



- 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



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