



1-This is the manager's to hire skillful workers and fire some who are not effective.

1. practice 2. occupation 3. policy 4. business

2-Domestic companies do not do much business with foreign companies. What does "business" mean?

1. objective 2. proportion 3. patronage 4. commerce

3-My manager is very successful and has succeeded in theof his ideas towards the company.

1. hierarchy 2. innovative 3. implementaion 4. efficiency

4-Lack of cousesus among the leaders caused a civil war in their country. What does "consensus" mean?

1. collection 2. position 3. agreement 4. attendance

5-A manager is legally authorized to his or her policies.

1. suffer 2. export 3. prescribe 4. enforce

6-A system with grades of authority or status from the lowest to the highest is referred to as

1. rationality 2. academy 3. hierarchy 4. consensus

7-Who decides about planning in this company? Mr. Alavi does.

1. welfare 2. commander 3. corporate 4. completing

8-The manager allocated 250000 Rls to all personnel for the new year.

1. benefit 2. bonus 3. subtraction 4. exercise

9-A promotion system which is based on merit rather than on the length of service or other factors is called

1. interest rate 2. merit system
3. inflation system 4. recruitment

10-He supports a gradual reform policy .What does "supports" mean?

1. pinpoints 2. advocates 3. magnifies 4. identifies



11- In condition of inflation there is a rise in unemployment as labour becomes too costly. What does "Inflation" mean?

1. hiring task force
2. workers recruitment
3. raise in prices
4. loss of production

12- The new president advocates a policy of gradual

1. realization
2. expertize
3. utility
4. reform

13- Individuals who are of lesser rank of importance in an organization are called.....

1. supervisors
2. commanders
3. subordinates
4. coordinators

14- Public and private administration exhibit two areas of comparison and conflict. "Exhibit" should mean

1. display
2. control
3. suggest
4. diverse

15- The best word for "a group of people who report to the manager" is

1. unity of command
2. chain of command
3. span of control
4. presided over

16- We need to hire a new professional manager to oversee the project. What does "oversee" mean?

1. exchange
2. supervise
3. recure
4. comprise

17- One of the distinguishing characteristics of any manager is his rationality. "Rationality" means

1. رضایتمندی
2. تلاشگر بودن
3. عقلانیت
4. درک

18- They were discussing the bifurcation of politics between two different countries. "Bifurcation" should mean

1. تجمع
2. تملک
3. تفکیک
4. تسلیم

19- The chairman delegated part of his duties to his new assistant. What does "delegate" mean?

1. تصمیم گیری
2. مداخله کردن
3. تفویض اختیار
4. دلخور شدن

20- GM factory is one of the most popular enterprises of this kind. "Enterprise" should mean

1. کارآفرین
2. رقیب تجاری
3. موسسه خصوصی یا دولتی
4. کارگاه



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رشته تحصیلی/کد درس: مدیریت دولتی ۱۲۱۲۰۲۴ - مدیریت صنعتی ۱۲۱۲۰۳۵ - مدیریت صنعتی (چندبخشی) ۱۲۱۲۰۳۷ - مدیریت دولتی (چندبخشی) ۱۲۳۴۰۳۲

21- She was defrauded of her bank account by one unreliable customer. "Defraud" means

1. کلاه برداری کردن 2. انتقام گرفتن 3. مشارکت کردن 4. مطرح کردن

22- Companies must be able to compete in the marketplace. " Marketplace" means.....

1. قیمت بازار 2. مرکز بازرگانی 3. دفتر بازرگانی 4. موسسه تجاری

23-The Minister is speaking about government's fiscal policy. What is the Persian equivalent of "Fiscal" ?

1. مالی 2. اقتصادی 3. فیزیکی 4. سیاسی

24-Some of the financial resources of the firm are kept by the stockbrokers. What does "stockbroker" mean?

1. سهام شرکتی 2. سهامدار 3. بورس سهام 4. سهم ارث

25-The firm is trying to hire a full-time field manager to impress the market and productions. " Field manager" means.....

1. مدیر مالی 2. مدیر عامل 3. مدیر فنی 4. مدیر بازرگانی