

1-The distribution of part of the earning of a company to its shareholders is called-----.

1. investment                      2. dividened                      3. contraction                      4. debt

2-The food company has many -----shops throughout the western part of Europe.

1. retail                              2. sole trader                      3. revenue                              4. purchase

3-The-----is a relationship which subsists between persons carrying on a business in common with a view to profit.

1. stockholder                      2. middle man                      3. manager                              4. partnership

4-Two companies have reached a(n) -----to divide the money into equal parts.

1. market                              2. negotiate                              3. agreement                              4. union

5-He has taken a 50 % stake in the business.

1. refuse                              2. share                              3. sell                              4. give

6-The practice of creating a unique name for a product and giving marketing support to that name is called-----.

1. costing                              2. pricing                              3. branding                              4. advertising

7-The two business clinched the deal quickly.

1. comfirmed                              2. devoted                              3. pressed                              4. sold

8-The manager -----his employees performance constantly through TV screen.

1. supplies                              2. finances                              3. monitors                              4. gives

9-He devoted his efforts to his managerial task.

1. lose                              2. sold                              3. increased                              4. dedicated

10-The new director of his company is likely to make major changes in -----.

1. personnel                              2. sponsor                              3. network                              4. pinpoint

11-The demonstration is a -----of dissatisfaction among the workers.

1. executive                              2. operational                              3. symptom                              4. orient

12-One who specializes in managing the financial accounts of business and industry is called-----.

1. manager                              2. accountant                              3. buyer                              4. investor

13-The employers considering ways to increase the -----of the factory.

1. productivity                              2. security                              3. emotion                              4. fatigue

14- There is high -----over price rises for food and utilities like heating and telephone calls.

1. loss                                      2. gain                                      3. inflation                                      4. profit

15- The performance of some workers should be enhanced by giving them extrinsic rewards.

1. related                                      2. agreed                                      3. assumed                                      4. improved

16- The auditors will conduct regular checks on all financial transactions.

1. extend                                      2. payments                                      3. taxes                                      4. gaps

17- The company plans to -----its operation into another countries.

1. extend                                      2. investigate                                      3. make                                      4. store

18- A balance between two situations in order to get an acceptable result is called-----.

1. pay off                                      2. accountable                                      3. trade off                                      4. sole trader

19- The magazine will be published quarterly.

1. monthly                                      2. weekly  
3. yearly                                      4. four times a year

20- A business activity or project in which two or more companies have invested together is called-----.

1. Joint venture                                      2. franchise                                      3. patent                                      4. life span

21- This company has -----agreements that allow it to use some of computer associates software.

1. license                                      2. licensee                                      3. licensing                                      4. licensor

22- The basic systems and equipment needed for an industry or business to operate successfully or for an activity to happen is called-----.

1. generic product                                      2. infrastructure                                      3. augment                                      4. shortfall

23- They need an advertising -----for the new campaign.

1. slogan                                      2. host                                      3. survey                                      4. on going

24- A group of customers that share similar characteristics, such as age, income, interests and social class is called-----.

1. return                                      2. horizontal integration  
3. mass product                                      4. market segment

25- This is a critical time for small business ,which faces a -----of start up financing.

1. trait                                      2. entrant                                      3. dearth                                      4. rivalry

26- Internal auditors can not report to an accounting or financial officer.

1. هیات مدیره                      2. حسابرسان                      3. سرمایه داران                      4. بازرگانان

27- In the past producers ignored the potential 25% added value that could be gained from selling as jewellery .

1. تولید افزوده                      2. محدودیت ایجاد شده                      3. ارزش افزوده                      4. داده پردازی

28- The pay off of this company was not very satisfactory last month.

1. پرداخت                      2. سود دهی                      3. باز خورد                      4. باز دهی

29- There is a high wage level in this industry.

1. دستمزد                      2. سهم                      3. اوراق بهادار                      4. خرده فروش

30- The main function of the middle man is to facilitate the exchange process.

1. معامله                      2. فروش                      3. واسطه                      4. مالکیت