

نام درس: زبان تخصصی (۱)

تعداد سؤال: نسی ۳۰ تکمیلی — تشریحی ۳

رشته تحصیلی: گرایش: مدیریت صنعتی و بازرگانی

زمان امتحان: تستی و تکمیلی ۴۵ دقیقه تشریحی ۲۵ دقیقه

کد درس: صنعتی: ۱۲۱۲۰۳۳- بازرگانی: ۱۲۱۲۱۶۶

تعداد کل صفحات: ۴

**Part I: Multiple choice items****Directions:** Choose the best choice (a, b, c or d) and then mark it on your answer sheet.

- 1) He is very ..... , he writes the best novels every year.  
a) respective      b) creative      c) precision      d) concerned
- 2) We need some one to handle the marketing ..... of the business.  
a) classification      b) end      c) device      d) factor
- 3) The company devised a new type of transistor. "Devised" means .....  
a) demanded      b) created      c) invented      d) employed
- 4) This behaviour among the work force is the ..... of inappropriate management.  
a) production      b) personality      c) imagination      d) product
- 5) He has ..... a new theory after many years of research.  
a) evolved      b) imagined      c) deemed      d) promoted
- 6) The balance of two accounts are ..... the same.  
a) precise      b) precision      c) precised      d) precisely
- 7) The government is the highest ..... in the country.  
a) commitment      b) corporation      c) authority      d) function
- 8) It took a long time to ..... a committee to deal with the matter.  
a) set up      b) come up      c) carry on      d) detect
- 9) They decided to carry on their work. "Carry on" in this sentence means .....  
a) detect      b) convey      c) arrange      d) continue

نام درس: زبان تخصصی (۱)

تعداد سؤال: نسی ۳۰ تکمیلی — تشریحی ۳

رشته تحصیلی: گرایش: مدیریت صنعتی و بازرگانی

زمان امتحان: تستی و تکمیلی ۴۵ دقیقه تشریحی ۲۵ دقیقه

کد درس: صنعتی: ۱۲۱۲۰۳۳- بازرگانی: ۱۲۱۲۱۶۶

تعداد کل صفحات: ۴

- 10) An idea based on intuition and not on evidence is called ..... .  
 a) progress                      b) deviation                      c) procedure                      d) hunch
- 11) They are ..... responsible for everything that happens.  
 a) corporately                      b) corporate                      c) corporation                      d) corporative
- 12) He never ..... ahead, he just does things suddenly.  
 a) detects                      b) leads                      c) performs                      d) plans
- 13) His ..... was to solve our problem.  
 a) goal                      b) chance                      c) record                      d) personality
- 14) Learning this language would be a very difficult ..... .  
 a) interaction                      b) position                      c) process                      d) record
- 15) His interests in business are very..... .  
 a) domain                      b) abstract                      c) trained                      d) diverse
- 16) Becoming skillful in any area of administration is not easy .....  
 a) evaluation                      b) rudiment                      c) task                      d) implementation
- 17) The human body has a very complex ..... .  
 a) organize                      b) organization                      c) organized                      d) organizationally
- 18) You must find new..... for your products.  
 a) market                      b) capability                      c) output level                      d) policy

نام درس: زبان تخصصی (۱)

تعداد سؤال: نسی ۳۰ تکمیلی — تشریحی ۳

رشته تحصیلی: گرایش: مدیریت صنعتی و بازرگانی

زمان امتحان: تستی و تکمیلی ۴۵ دقیقه تشریحی ۲۵ دقیقه

کد درس: صنعتی: ۱۲۱۲۰۳۳- بازرگانی: ۱۲۱۲۱۶۶

تعداد کل صفحات: ۴

19) The inventory level of these stores have not been determined yet. "Inventory level" means

.....

- a) price                      b) output level                      c) detailed list                      d) estimation

20) A list showing amounts of money paid or received is called .....

- a) statement                      b ) inventory level                      c) output level                      d) market

21) It is a(n) ..... part of human nature to avoid pain.

- a) sheer                      b) trivial                      c) routine                      d) inherent

22) He gave him a ..... reply.

- a) decisiveness                      b) decisive                      c) decisively                      d) decided

23) This is a ..... decision, take it into consideration please.

- a) judgment                      b) risk                      c) policy                      d) service

24) Employers are ..... with the school to find job for graduates.

- a) cooperating                      b) creating                      c) organizing                      d) looking

25) The ..... of our city is a matter of the first importance.

- a) cooperation                      b) development                      c) domain                      d) ingredient

26) I think it is better to use your..... to help others.

- a) litter                      b) record                      c) ability                      d) procedure

27) His interest in money is the only ..... that drives him to work so hard.

- a) advantage                      b) motive                      c) enthusiasm                      d) project

نام درس: زبان تخصصی (۱)

تعداد سؤال: نسی ۳۰ تکمیلی — تشریحی ۳

رشته تحصیلی: گرایش: مدیریت صنعتی و بازرگانی

زمان امتحان: تستی و تکمیلی ۴۵ دقیقه تشریحی ۲۵ دقیقه

کد درس: صنعتی: ۱۲۱۲۰۳۳ - بازرگانی: ۱۲۱۲۱۶۶

تعداد کل صفحات: ۴

28) Something (to be) given to someone for what he/she has done is called .....

- a) reward                      b) safety                      c) promotion                      d) ambitious

29) I couldn't ..... my money to the poor so I gave my clothes instead.

- a) contribution                      b) contributive                      c) contributed                      d) contribute

30) We must ..... our efforts on improving education.

- a) assume                      b) tackle                      c) adapt                      d) concentrate

**Part II: Translate the following texts to Persian.**

1) Although administrators use scientific laws, techniques and data, they do so in ways that allow free rain to individual imagination and temperament. Usually a variety of successful solutions exist for dealing with a particular administrative problem, and a creative administrator may even devise a new solution on the spot.

2) After management has made plans, created a structure and hired appropriate personnel, someone must lead the organization.

3) Decision making is a key management element in organizations, people with managerial roles are expected, among other things, to make decisions as an important part of their responsibilities.