**Project pricing :**

**1-Project/Product Lifecycle :**

What are the stages of the Project Life Cycle?

1. Initiation, testing, doing & Evaluating
2. Initiation, Planning , Execution, Evaluation
3. Analysis, Planning, Execution, Evaluation
4. milestInitiation, doing & Evaluating

What does PLC stand for?

1. Program loss closure
2. Project life cycle
3. Project loss chain
4. Program life cycle

The project life cycle consists of :

(A) Understanding the scope of the project

(B) Objectives of the project

(C) Formulation and planning various activities

**(D) All of the above**

Project performance consists of

(A) Time

(B) Cost

(C) Quality

**(D) All of the above**

**Five dimensions that must be managed on a project :**

**(A) Constraint, Quality, Cost, Schedule, Staff**

**(B) Features, Quality, Cost, Schedule, Staff**

**(C) Features, priority, Cost, Schedule, Staff**

**(D) Features, Quality, Cost, Schedule, customer**

**The entire process of a project may be considered to be made up on number of sub process placed in different stage called the**

**(A) Technical key resources**

**(B) Work key structure**

**(C) Work Breakdown Structure (WBS).**

**(D) None of the above**

**A \_\_\_ is a task with a known end point.**

**(A) management**

**(B) project**

**(C) development**

**(D) all of the above**

**Which of the following is (are) project(s)?**

**(A) building a new house**

**(B) creating a new computer software**

**(C) launching a new product for a business**

**(D) all of the above**

**The successful project management is all about**

**(A) structure**

**(B) control**

**(C) continuously driving action**

**(D) all of the above**

**The extended Project life cycle adds two more phases to the sequence, which are**

**(A) concept and operations**

**(B) operations and Divestment**

**(C) handover and operations**

**(D) implementation and operations**

**A program is usually a group of**

**a. plans**

**b. people and work**

**c. related projects**

**d. unrelated projects Which from the following represents the correct project cycle?**

**A Planning→ Initiating→ Executing→ Closing**

**B Planning→ Executing→ Initiating→ Closing**

**C Initiating→ Planning→ Executing→ Closing**

**D Initiating→ Executing→ Planning→ Closing**

**What are the project life cycle steps ?**

**Explain the inception phase in project life cycle**

**Explain the system development phase in project life cycle**

**Explain the operations phase in project life cycle**

**Explain the divestment phase in project life cycle**

**SOFTWARE PRICING MODELS :**

**What are the ways used to determine software price?**

**Explain the software pricing based on cost way**

**Explain the software pricing based on value way**

**Explain the software pricing based on competition way**

**Compare between software pricing ways (based on cost,value and competition)**

**What are the different factors used to change the perceived value?**

**Selling, Licensing, or Leasing:**

**Explain the following :**

1. **OwnerShip**
2. **Leasing**
3. **Licenses**

**Compare between Licensing, Leasing**

**Open Source and Free Software:**

**Compare between Open Source and Free Software**

**Mention some of open sources different licenses**

**What area the characteristics of open sourse license?**

**project pricing has three strategies , explain them**

**compare between the project pricing three strategies**

**contractual agreements:**

**compare between the following types of contractual agreements:fixed price, time and materials, retainer, and cost plus**

**A reasonable compromise must be found between the client and the supplier . explain**

