

نام درس: زبان تخصصی (۲)

تعداد سؤال: نسی: ۳۰ تکمیلی: — تشریحی: ۴

رشته تحصیلی-گرایش: مدیریت بازرگانی

کد درس: ۱۲۱۲۱۶۸

\* دانشجوی گرامی: لطفاً، گزینه ۱ را در قسمت کد سری سؤال برگه پاسخنامه خود، علامت بزنید.

بدیهی است، مسئولیت این امر برعهده شما خواهد بود.

\*\* استفاده از فرهنگ لغت مجاز نیست.

\*\*\* این آزمون نمره منفی ندارد.

**Part I: Choose the best choice for each blank.**

1. She tries to fulfill her role as a change agent. "Fulfill" should mean ..... .  
a. give                      b. take                      c. do                      d. like
2. Some find it hard to ..... themselves to the new working conditions.  
a. facilitate                      b. refresh                      c. hire                      d. accommodate
3. He has been ..... in rank for failing to do his work.  
a. reduced                      b. reductive                      c. reductively                      d. reducible
4. The new ..... failed to change the company.  
a. goods                      b. policies                      c. areas                      d. services
5. He is good at making ..... arguments against things, but he never offers any ideas of his own.  
a. destructive                      b. voluntary                      c. permanent                      d. temporary
6. To increase our production, we should ..... the system of the manufacturing.  
a. attitude                      b. relate                      c. reduce                      d. modify
7. He is a retired person, he receives his ..... from the government.  
a. expenditure                      b. compensation                      c. payroll                      d. pension

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کد درس: ۱۲۱۲۱۶۸

8. The merger of the two companies would create the world's biggest firm. "Merger" means .....

- a. creating                      b. combination                      c. development                      d. designation

9. An action taken in advance to avoid danger or to prevent problem is called .....

- a. precaution                      b. remedial                      c. compensation                      d. curing

10. All things are ..... at the company to make sure it contains nothing dangerous.

- a. exploited                      b. obscured                      c. screened                      d. operated

11. Because of many different ..... in trade world, he decided to leave it.

- a. profits                      b. barriers                      c. pioneers                      d. services

12. To separate the different elements from oil, we need to ..... it.

- a. refine                      b. reduce                      c. modify                      d. retrieve

13. The ..... property market is making it very difficult for many people to sell their houses.

- a. stagnate                      b. stagnation                      c. stagnantly                      d. stagnant

14. It always ..... me how someone so intelligent could do such stupid things.

- a. integrate                      b. retrieve                      c. intrigues                      d. expose

15. An important development or discovery that helps to provide an answer to a problem is called .....

- a. breakthrough                      b. expertise                      c. facilitate                      d. modifications

16. Computers are used to store and ..... information efficiently.

- a. research                      b. require                      c. retrieve                      d. reduce

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نام درس: زبان تخصصی (۲)

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17. Their company keeps the ..... of all prices.  
a. stagnation      b. destructive      c. context      d. stability
18. The company needs to return to ..... extremely soon.  
a. distribution      b. profitability      c. staffing      d. performance
19. The ..... meeting between our manager and the employees was very effective.  
a. empowerment      b. remedial      c. widespread      d. confrontation
20. A supply of something for use or sale is called .....  
a. stock      b. pay      c. compensation      d. severance
21. Some experts think that government 's ..... is useful to reduce the prices.  
a. exploitation      b. diagnosis      c. intervention      d. merger
22. His knowledge encompasses all aspects of the business. “*Encompass*” means .....  
a. include      b. exploit      c. obscure      d. initiate
23. The human resource managers must respect the organization's .....  
a. skills and professionals      b. goals and cultures  
c. competitions and flexibilities      d. efforts and economics
24. There must be a perfectly ..... explanation for what happened.  
a. integration      b. flexible      c. stubborn      d. rational
25. The survival of any organization depends on its .....  
a. process and method      b. services and products  
c. creativity and innovation      d. competitions and competitors

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26. He is very stubborn. It is very difficult to change his .....

- a. sequence                      b. modification                      c. attitude                      d. coordination

27. He attributed his ..... to two factors- taking exercise and not smoking.

- a. stability                      b. longevity                      c. stagnation                      d. operation

28. Creative people tend to be more .....

- a. dependant                      b. non-flexible                      c. original                      d. unmotivated

29. They have tried to take the ..... in dealing with the problem.

- a. initiative                      b. risk                      c. sequence                      d. performance

30. Downsizing in an organization deals with the ..... of employee's number.

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

**Part II: Translate the following 4 texts into Persian.**

1. The study of organizational change is extremely important because all managers at all organizational levels are faced throughout their careers with the task of changing their organization and also many managers consider change to be so critical to the success of the organizations that they encourage employees to continually search for areas in which beneficial organizational change can be made.(1.5 marks)

2. The generation of ideas in an organization depends first and foremost on the flow of people and information between the firm and its environment.(1 mark)

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3. New employees have to learn new skills, and since their motivation is likely to be high, they can be acquainted relatively easily with the skills and behavior expected in their new position. On the other hand , training experienced employees can be problematic.(1.25 marks)

4. To permit an organization's managers to assess the health of the organization and set up plans of action for improving it, the confrontation meeting may be used. This is a one-day meeting of all of an organization's managers in which they discuss problems, analyze the underlying causes, and plan remedial actions. (1.25 marks)