



زمان آزمون (دقیقه): تستی: ۶۰ تشریحی: ۰

تعداد سوالات: تستی: ۳۰ تشریحی: ۰

عنوان درس: زبان تخصصی ۲

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

1-A system for carrying goods or passengers from one place to another is called.....

- |           |                   |
|-----------|-------------------|
| 1. tariff | 2. transportation |
| 3. arena  | 4. mission        |

2-To engage in international management is to perform management .....

1. across national borders
2. inside domestic borders
3. both inside national borders and across domestic borders
4. neither inside domestic borders nor national borders

3-Inventory means.....

1. the amount of goods a shop has
2. the use of computers to store data
3. an account book of a business
4. an official document that states certain facts

4-Financial reports are used internally by .....

- |                      |                     |
|----------------------|---------------------|
| 1. staff accountants | 2. investigators    |
| 3. managers          | 4. financing groups |

5-Authority to make financial decisions has been ..... to a special committee.

- |               |              |              |              |
|---------------|--------------|--------------|--------------|
| 1. associated | 2. projected | 3. generated | 4. delegated |
|---------------|--------------|--------------|--------------|

6-We don't anticipate my major problem. Anticipate means .....

- |             |           |
|-------------|-----------|
| 1. need     | 2. expect |
| 3. generate | 4. avoid  |

7-A .....is an operating budget that projects profits for the coming period.

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|-------------------|-------------------|
| 1. capital budget | 2. expense budget |
| 3. profit budget  | 4. revenue budget |

8-..... means suitable for somebody's purpose and need and causing the least difficulty.

- |               |             |
|---------------|-------------|
| 1. convenient | 2. handy    |
| 3. available  | 4. balanced |

9-Buying a house is a big financial commitment." Commitment" means .....

- |                                   |                                 |
|-----------------------------------|---------------------------------|
| 1. the activity of buying goods   | 2. money invested in a business |
| 3. work involving a lot of effort | 4. a promise to do something    |



10-No agreement has yet been reached and the negotiations are still .....

- 1. ongoing
- 2. comprehensive
- 3. distinctive
- 4. limited

11-Partnerships, cooperatives, sole trades, and limited companies are different types of .....

- 1. business organizations
- 2. management
- 3. collaboration
- 4. non-business organizations

12-He managed to pay his ..... in two years.

- 1. consumers
- 2. debts
- 3. directors
- 4. solicitor

13-The company made profitable ..... in recent years.

- 1. shareholders
- 2. relevance
- 3. routine
- 4. investment

14-Management's refusal to ..... with the unions caused a terrible strike.

- 1. focus
- 2. infer
- 3. negotiate
- 4. sale

15-He regards appropriate prices with customers as her special .....

- 1. preserve
- 2. survival
- 3. damage
- 4. vehicle

16-If your company makes a(n) ..... with another company, you should keep it.

- 1. agreement
- 2. orientation
- 3. retirement
- 4. corporation

17-From the way the manager spoke, you could tell he was speaking from .....

- 1. execution
- 2. conviction
- 3. operation
- 4. production

18-Our ..... for the goods was poor: therefore, the sales were low.

- 1. policy
- 2. passage
- 3. publicity
- 4. establishment

19-Most managers ..... their efforts to their managerial task.

- 1. invest
- 2. devote
- 3. complete
- 4. impede

20-People must limit the ..... of oil, water and gas seriously.

- 1. consumption
- 2. protection
- 3. competition
- 4. promotion



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

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|--------------|--------------|
| 1. hierarchy | 2. solicitor |
| 3. incentive | 4. executive |

22- Industrial psychology deals with .....

1. a group of people in industry and business
2. industrial activities such as hard work
3. the study of human behavior in industrial organizations
4. economic and social background of employees

23- There are ..... advantages in putting sales and administration in the same building.

- |             |                |               |                 |
|-------------|----------------|---------------|-----------------|
| 1. personal | 2. operational | 3. sequential | 4. conventional |
|-------------|----------------|---------------|-----------------|

24- Financial ..... provides shelter against economic dangers.

- |           |                 |             |           |
|-----------|-----------------|-------------|-----------|
| 1. demand | 2. contribution | 3. security | 4. hinder |
|-----------|-----------------|-------------|-----------|

25- Shortfall means .....

1. formal written promise to repair a product
2. amount by which something fails to reach the expected total
3. a characteristic feature of a product
4. a long-term deal

26- The last step for the improvement of customer satisfaction process is to .....

1. measure customer satisfaction
2. communicate customer satisfaction goals
3. establish or upgrade infra structure
4. evaluate results and take corrective action

27- The highest level of ownership involvement and control of international operations is .....

- |                      |              |
|----------------------|--------------|
| 1. joint venture     | 2. hiring    |
| 3. direct investment | 4. exporting |

28- The strong economy has helped some smaller banks to ..... their larger rivals.

- |               |             |
|---------------|-------------|
| 1. outperform | 2. threaten |
| 3. accuse     | 4. avoid    |



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29- There seems to be a dearth of good young players at the moment. Dearth means .....

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|-----------|----------|
| 1. need   | 2. gap   |
| 3. threat | 4. trait |

30- An ..... is a person who becomes a member of a group or an organization.

- |            |          |             |             |
|------------|----------|-------------|-------------|
| 1. entrant | 2. rival | 3. licensor | 4. licensee |
|------------|----------|-------------|-------------|