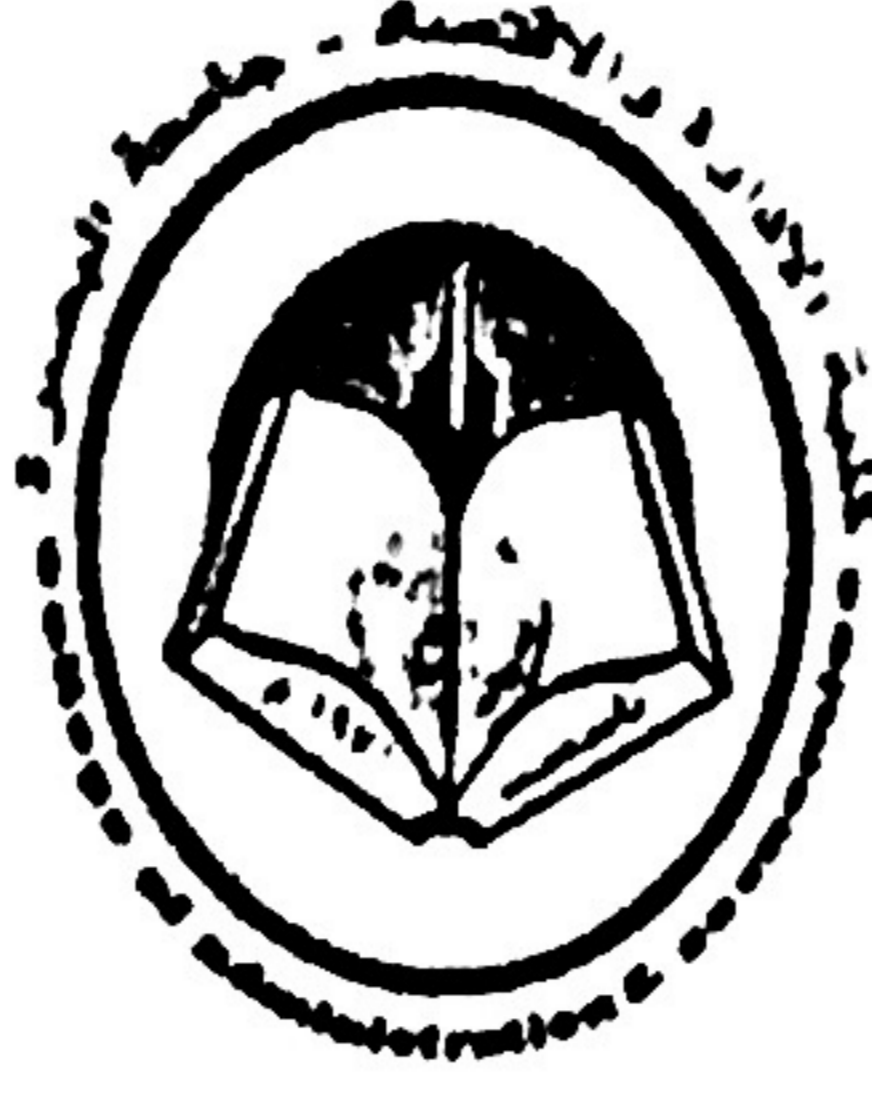


Subject: Knowledge Management
Time: 3 hours
Date: 11/5/2023



Basra University
College of Administration and
Economics
Department of Business
Administration
Postgraduate Studies

Final Exam for Master of Marine Administration

Q1 / What is the Barriers to Knowledge Management in adoption and development in PCS-enabled ports?

(14M)

Q2/ Explain Organizational knowledge base (OKB) and his relationship in the shipping industry?

(14M)

Q3/ Discuss Nonaka's model, through the effects of knowledge types on marine management?

(14M)

Q4/ Describe the role of Knowledge management in supply chains management?

(14M)

Q5/ Compare or explain the differences between maritime logistics and maritime transport?

(14M)

good luck

Professor
Dr. Hadi AL-Abrow
Head of department

Dr. Mohamed Saleh Hadi
Lecturer

د. عبد الحسين توفيق شبلي

م.م.م.

Class: MSc in Maritime management

Subject: Marine safety Management

Date: 14 /May /2023



Final Exam

2022/ 2023

University of Basrah

College of Admin. & Economics

Dept. of Business Admin.

Q1/ What are the most prominent difficulties or hazards that the ship's crew may face when leaving the ship in an emergency?

Q2/ Briefly explain what is meant by the following?

2. Performance indicators
3. STCW Requirements
4. Fatality Risk
5. Fire triangle
6. Totally enclosed life boats

Q3/ In order to better understand the opportunities that the safety performance indicators can offer to proactive safety management it is useful to present a review of the development of the accident models.

Write an article about the development of the accident models.

Q4/ Clearly state the advantages or the benefits that the company in general and marine company in particular obtains from establishing a safety management system

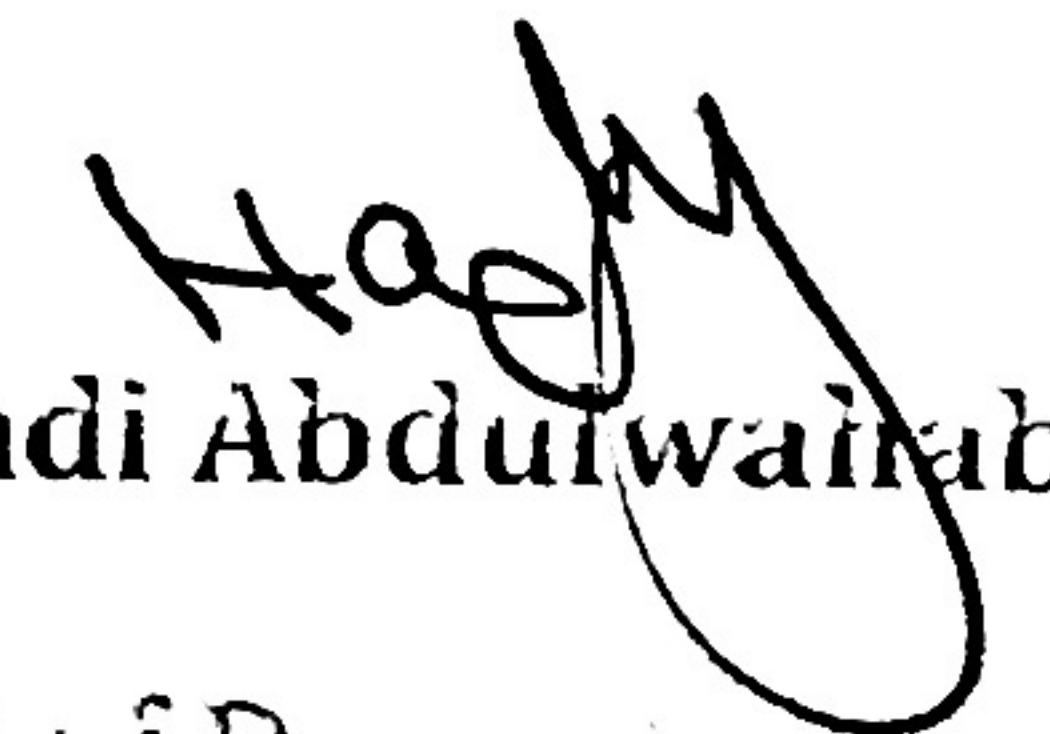
Q5/ The SOLAS Convention includes Articles setting out general obligations, amendment procedure and so on, followed by an Annex divided into 14 Chapters.

List these chapters and briefly explain the main issues of chapter five and chapter seven?

Good luck & all the best


Dr. Abbas Abdulhameed

Lecturer


Dr. Hadi Abdulwahab

Head of Department

أ. د. عبد الحسين الوفيق شبي
عميد الكلية



**Operation Management - Program for marine Master Degree
 2022 – 2023
 Final Exam**

Q1/ A company is setting up an assembly line to produce 192 units per 8-hour shift. the following table identifies the work elements, times, and immediate predecessors. (14M)

<i>Work Element</i>	<i>Time (sec)</i>	<i>Immediate predecessor (s)</i>
<i>A</i>	<i>40</i>	<i>None</i>
<i>B</i>	<i>80</i>	<i>A</i>
<i>C</i>	<i>30</i>	<i>A</i>
<i>D</i>	<i>25</i>	<i>B</i>
<i>E</i>	<i>20</i>	<i>B</i>
<i>F</i>	<i>15</i>	<i>B</i>
<i>G</i>	<i>120</i>	<i>D,E,F</i>
<i>H</i>	<i>145</i>	<i>C</i>
<i>I</i>	<i>130</i>	<i>H</i>
<i>J</i>	<i>115</i>	<i>G , I</i>
	<i>Total 720</i>	

- a- What is the desired cycle time (in seconds) ?**
- b- What is the theoretical minimum number of stations?**
- c- Use trial and error to work out a solution, and show your solution on precedence diagram.**
- d- What are the efficiency and balance delay of the solution found?**

Q2/ What is the relationship between

a) Agility , Lean and JIT ?

b) operations and supply chain management the organization?

(14M)

Q3/ 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. (14M)

N	Subgroup Number	X	R
1	20.35,20.30,20.25,20.40,20.40,20.40	?	?
2		20.40	0.36
3		20.36	0.32
4		20.65	0.36
5		20.20	0.36
6		20.40	0.35
7		20.43	0.31
8		20.37	0.34
9		20.48	0.30
10		20.42	0.37
11		20.39	0.29
12		20.38	0.30
13		20.40	0.33
14		20.41	0.36
15		20.45	0.34

Q4/ Find the p-chart and c-chart

(14M)


N	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Q	300	300	300	300	300	300	300	300	300	300	300	300	300	300	300
Number of defects	12	3	9	4	0	6	6	1	8	21	2	10	9	3	0


Q5/ 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 290\$. in day and the relationship between the direct cost and the time is linear and the date is in the table below. (14M)


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*


Prof. Radi Abdulla Ali
Lecturer


Prof. Hadi AL-Abrow
Head of Dept


 د. عبد الحسين توفيق شبل
 عميد الكلية

Date: 14 / 05 / 2023
Dr. Kadhem J. Altalal

Sub./ Exam
Vessel Traffic System

Post grade studies- master maritime administration

Q1: The International Maritime Organization Guidelines and their amendments focus on the establishment of a Vessel Traffic Service depends on several element such as the navigational complexity, the volume of traffic or the degree of risk, whether in territorial sea which subject under state sovereignty except for safe passage, or inland waters under state authority.

What do you propose to prepare appropriate definitions of the following words and terms for draft of vessel traffic system regulation in iraqi territorial sea in accordance with the articles and resolutions issued by the International Maritime Organization or the United Nations Convention on the Law of the Sea 1982, or the guidelines of the International association for Maritime Aids to Navigation, and the lighthouse authorities:

- 1. Territorial Water .**
- 2. Ship.**
- 3. Vessel Traffic Service.**
- 4. Competent Authority.**
- 5. Port Vessel Traffic Services**

A handwritten signature in black ink, consisting of a large, loopy initial 'K' followed by several horizontal and diagonal strokes.

6. Vessel Traffic Service Area.
7. Port Vessel Traffic Service Operator.
8. Vessel Traffic Service Operator.
9. Vessel Traffic Service Sailing Plan.
10. Vessel Traffic Service Center.
11. Vessel Traffic Management Service Regulation.
12. Inland Water.
13. high Sea Area.
14. maritime navigation.

Answer only (8),

(5) degrees for each definition, total (40) degrees.

Q2

Answer one of the following questions:

A:

Explain briefly the stages of Ship Traffic Service development in the international maritime organization instruments?

(30) degree

B:

What are the most important instrument (sensors) that the VTMS system integrates, which are constantly monitored to provide equipment status and reliability information in real time?

Answer only (6) -Total degree (30).

Page (2-2)

Handwritten signatures and stamps at the bottom of the page. The text includes names like "عبد الكريمة" and "عبد الوهاب" and dates like "10/10/2011". There are also some illegible handwritten notes and a large scribble.

Subject : English
Time: 3 hours
Date: 24/5/2023



Basra University
College of Administration and
Economics
Department of Business Administration
Postgraduate Studies

Final Exam for Master of Maritime Administration(70 marks)

Q1/ Define the following: (14 mark)

- 1- Territorial sea 2- Contiguous zone 3- Exclusive economic zone
4- Continental shelf 5- The Area

Q2 / Define the piracy , and then explain the illicit traffic in narcotic drugs or psychotropic substances in the high sea . (14 mark)

Q3 / Write briefly the policies relating to activities in the area . (14 mark)

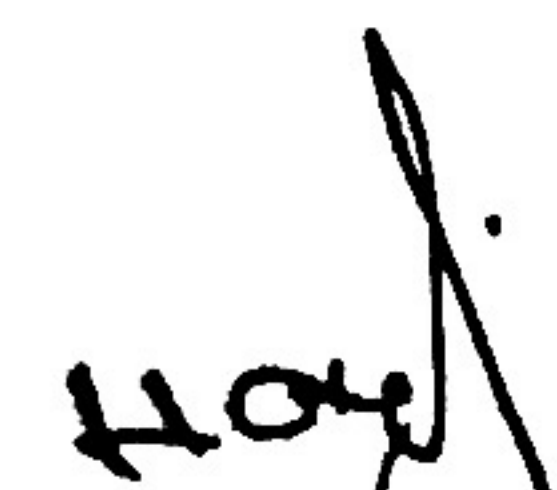
Q4 / " The high seas are open to all States"


Discuss it According to the freedom of the high seas . (14 mark)

Q5 / Translate the following , and give a suitable address (in English) to it :

Certain longstanding and formerly accepted practices on the part of maritime vessels are among the main sources of marine pollution : clumping of wastes in the ocean , the discharge of various forms of oil , including used oil , rinsing of tanker containers , and the release of sea water serving as ballast in empty tankers . When accidental pollution is added , coming from grounded oil tankers or the loss of cargoes containing dangerous substances , the result is an estimated annual discharge of roughly 1.6 million tons of oil by shipping . The general framework of international norms concerning this problem is outlined by UNCLOS (United Nations on the Law of the Sea) Articles 194 (3) (b) , 211 , and 217-221 . The provision first cited summarizes the problem , providing that the measures taken to enforce the Convention should include those designed to minimize to the fullest possible extent " pollution from vessels , in particular measures for preventing accidents and dealing with emergencies , ensuring the safety of operations at sea , preventing intentional and unintentional discharges , and regulating the design , construction , equipment , operation and manning of vessel . Article 211 entirely concerns vessel - source pollution . I reaffirm the legislative mandate and obligation of states to prevent , reduce , and control pollution of the marine environment . Paragraph 1 emphasizes the role of international rules and standards which states shall establish , " acting through the competent international organization or general diplomatic conference . " States also should promote the adoption , as appropriate , of routing systems designed to minimize the threat of accidents which might cause pollution . The remaining parts of Article 211 mandate state laws and regulations to combat pollution by vessels registered by them or flying their flag . The same rules can be imposed on foreign vessels entering coastal state ports or internal waters . Similarly , coastal states can adopt laws and regulations to prevent , reduce and control pollution of the marine environment by foreign vessels within their territorial sea and their exclusive economic zone . However , for the exclusive economic zone these norms shall conform to and give effect to generally accepted international rules and standards .

(14 mark)


Prof. Hady Abd Alwahab
Head of department


Dr. Zainab Yassen
Lecturer

Subject :
Time: 3 hours
Date: /5/2023



Basra University
College of Administration and
Economics
Department of Business Administration
Postgraduate Studies

Final Exam for Master of Maritime Administration(70 marks)

Q1/ Research straight baselines as one way of measuring a territorial sea

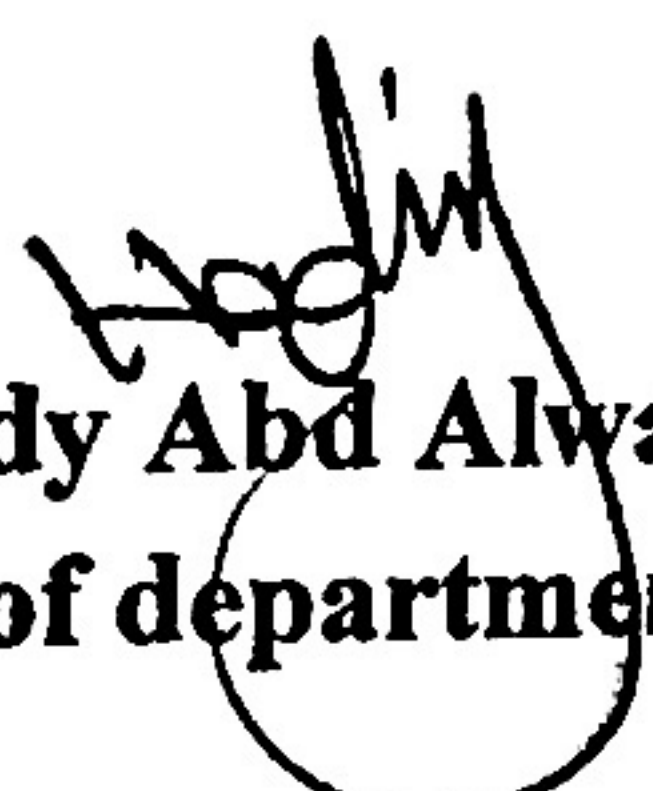
Q2 / Define the meaning of an innocent passage right of way

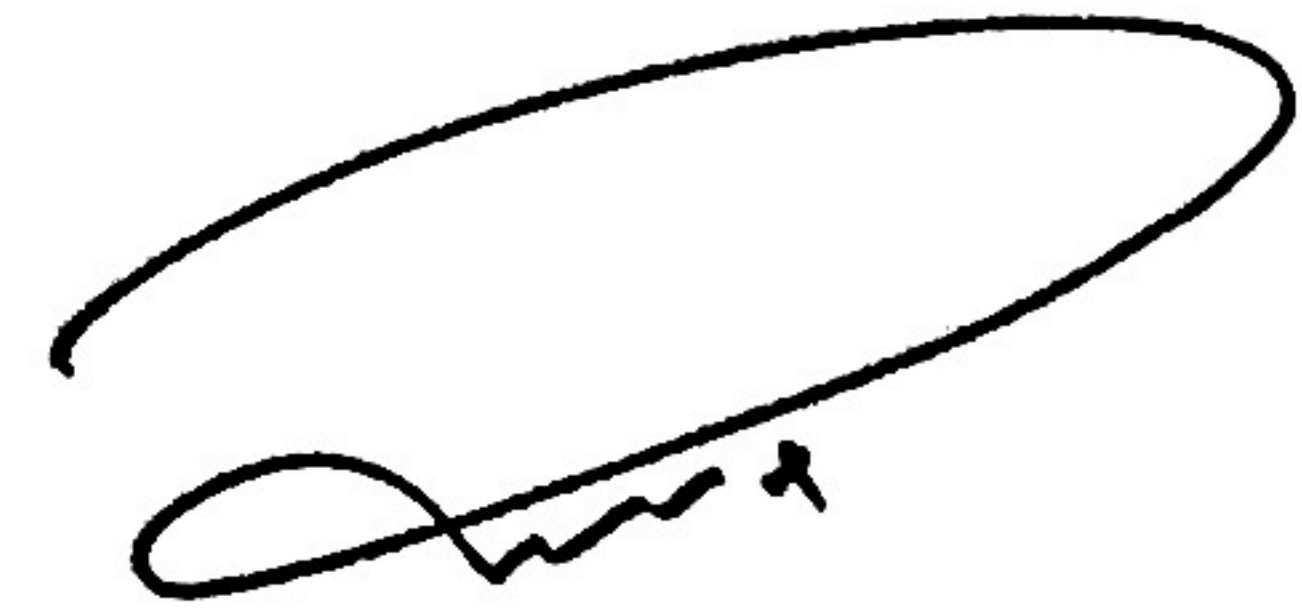
Q3 / Briefly describe the areas within which the coastal state is entitled to enact legislation relating to innocent passage.

Q4 / Search coastal state rights in Stop innocent passage .

Q5 / explain the duties of ships during transit

أ. د. عبد الحسين توفيق شبلي
عميد الكلية


Prof. Hady Abd Alwahab
Head of department


Prof. PHD
Hussein Abdul Qadeer

University of Basrah
College of administration and economic
Business Administration Department
Marine Master program
Final exam /First attempt

2022 – 2023

Time : 3 hours

Date : 30/5/2023

Administrative Leadership

N.B . : Answer Four questions only. each question carries **17.5** marks.

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

Q2 :- in his book ((How the Leader Lead)), **Brian Tracy** presents seven determinants for success in work as decided by leaders. Among these determinants are innovation and institutional development. Elaborate.

Q3 :- John C. Maxwell mentions five levels of leadership. He maintained that passing from one level into another demands some requirements and efforts on the part of the leader. Not doing this means falling back to lowest level.

Discuss in some details with special emphasis on Level 5, called the top by Maxwell, and explain both positive and negative aspects.

Q4 :- in his book ((Principles-Centered Leadership)), **Stephen R. Covey** proposes (30) styles and methods to influence people. These styles and methods fall under three basic types. Comment on some of these style and methods.

Q5 :- Researcher **Kevin Kruse** states that administrators spend most of their time in directing daily matters. The leaders, on their part, tend to lead others through positive influence. He therefore put forward the idea of "Leadership by Love." Discuss this particular idea and give realistic example.

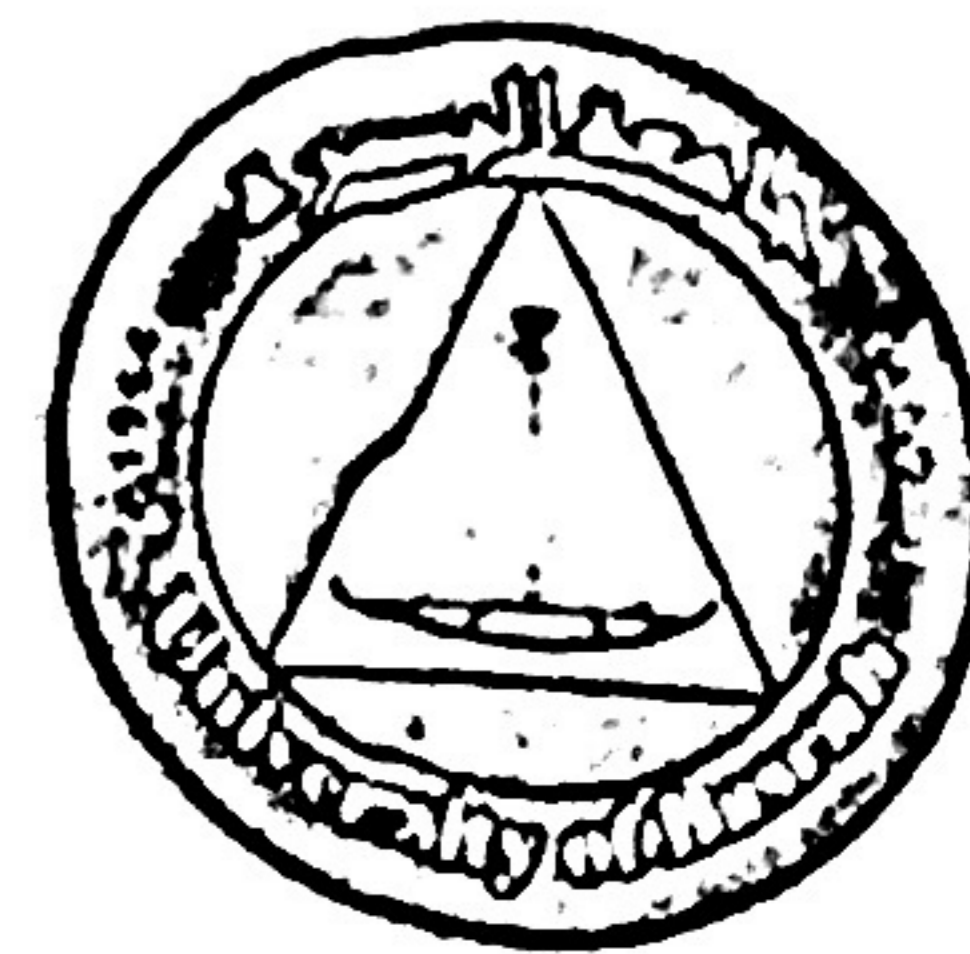
أ.د. هادي عبد الإلهام
رئيس قسم إدارة الأعمال

أ.د. محمد المنصور
عميد الكلية

أ.د. طاهر محسن منصور
أستاذ المادة



Basrah University
Faculty of Administration & Economics
Business Administration Department
Graduate Studies
PH.D programme
Second Semester
Final Exam - First Attempt
2022 - 2023



SUBJECT:- FINANCIAL MANAGEMENT DATE:-11-5-2023 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 ?

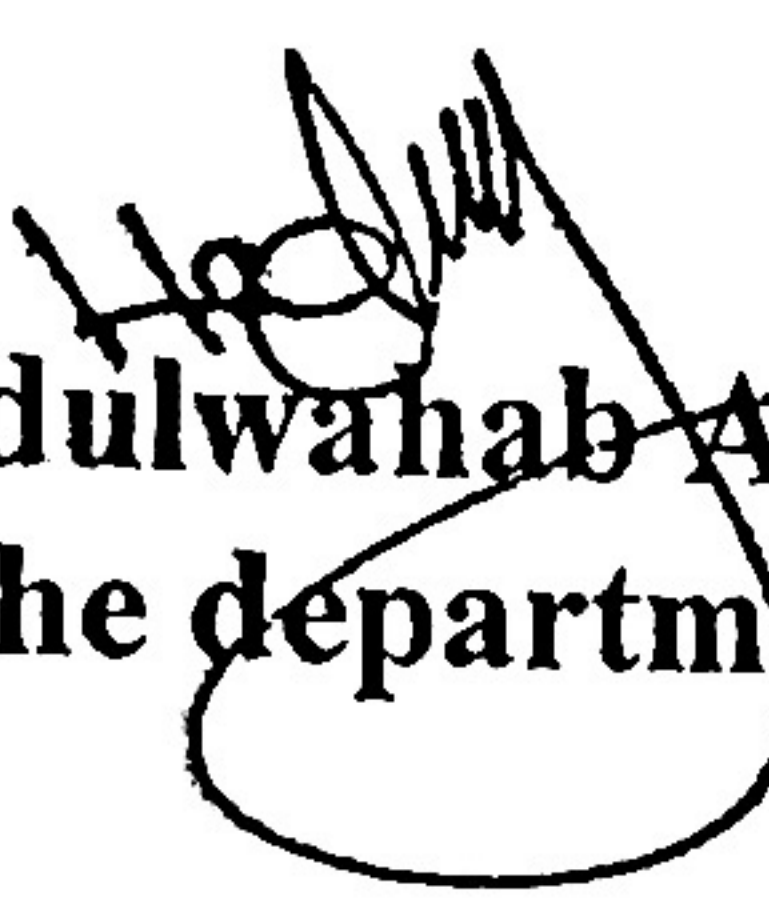
Q8/ Discuss in a brief article based on what you have read about:-

(supporting your answers with examples if possible)


a- Corporate Governance.

b - Public Financial Management.

With my best wishes to you all


Pr.Dr.Hadi Abdulwahab Abdulimam
Head of the department


Pr.Dr.Orooba Rasheed Ali
Lecturer


أ. د. عبد الحسين توبى ق شلي
عميد الكلية

University of Basrah
College of Administration and
Economics
Department of Administration
Graduate Studies



Day: Thursday
Date : 18-5-2023
Time : 3 H.

**Final Exam of Marketing Management for Ph.D Study
2022-2023**

Q1) As a marketing management specialist, submit a paper highlighting the following:

A- balancing Customer acquisition and customer retention

b- Measuring customer satisfaction

C - Building customer lifetime value

Support your answer with realistic or hypothetical examples, indicating the areas for Iraqi business organizations to benefit from its contents. (15M.)

Q2) Review the social responsibility of sustainability-focused corporates within the framework of marketing management and the extent of the usefulness of applying its contents in the Iraqi business environment.(10 M.)

Q3) Classify social media and its role in digital communications, indicating what distinguishes each type of it in this field and the extent to which Iraqi companies benefit from it, supporting your answer with examples.(15 M.)

Q4) Talk about companies adopting integrated marketing communications as an approach to design and communication in the digital age. (10M.)

Q5) Review a model of consumer behavior and the factors influencing this behavior as well as areas of marketers' understanding of its significance in the work of their companies . (10M.)

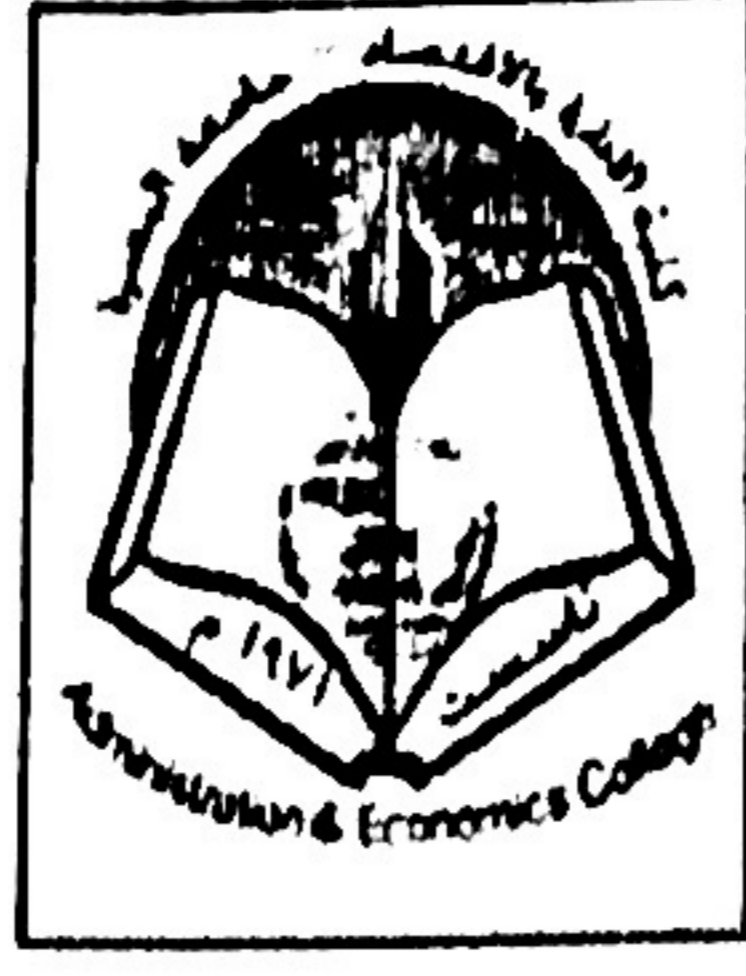
Q6) Explain the marketing characteristics of services and how to measure their quality, supporting your answer with the necessary drawing or chart.(10M.)

**Prof .Dr.
Abdulridha Faraj Badrawi
The lecturer**

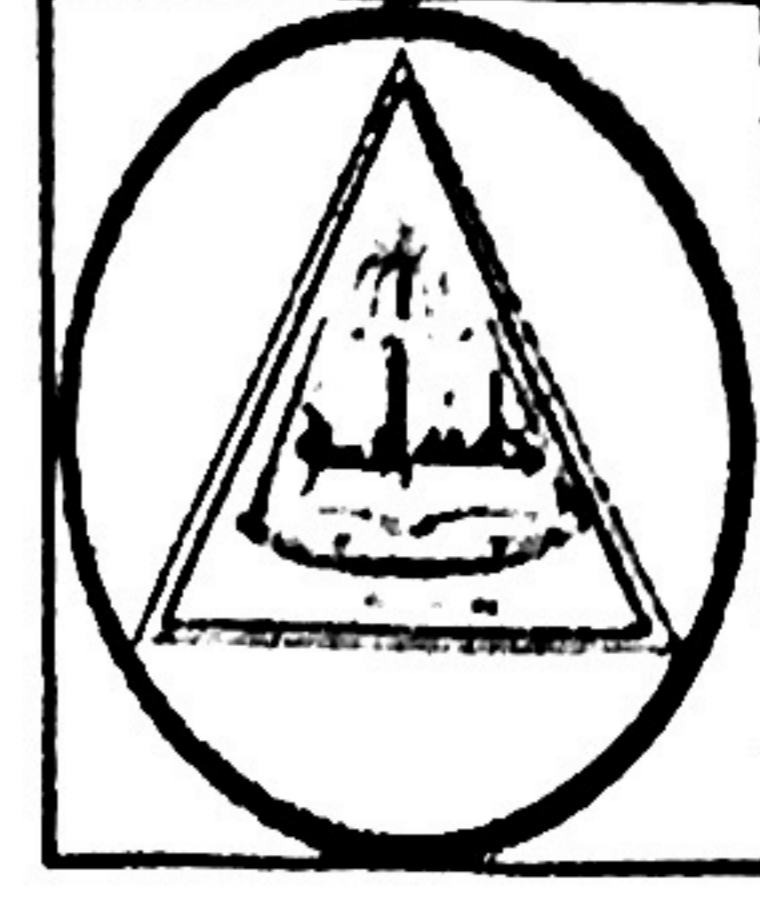
Good luck

**Prof . Dr.
Hadi A. Abd-Alimam
Head of department**

المادة: حلقة نقاشية
البرنامج: الدكتوراة
الوقت: 3 ساعات
التاريخ: 2023 /5/ 24



أسئلة الامتحان
النهائي
الدور - الاول
الكورس الثاني
للعام الدراسي
2023/2022



جامعة البصرة
كلية الإدارة والاقتصاد
قسم ادارة الاعمال

Note:- Answer Five only.

Q1/ Explain the impact of toxic leader Ship, administrative hypocrisy on organization?

Q2/ How effect of parental leadership on job boredom?

Q3/ Explain the role of strategic knowledge management in achieving organizational excellence?

Q4/ What is the relationship between strategic financial management and achieving competitive advantage?

Q5/ Explain the impact of innovation in financial technology on the quality of service?

Q6/ Explain the role organizational culture in promoting the Entrepreneurial organizations?

**prof. Hadi Abdul- Wahab
Head of Department**

**Ass.prof.Nada Abdalkader
Teacher**

University Of Basra

Course Exam

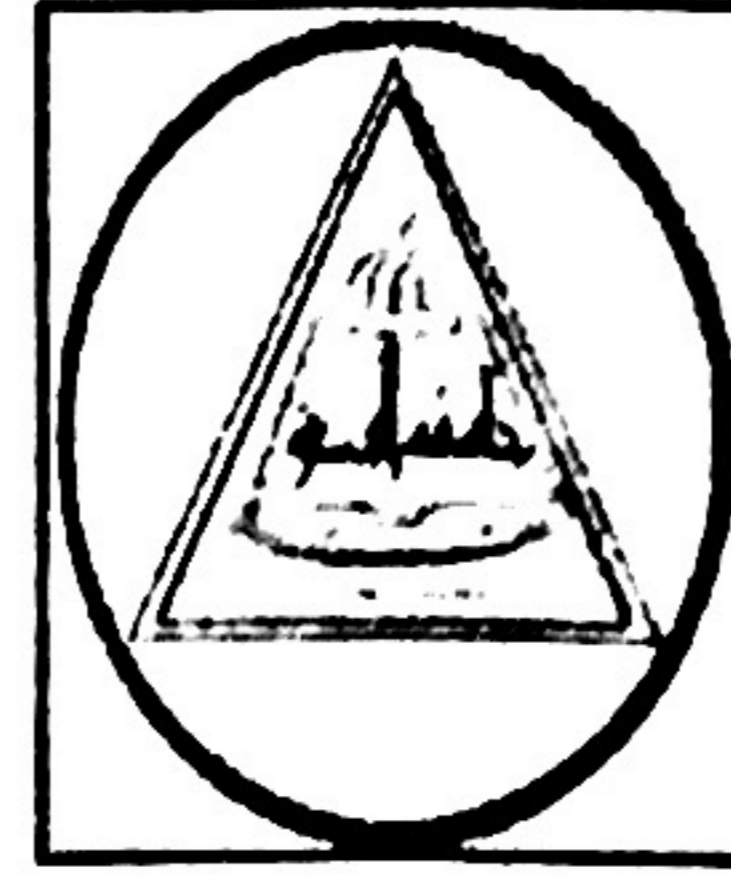
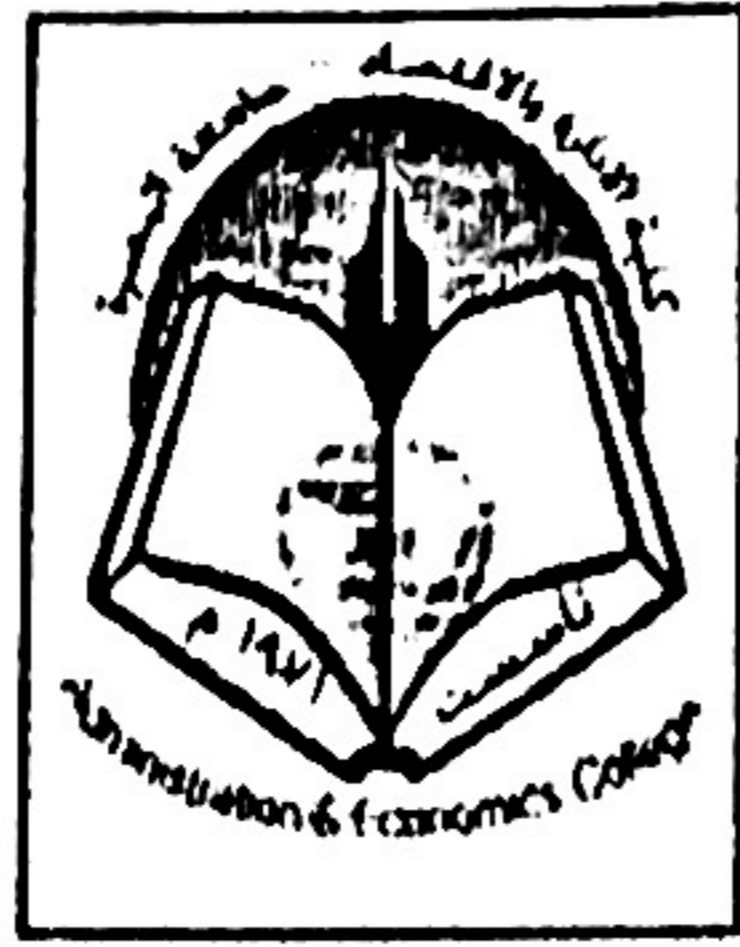
Subject Name: Human
Resources
Management

College Of
Administration and
Economics

2022/2023

Time: 3 hours

Business
Administration Dept.



Date: 22/5/2023

PhD Program

Note:- Answer All Of The Following.

Q1: What are the steps taken in organizations to create a comprehensive analysis of the supply chain using predictive analytics?

Q2: Discuss one of the main limitations of voice analytics and how does it provide dominance in this field with world leaders such as Google?

Q3: What is the concept of scenarios, and what is its relationship to the activities and functions of human resource management, supported by writing a scenario for one of these activities and functions?

Q4: Explain with some facts and numbers that depict how the volume of business is a problem for information technology companies?

Q5: Discuss the need to redesign office space?

Good Luck

Lecturer

Prof. Dr. Rasha Mahdi

Head of Department

Prof. Dr. Hadi Abdel Wahhab

د. عبد الحسين توفيق شبلين
مدير الكلية

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



Subject : OT &OB
Program: PhD
Time :3 Hours
Date : 30 May 2023

Final Exam –First Attempt 2022-2023

Q1: Explain the main premises of contingency theory . Based on your argument , do you think contingency theory science or technology? Explain why contingency approach has played an important in classification in classification taxonomies for organisation systems? (All figures are required).

(11 Marks)

Q2: Baesd on Sigh and Lumsden's point of view, discuss 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)

Q3: According to your readings , which philosophy is more suitable for understanding the reality about the social phenomena? Why . What are the main assumptions of reflective organisational theory? What Chicago School says about reflective organisational theory? Discuss in details, the Roethlisberger model neo- organisation theory. How neo-modernist organisational theory challenges understanding organisational culture?

(12 Marks)

Q4: Explain the relationship between Isomorphism , Diffusion , and decoupling. According to Deephouse and Suchman, explain in details, the development of institutional theory, and how the legitimacy shapes the organisational institutionalism (Figures are required). Do you think the " institutional logic" has become somewhat of buzz-word? With respect to the institutional logic approach there are several misconceptions, what are they?

(12 Marks)

Q5: Discuss in details, with references the Critical theory as seen by Frankfurt, then discuss the development of Psychoanalysis theory as a challenging perspective in organisation theory. What is the relationship between Tylorism and Fordism ? How they are influence on organisational development?

(12 Marks)

Q6: Hillman , Withers, and Collin believe that" RDT has become one of the most influential theories in organisational theory and strategic management" , based on this statement , discuss the main premises and components of RDT, and the main challenges and opportunities of RDT. Explain based on Casciaro and Piskorsk'si perspective the four resources of ambiguity in the resource dependency model.

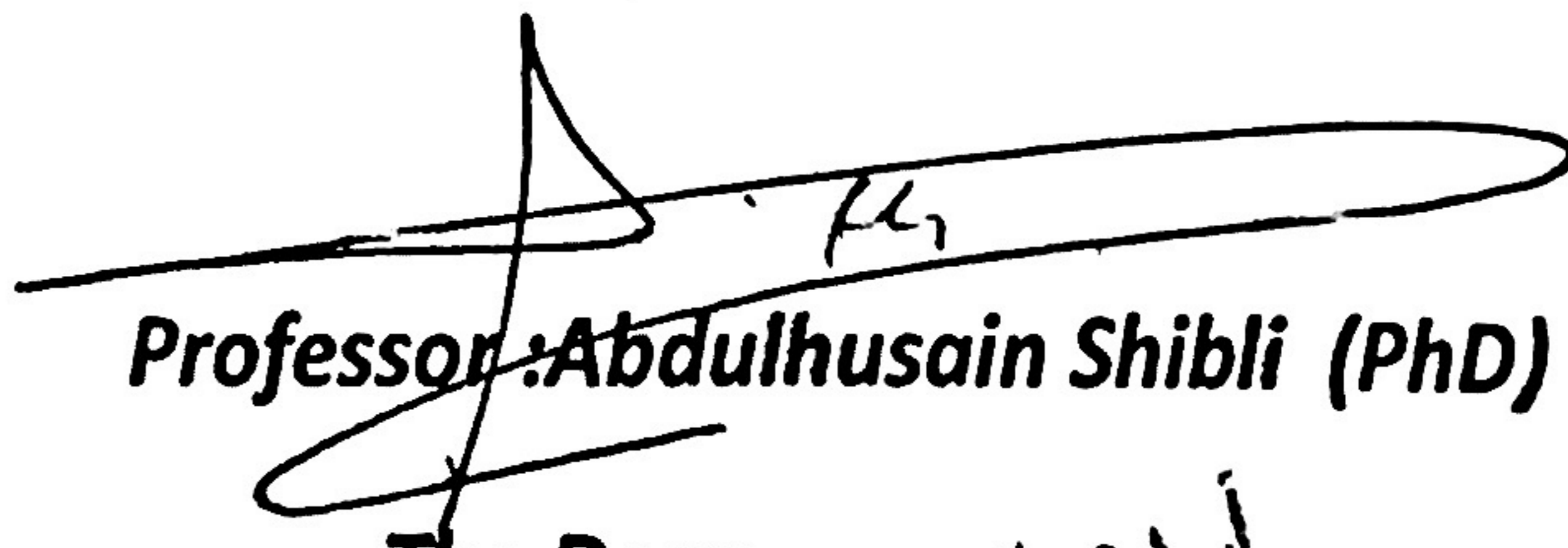
(11Marks)

GOOD LUCK



Professor: Hadi AL-Abrow (PhD)

Examiner and Head of Dept.

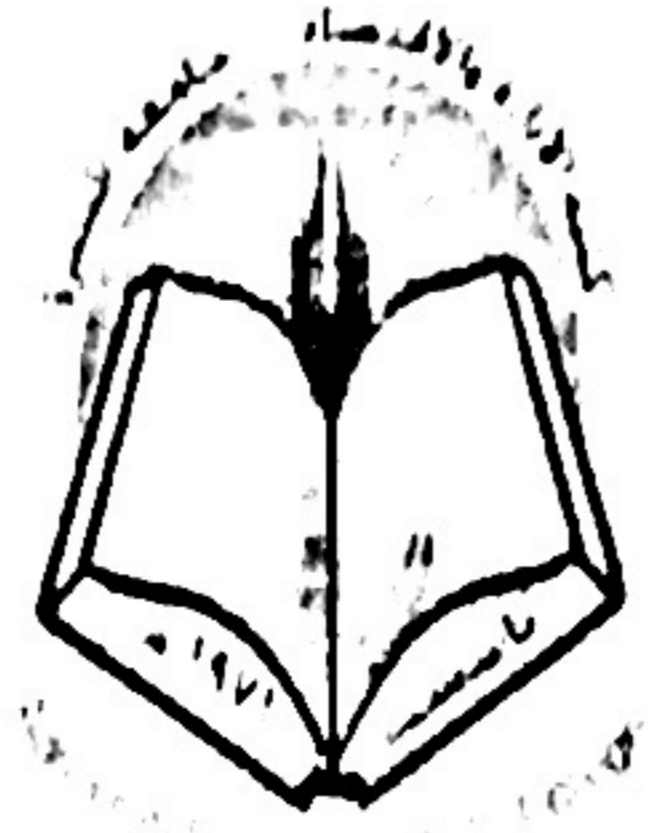


Professor: Abdulhusain Shibli (PhD)

The Dean.

أ. د. عبد الحسین شبللی
عميد الكلية

المادة: الادارة المالية
المرحلة: ماجستير
اعمال
التاريخ: ٢٠٢٣/٥/١١



أسئلة الامتحان
الدور - الاول
للعام الدراسي
2023/2022



جامعة البصرة
كلية الإدارة والاقتصاد
قسم ادارة الاعمال
الدراسات العليا

Not:- Answer only five question

Q1) a- Describ the ways in which capital can be transferred from suppliers of capital to those who are demanding capital?

b- Explain the difference between NOPAT and net in come. Which is a better measure of the performance of a company's operations?

Q2) Assume that you have been given the following information on purcall corperation's call opetion:-

Current stock price= \$15

Time to maturity of opetion = 6 months

Veriance of stock return = 0.12

Strike price of option = \$15

Risk- free rate = %6

$d1 = 0.24495$ $N(d1) = 0.59675$

$d2 = 0.00000$ $N(d2) = 0.50000$

According to the Black -Scholes option pricing model, what the option's value?

Q3)

a- Messman Mannufacturing will issue common stock to the public for \$30. The expected dividend and the growth in dividends are \$3.00 pershare and 5% respectively. If the flotation cost is %10 of the issue's gross proceed , what is the cost of external equity , re?

b- Explain how to use the free cash flow valuation model to find the price per share of common equity?

Q4)

a- You have a \$2 Million protfolio consisting of a\$100,000 investment in each of 20 different stocks. The progfolio has a beta of 1.1. You are considering selling \$100,000 worth of one stock with abeta of 0.9 and using the proceeds to purchase another stock with abeta of 1.4. What will the protfolio's new beta be after these traus a ctions?

b- Asinking fand can be set up in one of two ways. Discuss the advantages and disadvantsges of each procedure from the view point of both the firm and its bondholders?

Q5)

a- What is the future value of \$7,5 year ordinary annuity that pays \$300 each year? If this were an annually due, what would its future value be?

b- You want to buy a car and alo lbank will lend you \$20.000. The loan would be fully amortized over 5 year (60 monthes) and the nominal interest rate would be %12 with interest paid monthly loan payment? What is the loan's EEFI?

Q6) Complete the balance sheet and sales I formation in the table that follows for J. White inxustries, using the following financial data:-

Total assets turnover =1.5

Gross profit margin on sales = %25

Total liabilities to assets ratio = %40

Quick ratio = 0.80

Days sales out standing (based on 365 day year) = 36 day

Inventory turnover ratio = 3.75

Partial in come statement information

Sales

Cost of goods sold

Balance sheet information

Cash

Accounts payable

Account receivable

Long-term debt 50,000

Inventories

Common stock

Fixed asete

Retained earnings 100,000

Total assets \$400.000

Total liabitties and

Eluity

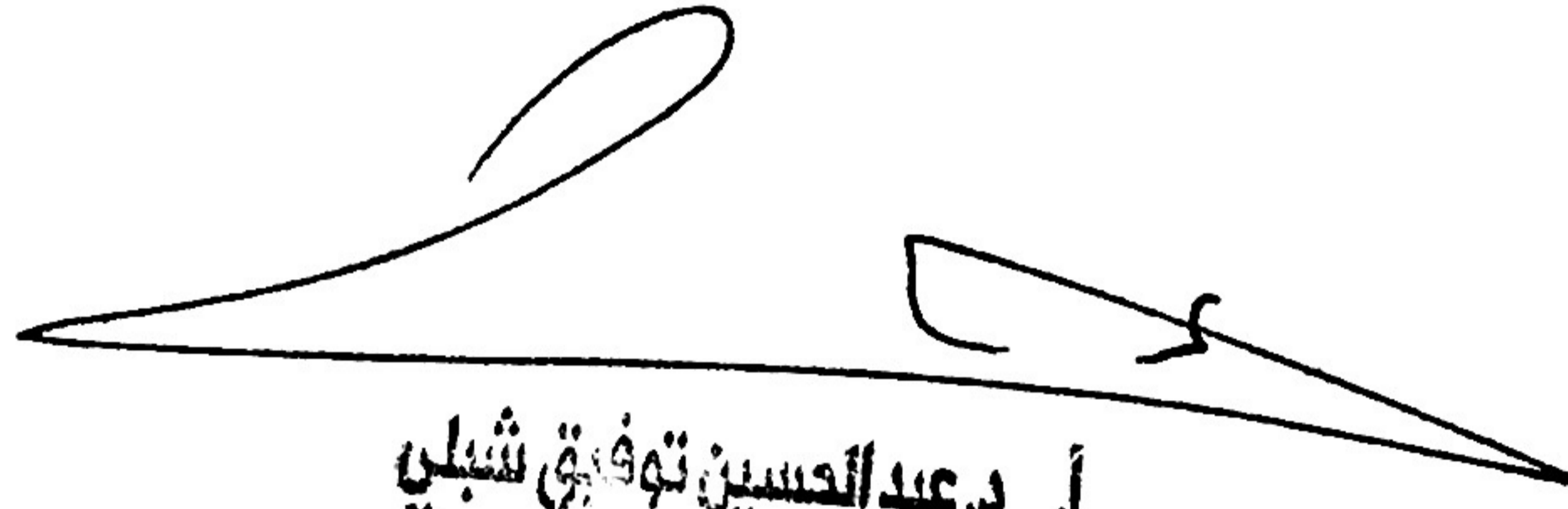
Good Luck


Praf

Hidi Abdel Wahab
Head of Department



Ass prof
Nad Abdukader
Teacher



أ. د. عبدالمسيح توفيق شبلي
عميد الكلية

مع تمنياتي لكم بالنجاح

program: MBA
Subject: management
information systems
Time: 2H
Date: 15/5/2023



Basra University
College of Administration and
Economics
Department of Business
Administration

Final Exam . 2022-2023

Note : - answer all of the following

Q1/ Information systems are too important to be left to computer specialists. Do you agree? Why or why not? (12 Marks)

Q2/ What are the principal tools and technologies for accessing information from databases to improve business performance and decision making?

A- Explain why businesses may be more interested in big data than in smaller data sets.

B- Describe how a business might use a data mart.

(12 Marks)

Q3/ How do enterprise systems help businesses achieve operational excellence?

A- Define an enterprise system and explain how enterprise software works.

B- Describe how enterprise systems provide value for a business.

(12 Marks)

Q4/A- Define and contrast data, information, and knowledge?

B- What are the core activities in the systems development process?

(12 Marks)

Q5/ What are the issues and technical alternatives to be considered when developing international information systems? (12 Marks)

A- Describe the main technical issues facing global systems.

B- Identify some technologies that will help firms develop global systems.

(12 Marks)

Q6/ What is the role of information systems in helping people working in a group make decisions more efficiently? (10 Marks)

Asst-Prof. Zaid M. Majid
Lecturer

Good Luck

Prof. Dr. Hadi A. Abdulamam
Head of department

د. هادي ا. عبد الامام

Program: MBA
Subject: Methodology Research
Date : 18 / 5 /2023



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

Final Exam : First Attempt 2022-2023

Q1:- (10 marks)

Define five of the following terms

- 1- Dependent Variable 2- Moderating Variable 3-Develop hypotheses
4-Cross- Sectional studies 5-Mixed methods 6-Scientific research

Q2:- What are the three general goals of scientific research (10 marks)

Q3:- What are the most important differences between quantitative research and qualitative research. (10 marks)

Q4:- What are the requirements for good scientific research (10 marks)

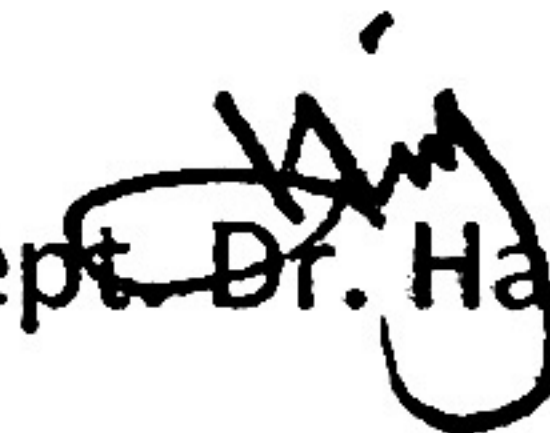
Q5:- Answer True or False to the following statement (10 marks)

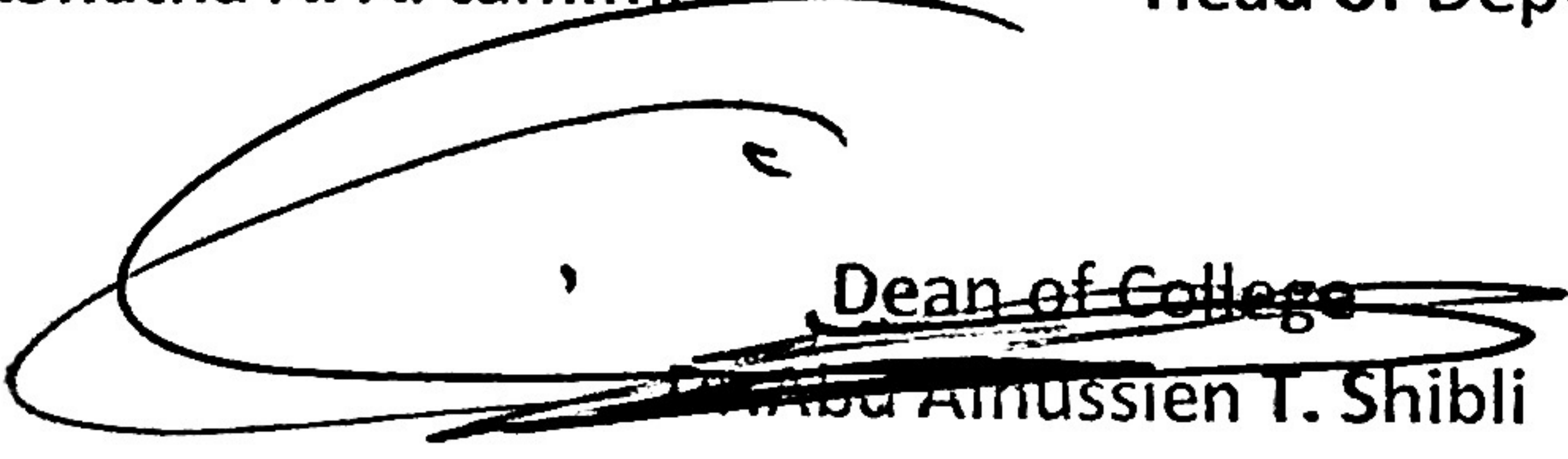
- 1-Research participants can assume various roles that can influence the result of a study.
- 2-Research studies that are quasi-experimental are preferred over true experiments because they utilize random assignment.
- 3-Deception can be used in any aspect of the study as long as the benefits of the study outweigh the potential risks.
- 4- A measurement can be valid , but not reliable.
- 5- Collection data constitute the highest level of measurement and allow for the use of sophisticated statistical techniques.

Q6:- Determine the steps of scientific research according to their logical sequence (10 marks)

Q7:- What are the sources of obtaining the research problem (10 marks)

Examiner : Dr .Shatha A. Al tamimi

Head of Dept.  Dr. Hadi Al -Abrrow.


Dean of College

Dr. Abu Amussien T. Shibli

University of Basra

College of Administration & Economics

Business Administration Dept.

Graduate Studies , MBA Program

Date: May . .2023

Time: 3 hours

Organizational Behavior

Final exam 1st attempt

Note:- Answer All the questions

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

- Grapevine.
- Mirroring.
- linguistic style.
- Valence.
- whistle-blower.
- MOOCs.
- hubris syndrome.
- Laggards.
- superordinate goals.
- Ingratiation.

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

- Blaming others is a part of attribution.
- Celebrations are a meaningful aspect of company rituals.
- Engage in sensemaking.
- The negative consequences of conflict.
- quid pro quo and hostile working environment.
- A Basic Version of Expectancy Theory.
- Praise is one of the most powerful forms of recognition.
- Allow room for negotiation.
- people attribute causes after gathering information about three dimensions of behavior, explain.
- The central task in becoming creative is to break down rigid thinking that blocks new ideas, give examples.

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

Best Buy

Founded in 1966 by Richard Schulze, electronics retailer Best Buy experienced phenomenal growth and success for the next 40 years, eventually earning revenues of \$50 billion annually, enough to make it one of the top 50 or so largest companies in the United States. The growth of Best Buy was due in part to some very innovative practices. For example, the company created Geek Squad, technicians who are available online, by phone, and in-home, to handle questions, equipment setup, and repairs for customers. As another example, the company established a recycling program, with a goal of collecting 409 pounds of used electronics and appliances from consumers each minute the stores are open. The company's innovative practices haven't just focused on retailing and social responsibility, however. In fact, one of Best Buy's most publicized innovations centers on a practice it developed in 2005 to manage the stress of the approximately 4,000 employees who worked at the corporate headquarters in Richfield, Minnesota.

The name of this practice is called the "Results Only Work Environment," or ROWE. The practice places complete responsibility for work on the employee who's assigned to do the work, and so rather than having to spend regular hours at the office, employees can come and go as they please without asking for permission. Job performance is evaluated solely on the basis of whether the necessary results are achieved by employees, not whether they've put in "face-time" at the office. The theory is that ROWE gives employees a sense of control over their lives, they're able to work where and when they're most productive and least distracted, they're able to effectively balance work and family demands, and they can avoid having to deal with hassles like commuting and office politics. Although ROWE has been associated with increases in productivity and commitment, the program has some potential drawbacks. Perhaps most obvious, ROWE discourages collaboration and team problem solving. The practice may also decrease employees' sense of urgency regarding problems faced by the work unit or organization. Finally, there's the possibility that some employees will simply take advantage of the system—putting forth far less effort than they should.

With these drawbacks in mind, together with the fact that Best Buy has experienced significant problems recently with regard to sales, revenues, and profitability, it should perhaps not be surprising to learn that ROWE has been terminated. Company spokesperson Matt Furman explained the turn of events by noting, "it's all hands on deck at Best Buy and that means having employees at the office as much as possible to collaborate and connect on ways to improve our business." CEO Hubert Joly's attempt to turn around Best Buy has involved both cost savings and fundamental changes in the way it does business, and this transformation has created significant challenges for company employees. Joly feels that ROWE is flawed and that best way to get the type of effort necessary to meet these challenges is for employees to be at work and feel "disposable rather than indispensable."

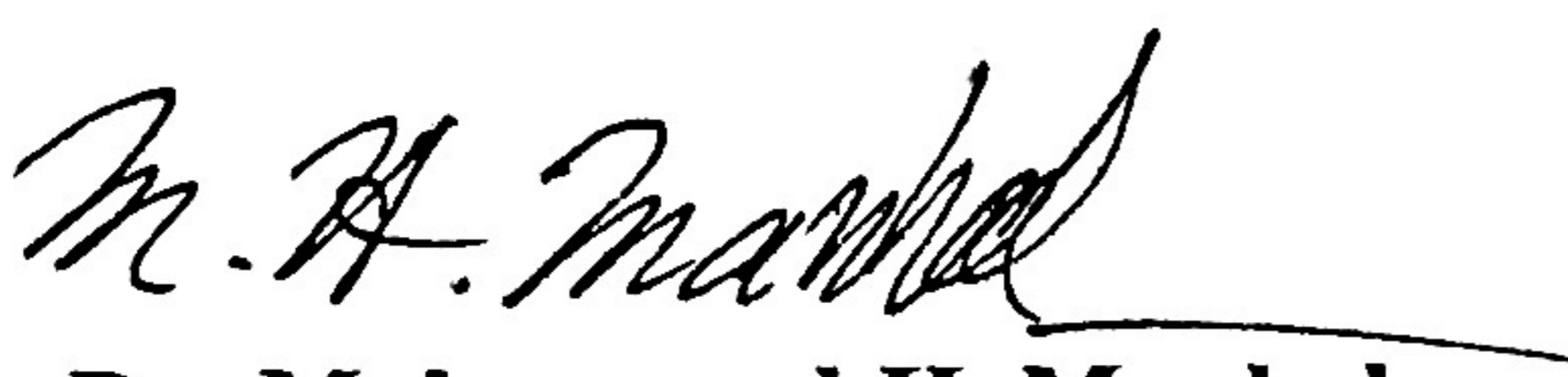
Questions:

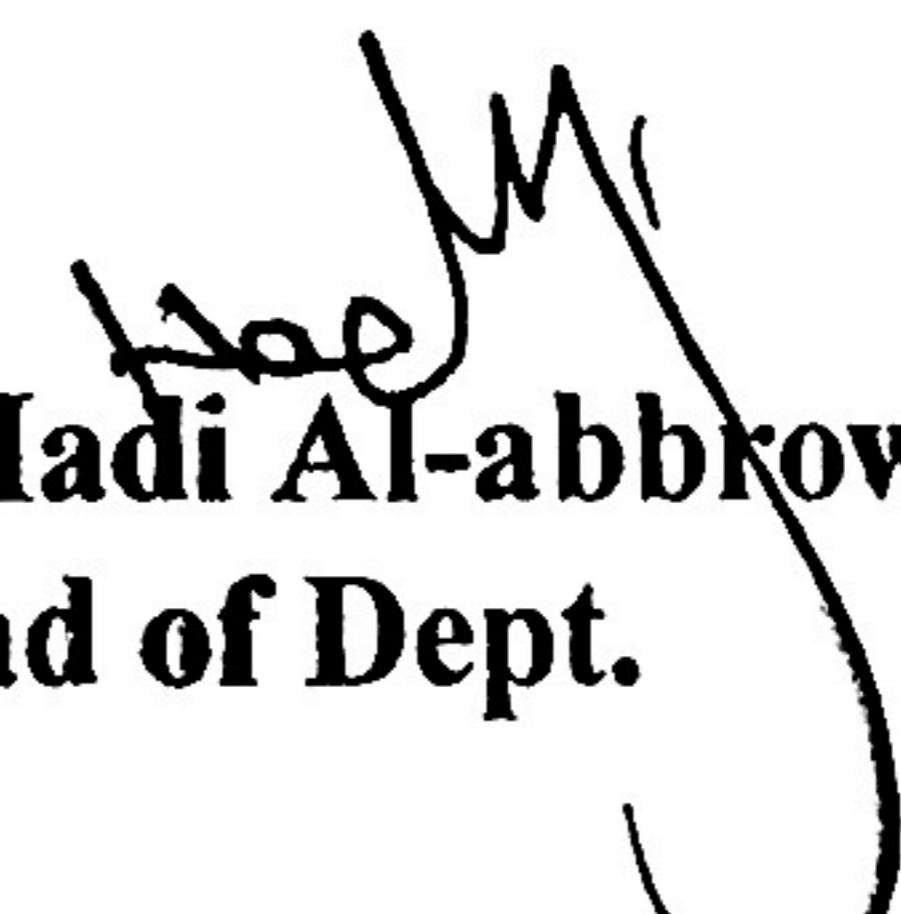
Consider Best Buy's Results Only Work Environment. What are the major strengths of this program in regard to the management of employee stress? Are there weaknesses of the program in this regard? That is, how could the practice actually increase employee stress?

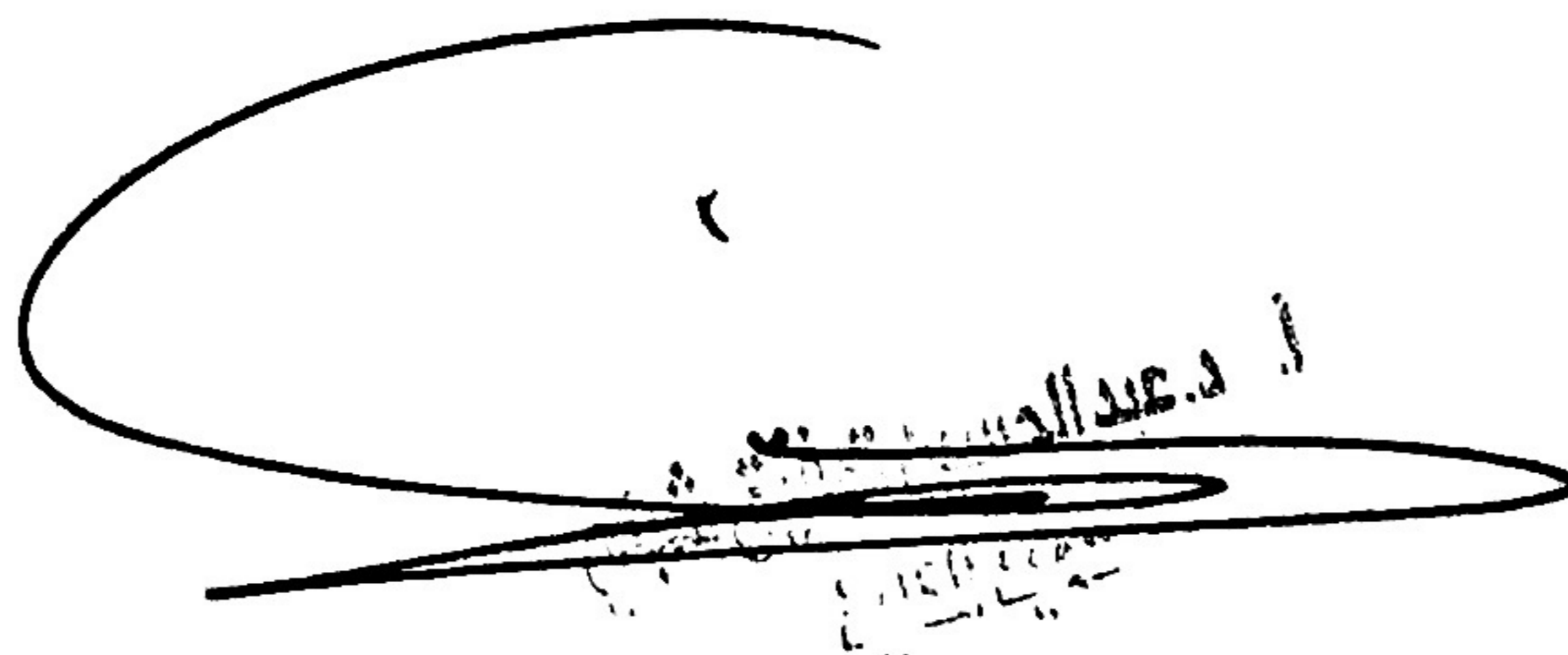
What do the comments of the Best Buy CEO and company spokesperson reveal about their beliefs regarding employee stress and the effect it has on employee and organizational outcomes? In what ways are their beliefs justified and unjustified?

What could Best Buy do to manage employee stress during the organization's transformation?

Wish you all the best


Dr. Mohammed H. Manhal
Examiner


Dr. Hadi Al-abbrow
Head of Dept.



Basrah University
College of administration and economic
Business Administration Department
M.B.A program
Final exam /First attempt

2022 – 2023

Time : 3 hours

Date : 25/5/2023

Answer only (5) question (each one (14) mark).

Q1 :- What do we mean by strategy? How is Business model different from a strategy?

Q2 :- it is possible for a company to be the lowest-cost producer in its industry and simultaneously have an output that is the most valued by customers. Discuss this statement.

Q3 :- Write an essay about one of the following topic

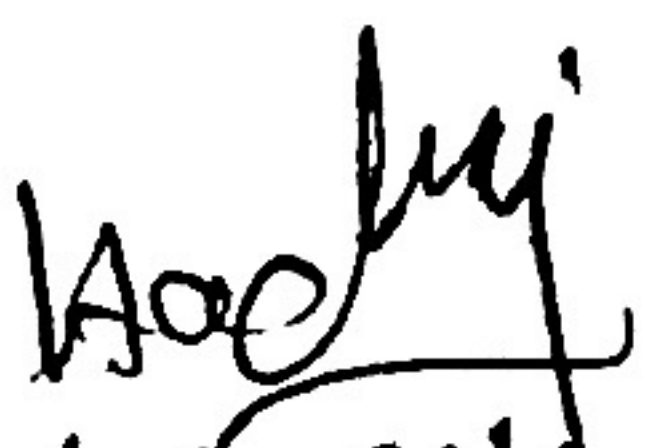
A :- Senario planning.


B :- Strategic Alignment.

Q4 :- How can companies pursuing cost leadership and differentiation lose their place on the value frontier?
in what ways can companies regain their competitive advantage?

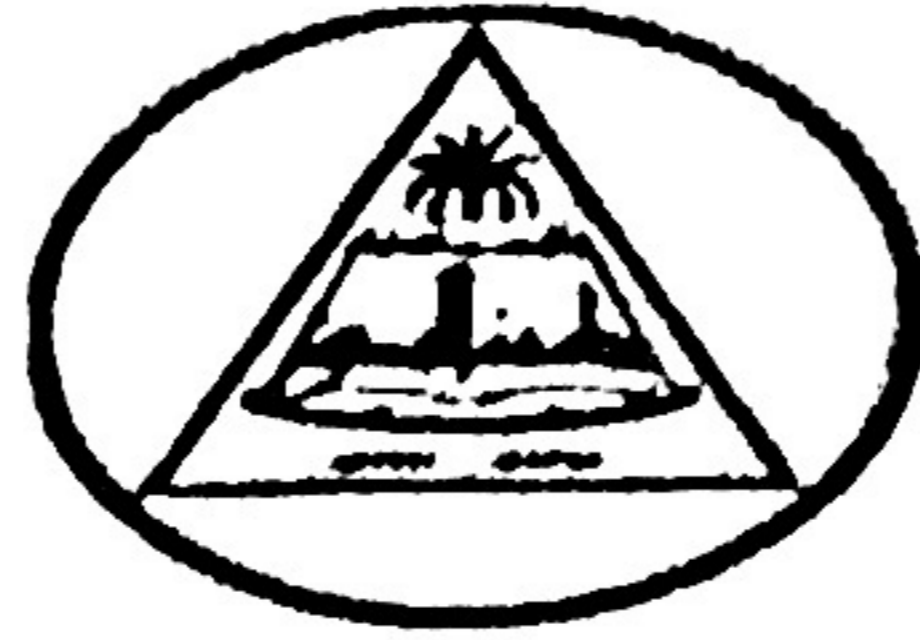
Q5 :- How do a company's culture and work climate influence the ethical views of managers and employees?

Q6 :- What are key success factors and core competencies ? How are they related ?


أ.د. هادي عبد الإمام
رئيس قسم إدارة الأعمال


عميد الكلية
د. الحسين توفيق نبي


أ.د. طاهر محسن منصور
أستاذ المادة



QUESTION 1:-

Basra company owns a workshop for repairing a certain machine, this company would like to hire a number of engineers to repair machines which arrive to this workshop every 4 minutes, each engineer can repair machines at rate of 10 machines per hour , . find the number of engineers to be hired by this company if the objective of this company is the probability of idle time for engineers should not be more than 0.2 but the waiting time for any machine for repairing should not be more than 8 minutes?

QUESTION 2:-

Basra and Baghdad company produces two products P1 , P2. The production process uses two kind of Raw material R1 and R2 , the company can employed up to 10 workers at cost of \$2 per worker , after collecting information this process has been formulated by Linear programming and solved as shown below

$$\text{Max } Z = 10X_1 + 12X_2 - 2X_3$$

$$\begin{aligned} \text{S.T.} \quad X_1 + 2X_2 - X_3 &\leq 320 \quad \text{tons availability of raw material R1} \\ 3X_1 + X_2 &\leq 350 \quad \text{tons availability of raw material R2} \\ X_3 &\leq 10 \quad \text{number of employed workers} \\ X_1, X_2, X_3 &\geq 0 \end{aligned}$$

Where X_1 represents product p1 to be produced

X_2 represents product P2 to be produced

X_3 represents number of workers to be employed

The optimal solution is

	X_1	X_2	X_3	S_1	S_2	S_3	
Z	0	0	0	26/5	8/5	16/5	2256
X_2	0	1	0	3/5	-1/5	3/5	128
X_1	1	0	0	-1/5	2/5	-1/5	74
X_3	0	0	1	0	0	1	10

The management is discussing means to improve its financial situation, the following proposals have been submitted to you

- 1- If Basra co can acquire additional 100 units of raw material R2 at cost \$1 per unit
- 2- Suppose that Basra co would like to acquire 400 units a day more for all the raw materials at cost of \$2 for each additional unit.

- 3- If Basra co will increase the unit profit of all product 1 by 10\$ but the cost of employed worker increased to \$15 each
- 4- If the company will fire two workers

Discuss which proposal should be adopted by this company conditional that the current feasibility should not be violated by any proposal

QUESTION 3:-

Consider the problem of a fisherman who trawls for fish which may be found in either large or small shoal. He has evolved two fishing techniques whose efficiency depends on whether the shoal being fished is large or small. Taking into account the time spent, fuel used, fish caught and sold, etc. he reckons that using his first technique will give a net profit of \$10000 if used on small shoal and \$12000 a large shoal. The second technique will give a net profit of \$8000 used on a small shoal and \$15000 used on a large one. His real problem is to know whether any fish he discovers constitute a small or large shoal, and his experience shows that the two events are equally likely.

As an aid to discover the where about of fish and determining the shoal size the fisherman uses a sonar device which can give one of three different signals A,B or C. The probabilities of each type of signal given that the shoal is small are 0.6 , 0.2 . 0.2 respectively , and the shoal is large are 0.4 , 0.3 , 0.3 respectively , this aid cost the fisherman \$500.

Find the best strategy by using decision tree format.

QUESTION 4:-

You are the manager of a warehouse containing many different purchased items. The volume of your storage space is limited. For each item, there is demand D_i per year, an order cost c_{pi} , carrying charges of c_{hi} dollars per unit per year, and storage volume of k_i per unit. The cubic-foot content of the warehouse is K , and rental of the warehouse is at rate of w dollars per cubic foot per year.

Assume that two items with the following characteristics are to be purchased :

characteristics	item1	item2
demand D_i (units / year)	325	1000
order cost c_{pi} (\$ /order)	20	20
holding cost c_{hi} (\$ / unit/year)	2	1
volume k_i (ft ³ / unit)	1	2

The maximum storage capacity available for these two units (k) is equal to 300 ft³ and the rental charge (w) is \$20/ft³ /year.

Questions :-

- (a) use Lagrange function and partial derivatives techniques to formulate a model in order to find an equation for the optimal quantity order Q_i at minimum total cost
- (b) use the given information above, find the optimal quantity order for each item and the optimal inventory cost

البيد القس
الاستاذ الدكتور هادي عبد الوهاب عبد الامام

د. عبد المنعم
مدير الكلية
2

مدرس المطاة
الاستاذ المتمرس الدكتور محمد عبود طاهر

المادة: موازنات
تخطيطية
المرحلة: دبلوم تخطيط
استراتيجي
التاريخ: ٢٠٢٣/٥/١١



أسئلة الامتحان
الدور - الاول
للعام الدراسي
2023/2022



جامعة البصرة
كلية الإدارة والاقتصاد
قسم ادارة الاعمال
الدراسات العليا

Not:- Choose only five question.

Q1) Explain the role of planning budgets in controlling and evaluating financial performance?

Q2)

a- What are the steps in effective budgeting?

b- Explain the different types of budgeting?

Q3)

a- How to creat realistic budget plan?

b- What is the difference between the estimated budget and the planning budget in terms of methodology, content and objectives?

Q4) What are the factors determining the degre of employee participation in preparing planning budgets and theirbimpact an performance effectiveness?

Q5)

a- What are the advantages and disadvantages of the planning budger.

b- What the impact planing budgets on the management function and performance measurement?

Q6) what are the principles that govern the process of preparing planning budgets and their most important functions?

Cood Luck

Prof

Hidu Abd Alwhab

Ass prof

Nada Abdulkader

أ. د. عبد الحسين توفيق شليبي

٢٠٢٣



Quality Management – program for Ph.D Degree
2022 – 2023
Final Exam

Q1/ Find \bar{x} -chart and R-chart

(14 M)

N	X ₁	X ₂	X ₃	X ₄
1	35	40	32	37
2	46	37	36	41
3	34	40	34	36
4	69	64	68	59
5	38	34	44	40
6	42	41	43	34
7	44	41	41	46
8	34	51	48	46
9	48	44	47	45
10	47	43	36	42
11	38	41	39	38
12	37	37	41	37
13	40	38	47	35
14	38	39	45	42
15	50	42	43	45

Q2/ Explain :

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

(14 M)

Q3/ Compare between service quality and unit quality, give example .

(14 M)

Q4/ Explain :

- 1) Quality management system
- 2) Benefits of ISO Registration
- 3) TOM
- 4) Application stages ISO
- 5) Quality system maintenance

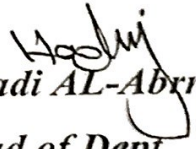
(14M)

Q5/ Determine the trial central line and control limits for p-chart and c-chart ,if checked quantity (size) 300. 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 .

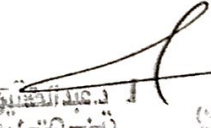
N	Defects
1	3
2	6
3	4
4	6
5	20
6	2
7	6
8	7
9	3
10	0



Prof. Rady Abdulla Ali

Lecturer


Prof. Hadi AL-Abrow

Head of Dept


د. عبد الحسين موفيق شبلان
رئيس قسم


د. عبد الحسين موفيق شبلان
مدير

Subject: research methodology
Time: 3 hours
Date: 18/5/2023



Basra University
College of Administration and
Economics
Department of administration
Diploma of strategic planning

The Final examination 2022 – 2023

Answer all of this question

- Q1 / Among the most important criteria for the classification of scientific Research methods . Supporting your answer with an illustrative diagram and a scientific method . (17.5 m)
- Q2 / What is the role of the human element in scientific research . ? (17.5 m)
- Q3 / Write a research you would like to write in the future. (17.5 m)
- Q4 / Explain the type of scientific research methods, and which types are the best From your point of view ? (17.5 m)

A.P Sahera .A . Alkhether Wadi

S . teacher

D.P Hadi .A.AI-Abrow

H. of. department

Subject: *Public Administration*
Time: *3 hours*
Date: *22/5/2023*



Basra University
College of Administration and
Economics
Department of Business
Administration
Postgraduate Studies

Final Exam for the Diploma of Strategic Planning

Q1/ Explain in a scientific way the Kelley's Followership Styles in Public Administration? (14M)

Q2/ According to Walker, describe classify the main forms of applied administration? (14M)

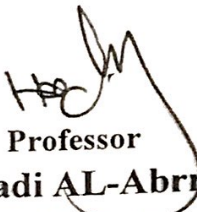
Q3/ What is the Role of Public Administration in Implementing Action on the Social Determinants of Health and Health Inequities? (14M)


Q4/ Discuss the idea of public administration as a craft? (14M)

Q5/ Explain and Compare two periods of Evolution of public administration as a Discipline? (14M)

good luck

*أ. د. عبد الله
بن توفيق شيبلي
عميد الكلية*


Professor
Dr. Hadi AL-Abrow
Head of department


Dr. Mohamed Saleh Hadi
Lecturer

Class: High Diploma in Strategic planning

Subject: Strategic Thinking

Date: 25 /May /2023



Final Exam

2022/ 2023

University of Basrah

College of Admin. & Economics

Dept. of Business Admin.

Q1/ How do you define strategic thinking? Why is it essential for an organization's future?

Q2/ One of the most important steps in strategic thinking is to clarify strategic goals. Explain clearly this step?

Q3/ From your point of view, what's the difference between leadership skills and strategic thinking skills? Are they related?

Q4/ Write an article about the significant role of strategic thinking in nowadays organizations.

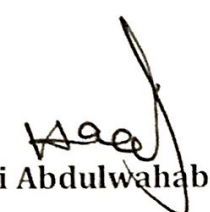
Q5/ There are five actions that uniquely distinguish successful directive leaders. Explain briefly each of them?

Good luck & all the best




Dr. Abbas Abdulhameed

Lecturer



Dr. Hadi Abdulwahab

Head of Department



د. عبد الحسين توفيق شaban

2023

Program: Diploma of strategic planning
& total quality
Subject: Economic Feasibility Study
Date : 30 / 5 /2023



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

Final Exam : First Attempt 2022-2023

Q1:- (15 marks)

- A: What are the areas of the Environment affecting the investment project? (7 marks)
B: Explain the determinants of the legal feasibility of investment project. (8 marks)

Q2:- (15 marks)

- A: The marketing feasibility study depends on several sources. Explain these sources. (7 marks)
B: What are the Shadow prices? How does it affect investment projects? (8 marks)

Q3:- (15 marks)

- A: There are several classifications of projects according to severity of their impacts on the environment. Explain these classifications. (7 marks)
B: Discuss the objectives of the investment project at the level of the national economy. (8 marks)

Q4:- (15 marks)

- A: Choosing a project location is one of the most important factors for success. Discuss the most important elements of location selection for the investment project. (7 marks)
B: Define the Break-Even Point, then Explain the types of analysis using the graphic form and equations. (8 marks)

Q5:- (10 marks)

Note : Answer one question

- A: Show the importance of studying the technical feasibility of the investment project, using the charts of the stages of this study.
B: Explain the importance of studying the financial feasibility of the investment project, indicating the types of cash flows and their components.

Examiner : dr .Naeem S .Jaraah

Head of Dept. Dr. Hadi Al -Abrrow.



﴿ ملاحظة : الإجابة على جميع الاسئلة ﴾

يسمح بانخال الحاسوب المحمول اثناء الامتحان

Q1: determine the population study and sample study

1. Designing a wastewater treatment plant in Basra Governorate
2. The impact of the use of information technology on the performance of human resources (a field study on the Rafidain Bank)
3. A study on the reality of electronic education in colleges
4. A study on the impact of the rise in the price of the dollar on all sectors of the country
5. Study on the quality of food in the restaurants of the external of roads

(20 marks)

Q2: Test the hypothesis that the average content of containers of a particular lubricant is 10 liters if the contents of a random sample of 10 containers are: 10.1, 9.8, 10.0, 10.5, 10.1, 9.6, 9.9, 10.4, 10.3, and 9.8 liters. Use a 0.05 level of significance and assume that the distribution of contents is normal.

1. What is the hypothesis study write it. . (3 marks)
2. Test the data and determine whether it has a normal distribution or not? . (4 marks)
3. What is the appropriate test to find out if there are statistically significant differences, then discuss the results . (5 marks)

Q3: The grades of a class of 10 students on a midterm report (x) and on the final examination (y) are as follows:

x	77	50	71	72	81	94	94	99	88	92
y	82	68	78	46	65	85	99	98	68	82

A. Estimate the linear regression line with details . . (5 marks)

B . Estimate the final examination grade of a student who received a grade of 88 on the midterm report. Calculate the residual at $x = 88$. (3 marks)

c. Compute and interpret the correlation coefficient. . (5 marks)

Q4: A machine produces two type of metal pieces that are cylindrical in shape. A sample of pieces is taken,

Type A	82	92	74	88	92	68	78	98	85
Type B	74	62	65	74	75	80	65	95	74

4. What is the hypothesis study write it. . (3 marks)
5. Test the data and determine whether it has a normal distribution or not? . (4 marks)
6. What is the appropriate test to find out if there are statistically significant differences, then discuss the results . (5 marks)

Q6: The following results in the SPSS program represent a test on data for a device before and after the update in order to know whether there are significant differences or not

Ranks				
		N	Mean Rank	Sum of Ranks
VAR00003 - VAR00001	Negative Ranks	30 ^a	15.50	465.00
	Positive Ranks	0 ^b	.00	.00
	Ties	0 ^c		
	Total	30		

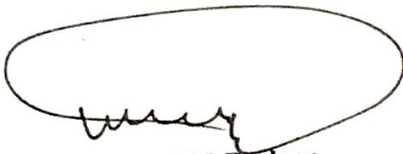
- a. VAR00003 < VAR00001
b. VAR00003 > VAR00001
c. VAR00003 = VAR00001

Test Statistics ^a	
	VAR00003 - VAR00001
Z	-4.783. ^b
Asymp. Sig. (2-tailed)	.000

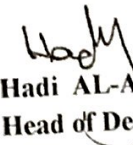
Answer the following:


1. What is the hypothesis study write it. (3 marks)
2. What is the test used that showed the above results (3 marks)
3. Why we use this test (3 marks)
4. Are there statistically significant differences? Explain this? (4 marks)

Good Luck



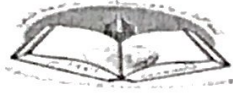
Dr. waleed M.Rodeen
Lecturer


Dr. Hadi AL-Abrow
Head of Dept.



د. عبد الحسين توفيق شبل
1445 هـ

Class: High Diploma in Quality Manage.
Subject: Service Quality
Date: 14 /May /2023



Final Exam
2022/ 2023

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

Q1/ Write an article about the requirements for achieving effective and successful implementation of modern quality systems in Iraqi public organizations.

Q2/ Explain in detail how the Kano model work?

Q3/ How do you define benchmarking? What are its advantages for the organization?

Q4/ 1. Clarify the Japanese philosophy of applying quality circles?

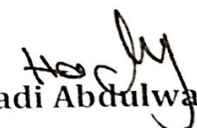
2. Explain the organizational structure of quality circles?

Q5/ What is the concept of six sigma? explain in detail the DMAIC methodology?

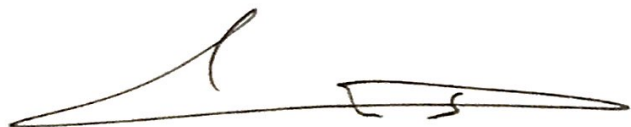
Good luck & all the best


Dr. Abbas Abdulhameed

Lecturer


Dr. Hadi Abdulwahab

Head of Department


د. عبد الحسين توفيق شبان
معيد الامتحان



Operations Research - Program for Strategic Planning
2022 - 2023

Q1/
$$x \begin{pmatrix} -2 & -6 \\ 1 & 6 \\ 3 & -4 \end{pmatrix} = y$$

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	-	2	3	4
B	-	3	4	5
C	A	2	4	4
D	A,B	3	5	10
E	C	2	5	8
F	C	2	3	10
G	E,D	4	5	12
H	F,G	2	3	4

(14 M)

Find the :

- Network with the expect time for the finishing task.
- Probability of finishing the task (16 , 14) day.
- Probability of finishing task C in (8) days.

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


W \ S	1	2	3	Supply
A	18	8	13	140
B	15	11	9	200
C	6	7	12	190
Demand	200	170	190	?

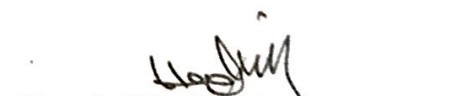
Q4/ Solve the following minimizing assignment problem. (14 M)


O \ M	1	2	3
A	11	9	10
B	-	12	13
C	14	9	14
D	15	7	13

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

O \ M	1	2	3	4	5
A	15	20	14	15	16
B	10	16	17	20	21
C	20	15	22	16	19
D	21	13	19	22	20


Prof. Radi Abdulla Ali
 Lecturer


Prof. Hadi AL-Abrow
 Head of Dept


 د. عبد الحسين توفيق شaban
 عميد الكلية

Subject: process re -
Engineering
Hours: 3
Date: 18/5/2023



Basra University
College of Administration and
Economics
Department of administration
Diploma of quality management

g

The Final examination 2022 – 2023

Answer all of this question

- Q.1/ Explain the impact of process re-engineering on human resource management. (17.5 m)
- Q.2/ Some researchers believe that the only method that must be followed if the organization want to survive . Is continuous improvement . do you agree with this view . ? Explain that . (17.5 m)
- Q.3/ What is meant by re-engineering ? .And on what basis a process selected from among the processes for re-engineering and clarify that . Supporting your answer With examples . (17.5 m)
- Q.4/ Show your opinion about the reasons for the failure of some re-engineering Projects . And how to address the causes of failure and bring the project to success . (17.5 m)

A.P Sahera. A. Al -khether Wadi

S . teacher

D.√P Hadi. A.AL-Abrow

H . of. department

b

University Of Basra

College Of
Administration and
Economics

Business
Administration Dept.

Quality diploma

Program

Course Exam

2022/2023



Name of Subject:
Quality of Working
Life

Time:3 hours

Date:22/5/2023

Note:-Answer All Of The Following.

- Q1: What is the scale, and how can the scale be verified?
- Q2: What are the attitudes of artificial general intelligence towards green issues?
- Q3: What is the historical background for the development of the origin of the quality of work life measure?
- Q4: What are cultural differences, and how do they relate to quality of work life?
- Q5: What is the WRQoL Scale Scoring Key, and how is the scale constructed?


Good Luck


Lecturer

Prof. Dr. Rasha Mahdi


Head of Department

Prof. Dr. Hadi Abdel Wahhab


د. عبد الحسین توفیق شبلي
عميد الكلية

Program: Diploma of total quality
Subject: Methodology Research
Date : 25 / 5 / 2023



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

Final Exam : First Attempt 2022-2023

Q1:- (20 marks)

Define **five** of the following terms

- 1- Dependent Variable 2- Moderating Variable 3- Develop hypotheses
4- Cross- Sectional studies 5- Mixed methods 6- Scientific research

Q2:- What are the three general goals of scientific research (10 marks)

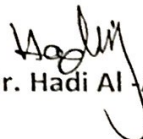
Q3:- What are the most important differences between quantitative research and qualitative research. (15 marks)

Q4:- What are the requirements for good scientific research (15 marks)

Q5:- Answer True or False to the following statement (10 marks)

- 1- Research participants can assume various roles that can influence the result of a study.
- 2- Research studies that are quasi-experimental are preferred over true experiments because they utilize random assignment.
- 3- Deception can be used in any aspect of the study as long as the benefits of the study outweigh the potential risks.
- 4- A measurement can be valid , but not reliable.
- 5- Collection data constitute the highest level of measurement and allow for the use of sophisticated statistical techniques.


Examiner : Dr .Shatha A. Al tamimi


Head of Dept. Dr. Hadi Al -Abrow.


Dean of College
Dr. Abd Alhussien T. Shibli

Program: Diploma of strategic planning
& total quality
Subject: Economic Feasibility Study
Date : 30 / 5 / 2023



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

Final Exam : First Attempt 2022-2023

Q1:- (15 marks)

A: What are the areas of the Environment affecting the investment project?
(7 marks)

B: Explain the determinants of the legal feasibility of investment project. (8 marks)

Q2:- (15 marks)

A: The marketing feasibility study depends on several sources. Explain these sources. (7 marks)

B: What are the Shadow prices? How does it affect investment projects? (8 marks)

Q3:- (15 marks)

A: There are several classifications of projects according to severity of their impacts on the environment. Explain these classifications. (7 marks)

B: Discuss the objectives of the investment project at the level of the national economy. (8 marks)

Q4:- (15 marks)

A: Choosing a project location is one of the most important factors for success. Discuss the most important elements of location selection for the investment project. (7 marks)

B: Define the Break-Even Point, then Explain the types of analysis using the graphic form and equations. (8 marks)

Q5:- (10 marks)

Note : Answer one questiones

A: Show the importance of studying the technical feasibility of the investment project, using the charts of the stages of this study.

B: Explain the importance of studying the financial feasibility of the investment project, indicating the types of cash flows and their components.

Examiner : dr .Naeem S .Jaraah

Head of Dept- Dr. Hadi Al -Abrow.