



قائمة الاسئلة

ريادة اعمال هندسية- كلية الهندسة - قسم الميكاترونكس - المستوى الرابع- 3 ساعات - درجة هذا الاختبار (50)

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- 1) An economic development depends on:
 - 1) - The closing of a new market.
 - 2) - The introduction of a new quantity of product.
 - 3) - The development of any mechanism.
 - 4) + None of them.
- 2) What is a business plan?
 - 1) - It is a differential of functional plans.
 - 2) - It is an integration of plans such as marketing only.
 - 3) + It depends on manufacturing, sales and human resources.
 - 4) - None of them.
- 3) The successful entrepreneurship requires:
 - 1) + Spirit and skills.
 - 2) - Brain storming.
 - 3) - Acute thinking.
 - 4) - None of them.
- 4) The financing planning involves:
 - 1) - Identifying the stages of ending only.
 - 2) + Identifying business advisers.
 - 3) - Hiring an excellent worker.
 - 4) - None of them.
- 5) For the implementation of any project, it requires:
 - 1) - Flexible documents.
 - 2) + Strategy and tactics.
 - 3) - Total technical workers.
 - 4) - Adjustment only.
- 6) The HR managers face:
 - 1) + An array of new challenges.
 - 2) - Financial solutions.
 - 3) - Financial linkages only.
 - 4) - None of them.
- 7) The technology map includes:
 - 1) - Manufacturing technology.
 - 2) - Implementation technology only.
 - 3) - Destination technology.
 - 4) + None of them.
- 8) The approaches of test marketing are:
 - 1) - Standard test markets.
 - 2) - Controlled test markets.
 - 3) - Optimal test markets only.
 - 4) + None of them.
- 9) The prototype development guide lines are:
 - 1) + Work in manageable modules.
 - 2) - Build the prototype slowly.
 - 3) - Disturb the prototype in successive iterations.
 - 4) - None of them.



- 10) The technology entrepreneur has:
- 1) ☒ The tendency to develop innovative processes.
 - 2) ☐ The tendency to create technical ideas.
 - 3) ☐ The tendency to develop non-technical ideas.
 - 4) ☐ The capability to analyze non-intelligence ventures.
- 11) The criteria for a good manager are:
- 1) ☐ Average management skills.
 - 2) ☐ Strong technical skills.
 - 3) ☐ To take positions of low authority.
 - 4) ☒ None of them.
- 12) The challenges for the entrepreneurs are
- 1) ☐ Risk of failure only.
 - 2) ☐ Risk of disturbance.
 - 3) ☒ Certain income levels.
 - 4) ☐ None of them.
- 13) The product design process affects:
- 1) ☒ Customer satisfaction.
 - 2) ☐ Product quantity.
 - 3) ☐ Product cost.
 - 4) ☐ None of them.
- 14) The international product marketing includes:
- 1) ☒ Standardization versus customization.
 - 2) ☐ Standardization versus product.
 - 3) ☐ Packaging only.
 - 4) ☐ None of them.
- 15) The cultural environment is:
- 1) ☒ Composed of institutions and other forces.
 - 2) ☐ Does not affect the society's basic values.
 - 3) ☐ Composed of funds only.
 - 4) ☐ None of them.
- 16) The standard of living is indicated by:
- 1) ☒ GDP.
 - 2) ☐ Population of the city.
 - 3) ☐ Population of the village.
 - 4) ☐ None of them.
- 17) The strategy and policy are the guide lines for:
- 1) ☐ Management.
 - 2) ☒ Planning.
 - 3) ☐ Controlling.
 - 4) ☐ None of them.
- 18) The key demographic means:
- 1) ☐ More resources.
 - 2) ☐ Short resources.
 - 3) ☐ History population shifts.
 - 4) ☒ None of them.
- 19) The objectives in marketing plans are:
- 1) ☒ Financial objectives.
 - 2) ☐ Technical objectives only.
 - 3) ☐ Local objectives.



- 4) - None of them.
- 20) The project objectives are:
- 1) - Vision.
 - 2) - Mission.
 - 3) - Bench marking.
 - 4) + Active performance.
- 21) The feasibility analysis means:
- 1) + Testing an opportunity.
 - 2) - Orientation of the value chain.
 - 3) - To complete the flow chart.
 - 4) - None of them.
- 22) The feasibility study concerns with:
- 1) - The technical solutions only.
 - 2) - The technical obstacles.
 - 3) + The analysis of the viability of an idea.
 - 4) - None of them.
- 23) The project evaluation flow chart describes:
- 1) - Technical materials.
 - 2) + Primary and secondary field surveys.
 - 3) - Building capacity.
 - 4) - None of them.
- 24) The analysis of the variance is:
- 1) - Higher head variance.
 - 2) - People variance.
 - 3) + Material variance.
 - 4) - None of them.
- 25) Any methodology is:
- 1) - A set of steps for technical problems.
 - 2) + A set of steps for a particular situation.
 - 3) - A set of steps for non-technical problems.
 - 4) - None of them.
- 26) The sources of new products are:
- 1) - External development.
 - 2) - Internal development.
 - 3) + Collaborative venture.
 - 4) - None of them.
- 27) The business analysis can be selected as:
- 1) - The stage of old development process that calls preparing final marketing plans.
 - 2) + The stage of the new development process that calls for preparing initial marketing plans.
 - 3) - The certain enhancement in the model.
 - 4) - None of them.
- 28) The functions of micro, small and medium enterprises are:
- 1) - Facilitation and credit flow.
 - 2) + Improving manufacturing base through upgradation of technology.
 - 3) - Marketing analysis only.
 - 4) - None of them.
- 29) The design thinking means:
- 1) + The capacity for integrative thinking.
 - 2) - The capacity for serious thinking.



- 3) - The capacity for technical thinking only.
4) - None of them.
- 30) The communication key elements are:
1) - Messages only.
2) - Sources only.
3) + Messages and feedback only.
4) - None of them.
- 31) The importance of any training is:
1) - To provide technical information only.
2) - To provide support for new employees.
3) + To achieve high service standards.
4) - None of them.
- 32) For measuring any plan progress, the entrepreneurs:
1) - Should check the loss statement.
2) - Should check the profit.
3) - Should check the disbursement of the year.
4) + None of them.
- 33) The test marketing means:
1) - It is the starting phase of any project.
2) - It is the ending phase of any project.
3) + It is the stage at which the product and marketing programs are introduced.
4) - None of them.
- 34) The concept of the social enterprise is:
1) + To solve education problems.
2) - To solve house problems.
3) - To solve human resource problems.
4) - None of them.
- 35) Another goal for human resource manager is promoting the personal growth and development of its employees by offering:
1) - Education only.
2) + Skills training.
3) - Career development only.
4) - None of them.
- 36) The innovation is defined as:
1) - The process of ideas to be exploited.
2) + The process by which new ideas are exploited.
3) - The process of thinking only.
4) - None of them.
- 37) What is a communication?
1) - It is defined as the process by which people share ideas only.
2) + It is defined as the process by which people share ideas, experiences and knowledges only.
3) - It is defined as the latest phenomenon.
4) - None of them.
- 38) The social enterprise is defined as:
1) - An organization that applies local strategy.
2) - An organization that applies optimal strategy.
3) + An organization that applies commercial strategy.
4) - None of them.
- 39) The new product development process includes:



- 1) - The business analysis only.
 - 2) - The product creation only.
 - 3) + The business analysis and the product development.
 - 4) - None of them.
- 40) The main characteristics of any entrepreneur:
- 1) + A vision-oriented person.
 - 2) - Has a low performance in achievement.
 - 3) - Has a high performance in achievement.
 - 4) - None of them.
- 41) The reasons for the entrepreneurship are:
- 1) - Entrepreneurs develop their own phenomenon.
 - 2) - Many entrepreneurs run faculty business.
 - 3) - Many entrepreneurs disturb the economy to create jobs.
 - 4) + None of them.
- 42) The contingency funds are described as:
- 1) - The funds in old projects.
 - 2) - The funds at the end of the project.
 - 3) - The funds at the middle of the project.
 - 4) + None of them.
- 43) The main steps in managing a project are:
- 1) + Define the problems and develop solutions.
 - 2) - Execute the plan only.
 - 3) - Control the progress randomly.
 - 4) - None of them.
- 44) Why some business plans fail?
- 1) + Goals set by the entrepreneurs are unreasonable.
 - 2) - Goals are measurable.
 - 3) - Goals are optimistic.
 - 4) - None of them.
- 45) The term (SBA) is known as:
- 1) - Straight body administration.
 - 2) + Small business administration.
 - 3) - Spirit body administration.
 - 4) - None of them.
- 46) The importance of a business plan is:
- 1) - To guide the entrepreneur through the last year of operation.
 - 2) - To end the contingency fund.
 - 3) - To initiate the whole plan.
 - 4) + None of them.
- 47) An entrepreneur is a person who:
- 1) - Shares the opportunity.
 - 2) + Manages the work.
 - 3) - Disturbs the risks.
 - 4) - None of them.
- 48) The case of business linkages is:
- 1) + Create jobs.
 - 2) - Avoids inward investment.
 - 3) - Disturbs the supplier base.
 - 4) - None of them.



49) The entrepreneurship is the creation of:

- 1) ☒ Human resources.
- 2) ☐ Faculties.
- 3) ☐ Universities.
- 4) ☐ None of them.

50) The basic areas of finance are:

- 1) ☒ Corporate finance.
- 2) ☐ Financial schools.
- 3) ☐ Local finance.
- 4) ☐ None of them.