



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