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**القدس - فلسطين**

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# **The Level of Knowledge and Skill of Farmers in Jenin Governorate by Using the Agricultural Production Inputs and the Role of the Agricultural Organizations**

## **Abstract**

The present study has two main goals: the first one is to investigate the level of the knowledge and skill of the farmers by using the inputs of the agricultural production process efficiently. The second goal is to investigate the role of the agricultural organizations and their effects on the knowledge and skill of the farmer.

The study was conducted in the governorate of Jenin. In order to answer the research questions related to the goals, a total of 100 vegetable farmers(distributed over the study area) were selected for the comprehensive interview conducted during the study. Specific research questions and hypotheses were developed; data were compiled and statistically analyzed using different tests, e.g. T-tests, One way-Anova test, and LSD test..

The results of the present study showed that the level of the farmers knowledge of using the inputs of the agricultural production is higher than the level of the skill of using those inputs, related to the farmer's knowledge of soil conservation and cultivation;(88.4%) indicated that organic materials are available in the outer layer of the soil and that the recurrence of deep plowing transport the organic materials away from the plant. And about the farmers knowledge of soil fertilization and the use of chemical and organic fertilization (91.2%) of farmers indicated that they use the chemical and organic fertilizers and that the organic fertilizers must be dissolved and that the efficiency of the chemical fertilizers be when it is used in the suitable quality, quantity and time ,in addition to not following a periodic fertilization programme and choosing the quantity and quality of fertilizers without referring to the agronomist. The study also showed that decrease of the farmers skill level in soil sterilization since two thirds of the farmers are still using the chemical sterilization method although there are other methods which are cheaper and less dangerous on the environment and humans such as solar sterilization, and level of their knowledge of the importanc of soil sterilization is high.

The study showed a low level in the irrigation skill since most of farmers estimate irrigation by time not by cubic metres and don't use the tensiometer to identify the plant need of irrigation ,and a low level in the skill of pest control and a low level in the farmers choice of pesticides as most of farmers indicated that they mix different kinds of pesticides without consulting an agronomist.

The results showed the decline in both the level of disease diagnosis and buying requirements since most of farmers buy their requirements directly from the merchant not collective purchase so they lose the chance of the cash discounts and trade offers and most of them don't purchase with official invoices which enable them to reclaim the value added taxes.And according to marketing ,the study showed the decrease in the farmers skill level of marketing their products as most of them are marketing their products by the central market or agent not by cooperative organizations. The study showed the decline in the level of skill for farmers to receive guidance and information.

The study showed a statistically significant difference in the level of knowledge and farmers skills in the use of inputs of agricultural products according to the independent variables:age,educational qualifications, working in other careers,years of experience in agriculture, the laborers in the farm ,and the membership in agricultural organizations, and that was in all fields.

**1.1**

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2006 319.1 2007 335.4

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 (contact poison)  
 (grasshoppers) (beetles),  
 (aphids). (1995 )

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قرية تابعة ، وهي من قرى ، وتقع إلى الشمال الغربي من مدينة ،  
وتبعد عنها مسافة 4 كم، وترتفع عن سطح البحر 160 م. وقد سقطت تحت  
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7,328

1967	(850)	1945	(486)	1922	.
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10	9.6	114		1
16	16	189		2
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**1.5**

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: -1.5

0.37	4.16	.	.1
0.50	4.52		.2

: -1.5

0.48	3.64		.3
0.36	3.15		.4
0.36	4.15		.5
0.37	4.16		.6
0.49	3.65		.7
0.47	3.9		

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**2.5**

(2.5)

:2.5

0	5	.	.1
0.50	4.48	.	.2
0.50	4.48		.3
0.48	3.64		.4
0.10	3		.5
0.10	3		.6
0.48	3.64		.7
0.10	3.01		.8
0.00	4		.9
0.27	3.9		

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(3.5)

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0.10	3.01		.1
0.00	4.00		.2
0.48	2.64		.3
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4.5

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:4.5

0.48	3.64		.1
0.00	4.00		.2
0.00	4.00		.3
0.00	4.00		.4
0.48	4.35		.5
0.48	4.35		.6
0.48	2.64		.7
0.00	4.00		.8
0.26	3.8		



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0.00	4.00		.1
0.00	4.00		.2
0.00	3.00		.3
0.48	3.64		.4

: -5.5

.48	3.64		.1
0.19	3.65		

**6.5**

(6.5)

(6.5)

(3.92)

(3.91)

(3.83)

(3.65)

.(3.07)

:6.5

0.29	3.92		.1
0.23	3.91		.2
0.05	3.83		.3
0.19	3.65		.4
0.24	3.07		

7.5

(7.5)

( ) (3.00)  
(

:7.5

0.00	3.00		.1
0.00	3.00		.2
0.00	3.00		.3
0.00	3.00		.4

8.5

(8.5)

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(1.64)

(%64) (2007 )

(8.5)

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(1.00) -

:8.5

0.96	2.28	.	<b>.1</b>
0.48	1.64		<b>.2</b>
0.91	2.12		<b>.3</b>
0.37	1.16		<b>4</b>
0.00	1.00		<b>5</b>
0.00	1.00		<b>6</b>

2000

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**9.5**

(9.5)

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.(2.16)

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(1.64)

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(2.00)

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:9.5

0.37	2.16		.1
0.48	1.64		.2
0.00	1.00		.3
0.00	2.00		.4

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(1.00)

10.5

(10.5)

(3)

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(3.00)

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(3.00)

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(1.64)

(2.47)

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(1.47)

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(1.16)

(3.00)

-

(1)

:10.5

0.00	3.00		1
0.48	1.64		2
0.00	3.00		3
0.00	3.00		4
0.50	2.47		5
0.50	1.47		6
0.37	1.16		7
0.00	3.00		8
0.00	1.00		9



**11.5**

(11.5)

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( )

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(3.00)

(

:11.5

0.96	2.28		.1
0.96	2.28		.2
0.00	1.00		.3
0.48	1.64		.4
0.00	1.00		.5
0.00	1.00		.6
0.37	1.16		.7
		(3 )	
0.00	3.00		.8

12.5

(12.5)

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.(

(

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.(1.64)

:12.5

0.48	1.64	.	.1
0.00	2.00	.	.2
0.48	1.64	.	.3
0.00	2.00		.4
0.48	1.64	.	.5
0.50	1.52	.	.6

(13.5)

( ( ) )  
( (2.35) )  
) (2.00)  
) (3) ( )  
(3) ( )

(% 88)  
(Saleh, et ,al 1991)  
(%31)

(Sansur,et al,1991)  
(%25)  
(%30)

(Mele , et al ,2002)

( %20) (%60)

(Berg,2001)

(%59)

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) (2.00)

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.(2.00)

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(13.5)

(2.00)

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(% 61)

(2007

(13.5)

.(2.00)

			(13.5)	
(2)	-			-
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	(%40)	(Saleh,et al,1995)		
(1998)				(%65)
		(Boonlue,1990)	(Jeyaratnam,1990)	

(13.5)

(3)

(3)

(2)

(13.5)

(3)

:(13.5)

0.48	2.35		.1
0.00	2.00		.2
0.00	3.00		.3
0.00	3.00		.4
0.00	2.00		.5
0.00	2.00		.6
0.00	2.00		.7
0.00	2.00		.8
0.37	2.83		.9
0.00	2.00		.10
0.00	2.00		.11
0.00	2.00		.12
0.00	3.00		.13
0.00	3.00		.14
0.00	2.00		.15
0.00	3.00		.16

**14.5**

(14.4)

(2.35)

(3)



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( (14.5) ) (1)  
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(14.5)

(

:14.5

0.481	2.35	.	.1
0.000	2.00	.	.2
0.000	3.00		.3
0.000	3.00	.	.4
0.000	1.00	.	.5
0.000	2.00		.6
0.481	1.64	.	.7
0.000	3.00	.	.8
0.481	1.64	.	.9
0.000	3.00	.	.10

**15.5**

(14.5)

.(1.52)

.(3)

. (2)

:15.5

0.00	2.00		.1
0.00	2.00		.2
0.50	2.52		.3
0.37	2.83		.4
0.00	1.00		.5
0.00	3.00		.6
0.50	1.52		.7

(16.5)

:16.5

0.00	3.00		.1
0.00	1.00		.2
0.48	1.64		.3
0.00	1.00		.4
0.00	2.00		.5
0.50	2.52		.6
0.48	2.35		.7

( )  
) (3)  
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**17.5**

(3) (17.5)  
(2)

(17.5) (17.5) (17.5) (1)  
 (17.5) (1.57)  
 (1.52)  
 .(1.52)

:17.5

0.00	1.00		.1
0.00	2.00		.2
0.00	3.00		.3
0.91	1.57		.4
0.50	1.52		.5
0.50	1.52		.6

**18.5**

(1)

(1)

(18.5)

.(1)

.(3)

:18.5

0.00	2.00		.1
0.00	2.00		.2
0.00	3.00		.3
0.00	1.00		.4
0.00	1.00		.5
0.00	1.00		.6

**19.5**

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: **1.19.5**

(19.5) ) : (19.5)  
(%97)

:19.5

97.9	96	
2.1	2	
100.0	98	

: **2.19.5**

(%77.6) (20.5)

:20.5

77.6	76	
22.4	22	
100.0	98	

: **3.19.5**

(%35.7) (21.5)  
(% 64.3)



:21.5

35.7	35	
64.3	63	
100.0	98	

:

**4.19.5**

(22.5)

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.(

:22.5

( )

31.6	31	
22.4	22	
3.1	3	

(% 3.1)

(% 22.4)

(% 31.6)

:

**.5.19.5**

(%23.5)

(%92.9)

(%100)

(%89.8)

(%21.4)

(%70.4)

)

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**20.5**

( )

**1.20.5**

: **.1.1.20.5**

:23.5

%		
10.2	10	30
43.9	43	50 30
45.9	45	50
100.0	98	

(30) (%45.9) 50 30 (% 10.2) (23.5) (% 43.9) (50)

50

: **.2.1.20.5**

(% 23.5) (% 32.7) (24.5) (% 27.6) (%16.3)

:24.5

%		
32.7	32	
27.6	27	
23.5	23	
16.3	16	
100.0	98	

(24.5)

: **.3.1.20.5**

(% 38.8)

(%52.0) (25.5)

(% 9.2)

(25.5)

:25.5

%		
52.0	51	
9.2	9	
38.8	38	
100.0	98	

: .4.1.20.5

(% 5.1) (26.5)  
(% 55.1) ( 5 -1 )  
(%3 9.8) ( 10 - 6 )  
. (10)

:26.5

%		
5.1	5	5-1
55.1	54	10-6
39.8	39	10
100.0	98	

(% 55.1)

(5)

(% 5.1)

: **.5.1.20.5**

(% 9.2) (27.5)

(% 83.7)

(%7.1)

(% 30.9) ( -2005)

: 27.5

%		
9.2	9	
83.7	82	
7.1	7	
100.0	98	

: **.6.1.20.5**

(% 35.7) (28.5)

(%64.3)

:28.5

%		
35.7	35	
64.3	63	
100.0	98	

: **.7.1.20.5**

(12.3) (30 – 10) (%56.3) (29.5)  
 (% 31.4) (10)  
 . 30

:29.5

%		
56.3	43	10
31.4	32	30 – 10
12.3	23	30
100	98	

**.2.20.5**

:

:

(0,05 =  $\alpha$ )

)

.(

( )

(Oneway-Anova) ( )

(LSD)

**: .1.2.20.5**

":

(0.05= $\alpha$ )

30

30

)." )

.( 50 50

:30.5

0.139	3.51	30		-1
0.136	3.71	50 30		
0.190	3.67	50		



(Oneway-Anova) ( )

(30.5)

50

30

( )

:31.5

*0.004	5.78 6	0.027	95	2.544	0.155	2	0.310	

(Oneway-Anova) ( )

.(0.004) (0.05 =  $\alpha$ )

(31.5) (30.5)

50

30

(LSD)

(32.5)

(32.5)

50

30

(LSD) :32.5

(3.679) 50	50 30 (3.715)	30 (3.519)	
*0.1601-	*0.1954-	-----	(3.519) 30
0.0353	-----	-----	50 30 (3.715)
-----	-----	-----	(3.679) 50

: .2.2.20.5

":

(0.05=α)

)."

(33.5) (

:33.5

0.168	3.54			-1
0.113	3.74			
0.083	3.80			
0.165	3.66			

(33.5)

(3.80)

( )

(34.5) (Oneway-Anova)

( ) :34.5

.000	19.568	.019	94	1.757	.371	3	1.097	

(Oneway-Anova) ( )

.(0.00) (0.05 =  $\alpha$ )

(34.5)

(LSD)

:

(35.5)

(35.5)

(LSD) :35.5

3.660	3.800	3.741	3.541	
* -.1189	* -.1998	* -.2588	-----	3.541
.1398-	.0589-	-----	-----	3.741
.0809	-----	-----	-----	3.800
-----	-----	-----	-----	3.660

: **.3 .2.20.5**

" :

(0.05=α)

(36.5)

:36.5

0.00	3.45			-1
0.20	3.63			
0.09	3.75			

(36.5)

(3.751)

(Oneway-Anova) ( )

(37.5)

( ) :37.5

0.000	18.631	.022	95	2.050	.402	2	.804	

(37.5) (Oneway-Anova) ( )  
 .(0.00 ) (0.05 =  $\alpha$ )

(37.5)

(38.5) (LSD)

(LSD) :38.5

3.751		3.634		3.453		
	.2984		* -.1809		----	3.453
	.1174		-----		----	3.634
	-----		-----		----	3.751

(38.5)

:

.4 .2.20.5

":

(0.05= $\alpha$ )

(39.5)

:39.5

0.00	3.45	5 - 1		-1
0.11	3.73	10 - 6		
0.20	3.62	10		

(39.5)

(3.735)

10 - 6

(Oneway-Anova) ( )

(40.5)

( ) :40.5

0.000	10.580	.025	95	2.334	.260	2	.520	

(40.5) (Oneway-Anova) ( )  
 (0.00 ) (0.05 =  $\alpha$ )

.(40.5)

( 10 - 6 )

(LSD)

(41.5)

(LSD) :41.5

10 3.735	- 6 3.735 10	5 -1 3.453	
*-.1763	*--.2818	-----	3.453 5 -1
0.1055	-----	-----	3.735 10 - 6
-----	-----	-----	3.629 10

(41.5)

: .5 .2.20.5

":

(0.05=α)

(42.5)

:42.5

0.00	3.45			-1
0.15	3.72			
0.00	3.45			



(42.5)

(3.722)

(Oneway-Anova) ( )

(43.5)

( ) :43.5

.000	24.527	.020	95	1.882	.486	2	.972	

(43.5)

(Oneway-Anova) ( )

.(0.00 ) (0.05 =  $\alpha$ )

(LSD)

(44.5)

(LSD) :44.5

3.4534	3.7228	3.4534	
0000	*-.2694-	-----	3.4534
.2694	-----	-----	3.7228
-----	-----	-----	3.4534

(44.5)

: .6 .2.20.5

":

(0.05= $\alpha$ )

(45.4)

( )

:

( ) :45.5

*0.000	23.218	96	3.79	64		
			3.46	34		

(45.5)

( )

.(0.00) (0.05 =  $\alpha$ )

(45.5)

**.3.20.5**

:

(0.05= $\alpha$ )

)

.(

( )

.(Oneway-Anova) ( )

(LSD)

: .1.3.20.5

" :  
 (0.05= $\alpha$ )  
 30 30 )."  
 .( 50 50

(Oneway-Anova) ( )

:

:46.5

0.06	1.77	30	
0.06	1.87	50 30	
0.09	1.85	50	

(46.5)

50 30

( ) :47.5

*0.005	5.630	.006	95	.601	.036	2	.071

(Oneway-Anova) ( )

.(0.005 ) (0.05 =  $\alpha$ )

(47.5) (46.5)

50 30

(LSD)

:

(48.5)

(LSD)

:48.5

العمر	اقل من 30 سنة (1.779)	من 30 الى اقل من 50 (1.873)	50 فأعلى (1.858)
اقل من 30 سنة (1.779)	-----	*0.1954-	*0.1601-
من 30 الى اقل من 50 (1.873)	-----	-----	0.0353
50 فأعلى (1.858)	-----	-----	-----

30

(48.5)

.( 50 30 )

50 50

: **.2 .3.20.5**

":

(0.05= $\alpha$ )

).

(49.5) (

:49.5

0.085	1.79		
0.054	1.89		
0.039	1.92		
0.079	1.85		

(49.5)

(3.80)

(Oneway-Anova) ( )

: (50.5)

( ) :50.5

0.000	18.081	.005	94	.082	.082	3	.246	

(Oneway-Anova) ( )

.(0.00) (05,0= $\alpha$ )

(50.5)

(LSD)

:

(51.5)

(LSD)

:51.5

جامعي 1.8467	ثانوي 1.9152	اعدادي 1.8854	ابتدائي 1.792	مستوى التعليم
	*0.1601-	*0.1954-	-----	ابتدائي 1.792
	0.0353	-----	-----	اعدادي 1.8854
	-----	-----	-----	ثانوي 1.9152
				جامعي 1.8467

(51.5)

:

**.3 .3.20.5**

":

(0.05= $\alpha$ )

(52.5)

:52.5

.00	1.74		
.00	1.83		
.00	1.89		

(52.5)

(1.890)

(Oneway-Anova) ( )

(53.5)

( ) : (53.5)

0.00	17.272	.0052	95	.493	.090	2	.179	



(53.5) (Oneway-Anova) ( )  
 .(0.00 )(0.05= $\alpha$ )

(53.5)

(LSD)

(54.5)

(LSD) :54.5

(1.890)	(1.837)	((1.747))	
* - 0.0531	* -0.1429	-----	1.747
*0.0898	-----	-----	1.837
-----	-----	-----	1.890

(54.5)

:

.4.3.20.5

":

(0.05= $\alpha$ )

(55.5)

:55.5

0.000	1.74	5 - 1		-1
0.10	1.88	10 - 6		
0.07	1.83	10		

(55.5)

(1.882)

10 - 6

(Oneway-Anova) ( )

(56.5)

( )

:56.5

0.000	9.663	.007	95	.559	.057	2	.114	

(56.5) (Oneway-Anova) ( )  
 .(0.00 ) 0.05

(56.5)

(57.5) (LSD) ( 10 - 6 )

(LSD) :57.5

10 1.835	- 6 1.882 10	5 -1 1.747	
*0.1601-	*0.1954-	-----	1.747 5 -1
0.0353	-----	-----	1.882 10 - 6
-----	-----	-----	1.835 10

(56.5)

10 - 6

: .5.3.20.5

":

(0.05=α)

(58.5)

:58.5

0.00	1.74			-1
0.07	1.87			
0.000	1.74			

(58.5)

(1.878)

(Oneway-Anova) ( )

(59.5)

( ) :59.5

0.000	24.321	.005	95	.445	.114	2	.228	

(59.5) (Oneway-Anova) ( )  
 .(0.00 ) (0.05= $\alpha$ )

(LSD)

:

(60.5)

(LSD)

:60.5

1.747	1.878	1.747	
*0.1601-	*0.1954-	-----	1.747
0.0353	-----	-----	1.878
-----	-----	-----	1.747

(60.5)

.6 .3.20.5

":

(0.05=α)

(61.5)

( )

( )

: 61.5

			1.91	34			
*0.000	22.874	96	1.66	64			

(61.5)

( )

.(0.05=α)

(61.5)

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1.6

:

( ) : ■

(83,7)

(84,8) .

(84,7) .

(92,3)

: ■

(94,3)

%98

(%87,3)

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%95

(% 83,3)

(%97)

(%95)

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(87,3)

(%93,7)

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(86,3)

(83,7)

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: ■



(% 65,3)

(% 88,3)

(% 65,3)

(% 83,7)

: ■

(% 64,3)

(% 95,3)

(%48)

(%64,3)

(%91,3)

(%95)

(% 83,7)

(%95)

(%95)

: ■

(%75,7)

(% 64,4)

(% 95)  
(%95)

: ■

(%64,3)

: ■

(%95)

(%93)

: ■

(%95,3)

(%95)

(%52)

(% 63,3)

: ■

(%95,3)

(%47)

(%47,7)

(%48)

: ■

(%95)

(%95)

(64,3)

(64,3)

(%95)

(%95)

(%95)

: ■

(77,6)

(34,3)

(%68)

(%77,6)

(%95)

(%3.1)

:

(%23,5)

(%91)

(%88)

(%21)

(%70,4)

(%10)

:

(%55,1)

(%5,1)

10

(%39.8)

(%52)

(%16,3)

(%7,1)

(%9,2)

(83,7)

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(%56,3)

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(%12,3)

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10 - 6

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**2.6**

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	.2006		
( <a href="http://www.pcbs.gov.ps/portals-pcbs/populati/popu-list.aspx">http://www.pcbs.gov.ps/portals-pcbs/populati/popu-list.aspx</a> ,20.9.2006)			
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	: (2005)	.32

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رقم الاستمارة:

بسم الله الرحمن الرحيم

كلية الدراسات العليا  
جامعة القدس

اخي المزارع الكريم

السلام عليكم ورحمة الله وبركاته.....

يقوم الباحث باعداد بحث تحت عنوان

وذلك استكمالا لمتطلبات درجة الماجستير في التنمية الريفيه المستدامه / جامعة القدس مع املي من الله عز وجل ان نوفق جميعا في العمل على تقدم القطاع الزراعي والاقتصاد الوطني وان تعم الفائده على المزارعين والمواطنين والمختصين والوطن بشكل عام ومن اجل المساعده في اتمام هذا البحث يرجى الاجابه على اسئلة الاستماره حسب رايك الشخصي

ملاحظه: المعلومات المقدمه هي من اجل البحث العلمي وسيتم التعامل معها بسريه تامه

اسم المزارع:.....

البلده:.....

مع التقدير والشكر الجزيل لتعاونكم

مع تحيات الباحث  
هشام فؤاد نزال  
برنامج التنمية الريفيه المستدامه  
جامعة القدس

الجزء الاول

-1.1 :

1.1.1 : 30 (1) 50 (3) 50 - 30 (2)

1.1.2 : (1) (2) (3) (4) (5)

1.1.3 : (1) (2) (3)

1.1.4 : 5 - 1 (1) 10 (3) 10-6 (2)

1.1.5 : (1) (2) (3)

1.1.6 : (1) (2)

1.2 :

:

اقل من 10 دونمات	من 10 – 30 دونم	اكثر من 30 دونم

الجزء الثاني  
2 - مستوى المعرفة في استخدام عناصر الإنتاج الزراعي  
2.1 الارض (المحافظة على تربة المزرعة وصيانتها)

رقم السؤال	موافق بشده	موافق	محايد	معارض	معارض بشده
2.1.1					
2.1.2					
2.1.3					
2.1.4					
2.1.5					
2.1.6					
2.1.7					

2. 2

رقم السؤال	موافق بشده	موافق	محايد	معارض	معارض بشده
2. 2.1					
2. 2.2					
2. 2.3					
2. 2.4					
2. 2.5					

						2. 2.6
						2. 2.7
						2. 2.8

### 2.3

معارض بشده	معارض	محايد	موافق	موافق بشده	رقم السؤال
					2.3.1
					2.3.2
					2.3.3
					2.3.4

### 2.4

معارض بشده	معارض	محايد	موافق	موافق بشده	رقم السؤال
					2.4.1
					2.4.2
					2.4.3
					2.4.4
					2.4.5

						2.4.6
						2.4.7
						2.4.8
						2.4.9

### 2.5 المعلومات والارشادات اللازمه

معارض بشده	معارض	محايد	موافق	موافق بشده	رقم السؤال
					2.5.1
					2.5.2
					2.5.3
					2.5.4
					2.5.5

### 3- المهارة في ادارة العمليات والانشطه

#### 3.1

مطلقا	احيانا	دائما	رقم السؤال
			3.1.1
			3.1.2
			3.1.3
			3.1.4

#### 3.2

مطلقا	احيانا	دائما	رقم السؤال
			3.2.1
			3.2.2
			3.2.3
			3.2.4
			3.2.5
			3.2.6

#### 3.3

مطلقا	احيانا	دائما	رقم السؤال
			3.3.1
			3.3.2
			3.3.3
			3.3.4



## 3.4

مطلقا	احيانا	دائما	رقم السؤال
			3.4.1
			3.4.2
			3.4.3
			3.4.4
			3.4.5
			3.4.6
			3.4.7
			3.4.8
			3.4.9

## 3.5

مطلقا	احيانا	دائما	رقم السؤال
			3.5.1
			3.5.2
			3.5.3
			3.5.4
			3.5.5
			3.5.6
		(3)	3.5.7
			3.5.8

## 3.6

مطلقا	احيانا	دائما	رقم السؤال
			3.6.1
			3.6.2
			3.6.3
			3.6.4
			3.6.5
			3.6.6

## 3.7

مطلقا	احيانا	دائما	رقم السؤال
			3.7.1
			3.7.2
			3.7.3
			3.7.4
			3.7.5
			3.7.6
			3.7.7
			3.7.8
			3.7.9

				3.7.10
				3.7.11
				3.7.12
				3.7.13
				3.7.14
				3.7.15
				3.7.16

### 3.8

مطلقا	احيانا	دائما	رقم السؤال
			3.8.1
			3.8.2
			3.8.3
			3.8.4
			3.8.5
			3.8.6
			3.8.7
			3.8.8
			3.8.9
			3.8.10

مطلقا	احيانا	دائما	رقم السؤال
			3.9.1
			3.9.2
			3.9.3

مطلقا	احيانا	دائما	رقم السؤال
			3.11.1
			3.11.2
			3.11.3
			3.11.4
			3.11.5
			3.11.6
			3.11.7

### عمليات التسويق والمبيعات

مطلقا	احيانا	دائما	رقم السؤال
			3.12.1
			3.12.2
			3.12.3
			3.12.4
			3.12.5
			3.12.6

حسب الوزن

### 3.13 المعلومات والارشادات

مطلقا	احيانا	دائما	رقم السؤال
			3.13.1
			3.13.2
			3.13.3
			3.13.4
			3.13.5
			3.13.6

-4  
4.1

لا	نعم	السؤال	رقم السؤال
			4.1.1
			4.1.2
			4.1.3
		?	4.1.4
			4.1.5
			4.1.6
			4.1.7
			4.1.8
			4.1.9
			4.1.10
			4.1.11
			4.1.12
			4.1.13
			4.1.14

## فهرس الجداول

2004 / 2003	1.4
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	2.4
40 .....	
43 .....	3.4
44 .....	4.4
44 .....	5.4
45 .....	6.4
45 .....	7.4
47 .....	-1.5
48 .....	ب-1.5
	2.5
49 .....	
	3.5
51 .....	

		4.5
52	.....	
		-5.5
53	.....	
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54	.....	
		6.5
54	.....	
55	.....	7.5
57	.....	8.5
58	.....	9.5
60	.....	10.5
62	.....	11.5
63	...	12.5
		13.5
68	.....	
70	.....	14.5
71	.....	15.5
72	.....	16.5

74	.....	17.5
75	.....	18.5
76	.....	19.5
76	.....	20.5
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79	.....	
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82	.....	
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83	.....	
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84	.....		
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85	.....		
		(LSD)	32.5
86	.....		
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		(LSD)	35.5
88			
			:36.5
88	.....		
		( )	37.5
89	.....		
		(LSD)	38.5
89	.....		

			39.5
90		( )	40.5
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91	.....		
		(LSD)	41.5
92	.....		
			42.5
92	.....		
		( )	43.5
93	.....		
		(LSD)	44.5
94	.....		
		( )	45.5
95	.....		
			46.5
96	.....		
		( )	47.5
96	.....	.	

		(LSD)	48.5
97	.....		
			49.5
98	.....		
		( )	50.5
98			
		(LSD)	51.5
99	...		
			52.5
100	.....		
		( )	53.5
100	.....		
		(LSD)	54.5
101	.....		
			55.5
102	.....		
		( )	56.5
102	.....		

		(LSD)	57.5
103	.....		
			:58.5
104	.....		
		( )	59.5
104	.....		
		(LSD)	60.5
105	.....		
		( )	61.5
106	.....		

## فهرس الملاحق

119	.....	1.4

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.....  
.....  
.....  
.....

<b>1</b>	.....	:
1	.....	1.1
2	.....	2.1
4	.....	3.1
6	.....	4.1
8	.....	5.1
8	.....	6.1
8	.....	7.1
<b>10</b>	.....	:
10	.....	1.2
11	.....	2.2
11	.....	3.2
11	.....	4.2
12	.....	5.2
12	.....	6.2
12	.....	7.2

14	.....	8.2
14	.....	8.2
<b>16</b>	.....	:
16	.....	2.3
16	.....	1.2.3
17	.....	.1.1.2.3
19	.....	.2.1.2.3
19	.....	.1.2.1.2.3
21	.....	.2.2.1.2.3
22	.....	.1.2.2.1.2.3
23	.....	.1.2.2.1.2.3
23	.....	.2.2.3
23	.....	.1.2.2.3
25	.....	.2.2.2.3
25	.....	.3.2.2.3
25	.....	.4.2.2.3
27	.....	.3.2.3
27	.....	.1.3.2.3
28	.....	.2.3.2.3
29	.....	3.3
29	.....	.1.3.3
30	.....	.1.1.3.3
32	.....	.2.3.3
33	.....	.1.2.3.3
33	.....	.1.1.2.3.3
33	.....	.2.1.2.3.3
34	.....	.1.2.1.2.3.3
34	.....	.3.3.3

<b>36</b>	.....	:
36	..... (            )	1.4
36	.....	2.4
37	.....	.1.2.4
38	.....	.2.2.4
38	.....	.3.2.4
38	.....	.4.2.4
38	.....	.5.2.4
39	.....	.6.2.4
39	.....	3.4
40	.....	4.4
40	.....	5.4
42	.....	6.4
43	.....	7.4
43	.....	8.4
43	.....	9.4
45	.....	10.4
45	.....	11.4
46	.....	12.4
<b>47</b>	.....	:
47	.....	1.5
48	.....	2.5



50		3.5
51	.....	4.5
53	.....	5.5
54	.....	6.5
55	.....	7.5
56	.....	8.5
57	.....	9.5
59	.....	10.5
61	.....	11.5
63	.....	12.5
64	.....	13.5
68	.....	14.5
70	.....	15.5
72	.....	16.5
73	.....	17.5

74		18.5
75	.....	19.5
76	.....	1.19.5
76	.....	2.19.5
76	.....	3.19.5
77	.....	4.19.5
77	.....	5.19.5
78	.....	20.5
78	.....	1.20.5
79	.....	1.1.20.5
79	.....	2.1.20.5
80	.....	3.1.20.5
81	.....	4.1.20.5
82	.....	5.1.20.5
82	.....	6.1.20.5
83	.....	7.1.20.5
84		2.20.5
84	.....	2.20.5.1
86	.....	2.20.5.2
88	.....	3 .2.20.5
90	.....	4 .2.20.5
92	.....	5 .2.20.5
94	.....	6 .2.20.5
95		3.20.5
96	.....	3.20.5.1
97	.....	2 .3.20.5
99	.....	3 .3.20.5

101	.....	4 .3.20.5
103	.....	5 .3.20.5
106	.....	6 .3.20.5
<b>107</b>	.....	:
107	.....	1.6
113	.....	2.6
<b>116</b>	.....	
<b>116</b>	.....	
<b>118</b>	.....	
<b>119</b>	.....	
<b>130</b>	.....	
<b>137</b>	.....	
<b>138</b>	.....	