait Activation Theory.
- Three-Stage Model of Creativity in Organizations.

Q3- Read the following case study carefully , then answer the questions.(10 Marks)

FORD

The Ford Motor Company is a global organization that strongly believes in diversity, and not just for the sake of fairness and social responsibility. As Alan Mulally, CEO and president, noted, "Ford is a global business. We have a lot of talented people working together, and our performance will be determined by the breadth and depth of our inclusion of all of our people. The more we embrace our differences within Ford—diversity of thought, experience, perspective, race, gender, faith and more—the better we can deliver what the customers want and the more successful Ford will be." Ford's commitment to diversity can be seen in statements like this from the company's top executives, and also in how teams that manage the company, and that design, build, sell, and service cars and trucks, are composed.

The previous quote also illustrates that Ford realizes the benefits of diversity require more than just hiring employees who are demographically diverse and then forming teams with these employees to represent different demographic groups. Specifically, the company believes that diversity's benefits can be realized only through policies and practices that promote a culture of inclusion whereby all employees, regardless of their backgrounds, feel welcomed, supported, respected, and as a consequence, encouraged to make the type of contributions the company needs to be successful. As an example, Ford has instituted a 26-member Executive Council of Diversity and Work life that oversees the company's diversity efforts. This council provides strategic direction for diversity initiatives, ensures that corporate policies and programs are aligned with the objectives of diversity and inclusion, appoints diversity managers who understand issues related to specific cultures and communities, and


benchmarks Ford's diversity metrics against other companies'. The work of the council has had significant effects on how employees at Ford are recruited, mentored, and trained. As a specific example, the company developed and delivers anti harassment training to ensure that all employees feel comfortable and valued at work.

Ford also has formed 11 "employee resource groups," each led by a senior executive, in which members share common interests, backgrounds, or perspectives. The overarching purpose of these groups, known as ERGs, is to promote diversity and inclusion by giving employees a chance to have a voice in the future of the company. As an example, the goal of the Ford Hispanic Network Group, which consists of over 500 members and nine satellite chapters, is to develop strategies to help the company better understand and connect with the rapidly growing Hispanic market. One initiative involved changes to the company's hiring practices to increase representation of Hispanic employees. Specifically, the company significantly increased recruiting in colleges and universities with high Hispanic populations.

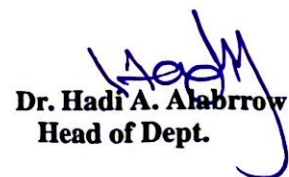
Another initiative involved outreach efforts where Ford employees go into communities and mentor kids and hold seminars on job interviewing and related topics. Importantly, ERGs also provide input to decisions regarding product development, marketing, and business plans. This is perhaps the most direct way that ERGs help Ford ensure that its products and services satisfy the needs of all its customers.

Questions

- 1- With what general type of diversity does Ford seem most concerned? Why? Describe how teams composed of this type of diversity are likely to function. Which team characteristics would influence the effects of this type of diversity?
- 2- Describe how Ford's approach to diversity accounts for both the "value in diversity problem solving" and "similarity-attraction" approaches.
- 3- Is an employee resource group a team? If so, what type is it? How might employee resource groups inadvertently create fault lines? What could Ford do to mitigate this possibility?


Dr. Mohammed H. Manhal
Examiner

Wish you all the best


Dr. Hadi A. Alabrow
Head of Dept.