



زمان آزمون (دقیقه): تستی: ۹۰ تشریحی: ۰

تعداد سوالات: تستی: ۳۰ تشریحی: ۰

عنوان درس: زبان تخصصی ۲

رشته تحصیلی/کد درس: مدیریت بازرگانی (چندبخشی) ۱۲۱۲۱۷۶

1-The between similar banks in the same area should enable them to eliminate 40% of the expenses of one of the banks.

1. compliance 2. inflation 3. merger 4. leader

2-Persian bank is a of Iran-khodro industrial company.

1. mission 2. transaction 3. warning 4. subsidiary

3-Asia will relax hard import..... it imposed on match.

1. presence 2. restrictions 3. exacerbate 4. instability

4-.....two or more monetary systems is one of the disadvantages of becoming involved in international operations.

1. Involving in 2. Decreasing 3. Increasing 4. Dealing with

5-A joint venture is a partnership formed between 2 companies for the purpose of persuing some mutually desirable business venture.

1. تجاری 2. اضافی 3. دو جانبه 4. تشویقی

6-Companies have cut sharply since the downturn began.

1. budgetings 2. inventories 3. transactions 4. cornerstone

7-His father's occupation is not routinely recorded on the birth.....

1. certificate 2. defection 3. taxation 4. revenue

8-Following the many detailed and specific rules of the taxing authorities in preparing tax returns is called.....

1. internal auditing 2. tax planning
3. foreign tax law 4. tax compilace

9-The term independent audit means a check of the accounting records of an economic entity by a CPA who is neither empolyed by the entity nor related to an officer of the entity.

1. مخاطب آزاد 2. شرکت وابسته 3. حسابرسی مستقل 4. خریداری سالم

10-A small subpart of accounting that deals with the recording of transactions in the books is called.....

1. bookkeeping 2. data processing
3. internal auditing 4. budgeting

11-There is a..... between doing the job accurately and doing it quickly.

1. commitment 2. trade off 3. infrastructure 4. pay off



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12- It was only when they started living together that they found out how they were.

1. intermittent 2. inevitable 3. incompatible 4. consummated

13- The company's of current assets to current liabilities is 5 to 1.

1. scene 2. maze 3. host 4. ratio

14- The bargaining parties are involved in a situation of a "fixed pie" or a win-loose situation so that one's gain is another's loss.

1. گروههای معامله کننده 2. گروههای تنش زدا
3. گروههای شرکا 4. گروههای رقیب

15- is the second step of a five-step process that managers should follow to improve the customer's satisfaction .

1. Taking corrective actions 2. Establishing the infrastructure
3. Defining customers' satisfaction goals 4. Measuring customers' satisfaction

16- The three countries have signed a in which they have to work together.

1. hierarchy 2. manufacturer 3. ventilation 4. memorandum

17- The manager will have to ask the accounts department about invoices that's not his.....

1. fatigue 2. premises 3. preserve 4. morale

18- increase product prices in the market place most of the time.

1. Consumption 2. Retailer 3. Custom-built 4. Intermediaries

19- We must reduce labor..... if we are to make a profit this year.

1. fees 2. damaging 3. brands 4. costs

20- The manager was..... the important decision he had to make.

1. distributing 2. contemplating 3. impediment 4. incorporated

21- At the beginning of year workers are with a list of things they are expected to need.

1. evolved 2. surpassed 3. supplied 4. impeded

22- Our bonus payment for improved productivity provide a(n).....to work harder.

1. commercial 2. competent 3. incentive 4. productivity



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23-..... is also called two-factor theory.

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|---|---------------------------------------|
| 1. Herzberg's Motivation Hygiene Theory | 2. Meclland's Need Achievement Theory |
| 3. Maslow's Need Hierarchy Theory | 4. Meclland's Need HierarchyTheory |

24-Applying the organization's "signature" to its product by the use of special names,signs or symbols is called.....

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| 1. sales promotion | 2. branching products |
| 3. accountancy services | 4. marketing mix |

25-.....gives consumer positive incentives for buying more goods or products.

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| 1. accountancy services | 2. Suspension design |
| 3. Marketing mix | 4. Sales promotion |

26-A organization is the one which focuses on the needs of its customers.

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| 1. sales orientation | 2. market orientation |
| 3. production orientation | 4. corporate planning |

27-In aindividuals benefit not only as investors but as employees in the business.

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| 1. purchaser-cooperatives | 2. investor-cooperatives |
| 3. producer-cooperatives | 4. consumer-cooperatives |

28-Budgeting is the process that allocates organizational resources to units with in the organization.'allocate' means.....

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| 1. توسعه دادن | 2. صادر کردن | 3. صرفه جویی کردن | 4. تخصیص دادن |
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29-These management information system (MIS) are rapidly becoming indispensible for planning, decision making , and control.

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| 1. هدفمند | 2. اجتناب ناپذیر | 3. مصادره | 4. تمام عیار |
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30-Productivity objective may not be consistent with the objective of maintaining industrial peace as management attempts toward cutting costs through modernization and rationalization may be resited by the union.

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| 1. صدور | 2. سفارش | 3. بهره وری | 4. سوددهی |
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