

نام درس: زبان تخصصی ۴

تعداد سوالات: تستی: ۳۰ تشریحی: —

رشته تحصیلی/کد درس: مدیریت صنعتی-۱۲۱۲۰۳۶

زمان آزمون: تستی: ۷۰ تشریحی: — دقیقه

آزمون نمره منفی دارد ○ ندارد ⊗

کد سری سؤال: یک (۱)

استفاده از: —

مجاز است.

منبع: —

10-An attitude covers three essential components: the cognitive, theand the behavioral.

- a. Idea b. affective c. argument d. expectation

11-.....factors are the specific structure and content of what is transmitted in a persuasive appeal.

- a. Medium b. Audience c. Source d. Message

12-One's thinking, feeling, and action tendencies towards work is termed.....

- a. job satisfaction b. communications
c. direct experience d. behavioral expression

13-.....is a process in which a reflex or emotional response comes under the control of a new stimulus.

- a. Observational learning b. Faceted approach
c. Classical conditioning d. Job -orientation

14-.....involves reinforcing small approximations of the final desired behavior.

- a. Discipline b. Shaping c. Skill d. Thought

15-A.....schedule reinforces individuals for their responses after a predetermined period of time has elapsed.

- a. fixed interval b. variable interval
c. fixed ratio d. variable ratio

16-.....might consist of ignoring the irksome behavior and thereby reducing the probability that it will recur.

- a. Reinforcement b. Enhancement
c. Resistance d. Extinction

17-McClelland's research indicates that increases in the level of need for..... precedes increases in economic activity.

- a. affiliation b. performance c. achievement d. power

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18-In Maslow's hierarchy of needs, the lower order needs are called.....

- a. deficiency needs b. growth needs
c. physiological needs d. psychological needs

19-focuses on the influence of past rewards in shaping present behavior.

- a. Expectancy theory b. Hedonism
c. Reinforcement theory d. Job assignment

20-Vertical expansion represent job.....

- a. simplification b. enrichment
c. cumulative d. enlargement

21-When a person changes behavior or beliefs in response to real or imagined pressure from others, she/he seeks.....

- a. conformity b. arguments c. logic d. correspondence

22-In an MBO program, objectives are set by:.....

- a. employees at all levels b. top-level managers
c. operating managers d. outside consultants

23-.....leadership includes being friendly to subordinates and sensitive to their needs.

- a. Participative b. Directive c. Supportive d. Achievement

24-Programmed decisions refer to:.....

- a. simplified decisions b. organizational policies
c. novel structured decisions d. decision support systems

25-Physical distance, psychological distance and similarity are the key determinants of.....

- a. informal groups b. formal groups
c. social loafing d. interpersonal attraction

26-Five major styles of conflict management are forcing, collaborating, avoiding, accommodating and

- a. compromising b. enhancement c. antagonize d. vacillate

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27-.....takes place when the sender translates the information to be transmitted into a series of symbols:

- a. Feedback b. Decoding c. Encoding d. Response

28-Mechanistic structure most closely resemble:

- a. organic structures b. bureaucratic structures
c. system 4structures d. matrix structures

29- In a model proposed by Duncan, high degrees of uncertainty are associated withenvironments.

- a. simple-static b. complex-static
c. simple-dynamic d. complex-dynamic

30- According to Tuckman, the four stages through which groups pass as they develop are: forming ,..... norming and performing

- a. Storming b. Composition c. Surrounding d. impact