### کار شناسی





تعداد سوالات: تستى: ٣٠ تشريحى: ٠ سری سوال: یک ۱ زمان آزمون (دقیقه): تستی: ۶۰ تشریحی: ۰ **وان درس:** زبان تخصصی ۲ رشته تحصیلی/کد درس: مدیریت بازرگانی (چندبخشی ۱۲۱۲۱۷۶ 1-A system for carrying goods or passengers from one place to another is called...... 1. tariff 2. transportation 4. mission 3. arena 2-To engage in international management is to perform management ..... 1. across national borders 2. inside domestic borders 3. both inside national borders and across domestic borders 4. neither inside domestic borders nor national borders 3-Inventory means..... 1. the amount of goods a shop has 2. the use of computers to store data 3. an account book of a business 4. an official document that states certain facts 4-Financial reports are used internally by ...... 1. staff accountants 2. investigators 4. financing groups 3. managers 5-Authority to make financial decisions has been ...... to a special committee. 2. projected 3. generated 4. delegated 1. associated 6-We don't anticipate my major problem. Anticipate means ..... 1. need 2. expect 3. generate 4. avoid 7-A .....is an operating budget that projects profits for the coming period. 2. expense budget 1. capital budget 3. profit budget 4. revenue budget 8-..... means suitable for somebody's purpose and need and causing the least difficulty. 1. convenient 2. handy 3. available 4. balanced 9-Buying a house is a big financial commitment." Commitment" means ...... 1. the activity of buying goods 2. money invested in a business 3. work involving a lot of effort 4. a promise to do something

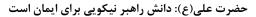
### **کار شناسی**





تعداد سوالات: تستى: ٣٠ تشريحي: ٠ سرى سوال: يك ١ زمان آزمون (دقیقه): تستی: ۶۰ تشریحی: ۰ **ـوان درس:** زبان تخصصی ۲ رشته تحصیلی/کد درس: مدیریت بازرگانی (چندبخشی) ۱۲۱۲۱۷۶ 10-No agreement has yet been reached and the negociations are still ...... 2. comprehensive 3. distinctive 1. ongoing 4. limited 11-Partnerships, cooperatives, sole trades, and limited companies are different types of ...... 2. management 1. business organizations 3. collaboration 4. non-business organizations 12-He managed to pay his ..... in two years. 2. debts 3. directors 4. solicitor 1. consumers 13-The company made profitable ..... in recent years. 2. relevance 3. routine 4. investment **1.** shareholders 14-Management's refusal to ...... with the unions caused a terrible strike. 1. focus 2. infer 3. negotiate 4. sale 15-He regards appropriate prices with customers as her special ...... 2. survival 1. preserve 3. damage 4. vehicle 16-If your company makes a(n) ...... with another company, you should keep it. 1. agreement 2. orientation 3. retirement 4. corporation 17-From the way the manager spoke, you could tell he was speaking from ...... **1.** execution 2. conviction 3. operation 4. production 18-Our ..... for the goods was poor: therefore, the sales were low. 1. policy 4. establishment 2. passage 3. publicity 19-Most managers ...... their efforts to their managerial task. 1. invest 2. devote 4. impede 3. complete 20-People must limit the ..... of oil, water and gas seriously. **1.** consumption 2. protection 3. competition 4. promotion

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تعداد سوالات: تستى: ٣٠ تشريحي: ٠ سرى سوال: يك ١ زمان آزمون (دقیقه): تستی: ۶۰ تشریحی: ۰ **ـوان درس:** زبان تخصصی ۲ رشته تحصیلی/کد درس: مدیریت بازرگانی (چندبخشی) ۱۲۱۲۱۷۶ 21-He is a senior ...... who works in an industrial company. 1. hierarchy 2. solicitor 4. executive 3. incentive 22-Industrial psychology deals with ..... 1. a group of people in industry and business 2. industrial activities such as hard work 3. the study of human behavior in industrial organizations 4. economic and social background of employees 23-There are ...... advantages in putting sales and administration in the same building. 2. operational 3. seguential 4. conventional **1.** personal 24-Financial ...... provides shelter against economic dangers. 2. contribution 3. security 4. hinder 1. demand 25-Shortfall means ..... 1. formal written promise to repair a product 2. amount by which something fails to reach the expected total 3. a characteristic feature of a product 4. a long-term deal 26-The last step for the improvement of customer satisfaction process is to ...... 1. measure customer satisfaction 2. communicate customer satisfaction goals 3. establish or upgrade infra structure 4. evaluate results and take corrective action 27-The highest level of ownership involvement and control of international operations is ...... 2. hiring 1. joint venture 3. direct investment 4. exporting 28-The strong economy has helped some smaller banks to ...... their larger rivals. 2. threaten 1. outperform 4. avoid 3. accuse

**=** صفحه ۴ از ۴ **=** 

### كارشناسي



حضرت علی(ع): دانش راهبر نیکویی برای ایمان است

سری سوال: یک ۱	(دقیقه): تستی: ۶۰٪ تشریحی: ۰	زمان آزمون (	تعداد سوالات: تستى : 30 تشريحى: .
		نانی (چندبخشی )۱۲۱۲۱۷۶	عنـــوان درس: زبان تخصصی ۲ رشته تحصیلی/کد درس: مدیریت بازرگ
29-There seems to be a <u>dearth</u> of good young players at the moment. Dearth means			
1. need		2. gap	
3. threat		4. trait	
30-An is a person who becomes a member of a group or an organization.			
1. entrant	<sup>2.</sup> rival	3. licensor	<sup>4.</sup> licensee

= نیمسال دوم ۹۳-۱۳۹۲