

Part A: True or False (1 points each)

1.	The first step in any business research project is to formulate the research design	(T)	(F)
2.	The theoretical framework connects (ترتبط) the study with the existing theory	(T)	(F)
3.	The presences (ظهور) of the moderating variable cancel (يلغي) the original relationship between the independent and the dependent variable.	(T)	(F)
4.	"Objectivity" related to scientific investigation, refers to the scope of applicability of the research findings in one organization setting to other setting.	(T)	(F)
5.	Bibliographic databases are databases that contain the complete text of secondary source documents comprising the database.	(T)	(F)
6.	In order to acquaint yourself (للتعرف على) with the body of knowledge in the research area of interest, you are required to do an experiment.	(T)	(F)
7.	To state a directional hypothesis is to predict that a relationship exists without specifying the exact nature of that relationship.	(T)	(F)
8.	External validity refers to whether the manipulation of the independent variables or treatments actually caused the observed effects on the dependent variables	(T)	(F)
9.	A teacher wants to determine if the average paper grade of three tutorial groups (مجموعات تعليمية) significantly differs from each other. In this case average paper grade is the independent variable	(T)	(F)
10.	When the independent and dependent variable covary, then they are causally related.	(T)	(F)

Part B: The Multiple Choice Sections (2 points each).

- Business research can be described as a systematic and organized effort:
(a) To examine a critical problem faced by the industry
(b) To investigate a specific problem encountered in the work setting
(c) That established a good rapport (صلة) between the researchers and the employees in the organization.
(d) All of the above
- "Confidence" related to scientific investigation, refers to:
(a) The fact that findings are objective
(b) The investigation has a clear theoretical foundation (اساس نظري)
(c) The idea that a simple model that explains a certain phenomenon
(d) The probability that our estimation are correct
(e) The degree of accuracy of the results on the basis of the sample to what really exists in the universe.
- Which of the following is most suitable (اكثر ملائمة) when there is little to no insight in a certain problem or when there is no information available on how similar problems or research issues have been solved in the past?
(a) Descriptive research
(b) Causal research
(c) Explanatory research
(d) Exploratory research
(e) Experimental research
- When conducting research, which of the following steps would generally occur first?
(a) Reviewing literature
(b) Identifying the research problem
(c) Developing research hypothesis
(d) Collecting data
(e) Identifying the research methodology

5. Field experiments features which of the following?
- Contrived setting
 - Causal investigation
 - Minimal researcher interference
 - b and c only
 - a, b, and c
6. When conducting a review of literature on a particular subject, the researcher should:
- Read the new journal article on the topic.
 - Used only the published work
 - Read all the available materials on the topic of interest
 - Trying to rediscover something that is already known
 - Used the unstructured interviews
7. The process of manipulating one or more independent variables and measuring their effect on one or more dependent variables while controlling for the extraneous variables is called a(n) _____
- Manipulation measurement
 - Hypothesis
 - Randomization
 - Experiment
 - Theory
8. A study was done to compare the lung capacity (سعة الرئة) of coal miners (عمال المناجم) to the lung capacity of farm workers (عمال المزارع). The researcher studied 200 workers of each type. Other factors that might affect lung capacity are smoking habits (عادات التدخين) and exercise habits (عادات ممارسة الرياضة). The smoking habits of the two worker types are similar, but the coal miners generally exercise less than the farm workers. Which of the following is a confounding (nuisance) variable in this study?
- Lung capacity
 - Smoking or not
 - Exercise
 - Occupation (الوظيفة)
 - Coal miners
9. Which of the following is an example of a directional hypothesis?
- There will be a difference between the students' reading levels.
 - There will be a difference between lecture and group instruction (المجموعات التعليمية).
 - Group instruction is more effective than lecture in the elementary classroom.
 - There will be an increase in learning.
 - Only c and d
10. Applied research is the type of research that
- Is made for performing the basic or pure research; it's a theoretical research.
 - Is intended for finding some solution to the problem considered.
 - Includes fact-finding enquires (استفسارات) and surveys.
 - Uses available information as the base to make the further critical evaluation.
 - None of the above
11. In preparing (إعداد) for the research design, the researcher should consider
- Objectives of the research study.
 - Methods used for data collection.
 - Source of information.
 - Data analysis
 - All the above.

12. The literature review can help the researcher in
- Understand the relationship between his/her research problem and the body of knowledge in the area.
 - Knowing how to formulate the problem and all the relevant issues related to it.
 - Having clear answers (وجود إجابات واضحة) to the research questions considered (who, how, why).
 - Solving the research problem.
 - "Reinventing the wheel"
13. Non-directional hypothesis are formulated when:
- Relationship or differences have been studied before
 - There have been conflicting findings in previous research studies
 - Previous studies have all shown similar results
 - All of the above
 - Only a and b are true
14. A bibliography is
- The theoretical framework of a research.
 - literature review of the research
 - Systematic description of resources such as books and other publications identified by author, subject, etc.
 - Including information on when the written report will be handed over to the sponsors (الجهة الراعية).
 - The books that are going to be used in a research.
15. In developing a theoretical framework, the researcher would usually
- Develop a complete bibliography.
 - Check your findings (التحقق من النتائج) and results to identify aspects that are direct or indirect to the research study.
 - Identifies and defines the important variables in the situation that are relevant to the problem and subsequently describes and explains the interconnections (الترابط) among these variables
 - Read the abstract (ملخص) of each literature to see how relevant the subject to the researcher study
 - All of the above are true
16. The _____ is not exposed to the independent variable manipulation but provides a point of comparison when examining the effects of these manipulations on the dependent variable.
- control group
 - validity group
 - experimental group
 - extraneous group
17. If a manager observes that people residing (المقيمين) at distances beyond 50 miles from the workplace remain absent more frequently than those he knows to reside close by, and infers (يستنتج) thereby that distance is a factor in absenteeism (معدل غياب), this is _____
- An Inductive process
 - A deductive process
 - Both inductive and deductive process
 - Scientific research
 - Research hypotheses
18. "Male managers have more access (أكثر وصول) to critical information than women managers in the same ranks". is an example of
- Alternative hypothesis expressing positive correlation between the two variables.
 - Alternative hypothesis indicating differences between groups.
 - Non-directional hypothesis expressing positive correlation between the two variables.
 - Null hypothesis expressed no difference between groups.
 - Not a hypothesis.

19. A marketer wants to generate some ideas on how women differ from men in acquiring (اكتساب) product knowledge about cars. In this case the unit of analysis will be,
- (a) Individual
 - (b) Organization (car company)
 - (c) Dyads
 - (d) Group
 - (e) knowledge
20. Which of the following characteristic add rigor to a purposive study?
- (a) The aim or purpose of the study
 - (b) A good theoretical base and methodological design
 - (c) The objectivity of the results
 - (d) The accuracy of the results
 - (e) All of the above
21. _____ refers to whether the manipulation of the independent variables or treatments actually caused the observed effects on the dependent variables.
- (a) Internal validity
 - (b) Controlling the contaminate exogenous or nuisance variables
 - (c) External validity
 - (d) Control validity
 - (e) Randomization
22. _____ is data originated (اوجدت) by the researcher for the specific purpose of addressing (معالجة) the research problem.
- (a) Primary data
 - (b) Secondary data
 - (c) literature review
 - (d) Journals
 - (e) References list
23. A type of research involving the one-time collection of information from any given sample of population elements is called :
- (a) cross-sectional study
 - (b) longitudinal study
 - (c) experimental study
 - (d) a and c are true
 - (e) b and c are true
24. The manipulation of one or more independent variables is a characteristic of which of the following types of study designs?
- (a) exploratory study
 - (b) field study
 - (c) correlational study
 - (d) descriptive study
 - (e) causal study
25. Which of the following control techniques available to the researcher controls for both known and unknown contaminating nuisance variables?
- (a) Building the extraneous variable into the design
 - (b) Matching
 - (c) Randomization
 - (d) Internal validity
 - (e) Correlation

26. Which of the conditions must be satisfied in order to justify the inference (استنتاج) of a causal relationship between two variables?
1. Covariate of variables
 2. Time order of occurrence of variables
 3. Absence of other possible causal factors
 4. Natural measurement environment
- (a) 1
 (b) (1), (3), and (4)
 (c) (2), and (3)
 (d) (1), and (4)
 (e) (1), (2), and (3)

Part C: Short Essay Questions (20Marks)

There are three (3) questions in this part. Answer all questions. Write your answer in the space provided below each question.

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A. Discuss the purpose (the importance) of a literature review? (discuss three purposes only) (6 marks)

(1) تقوم مراجعة الأدب على إثبات ودلائل لتقوم بحسب استنتاجك من الإقرار النظري
 القيمة البراد على
 كوكالات تقوم بعمل مراجعة لتجنب حدوث تكرار في المعلومات التي يكون أدبك فيها
 الباطن. أي تجنب تكرار
 (3) وتقوم الباطن في عمل مراجعة في البحث في تحديد نتائج البحث حول البحث في
 كتابة "أنا"

B. Would case studies be considered as scientific research? Why? or why not. (4 marks)

نعم يمكن اعتبارها بحثاً علمياً
 لأنه عند دراسة حالة معينة تتوي على مشكلة ما وتكون
 كتابة إلى حل لهذه الحالة
 وهذا يتوافق مع تعريف البحث العلمي حيث أنه عبارة عن محاولة منظمة
 وعريقة من أجل اكتشاف حقائق جديدة أو إثبات صحة أو خطأ الفرضيات
 3

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Part D: Comprehensive Essay (18marks)

Read the following situation and then answer the following questions

A recent study shows that good communication on work methods, manager-worker relationship, salary, and chances for advancement help to increase the workers motivation. However, good communication will increase motivation only for such workers who have the knowledge to understand what is being said; if they have poor understanding abilities, then they will be unable to utilize the opportunity to learn better, therefore more communication with such people does not necessarily mean greater motivation.

When the relationship between the managers and workers is good, then workers attitudes towards work will be good and their motivation to work will be enhanced. For instance, if the boss is pleasant to the workers, teaches them how to do their jobs well, and understands their problems, then the workers will be happy that their boss is taking care of their needs. This, in turn, develops good attitudes towards their boss and the work in general.

Also when there are better chances for advancement in the organization, then the worker is more likely to be motivated to work harder and attain a higher position. Where there is potential for advancement, the worker with good abilities can see if his/her self-esteem is likely to be enhanced, which in turn, will increase the motivational level.

Given the above situation, answer the following:

1. Write/ develop a problem statement? (2 marks)

increase the workers motivation.

2. Draw a theoretical framework. Label your variables accordingly. (8 marks)

