

سری سوال: یک ۱

زمان آزمون (دقیقه): تستی: ۶۰ تشریحی: ۰

تعداد سوالات: تستی: ۳۰ تشریحی: ۰

عنوان درس: زبان تخصصی ۱، زبان تخصصی ۲، زبان تخصصی ۳

رشته تحصیلی/گد درس: (مدیریت دولتی ۱۲۱۲۰۲۳ - مدیریت صنعتی ۱۲۱۲۰۳۴ - مدیریت بازرگانی ۱۲۱۲۱۶۸ - مدیریت بازرگانی (چندبخشی) ۱۲۱۲۱۷۵ - مدیریت بازرگانی، مدیریت دولتی، مدیریت صنعتی ۱۲۱۲۳۴۴ - مدیریت دولتی (چندبخشی) ۱۲۳۴۰۳۱) - ۱۲۳۴۰۳۱

1-The action of making people or things function together efficiently and in an organized manner is called..... .

1. competition                      2. consumption                      3. coordination                      4. contradiction

2-There's a large variety of.....in the shop. You can buy anything that you need.

1. good                                  2. lots                                  3. losses                                  4. goods

3-The improvement in sales figures had a(n).....influence on the company as a whole. This helpful and good event happened in last July.

1. beneficial                      2. unfortunate                      3. beneficially                      4. unfortunately

4-A person to whom people go for advice is called..... .

1. convertor                      2. constructor                      3. commissioner                      4. consultant

5-This university has very good lab facilities. 'Facilities' means..... .

1. teachers                                  2. equipment                                  3. managers                                  4. students

6-The two governments will never reach an agreement unless one or the other.....its demands.

1. modifies                                  2. modification                                  3. to modified                                  4. modifications

7-Describing a product or service publically in order to persuade people to buy or use it is called..... .

1. revising                                  2. consuming                                  3. advertising                                  4. distributing

8-A kind of test which is used to examine tentatively the degree of the marketing success is called..... .

1. text-making                                  2. test-marketing                                  3. touch-making                                  4. torch-making

9-Trade.....make the business difficult. They prevent people from understanding or doing something.

1. clerks    2. barriers    3. helpers    4. assistants

10-A good management depends on the successful.....of many parts of an organization.

1. integrate                                  2. integrates                                  3. integrated                                  4. integration

11-The unemployment.....in the underdeveloped countries has risen.

1. rate    2. task    3. role    4. tool

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12- With all these foreign imports, our product has lost its.....advantage.

1. compete                      2. competes                      3. competitive                      4. competitively

13- Their prices are high because production.....are very great.

1. rates                      2. costs                      3. stocks                      4. creativities

14- My father is a retired person; he receives his.....from the government. This monthly payment is enough for his living.

1. portion                      2. policy                      3. pension                      4. patience

15- The amount of money for which something is sold or bought is called.....

1. price                      2. tax                      3. risk                      4. insurance

16- At the end of the day, the employees put their chairs on their desks so that the.....had to clean the floor of the office and the other things again.

1. manager                      2. supervisor                      3. director                      4. janitor

17- He gave some excuses for not having been at the meeting but those excuses were not very.....

1. convincing                      2. convince                      3. convinces                      4. convincingly

18- Like other organizational managers, human resource managers must consider their organization's environment,....., and goals.

1. races                      2. ranges                      3. religion                      4. resources

19- The employees who leave jobs within the organization must be.....unless the organization is downsizing.

1. replace                      2. replaces                      3. to replaces                      4. replaced

20- They need more.....from the consumers in order to improve their goods. The consumers' statements and information about the goods are very important.

1. feedback                      2. stagnation  
3. checkbook                      4. discouragement

21- His sister does.....work for the Hellal Ahmar two days a week. She does her work willingly, without being forced or paid to do that.

1. voluntary                      2. neural                      3. forceful                      4. compulsory

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22-There is a.....in the classification of all living creatures.

1. hierarch                      2. hierarchical                      3. hierarchy                      4. hierarchically

23-To permit an organization's managers to assess the health of the organization and set up plans of action for improving it, the confrontation meeting may be used. 'Permit' means..... .

1. live                      2. let                      3. refuse                      4. reject

24-The organization that is not creative and innovative may not survive. 'Creative' means..... .

1. صادر کننده                      2. وارد کننده                      3. خلاق                      4. مهاجر

25-The production manager must work with the marketing managers. 'Production manager' means..... .

1. مدیر داخلی                      2. مدیر تولید                      3. انحصار مدیریت                      4. مدیر روابط عمومی

26-Most managers agree that if an organization is to be successful , it must change continually in response to significant developments, such as customer needs. 'If an organization is to be successful' means..... .

1. اگر سازمان موفق پیدا شود                      2. هرچند سازمانها موفق هستند  
3. چنانچه سازمانها بتوانند                      4. اگر سازمانی بخواهد موفق باشد

27-In process consultation, a consultant works with organization members to help them understand the dynamics of their working relationships in group or team situation. 'Consultant' means..... .

1. سخنگو                      2. مشاور                      3. معاون                      4. دستیار

28-The working relationship between two or three individuals is one of the techniques that can be used to improve the effectiveness of individuals. 'Working relationship' means..... .

1. رابطه اداری                      2. مسیر کشتیرانی                      3. رابطه کاری                      4. کار کردن سریع

29-Their continuing success means that they will need to hire many staff over the coming year. 'Hire' means..... .

1. استخدام کردن                      2. اخراج کردن                      3. عقب انداختن                      4. اجاره دادن

30-The company offered a comprehensive training for the workers. 'Comprehensive' means..... .

1. ناقص                      2. مبهم                      3. مختصر                      4. جامع