**Abdulova Aygün\_Biznesin əsasları**

1. Please write about the Concept of Business and Profit.
2. What are the External Environments of Business?
3. Write about the domestic business environment.
4. Which Types of Economic Systems do you know? Explain your answer.
5. Define Degrees of Competition and surplus and shortage.
6. Explain main Economic Indicators.
7. What is a Business Plan? Support your answer with Reasons of Strong Business Plan.
8. Write about the Seven Common Parts of a Good Business Plan.
9. Give sample of Marketing plan.
10. Define some elements of the Financial Plan.
11. Who Are Managers?
12. Explain The Management Process.
13. Explain The Planning Process
14. Explain The Organizing Process
15. Explain The Leading Process
16. Explain The Controlling Process
17. Write about Types of Managers.
18. Write about Areas of Management and support your answer with examples.
19. What are the Basic Management Skills.
20. Management Skills for the 21st Century
21. Define Strategic Management: Setting Goals and Formulating Strategy.
22. Define Setting Business Goals and Purposes of Goal Setting
23. Which Types of Strategy do you know?
24. Define A Hierarchy of Plans
25. Explain the Management and the Corporate Culture.
26. What is the globalization?Define import and export.
27. How can you describe legal and political differences?
28. What is the business and managerial Ethics and how it effect the business environment?
29. How impact the Social Responsibility on business environment?
30. Which areas of social responsibility do you know?
31. Define arguments against SR and arguments for SR.
32. How can you describe employee behavior and motivation?
33. Which forms of Employee Behavior can you list? Give explanation
34. Define types of individual differences among employees.
35. What is the “Big Five” personality traits and matching people and jobs
36. Write basic motivation concepts and theories
37. Strategies and Techniques for Enhancing Motivation
38. Participative Management, Empowerment and Team Management
39. Job Enrichment and Job Redesign
40. The Nature of Leadership
41. Kotter’s Distinctions Between Management and Leadership
42. Leadership Through the Eyes of Followers
43. The Changing Nature of Leadership
44. Leadership, Management, and Decision-Making
45. Behavioral Aspects of Decision-Making
46. Explain the meaning of the term production or operations.
47. Describe the three kinds of utility that operations processes provide for adding customer value.
48. Explain how companies with different business strategies are best served by having different operations capabilities.
49. Identify the major factors that are considered in operations planning.
50. Identify the activities involved in operations control.
51. Define Human Resource Management (HRM)
52. Explain The Strategic Importance of HRM
53. Define Forecasting HR Demand and Supply
54. How can you describe Staffing the Organization
55. Write about Selecting Human Resources
56. Which forms of Developing the Workforce you can list?
57. Write about Compensation and Benefits
58. Describe New Challenges in the Changing Workplace
59. Write about Dealing with Organized Labor
60. What Is Marketing?
61. Describe Target Marketing and Market Segmentation
62. Explain Consumer Buying Process
63. How can you describe Organizational Marketing and Buying Behavior?
64. Define Differences in the Buyer-Seller Relationship
65. What Is a Product?
66. Write about Categories of Consumer Products
67. Explain Product Mix, Product Line and Multiple (or Diversified) Product Lines
68. Write about ways of developing new products.
69. Define The International Marketing Mix
70. How can you describe Small Business and the Marketing Mix?
71. Discuss the impacts information technology has had on the business world.
72. Identify the IT resources businesses have at their disposal and how these resources are used.
73. Describe the role of information systems, the different types of information systems, and how businesses use such systems.
74. Identify the threats and risks information technology poses on businesses.
75. Describe the ways in which businesses protect themselves from the threats and risks information technology poses.