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<p>2) Déterminer la matrice d'inertie $I(T/R_0)$ de la tige dans le repère $R_0(x, y, z)$.</p> <p>Donc le repère R_0 est tel que :</p> $x = y = 0 \text{ donc } x_T = y_T = 0 \text{ et } z_T = 0$ $I_{00} = I_{01} = I_{02} = 0$ $I_{11} = I_{12} = \int_0^R 2z^2 dz = 2 \int_0^R \frac{m}{3} \left(\frac{z^2}{3}\right) dz = \frac{mR^3}{3}$ $I_{22} = I_{11}$ $I(T/R_0) = \frac{mR^2}{3} \begin{bmatrix} 1 & 0 & 0 \\ 0 & 1 & 0 \\ 0 & 0 & 0 \end{bmatrix}$ <p>3) Calculer l'expression de l'énergie cinétique $E_c(T/R_0)$ de la tige par rapport au repère R_0 en appliquant la relation de Koenig correspondant à cette question.</p> <p>D'après la théorie de Koenig correspondant à l'énergie cinétique on a :</p> $E_c(T/R_0) = \frac{1}{2}m\left(\dot{V}(T/R_0)\right)^2 + E_c(T/R_0)$ <p>soit :</p> $E_c(T/R_0) = \frac{1}{2}\dot{R}(T/R_0)I_{00}\dot{R}(T/R_0) + \dot{V}(T/R_0)^2$ <p>soit :</p> $E_c(T/R_0) = \frac{1}{2}(0 + 0R_0 + \frac{mR^2}{3}(0 - 0 + 0)) + \frac{1}{2}mR^2\dot{\theta}^2$ $E_c(T/R_0) = \frac{1}{2}mR^2\dot{\theta}^2$ <p>4) Calculer l'expression de l'énergie cinétique $E_c(T/R_0)$ de la tige dans le repère R_0 en fonction de R et $\dot{\theta}$. Déduire alors le vecteur vitesse instantanée $\dot{V}(G/R_0)$ ainsi que le centre de masse R et une longueur $AB = 2R$. On sait que le mouvement de l'extremité A se fait sans freinage.</p> <p>S.3) On exprimera aussi la vitesse vitesse instantanée dans la base orthonormée directe $\{T, \dot{R}\}$ du repère cartésien $R_0(x, y, z)$ rapporté à R_0.</p> <p>La vitesse vitesse instantanée de la tige par rapport au repère R_0 ainsi que la force de liaison R_0 point sont données par :</p> $\ddot{R}(T/R_0) = \dot{R} \cdot \ddot{R}(A) = \dot{R}(\dot{\lambda} \dot{R})$ <p>où $\dot{\lambda}$ est un vecteur unitaire orienté de 0 vers A.</p> <p>5) Déterminer l'expression de vecteur position \ddot{G} du centre de masse G de la tige en fonction de R et $\dot{\theta}$. Déduire alors le vecteur vitesse instantanée $\dot{V}(G/R_0)$ ainsi que le centre de masse R.</p> <p>S.4) Calculer :</p> $\ddot{G} = \ddot{R} + \dot{R}\dot{\lambda} + \dot{R}(\dot{\lambda} \dot{R})\dot{\lambda} + \dot{R}(\dot{\lambda} \dot{R})\dot{\lambda}$ $\ddot{G} = R_0 \dot{\lambda} \dot{\lambda} + R_0 \dot{\lambda} \dot{\lambda} + R_0 \dot{\lambda} \dot{\lambda}$ <p>soit :</p> $\ddot{V}(G/R_0) = \dot{R}(\dot{\lambda} \dot{\lambda} \dot{\lambda}) - (\dot{\lambda} \dot{\lambda} \dot{\lambda})$ <p>et que la vitesse :</p> $\dot{V}(G/R_0) = R^2(\dot{\theta}^2 + \dot{\theta}^2 + 2\dot{\theta}\dot{\theta}\cos(\dot{\theta} - 0))$ <p>ou encore :</p> $\dot{V}(G/R_0) = R^2(\dot{\theta}^2 + \dot{\theta}^2 + 2\dot{\theta}\dot{\theta}\cos(\dot{\theta} - 0))$ <p>6) Donner les équations de réduction au point A des forces cinétiques \dot{V}_T et \dot{V}_R (en fonction des équations T.4).</p>	<p>UNIVERSITÉ HASSAN II DE CASABLANCA ÉCOLE DES SCIENCES DU NUMÉRIQUE DÉPARTEMENT DE PHYSIQUE DÉPARTEMENT D'ÉTUDES</p> <p>ANNEE UNIVERSITAIRES 2019-2020 PÉRIODE: SEM ÉTUDES: 3 MORALE: MAROCAIN DE BOUJED</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;">Nom</th> <th style="text-align: center;">Prénom</th> <th style="text-align: center;">Groupe TD</th> <th style="text-align: center;">Note sur 20</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">XXXXXXXXXXXXXX</td> <td style="text-align: center;">XXXXXXXXXXXXXX</td> <td style="text-align: center;">XXXXXXXXXXXXXX</td> <td style="text-align: center;">XXXXXXXXXXXXXX</td> </tr> </tbody> </table> <p>CONTROLE DE BATTRACHE (DÉFINITION)</p>	Nom	Prénom	Groupe TD	Note sur 20	XXXXXXXXXXXXXX	XXXXXXXXXXXXXX	XXXXXXXXXXXXXX	XXXXXXXXXXXXXX
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CIPS Advanced Negotiation Sample Questions (Q20-Q25):

NEW QUESTION # 20

Which of the following are examples of reciprocated concessions? Select TWO

- A. Party A walks away, and Party B offers a concession to continue talks.
- B. Party A offers a larger delivery, and Party B agrees to pay 50% upfront while Party A waives the delivery charge.
- C. Party A offers a discount for better payment terms.
- D. Party A agrees a 2% discount and Party B accepts.

Answer: B,C

Explanation:

Reciprocated concessions occur when both sides trade something of value—such as exchanging discounts for improved terms. This supports balanced negotiation progress and fosters trust.

Reference:CIPS L5M15 -Concession Management and Reciprocity in Negotiation (Domain 1.2).

NEW QUESTION # 21

Honesty and integrity are core elements of business ethical codes of practice. Demonstrating these behaviours can help avoid which of the following?

- A. Loss of staff
- B. Physical damage
- C. Loss of contracts
- D. Reputational damage

Answer: D

Explanation:

Acting with honesty and integrity safeguards an organisation's reputation, ensuring public trust and compliance with professional standards. Ethical misconduct, by contrast, risks serious reputational harm and stakeholder distrust.

Reference:CIPS L5M15 -Ethics and Reputation Management in Procurement and Negotiation.

NEW QUESTION # 22

DSA is expanding its procurement team and wants recruits with soft skills useful in procurement. Which of the following are soft skills? Select THREE.

- A. Change management
- B. Communication
- C. Influencing
- D. Mathematical capability
- E. Knowledge of local markets

Answer: A,B,C

Explanation:

Soft skills are interpersonal and behavioural capabilities that enable effective collaboration and impact, such as communication, influencing, and managing change. Technical/market knowledge and numerical skills are valuable but are classed as hard/technical skills rather than soft skills.

Reference:CIPS Level 5, L5M15 - Topic: Soft vs. Hard Skills in Negotiation.

NEW QUESTION # 23

A manager identifies an issue and discusses it with the team, taking on board their input. Which leadership strategy is this?

- A. Consulting
- B. Telling
- C. Selling
- D. Joining

Answer: A

Explanation:

Consulting leadership involves engaging team members in decision-making, valuing their input before implementing actions. It encourages ownership, trust, and collaboration-sitting between directive and participative styles.

Reference:CIPS L5M15 -Leadership Styles in Team Negotiation (Domain 3.2).

NEW QUESTION # 24

TYD is a furniture manufacturer with various customers. One of them is considered a "nuisance customer." What approach should TYD take with this customer?

- A. Exploit
- B. **Minimise input**
- C. Develop relationship
- D. Partner

Answer: B

Explanation:

"Nuisance" customers in the Supplier Preferencing Matrix are low-value and low-attractiveness accounts.

The recommended strategy is to minimise investment of time and resources-maintaining transactional efficiency but avoiding over-engagement.

Reference:CIPS L5M15 -Supplier Preferencing and Relationship Strategies.

NEW QUESTION # 25

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