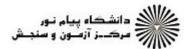
1. sales

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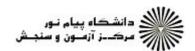
سر ی سوال: یک ۱	ى: ۶۰ تشريحى: ٠	زمان آزمون (دقیقه) : تستر	۲۰ تشریحی: ۰	داد سوالات : تستى :	
			ن تخصصی ۳	نــــوان درس: زبا	
			رس: مدیریت بازرگانی ۱۲۱۲۱۶۹	شته تحصیلی/کد د	
1-He has a great stake in the international business. The word " stake " means					
عملیات بانکی 1.		ت اصولی ۔2	موافق		
مبلغ سرمایه گذاری شده 3.		ى شركت . 4	موجودة		
2-The manager gave his speech on the efficiency of the union. The word " Efficiency " means					
1. کارایی	بازاریابی 2.	فط مش ی .3	الكيت 4.	ما	
3-Many people have a rational resistance to change. "Resistance 'means					
1. فعالیت	آمادگی .2	مق _{اومت} .3	سايتى .4	نارة	
4-there is a high wage level in this industry."wage"means in persian					
1. _{السلط}	رفاه 2.	3. _{دستمزد}	4. دوره		
5-Mechanisms involved in moving goods or services from the point of production to the point of consumption is called					
1. warranty	2. investment	^{3.} distribi	ution ^{4.} cont	ribution	
6-The government decides to levy a higher tax on import products. The word " Levy" means					
1. demand and collect officially		2. give m	2. give money for a company		
3. to confirm or settle sth finally		_	4. think deeply about		
7-A relationship which partnership .	betwe	een persons to carry o	n a business together is	called a	
1. exploits	2. surpasses	3. incurs	4. subs	ists	
8-The manager said he would befor any damage caused during the transportation.					
1. reasonable	^{2.} liable	^{3.} feasible	e ^{4.} unst	able	
9-He is the representative of all the workers in this factory. The word "Representative" has the closest meaning to					
1. agent	2. customer	^{3.} charac	ter ^{4.} emp	loyee	
10-Human beings have relat	ively few needs	, but can generate an	enormous number of		
••••					

2. efforts 3. relations 4. wants

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تعداد سوالات: تستى: ٢٠ تشريحي: ٠ سرى سوال: يك ١ زمان آزمون (دقيقه): تستى: ۶۰ تشريحي: ٠ **ــوان درس:** زبان تخصصی ۳ رشته تحصیلی/کد درس: مدیریت بازرگانی ۱۲۱۲۱۶۹ 11-Governmentthat people must decrease the consumption of water. 4. culminated 1. achieved 2. announced 3. adapted 12-Application forms vary greatly in layout and length. The word "Layout" means 2. development 3. arrangement 1. operation 4. symptom 13-Theof water, oil, and electricity have gone up. 2. consumption 3. method 4. communication 1. decision 14-The manager treats hiswell, but expect them to work hard. 2. efforts 3. concepts 4. subordinate 1. relations 15-A fixedof the fund is invested in their firms. 2. observation 3. organization 1. proportion 4. information 16-.....is defined as the process by which people attempt to share meanings via the transmission of symbolic messages. 3. Designing 4. Association ^{2.} Communication 1. Management 17-At the beginning of the year, workers arewith a list of things they are expected to need. 2. elected 3. supplied 4. prevented 1. fulfilled 18-The industry is heavilytowards export markets. 2. oriented 3. forced 4. mutual 1. operational 19-Implementing the MIS means 1. pinpointing the types of data needed to make decisions 2. analyzing of the kinds of decisions that managers make in a particular organization 3. determing the ultimate process or failure of the system 4. putting the planned for and designed MIS into operation 20-maslow was the.....in contributing a systematic concept of need hierarchy in motivation. 1. creditor 2. accountant 3. shareholder 4. pioneer