

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-He has a great stake in the international business. The word " stake " means

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|--------------------------|-----------------|
| 1. عملیات بانکی | 2. موافقت اصولی |
| 3. مبلغ سرمایه گذاری شده | 4. موجودی شرکت |

2-The manager gave his speech on the efficiency of the union. The word " Efficiency " means

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| 1. کارایی | 2. بازاریابی | 3. خط مشی | 4. مالکیت |
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3-Many people have a rational resistance to change. " Resistance ' means

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| 1. فعالیت | 2. آمادگی | 3. مقاومت | 4. ناراضی |
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4-there is a high wage level in this industry."wage"means in persian.....

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| 1. تسلط | 2. رفاه | 3. دستمزد | 4. دوره |
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5-Mechanisms involved in moving goods or services from the point of production to the point of consumption is called

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| 1. warranty | 2. investment | 3. distribution | 4. contribution |
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6-The government decides to levy a higher tax on import products. The word " Levy" means

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|-------------------------------------|-----------------------------|
| 1. demand and collect officially | 2. give money for a company |
| 3. to confirm or settle sth finally | 4. think deeply about |

7-A relationship whichbetween persons to carry on a business together is called a partnership .

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|-------------|--------------|-----------|-------------|
| 1. exploits | 2. surpasses | 3. incurs | 4. subsists |
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8-The manager said he would befor any damage caused during the transportation.

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|---------------|-----------|-------------|-------------|
| 1. reasonable | 2. liable | 3. feasible | 4. unstable |
|---------------|-----------|-------------|-------------|

9-He is the representative of all the workers in this factory. The word " Representative" has the closest meaning to

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|----------|-------------|--------------|-------------|
| 1. agent | 2. customer | 3. character | 4. employee |
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10-Human beings have relatively few needs, but can generate an enormous number of

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| 1. sales | 2. efforts | 3. relations | 4. wants |
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11-Governmentthat people must decrease the consumption of water.

1. achieved 2. announced 3. adapted 4. culminated

12-Application forms vary greatly in layout and length.The word " Layout" means

1. operation 2. development 3. arrangement 4. symptom

13-Theof water , oil, and electricity have gone up.

1. decision 2. consumption 3. method 4. communication

14-The manager treats hiswell, but expect them to work hard.

1. relations 2. efforts 3. concepts 4. subordinate

15-A fixedof the fund is invested in their firms.

1. proportion 2. observation 3. organization 4. information

16-.....is defined as the process by which people attempt to share meanings via the transmission of symbolic messages.

1. Management 2. Communication 3. Designing 4. Association

17-At the beginning of the year, workers arewith a list of things they are expected to need.

1. fulfilled 2. elected 3. supplied 4. prevented

18-The industry is heavilytowards export markets.

1. operational 2. oriented 3. forced 4. mutual

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. determining 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