



1-Contingency approach represented to search for the factors that would aid inand explaining behavior.

1. avoiding 2. predicting 3. devising 4. suggesting

2-is a statement of how the independent and dependent variables are related.

1. Explanation 2. Description 3. Hypothesis 4. Prediction

3-The concept of.....represents stylistic differences in the behavior of people.

1. personality 2. organization 3. science 4. measurement

4-An attitude covers three essential components: the cognitive, the..... and the behavioral.

1. idea 2. affective 3. argument 4. expectation

5-factors are the specific structure and content of what is transmitted in a persuasive appeal.

1. Medium 2. Audience 3. Source 4. Message

6-satisfaction is one's thinking, feeling, and action tendencies toward work.

1. Job 2. communication
3. experience 4. behavior

7-needs includes desires for achievement, prestige and recognition as well as appreciation and attention from others.

1. Safety 2. Physiological 3. Motivation 4. Esteem



8-involves reinforcing small approximations of the final desire behavior.

1. Discipline 2. Shaping 3. Skill 4. Thought

9- Vertical expansion represents job....., while horizontal expansion represents job enlargement.

1. simplification 2. enrichment
3. cumulative 4. decentralization

10-leadership includes being friendly to subordinates and sensitive to their needs.

1. Participative 2. Directive 3. Supportive 4. Achievement

11-takes place when the sender translates the information to be transmitted into a series of symbols.

1. Feedback 2. Decoding 3. Encoding 4. Response

12- According to Tuckman, the four stages through which groups pass as they develop are: forming,, norming and performing.

1. storming 2. composition 3. surrounding 4. impact

13-is influenced by individual dispositions and prior experience.

1. Evaluation 2. Stereotyping 3. Perception 4. Projection

14- A well-knownfor assessing personality is the use of ratings.

1. theory 2. phenonema 3. factor 4. device

15- When a desired outcome is obtained, the likelihood of that behavior recurring is enhanced.

1. improved 2. acheived 3. decreased 4. dominated



16- Deduction is a part of the scientific research process that determines whether a particular theory is a good representation or not.

1. استقراء 2. قیاس 3. تایید 4. اندازه گیری

17- Dogmatic individuals tend to be closed-minded and inflexible.

1. طبیعی 2. خوش طینت 3. متعصب 4. متواضع

18- When a person changes behavior or beliefs in response to real or imagined pressure from others, s/he seeks conformity.

1. سازگاری 2. تضاد 3. منطق 4. رشد

19- The experimental method is, where feasible, the preferred method for studying cause and effect relationship.

1. منطقی 2. عملی 3. غیرممکن 4. بی ثبات

20- A perplexing aspect of personality is its general resistance to modification.

1. تغییر 2. جنبش 3. پیشرفت 4. رکود