



سری سوال: یک ۱

زمان آزمون (دقیقه): تستی: ۱۰۰ تشریحی: ۰

تعداد سوالات: تستی: ۳۰ تشریحی: ۰

عنوان درس: زبان تخصصی ۱

رشته تحصیلی/کد درس: مدیریت بازرگانی (چندبخشی) (۱۲۱۲۱۷۵) - مدیریت دولتی (چندبخشی) (۱۲۳۴۰۳۱)

1- Management facilitated the change by showing the employees the manufacturing process. facilitate means.....

- | | |
|----------------------------|------------------------------|
| 1. spending alot of money | 2. make easier or possible |
| 3. looking for new members | 4. change something slightly |

2- Unemployment in this part of the country is virtually non-existent. virtually means.....

- | | | | |
|----------|-----------|---------------|-----------|
| 1. never | 2. always | 3. especially | 4. almost |
|----------|-----------|---------------|-----------|

3- Creative people tend to be more flexible than non-creative people. flexible means.....

- | | |
|------------------------------|------------------------------|
| 1. able to be changed easily | 2. lasting for very long |
| 3. considering all parts | 4. clever and quick to learn |

4- The firm manufactures electrical devices. manufacture means.....

- | | |
|-----------------------|----------------------------------|
| 1. suit new condition | 2. the act of reducing things |
| 3. resist something | 4. the business of making things |

5- Companies are trying to cut costs and speed decision making by reducing the number of middle managers. reduce means.....

- | | |
|--------------|-----------------------------|
| 1. make less | 2. leave without protection |
| 3. make more | 4. dismiss from job |

6- Their company gives advice about mergers of big companies. merger means.....

- | | |
|------------|---|
| 1. benefit | 2. the combining of two or more company |
| 3. danger | 4. the process of diagnosing |

7- They need to refine oil in order to refine it and separate out the different elements. refine means.....

- | | |
|-------------------------|-------------|
| 1. make pure or improve | 2. discover |
| 3. use for advantage | 4. arrange |

8- They must be convinced by pay, benefits, and working conditions to take and keep the job. convince means.....

- | | |
|-------------------------|------------|
| 1. make someone certain | 2. include |
| 3. make less clear | 4. develop |

9- The most overlooked skill of successful change agent is the ability to determine how much changes employees can withstand. withstand means.....

- | | | | |
|-----------|------------|------------|--------------|
| 1. resist | 2. examine | 3. dismiss | 4. recognize |
|-----------|------------|------------|--------------|



سری سوال : یک ۱

زمان آزمون (دقیقه): تستی : ۱۰۰ تشریحی : ۰

تعداد سوالات : تستی : ۳۰ تشریحی : ۰

عنوان درس : زبان تخصصی ۱

رشته تحصیلی / کد درس : مدیریت بازرگانی (چندبخشی) (۱۲۱۲۱۷۵ - ، مدیریت دولتی (چندبخشی) (۱۲۳۴۰۳۱)

10- Many are doubtful that this technology will ever be financially viable. viable means.....

- | | |
|------------------------------|-------------------------------|
| 1. able to continue to exist | 2. having the power of reason |
| 3. tend to destroy something | 4. describing a product |

11- Changing an organization is the process ofan existing organization.

- | | | | |
|--------------|--------------|--------------|--------------|
| 1. modifying | 2. accepting | 3. resulting | 4. surviving |
|--------------|--------------|--------------|--------------|

12- The plan was not very well

- | | | | |
|----------------|-----------------|----------------|-------------------|
| 1. coordinated | 2. coordination | 3. coordinator | 4. coordinatively |
|----------------|-----------------|----------------|-------------------|

13- Computers are used to store and information efficiently.

- | | | | |
|----------|-----------|---------|-------------|
| 1. focus | 2. reject | 3. lose | 4. retrieve |
|----------|-----------|---------|-------------|

14- These measures will increase the company's ability to income.

- | | | | |
|-------------|-----------|-----------|-----------|
| 1. generate | 2. demand | 3. become | 4. employ |
|-------------|-----------|-----------|-----------|

15- He attributed his to two factors- taking exercise and not smoking.

- | | | | |
|---------------|-------------|--------------|--------------|
| 1. regulation | 2. sequence | 3. longevity | 4. severance |
|---------------|-------------|--------------|--------------|

16- They have tried to take the in dealing with the problem.

- | | | | |
|----------|--------------|-------------|---------------|
| 1. unity | 2. diagnosis | 3. industry | 4. initiative |
|----------|--------------|-------------|---------------|

17- Her knowledge all aspects of the business.

- | | | | |
|----------------|-----------|---------------|-------------|
| 1. encompasses | 2. guides | 3. encourages | 4. obscures |
|----------------|-----------|---------------|-------------|

18- Some experts think that government is useful to reduce the goods prices.

- | | | | |
|-----------------|-----------------|--------------|-----------------|
| 1. distribution | 2. exploitation | 3. reduction | 4. intervention |
|-----------------|-----------------|--------------|-----------------|

19- It is studying or examining an activity which takes place in the course of business. it refers to.....

- | | |
|-------------------------|-------------------|
| 1. working condition | 2. team building |
| 3. transaction analysis | 4. test marketing |

20- It includes the direct wages, benefits, and incentives given to employees in exchange for their work. it refers to.....

- | | | | |
|---------------|-----------------|----------------|---------------|
| 1. management | 2. compensation | 3. development | 4. evaluation |
|---------------|-----------------|----------------|---------------|

21- The company needs to return to profitability extremely soon. profitability means.....

- | | | | |
|-----------|--------------|--------------|----------------|
| 1. سوددهی | 2. گروه بندی | 3. بازاریابی | 4. برنامه ریزی |
|-----------|--------------|--------------|----------------|



تعداد سوالات: تستی: ۳۰ تشریحی: ۰

زمان آزمون (دقیقه): تستی: ۱۰۰ تشریحی: ۰

سری سوال: یک ۱

عنوان درس: زبان تخصصی ۱

رشته تحصیلی/کد درس: مدیریت بازرگانی (چندبخشی) (۱۲۱۲۱۷۵) - مدیریت دولتی (چندبخشی) (۱۲۳۴۰۳۱)

22- A **conglomerate** chemical company has different divisions in different parts of the country. conglomerate means.....

1. تلفیق تجاری 2. مقام بزرگ 3. اقدام احتیاطی 4. شرکت بزرگ

23- The employers have a **process consultation** to decide whether to increase their workers wages. process consultation means.....

1. مشاوره مراحل عملیات 2. موسسه بازرگانی
3. مسئول دریافت اطلاعات 4. منبع انسانی

24- The **job rotation** is used on a smaller scale within a working group in that factory. job rotation means.....

1. گردش کار 2. تحقیق کاری 3. جستجوی کار 4. شرایط کاری

25- Management should conduct **periodic reviews** to make sure that the change is accomplishing itsintended purpose. periodic review means.....

1. مقرری بازنشستگی 2. علوم رفتاری 3. بازنگاری ادواری 4. عامل تغییر

26- A fear of unemployment is one of the factors behind the current **stagnation** in the property market. stagnation means.....

1. کسادگی 2. تلفیق 3. توالی 4. توسعه

27- His **task assignment** was to collect unclear evidence for investigation. task assignment means.....

1. ابتکارعمل 2. موجودی انبار 3. پرداخت بهره 4. واگذاری کار

28- While a high rate of innovation often reduces short-term profitability, it is **crucial** for long-term growth. crucial means.....

1. همیشگی 2. حیاتی 3. موقتی 4. اصلاحی

29- We will be running a workshop on women's **empowerment**. empowerment means.....

1. اختیار 2. هماهنگی 3. تشخیص 4. کارآیی

30- In organizations that favor **stability** over growth, a traditional caretaker style of management may be preferred. stability means.....

1. پیشرفت 2. رقابت 3. بازخورد 4. ثبات