



سری سوال: یک ۱

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

تعداد سوالات: تستی: ۲۰ تشریحی: ۰

عنوان درس: زبان تخصصی ۳

رشته تحصیلی/کد درس: مدیریت بازرگانی ۱۲۱۲۱۶۹

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

1. dividened 2. consumption 3. investment 4. distribution

2-A relationship which subsists between persons to carry on a business together is called a partnership. "subsist" means-----

1. legalize 2. incur 3. vest 4. exist

3-The-----is the simplest form of business organization -on person in business on his own.

1. partnership 2. cooperator 3. soletrader 4. shareholder

4-The-----was caused by management 's refusal to negotiate with the unions.

1. agreement 2. strike 3. amusement 4. interference

5-An organization of markers to present their interest and deal collectively with employers is called a-----.

1. premises 2. strategy 3. union 4. self-esteem

6-A market oriented organization is one which focuses on the needs of its-----.

1. customers 2. seller 3. stockholders 4. partnership

7-The two business clinched the deal quickly."clinch" means-----.

1. damage 2. confirm 3. vivid 4. gear

8-We must reduce labor -----IF we are to make a profit this year.

1. costs 2. brands 3. sales 4. promotions

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

1. encourages 2. contemplates 3. monitors 4. prepares

10-----is the vehicle that allows managers to fulfill each management function.

1. Meeting 2. Community 3. writing 4. Communication

11-He is a senior -----who works in an industrial company.

1. network 2. executive 3. sponsor 4. competent

12-It is not possible to pinpoint precisely the time of meeting ."pinpoint" means-----.

1. prepare 2. show 3. force 4. change

13-One who specializes in managing the financial accounts of business and industry is called a(n)-----.

1. accountant 2. auditor 3. creditor 4. owner



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14- We both shared the same desire viz ,to make a lot of money and to retire soon."Viz " means-----.

1. in addition 2. therefore 3. in other words 4. such as

15-----is that branch of psychology which delves into study of human behaviour in industrial organizations.

1. social psychology 2. neuropsychology
3. industrial psychology 4. clinical psychology

16-Maslow' s theory proceeds on the premise that an individual has a variety of needs.

1. قضیه 2. موقعیت 3. ساختمان 4. اصطلاح

17-He wields a lot of power as an executive director."wield" means-----.

1. بکار بردن 2. استدلال کردن 3. ادامه دادن 4. ممانعت کردن

18-He needs the company' s sponsor for computer training.

1. بازاریاب 2. واسطه 3. ضامن 4. ناظر

19-MR .Ahmadi is the supervisor of his father 's company.

1. سرپرست 2. متعهد 3. عامل 4. سهامدار

20-The company has agreed to fund his trip to Shiraz.

1. اداره کردن 2. هزینه چیزی را تامین کردن
3. تجارت کردن 4. ادامه دادن

شماره سوال	پاسخ صحيح	وضعيت كليد
1	الف	عادي
2	د	عادي
3	ج	عادي
4	ب	عادي
5	ج	عادي
6	الف	عادي
7	ب	عادي
8	الف	عادي
9	ج	عادي
10	د	عادي
11	ب	عادي
12	ب	عادي
13	الف	عادي
14	ج	عادي
15	ج	عادي
16	الف	عادي
17	الف	عادي
18	ج	عادي
19	الف	عادي
20	ب	عادي