



تعداد سوالات: تستی: ۳۰ تشریحی: —

نام درس: زبان تخصصی (۱)

زمان آزمون: تستی: ۶۰ تشریحی: — دقیقه

رشته تحصیلی و کد درس: مدیریت بازرگانی ۱۲۱۲۱۷۵ دولتی ۱۲۳۴۰۳۱

آزمون نمره منفی دارد ○ ندارد ⊗

مجاز است.

استفاده از: —

کد سری سؤال: یک (۱)

امام علی<sup>(ع)</sup>: برتری مردم به یکدیگر، به دانش‌ها و خردهاست؛ نه به ثروت‌ها و تبارها.**Directions: Choose the best choice (a, b, c, or d) and mark it on your answer sheet.**

- An important ..... in the organization has been achieved.  
a. attitude                      b. consultant                      c. breakthrough                      d. reduction
- Their continuing success means that they will need to ..... many staff over the coming year.  
a. modify                      b. hire                      c. centralize                      d. withstand
- The purpose of organizational modifications is to increase organizational .....  
a. effectiveness                      b. responsibilities                      c. beneficial                      d. advances
- They ..... the amount of money they could spend.  
a. advised                      b. approved                      c. related                      d. reduced
- He managed to stay in power for over five years, ..... all the criticism and the pressure on him to resign.  
a. virtually                      b. withstanding                      c. policies                      d. acting
- Future economic growth depends heavily on the success of small .....  
a. craftsmen                      b. firms                      c. stores                      d. markets
- She works for a company that ..... a number of fabrics.  
a. manufactures                      b. spends                      c. increases                      d. budgets
- Many Firms have done ..... of a few products very successfully since last year.  
a. target- group                      b. changing                      c. storing                      d. test-marketing
- Mr. Amini is very ..... at doing difficult jobs.  
a. exposed                      b. comprehensive                      c. apt                      d. beneficial



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10. The unemployment ..... in the underdeveloped countries has risen.

- a. rate                                      b. value                                      c. grade                                      d. scale

11. Trade ..... make the business difficult.

- a. barriers                                      b. attitudes                                      c. tools                                      d. stores

12. If you refine your ideas, you will make small changes that make them more correct and clear. "Refine" means .....

- a. lose                                      b. intrigue                                      c. inhibit                                      d. improve

13. Unemployment is a ..... problem which wont just disappear overnight.

- a. rational                                      b. profitable                                      c. stubborn                                      d. apt

14. The creative process in organizations involves three steps: idea generation, problem solving or idea development and .....

- a. implementation                                      b. stimulation                                      c. action                                      d. administration

15. The factory might offer workers factory stock as part of its .....

- a. pension                                      b. compensation                                      c. payroll                                      d. board

16. A ..... chemical company has different divisions in different parts of the country.

- a. chairman                                      b. benefit                                      c. conglomerate                                      d. expenditure

17. Many employees, after 20 years working, are taking early .....

- a. retirement                                      b. price                                      c. succession                                      d. stock

18. There is a great ..... to work in a coal mine.

- a. recruit                                      b. performance                                      c. risk                                      d. salary



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19. A ..... agreement has been accepted by the workers.

- a. requirement                      b. employed                      c. board                      d. severance

20. He is a new breed of manager whose performance seems necessary. "breed" means ..... .

- a. kind                      b. lazy                      c. careless                      d. active

21. A fear of unemployment is one of the main factors behind the current ..... in the property market.

- a. stability                      b. janitor                      c. stagnation                      d. regulation

22. Staffing is the process of attracting and selecting ..... for positions in accordance with organizational goals.

- a. laborers                      b. employees                      c. lecturers                      d. teachers

23. Downsizing in an organization deals with the ..... of employees' number.

- a. compensation                      b. replacement                      c. retirement                      d. decrease

24. They need more ..... from the consumers in order to improve their goods.

- a. feedback                      b. boss                      c. process                      d. training

25. The ..... of the two companies would create the world's biggest firm.

- a. diagnosis                      b. intervention                      c. merger                      d. operation

26. He has been having remedial lessons and is now starting to read.

- a. curing                      b. starting                      c. presence                      d. attendance

27. She tries to ..... the fact by telling lies.

- a. examine                      b. screen                      c. obscure                      d. control



استان:

کارشناسی (تجميع)

نیمسال اول ۸۹-۸۸

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28. The two companies worked in close ..... with each other on the new projects.

- a. confrontation                      b. hierarchy                      c. widespread                      d. collaboration

29. Sensitivity training was an early and fairly ..... organizational development technique.

- a. exposed                      b. widespread                      c. destructive                      d. temporary

30. Organizational development seems to be a(n) ..... approach.

- a. frequent                      b. easy                      c. different                      d. expensive