

سری سوال: یک

زمان آزمون (دقیقه): ۷۵ تشریحی: ۰

تعداد سوالات: تستی: ۳۰ تشریحی: ۰

درس: زبان تخصصی اقتصاد و مدیریت

رشته تحصیلی/کد درس: حسابداری (چندبخشی)، علوم اقتصادی (نظری) (چندبخشی)، مدیریت دولتی (چندبخشی)، مدیریت بازرگانی (چندبخشی)  
مدیریت صنعتی (چندبخشی)، مدیریت جهانگردی (چندبخشی) (۱۲۱۲۱۷۴)

1-Economics is part of the ..... sciences.

1. physical                      2. social                      3. technical                      4. pure

2-Which one does not belong to microeconomics?

1. effects of new taxes on a specific product  
2. rate of inflation  
3. amount of economywide unemployment  
4. yearly growth in the output of goods & services

3-Economics uses ..... analysis, a value- free approach and relates to statements that can be refused, such as "If A, then B".

1. micro                      2. macro                      3. positive                      4. normative

4-Which one is not correct?

1. scarcity occurs just among the poor.  
2. Scarcity is a shortage.  
3. Scarcity exists because of insufficient resources.  
4. Scarcity is not the same thing as poverty.

5-The value of the next-best alternative is called.....

1. economic growth                      2. production value  
3. trade-offs                      4. opportunity cost

6- If a nation experiences economic growth, the ..... curve between servers and HDTVS will move outward.

1. self- interest                      2. production possibilities  
3. wants                      4. needs

7-The law of demand tells us that the quantity demanded of any commodity is ..... to its price, other things being equal.

1. directly related                      2. dependent  
3. inversely related                      4. independent

سری سوال: یک

زمان آزمون (دقیقه): تستی: ۷۵ تشریحی: ۰

تعداد سوالات: تستی: ۳۰ تشریحی: ۰

درس: زبان تخصصی اقتصاد و مدیریت

رشته تحصیلی/کد درس: حسابداری (چندبخشی)، علوم اقتصادی (نظری) چندبخشی، مدیریت دولتی (چندبخشی)، مدیریت بازرگانی (چندبخشی)  
مدیریت صنعتی (چندبخشی)، مدیریت جهانگردی (چندبخشی) (۱۲۱۳۱۷۴)

8-A situation in which quantity supplied is greater than quantity demanded at a price above the market clearing price is called .....

1. recession                      2. inflation                      3. surplus                      4. growth

9-Two goods are ..... when a change in the price of one causes a shift in demand for the other in the same direction as the price change.

1. consumed                      2. schedule                      3. substitutes                      4. complements

10-The case in which a given output is produced at minimum cost is .....

1. efficiency                      2. success                      3. failure                      4. shortage

11-National defense, police protection, and the legal system are examples of ..... goods.

1. private                      2. personal                      3. profit                      4. public

12-Income redistribution can be carried out by a system of progressive.....

1. taxation                      2. subsidy                      3. banking                      4. cost

13-Unemployment due to fact that workers must search for appropriate Job offers is ..... unemployment.

1. cyclical                      2. frictional                      3. structural                      4. seasonal

14-The ..... value of anything is simply its price expressed in today's Rials.

1. labor                      2. real                      3. added                      4. nominal

15-The value of money for buying goods and services is called .....

1. selling power                      2. purchasing power  
3. exchanging                      4. interest rate

16-Goods like grains are ..... goods which are used up entirely in the production of final goods.

1. intermediate                      2. original                      3. capital                      4. consumer

17-Computing Gross Domestic Product by adding up all Rial value at current market prices of all final goods and services is called .....

1. expenditure approach                      2. cost principle  
3. consuming                      4. measuring

18-Foreigners helped finance the budget deficit by buying government .....

1. output                      2. goods                      3. securities                      4. capital

تعداد سوالات: تستی: ۳۰ تشریحی: ۰

زمان آزمون (دقیقه): تستی: ۷۵ تشریحی: ۰

سری سوال: یک ۱

درس: زبان تخصصی اقتصاد و مدیریت

رشته تحصیلی/کد درس: حسابداری (چندبخشی)، علوم اقتصادی (نظری) چندبخشی، مدیریت دولتی (چندبخشی)، مدیریت بازرگانی (چندبخشی)  
مدیریت صنعتی (چندبخشی)، مدیریت جهانگردی (چندبخشی) (۱۲۱۲۱۷۴)

19-Before money was used, transactions took place by means of.....

1. bonds                      2. securities                      3. checks                      4. barter

20- Saving banks, saving and loan associations and credit unions are examples of ..... institutions.

1. personal                      2. private                      3. public                      4. thrift

21-Paper bills is the largest component of Iran.....

1. economics                      2. currency                      3. investment                      4. deposit

22-The ..... of an economic entity are its debts which may be represented as formal claims or informal claims.

1. assets                      2. liabilities                      3. benefits                      4. revenues

23-The financial statement designed to show a business entity's financial position- what it owns and what it owes- on a particular date is called balance sheet.

1. ترازنامه                      2. صورت حساب                      3. اظهارنامه                      4. نقدینگی

24-This statement shows how the owner's investment has changed from the start of a period to the end of a period.

1. owner's equity                      2. moral hazard                      3. inventory                      4. income

25-Financial transactions represent the exchange of goods and services between economic entities.

1. مالکیت                      2. منافع                      3. مبادله                      4. مصرف

26-An index is .....

1. a legal document containing agreement  
2. an official document to list goods  
3. an accounting board  
4. a system for comparing & measuring of changing value of s.th

تعداد سوالات: تستی: ۳۰ تشریحی: ۰

زمان آزمون (دقیقه): تستی: ۷۵ تشریحی: ۰

سری سوال: یک ۱

درس: زبان تخصصی اقتصاد و مدیریت

رشته تحصیلی/کد درس: حسابداری (چندبخشی)، علوم اقتصادی (نظری) چندبخشی، مدیریت دولتی (چندبخشی)، مدیریت بازرگانی (چندبخشی)  
مدیریت صنعتی (چندبخشی)، مدیریت جهانگردی (چندبخشی) (۱۲۱۲۱۷۴)

27-A country having ability to pay back its debts, has solvency.

1. ثروت 2. قدرت 3. داراي اقتدار 4. توانايي پرداخت ديون

28-The business transactions of a travel agency and a store which are operated by the same person but as proprietorships must be recorded. "proprietorship" means .....

1. محصول 2. مخارج 3. مالکیت 4. مازاد

29-Which one is not belong to social sciences?

1. Economics 2. Biology 3. Accounting 4. Management

30-Management is adynamic subject so this approach is very close to the practice of management.

1. رویکرد 2. نرخ 3. سرمایه 4. هزینه

زمان آزمون (دقیقه): تستی: ۷۰ تشریحی: -

تعداد سوالات: تستی: ۳۰ تشریحی: --

نام درس: زبان تخصصی ۲، زبان خارجی ۳، زبان تخصصی ۳، زبان تخصصی مدیریت صنعتی

رشته تحصیلی / کُد درس: مدیریت دولتی تجميع (۱۲۳۴۰۳۲) مدیریت دولتی سنتی (۱۲۱۲۰۲۴) مدیریت صنعتی سنتی (۱۲۱۲۰۳۵) مدیریت صنعتی تجميع (۱۲۱۲۰۳۷)

مجاز است.

استفاده از:

## Part One:

**Instruction: Choose the best choice (a, b, c, or d) to complete the following sentences.**

۱. It is the .....of the department to deal with the employment problems.

- a. rejection
- b. function
- c. organization
- d. administration

۲. Providing guidelines for decision-making is the most important .....of every company.

- a. policy
- b. organization
- c. officer
- d. administration

۳. A person who works in a profession, especially a doctor or a university teacher is called

a(n).....

- a. labor
- b. manager
- c. practitioner
- d. administrator

۴. The .....of the new employee is considerable. In other words, he is more liable.

- a. authority
- b. hierarchy
- c. productivity
- d. accountability

۵. There is a high.....of opinion among all members to achieve the goal of the company.

- a. consensus
- b. planning
- c. politics
- d. bureaucracy

۶. The new manager .....each of his employees their tasks.

- a. allocated
- b. enforced
- c. financed
- d. fired

۷. It is the common rights of ..... to complain about faulty goods.

- a. entrepreneur
- b. consumers
- c. sector
- d. officer

۸. They .....a policy of high productivity for their companies to increase their capital.

- a. blurred
- b. cheated
- c. advocated
- d. refused

۹. Group of people controlling a company or some other organization is called.....of irectors.

- a. apex
- b. master
- c. chairman
- d. board

۱۰. He managed to maintain his.....of the party despite many oppositions.

- a. leadership
- b. commission
- c. command
- d. ledger

۱۱. In the public....., there is no genuine equivalent to the profit motive which is so central to private enterprise.

- a. obscure
- b. efficiency
- c. court
- d. sector

۱۲. The actions of public.....have the force of law and power of the government behind hem.

- a. conflicts
- b. echelons
- c. administrators
- d. revenues

مجاز است.

استفاده از:

## Part Two

Read the following sentences carefully and find the best equivalent for the words in bold.

۱۳. An **occupation** refers to one's usual or principal work or business, especially as a means of earning a living.

- a. plan of action      b. job      c. commerce      d. policy

۱۴. Most of companies have **corporate** way of doing their most things.

- a. collective      b. procedural      c. substantive      d. bureaucratic

۱۵. In many organizations, some of the employees are considering ways to increase the **productivity** of their companies.

- a. efficiency      b. implementation      c. authority      d. emergency

۱۶. Most experienced managers try to **run** their jobs very well.

- a. enforce      b. manage      c. plan      d. dispute

۱۷. Every year, there are a lot of meetings for the purpose of discussing the **substantive** matters of their works.

- a. easy      b. procedural      c. accountable      d. real

۱۸. Most of the educated employees are **demanding** high salary.

- a. defrauding      b. financing      c. requiring      d. advocating

۱۹. The money received by a business as a result of its trading activity is called **revenue**.

- a. income      b. promotion      c. recruitment      d. investment

۲۰. Many workers **fired** for stealing money from the shops.

- a. fund      b. demanded      c. dismissed      d. controlled

۲۱. Most of the managers receive promotion for **meritorious** jobs in their marketplaces.

- a. praiseworthy      b. fiscal      c. advisory      d. answerable

۲۲. The head of the government **direct** the public affairs of a country.

- a. rise      b. govern      c. increase      d. get

۲۳. Private firms' task is to be highly efficient and competitive in the **marketplace**.

- a. fiscal agency      b. bifurcation      c. investment      d. commercial world

زمان آزمون (دقیقه): تستی: ۷۰ تشریحی: -

تعداد سوالات: تستی: ۳۰ تشریحی: --

نام درس: زبان تخصصی ۲، زبان خارجی ۳، زبان تخصصی ۳، زبان تخصصی مدیریت صنعتی

رشته تحصیلی / کُد درس: مدیریت دولتی تجميع (۱۲۳۴۰۳۲) مدیریت دولتی سنتی (۱۲۱۲۰۲۴) مدیریت صنعتی سنتی (۱۲۱۲۰۳۵) مدیریت صنعتی تجميع (۱۲۱۲۰۳۷)

مجاز است.

استفاده از:

Part Three:

Read the following sentences carefully and find a Persian equivalent for the words in bold.

۲۴. There is a rise in unemployment when the society encounters **inflation**.

الف. تورم ج. رکود ب. رکود د. رونق

۲۵. A system or practice in which persons are hired and promoted on the basis of ability rather than patronage is called **merit system**.

الف. سیستم لیاقتی ب. سیستم عمومی ج. سیستم قدیمی د. سیستم منظم

۲۶. A **ledger** is a document records its financial accounts.

الف. شرح عملکرد ب. دفتر کل ج. دفتر کار د. مدرک تخصصی

۲۷. A clever **entrepreneur** would have succeeded in every risky business.

الف. سرمایه گذار ب. سرمایه دار ج. فرد معترض د. کار آفرین

۲۸. Most of the **bureaucrats** are interested in following routine and the rules of the department very strictly.

الف. کارمندان نقدی ب. رؤسای بازاریابی ج. مقامات اداری د. ارباب رجوع

۲۹. The **implementation** of his ideas in the new workplace is not so easy.

الف. پرتو ب. ویژگی ج. تحقق د. مصلحت

۳۰. **Rationality** is one of his distinguishing characters which make him different from others.

الف. جنبه عقلایی ب. جامعه پذیری ج. پایداری د. سودآوری