



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. ledger

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

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

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| 1. intermittent | 2. inevitable | 3. incompatible | 4. consummated |
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13-The company's of current assets to current liabilities is 5 to 1.

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

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| 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 .

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| 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.

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| 1. hierarchy | 2. manufacturer | 3. ventilation | 4. memorandum |
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17-The manager will have to ask the accounts department about invoices that's not his.....

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| 1. fatigue | 2. premises | 3. preserve | 4. morale |
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18-..... increase product prices in the market place most of the time.

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| 1. Consumption | 2. Retailer | 3. Custom-built | 4. Intermediaries |
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19-We must reduce labor..... if we are to make a profit this year.

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| 1. fees | 2. damaging | 3. brands | 4. costs |
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20-The manager was..... the important decision he had to make.

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| 1. distributing | 2. contemplating | 3. impediment | 4. incorporated |
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21-At the beginning of year workers are with a list of things they are expected to need.

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| 1. evolved | 2. surpassed | 3. supplied | 4. impeded |
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22-Our bonus payment for improved productivity provide a(n).....to work harder.

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| 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 a individuals 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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