



1- All the company's cheques have to be signed by two -----.

1. investor                      2. creditors                      3. directors                      4. consumers

2- A relationship which subsists between persons to carry on a business together is called a-----.

1. partnership                      2. soletrader                      3. Firm                      4. producer

3- The only thing that distinguishes a non-business organization from a business organization is-----.

1. working in collaboration                      2. making a profit  
3. employing staff                      4. providing goods

4- The act of planning and moving forces ,planning or managing any affair well is called-----.

1. stake                      2. share                      3. premises                      4. strategy

5- The workers -----for higher wages but they did not increase their wages.

1. struck                      2. broke                      3. focused                      4. wanted

6- In marketing ,a product or service sold under a particular name in order to differentiate it in the market place is called-----

1. bargain                      2. advertising                      3. brand                      4. packaging

7- The two business clinched the deal quickly . "clinch" means-----.

1. confirm                      2. promote                      3. press                      4. delicate

8- Radio and television are important means of -----.

1. monitoring                      2. competition                      3. transmission                      4. communication

9- He has a speech -----, and can not pronounce "s" properly.

1. impediment                      2. obstacle                      3. loss                      4. fall

10- It is not possible to pinpoint precisely the time of meeting . "pinpoint " means-----.

1. aim                      2. allow                      3. show                      4. oppose

11- All of their companies will continue striving to meet the highest standards."striving" means-----.

1. trying                      2. operating                      3. training                      4. orienting

12- The employer are considering ways to increase the-----of the factory.

1. security                      2. productivity                      3. industry                      4. liability



- 13- -----psychology is that branch of psychology which delves into study of human behaviour in industrial organizations.
1. Industrial                      2. social                      3. linguistic                      4. exprimental
- 14- There is high -----over price rises for food and utilities like heating and telephone calls.
1. profit                      2. tax                      3. loss                      4. inflation
- 15- Persian bank is a -----of Iran-Khodro industrial company.
1. tariff                      2. subsidiary                      3. monetary                      4. instability
- 16- The systematic recording of financial and economic transactions and other events are called-----
1. auditing                      2. budgeting                      3. processing                      4. bookkeeping
- 17- The -----between rich and poor is still widening.
1. comply                      2. gap                      3. extend                      4. line
- 18- A balance between two situations in order to get an acceptable result is called-----.
1. project                      2. pay off                      3. trade off                      4. target
- 19- -----is the process that allocates organizational resources to units within the organizational in order to support organizational plans and strategies.
1. monetary                      2. budgeting                      3. auditing                      4. accounting
- 20- An arrangement in which a company gives a business the right to sell its goods or services in return for a fee or a share of the profits is called-----.
1. franchise                      2. license                      3. patent                      4. stake
- 21- -----is purchasing products made in another country and bringing them into the organization's home country.
1. exporting                      2. producing                      3. marketing                      4. importing
- 22- Tariffs ,taxes,-----and payment arrangements are made export process complex and expensive.
1. brochure                      2. transportation                      3. production                      4. investment
- 23- A formal written promise to repair or replace a product if it has a fault within a specific period of time after you buy it is called-----.
1. delivery                      2. infrastructure                      3. guarantee                      4. host
- 24- All children should bring a spare set of clothes in case they get wet. "spare" means-----.
1. extra                      2. ratio                      3. ongoing                      4. feature



25- A person who becomes a member of group or organization is called-----.

1. consumer                      2. officer                      3. supplier                      4. entrant

26- Internal auditing can not report to an accounting or financial officer .

1. حسابرسان داخلی                      2. حسابداران مستقل                      3. حسابداری مالی                      4. حسابداران داخلی

27- In the past, producers ignored the potential 25./ added value that could be gained from selling gold as jewellery.

1. بازده اضافی                      2. تولید افزوده                      3. مازاد بر درآمد                      4. ارزش افزوده

28- There is a high wage level in this industry.

1. اوراق بهادار                      2. خرده فروشی                      3. دستمزد                      4. سهم

29- He is a senior executive who works in an industrial company.

1. تولیدی                      2. اجرایی                      3. اجتماعی                      4. بهره وری

30- The manager gave his speech on the state of the union.

1. سازمان                      2. شرکت                      3. اتحادیه                      4. موسسه