

**Master II: Business Management/ Marketing Services/ Hotel / tourism marketing and Monetary and banking economy**

**(BM/ MS/ HTM/ MBE)**

**1- Put the appropriate concept for each definition: (5pt)**

Definition	Concept
The money you must pay to the government from the income you get.	<b>Taxes</b>
The money a worker gets for his work in a month.	<b>Wages</b>
The percentage that you have to pay to banks when you borrow money from them, or the percentage that you get when you have money in the bank.	<b>Interest rate</b>
Difficult time in business, when there is less production and people don't earn enough money and cannot buy things.	<b>Recession</b>
A person who uses goods and services.	<b>Consumer</b>

**2- Select the correct answer for the following sentences:(5pt)**

a- Another term for profit is net:

**- income**                      - liability                      - capital

b- I think this is a good investment; it pays 11 percent:

- fees                      **- interest**                      - profit

c- A financial protection against medical expenses for sickness or accidental injuries is called:

- social security                      - insurance                      **- health insurance**

d- What is a money paid to professional people such as lawyers and architects?

**- fees**                      - bonus                      - salary

e- The place where buyers and sellers are exchanging goods and services with some considerations is a?

- yield                      **- market**                      - exchange

**3) Fill in the gaps words from the box below: (5pt)**

borrow	expenses	Rent	commission
Deteriorating	invest	Taxes	booming

- a- If you don't like taking risks, you should only .....invest.....in very successful companies.
- b- I used to work as a salesperson, but I wasn't very successful, so I didn't earn much .....commission.....
- c- Small companies often try to get bank loans when they need to .....borrow..... money.
- d- The owner has just increased the .....rent..... on our flat by 20%.
- e- Profit is the different between revenue and .....expenses.....

**4) Are the following statements true or false? (5pt)**

- In barter, People must spend a lot of time and effort finding others with whom they can make mutually satisfactory swaps. **T**
- Money is only and necessarily the best store of value. **F**
- Some costs, especially indirect ones, are also called expenses. **T**
- Heating and lighting of the building where the cars are made are variable costs. **F**
- Balance sheet is a financial statement that shows the financial position of the company at specific period. **T**