



نام درس: زبان تخصصی (۱) تعداد سوالات: تستی: ۳۰ تشریحی: —
 رشته تحصیلی و کُد درس: مدیریت بازرگانی ۱۲۱۲۱۷۵ دولتی ۱۲۳۴۰۳۱ زمان آزمون: تستی: ۶۰ تشریحی: — دقیقه
 کُد سری سؤال: یک (۱) استفاده از: — مجاز است.
 آزمون نمره منفی دارد ○ ندارد ⊗

امام علی^(ع): 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



دانشگاه پیام نور
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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



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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