

مباراة للتعيين في بعض الوظائف الشاغرة
في المديرية العامة للطيران المدني في وزارة الأشغال العامة والنقل

المدة: 40 دقيقة
نموذج: (2)

مسابقة عملية في Word + Excel
لوظيفة: مراقب معاون

WORD

- حوّل النص الذي أمامك على الشاشة الى الشكل الذي على الورقة.
- أضف كل ما يجب اضافته واحذف كل ما يجب حذفه
- حجم الصفحة: A4
- مقاييس هامش الصفحة:

Top: 15 mm
Left: 10 mm

Bottom: 15 mm
Right: 10 mm

- العنوان: Calibri, 25
- النص: Arial, 10.5
- العناوين الرئيسية الأولى: Arial, 15

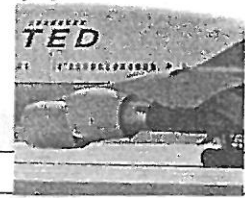
بيروت، في 2017/07/19

اللجنة الفاحصة



AIRLINE BUSINESS & LAW

Kuan-Wei (David) Chen



I. Course objectives:

This ~~course, taught through a combination of interactive seminars and presentations~~ by invited guest lecturers, INTRODUCES THE STUDENT TO AN INTERDISCIPLINARY ANALYSIS OF THE BUSINESS AND LEGAL ISSUES CONFRONTING AIRLINES. FOCUS WILL BE ON SUCH AREAS AS ECONOMICS, FINANCE, SECURITIES, BANKRUPTCY, PRICING, MARKETING, DISTRIBUTION, ALLIANCES, JOINT-VENTURES AND COMPETITION.

II. Detailed Description:

This course weaves the legal and regulatory issues airlines face into business principles of economics, finance, planning, operations, marketing, distribution, pricing, labour, cost containment, and inter-corporate alliances. Relationships with airports, travel agents, computer reservations systems, and government also are explored, as are international dimensions of commercial air transportation. Economic theory and regulatory and policy issues involving safety, antitrust, licensing, securities issuances, aircraft finance, employment, environment, and sustainability are further examined.

Method of Evaluation:

- | | | |
|--------------------------------|---------------------------------|---------------------------------|
| 1 10% will be based on class | 10 overlap | 19 due on the last day of class |
| 2 participation and a 10 | 11 20% of the final grade will | 20 (4 December). It can be |
| 3 minute presentation on a | 12 be based on a 7-10 page | 21 the same topic as the |
| 4 topic of your choice that is | 13 essay on one of the topics | 22 presentation. |
| 5 listed in the Outline below. | 14 listed in the Outline. The | 23 70% of the grade in this |
| 6 Please decide by 22 | 15 essay should be double | 24 course will be based on |
| 7 September and let the | 16 spaced, 12 point font | 25 student performance on |
| 8 instructor know the topic of | 17 Times New Roman (10 | 26 the final 24-hour take- |
| 9 your presentation to avoid | 18 point for footnotes), and is | 27 home examination. |

$$f(x) = a_0 + \sum_{n=1}^{\infty} \left(a_n \cos \frac{n\pi x}{L} + b_n \sin \frac{n\pi x}{L} \right) + \frac{A}{B}$$

OUTLINE:

Law school should prepare students to serve the needs of their clients. This course attempts to provide students with the necessary skills to serve the needs of airlines and their adversaries. As such, this is more than a class in law. It is a class in business, economics, finance, marketing, law, regulation, history and policy. The emphasis is one of the world's most important industries—*commercial aviation*. Below (not necessarily in chronological order) are the topics and concepts that will be covered and that students should be able to grasp.

JULY						
M	T	W	T	F	S	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
21	22	23	24	25	26	27
28	29	30	31	±	£	ß

A

- 1
- 2

B

- 3
- 4

C

- 5
- 6

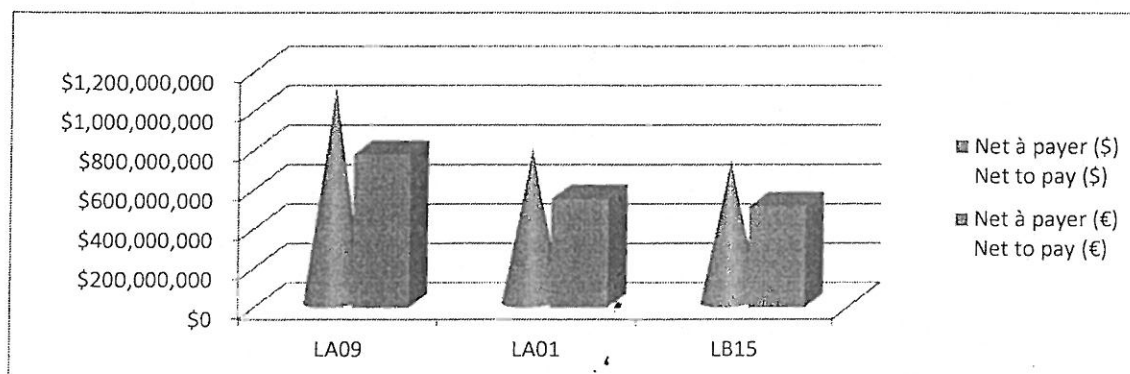
Region/price	
Region	Prix-Price m ²
A	\$80
B	\$70
C	\$60

1\$= 0.72 €

Lots	Surface (m ²)	Region	Période de paiement annuel Annual payment period	Prix-Price m ²	Prix Lot Lot price	Net à payer (\$) Net to pay (\$)	Net à payer (€) Net to pay (€)
LA09	169,500	A	2	\$80	\$13,560,000	<u>\$1,084,800,000</u>	781,056,000 €
LB06	64,400	B	4	\$70	\$4,508,000	\$315,560,000	227,203,200 €
LB02	100,100	C	0	\$60	\$6,006,000	\$360,360,000	259,459,200 €
LA01	120,900	A	0	\$80	\$9,672,000	\$773,760,000	557,107,200 €
LA04	144,300	A	4	\$80	\$11,544,000	\$923,520,000	664,934,400 €
LB23	64,000	B	5	\$70	\$4,480,000	\$313,600,000	225,792,000 €
LA03	150,000	A	5	\$80	\$12,000,000	<u>\$960,000,000</u>	691,200,000 €
LB15	200,000	C	3	\$60	\$12,000,000	\$720,000,000	518,400,000 €
Moyenne des prix m ² - Average price m ²							\$73
Nombre des lots de region A - Number of Lot of region A:							4
Somme des Net a payer en \$ ayant la region B ou une période de paiement annuel <3 Sum of Net to pay in \$ having the region B or an Annual payment period <3							\$2,848,080,000

- 1- En utilisant seulement la fonction If, retirer du tableau "Region/price" le prix d'un m² de chaque région.
- 2- Calculer le Prix Lot, le Net à payer en \$.
- 3- Calculer le Net à payer en € sachant que 1\$ = 0.72€
- 4- Calculer la Moyenne des prix en m², le nombre des lots de région A et la somme des Net à payer en \$ ayant la région B ou une période de paiement annuel <3.
- 5- Utiliser **conditional formatting** pour que les Net à payer en \$ plus grands que la moyenne de tous les autres Net de groupe B doivent être **soulignés et bold**.
- 6- Ajouter le graphe ci-dessous.

- 1- Using the If function only; remove from the table "Region/price" the price of m² of each region.
- 2- Calculate the Lot Price, the Net to be pay in \$.
- 3- Calculate the Net to pay in € knowing that 1\$ = 0.72 €
- 4- Calculate the average price in m², the number of lots of region A and Sum of Net to pay in \$ having the region B or an Annual payment period <3.
- 5- Use **conditional formatting** for the Net to pay in \$ greater than the average of all other Net Group B must be **underlined and bold**.
- 6- Add the graph below.



مجلس الخدمة المدنية
دائرة المباريات

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- العنوان: 26, Tahoma
- العناوين الرئيسية : 15, Tahoma
- العناوين الفرعية : 13, Tahoma
- النصوص: 12, Tahoma

بيروت، في 2017/07/21

اللجنة الفاحصة .

AIRLINE BUSINESS & LAW



Figure 2: Left part



Figure 1: Right part

1 Course objectives

This course, taught through a combination of interactive seminars and presentations by invited guest lecturers, introduces the student to an interdisciplinary analysis of the business and legal issues confronting airlines. Focus will be on such areas as economics, finance, securities, bankruptcy, pricing, marketing, distribution, alliances, joint-ventures and competition.

2 Introduction and overview

2.1 AIRLINE ECONOMICS (cyclical demand, and airline response thereto, airline pricing, marginal cost pricing, reasons for oversupply, the impact of the S-Curve.)	2.2 ECONOMIC THEORY: BUSINESS ENTERPRISE & AIRLINE DEREGULATION (summary of theoretical literature on small entrepreneurial companies, their opportunities, strengths, weaknesses, and growth and expansion strategies, overview of economic theory of deregulation, economies of scale, scope and density, economic and regulatory barriers to entry, contestability, and the neo-classical model of perfect competition).	2.3 AIRLINE OPERATIONS (the benefits and disadvantages of different types of route structure; the challenges of efficient fleet utilisation; the "cost" of incremental flights and the impact of such costs on competitors.)
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2.4 AIRLINE LAW AND LAWYER (insight into how an airline lawyer can have an impact on the operation of the airline.) <i>"Running" an Airline Business</i>	2.5 REGULATORY HURDLES (economic regulation; certification process; safety regulatory process; standards and tests employed by both; insurance, advertising, consumer protection regulation; securities regulation).	2.6 STRATEGIC PLANNING (an understanding of airline management, theory of organisational structures, impact of size on corporate organisation, different growth strategies.)	2.7 FLEET ACQUISITION & FINANCE (purchase vs. lease, old vs. new, strategies to avoid import duties, different types of leases, aircraft purchase legal issues, and registration of aircraft in foreign jurisdictions.) Aircraft finance techniques will be discussed by Professor Donald Bunker.
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AIRLINE FINANCE	• 1
CORPORATE STRUCTURE	• 2
BANKRUPTCY and RESTRUCTURING	• 3

List of Figures:

Figure 1: Left part	1
Figure 2: Right part	1

Region/price	
Region	Prix-Price m ²
A	\$80
B	\$70
C	\$60

Lots	Surface (m ²)
LB06	64400

Lots	Surface (m ²)	Region	Période de paiement annuel Annual payment period	Prix-Price m ²	Prix Lot Lot price	Taxe Tax	Net à payer Net to pay
LA09	169,500	A	2	\$80	\$13,560,000	\$271,200	\$13,831,200
LB06	64,400	B	4	\$70	\$4,508,000	\$135,240	\$4,643,240
LB02	100,100	C	0	\$60	\$6,006,000	\$240,240	\$6,246,240
LA01	120,900	A	0	\$80	\$9,672,000	\$193,440	\$9,865,440
LA04	144,300	A	4	\$80	\$11,544,000	\$230,880	\$11,774,880
LB23	64,000	B	5	\$70	\$4,480,000	\$134,400	\$4,614,400
LA03	150,000	A	5	\$80	\$12,000,000	\$240,000	\$12,240,000
LB15	200,000	C	3	\$60	\$12,000,000	\$480,000	\$12,480,000
Maximum des net à payer en \$ - Maximum des Net to pay in \$:							\$13,831,200
Somme des Prix Lot pour la region B- Sum of Lot price for the region B:							\$8,988,000

- 1- Retirer du tableau "Region/price" le prix d'un m² de chaque région en utilisant la fonction **vlookup**.
- 2- Calculer le Prix Lot, la Taxe sachant que pour la région A la taxe est 2%, pour la région B la taxe est 3% et 4% pour les autres régions.
- 3- Calculer le Net à payer, le maximum des Nets à payer en \$ et la somme des Prix Lot pour la region B.
- 4- Dans **E2**, Créer une liste qui contient les valeurs des Lots (range de la liste **A8:A15**).
- 5- Dans **F2**, Utiliser la fonction **Dget** pour retirer la valeur de la surface en (m²) correspondant au lot choisi dans **E2**.
- 6- Utiliser le **subtotal** pour présenter le tableau de totaux ci-dessous.
- 7- Ajouter le graphe ci-dessous.

- 1- Retrieve from the table "Region/price" the price of a m² of each region by using the function **Vlookup**.
- 2- Calculate The Lot price, the Tax such as for the region A the Tax is 2%, for the region B the Tax is 3% and 4 % for the other regions.
- 3- Calculate the Net to pay, the maximum of the Nets to pay in \$ and the sum of Lot price for the region B.
- 4- In **E2**, Create a list that contains the values of the Lots (list range **A8:A15**).
- 5- In **F2**, use the function **Dget** to retrieve the corresponding surface value in (m²) corresponding to the lot chosen in **E2**.
- 6- Use the **subtotal** to present the table of the totals below.
- 7- Add the graph below.

Lots	Surface (m ²)	Region	Période de paiement annuel Annual payment period	Prix-Price m ²	Prix Lot Lot price	Taxe Tax	Net à payer Net to pay
Grand Average							\$9,461,925
C Average							\$9,363,120
LB02	100,100	C	0	\$60	\$6,006,000	\$240,240	\$6,246,240
LB15	200,000	C	3	\$60	\$12,000,000	\$480,000	\$12,480,000
B Average							\$4,628,820
LB06	64,400	B	4	\$70	\$4,508,000	\$135,240	\$4,643,240
LB23	64,000	B	5	\$70	\$4,480,000	\$134,400	\$4,614,400
A Average							\$11,927,880
LA09	169,500	A	2	\$80	\$13,560,000	\$271,200	\$13,831,200
LA01	120,900	A	0	\$80	\$9,672,000	\$193,440	\$9,865,440
LA04	144,300	A	4	\$80	\$11,544,000	\$230,880	\$11,774,880
LA03	150,000	A	5	\$80	\$12,000,000	\$240,000	\$12,240,000

