

بسم الله الرحمن الرحيم
اللهم صل على محمد و آل محمد



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برای دریافت سوالات دروس دیگر
می توانید به آدرس زیر مراجعه کنید

نام درس: زبان تخصصی اقتصاد و مدیریت

تعداد سؤالات: نسی ۳۰ تکلیلی - تشریحی ۴

رشته تحصیلی: گرایش: طرح تجميع، بخش اقتصاد، حسابداری و مدیریت

زمان امتحان: نسی و تکلیلی ۵۰ دقیقه تشریحی ۲۰ دقیقه

کد درس: ۱۲۱۲۱۷۲

تعداد کل صفحات: ۴

11. Without seeing his work, the of his ability is really impossible.
 - a. record
 - b. project
 - c. abstract
 - d. evaluation
12. They need to reduce paperwork and in the company.
 - a. utility
 - b. cooperating
 - c. bureaucracy
 - d. diversity
13. The line that separates administration from other type of human interaction often become
 - a. blurred
 - b. decided
 - c. approached
 - d. estimated
14. He succeeded in the of his ideas.
 - a. involving
 - b. implementation
 - c. concerning
 - d. occupation
15. The of administration are people action and interaction. No other tools are equally important.
 - a. goals
 - b. devices
 - c. ingredients
 - d. processes
16. The of these stores have not yet been determined.
 - a. judgment
 - b. market
 - c. price
 - d. inventory
17. The manager wants a(n) reply on the part of the employee. There should be no delay.
 - a. deliberated
 - b. immediate
 - c. inherent
 - d. trivial
18. As you the town the first thing you see is the beautiful part.
 - a. force
 - b. approach
 - c. promise
 - d. hope
19. The factory's level is very low because of the recent employee's strike.
 - a. circumstance
 - b. policy
 - c. output
 - d. committee
20. A decision is the choice made from among available
 - a. abilities
 - b. alternatives
 - c. problems
 - d. keys
21. The company's will be used for improving the condition of the work environment.
 - a. funding
 - b. rewards
 - c. motive
 - d. readership
22. Some people easily to living in new places; some don't.
 - a. initiate
 - b. concentrate
 - c. grumble
 - d. adapt

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استفاده از فرهنگ لغات مجاز نیست.

Part one: Vocabulary

Choose the best item and mark in your answer sheet.

1. The executive administrators has high in organizing activity.
 - a. device
 - b. efficiency
 - c. commission
 - d. employment
2. The edge of the sea remains a(n) and indefinable boundary.
 - a. trait
 - b. imagination
 - c. elusive
 - d. creative
3. The balance of two accounts are the same. There is no mistake in it.
 - a. probably
 - b. creatively
 - c. productively
 - d. precisely
4. One may it more fruitful to ask the police to crack down on litter under the street litter law.
 - a. deem
 - b. improve
 - c. collect
 - d. bunch
5. He's usually somewhere near the window.
 - a. developing
 - b. lurking
 - c. inducing
 - d. ceasing
6. He has a lot of and cannot accept anymore.
 - a. departments
 - b. authorities
 - c. commitments
 - d. skills
7. The doctor has been able to some improvement as a result of the medicine.
 - a. deviate
 - b. perform
 - c. progress
 - d. detect
8. They are responsible for every thing that happens. ✓
 - a. corporately
 - b. managerially
 - c. organizationally
 - d. authoritatively
9. Their actions are based on some method, plan or logic rather than on a(n)
 - a. purpose
 - b. objective
 - c. hunch
 - d. goal
10. All managers regardless of their particular or skills engage in certain activities to achieve their goals.
 - a. components
 - b. aptitudes
 - c. assembly
 - d. software

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 تعداد کل صفحات: ۲

23. The for the decision is the desire to improve our services to our customers.
 a. faith b. behavior c. motivation d. matter
24. The plan was because of the cost. We are no longer going to do it:—
 a. fulfilled b. inspired c. communicated d. abandoned
25. The college has trained many of our country's
 a. criterion b. administrators c. factory d. theories

Part II: Read the following passage carefully and choose the best item.

Money can motivate some people under some conditions. So the issue isn't really whether or not money can motivate. The answer to that is: it isn't! The more relevant question is: Does money motivate most employees in the work force today to higher performance? The answer to this question, we'll argue, is "No".

For money to motivate an individual's performance, certain conditions must be met. First, money must be important to the individual. Second, money must be perceived by the individual as being a direct reward for performance. Third, the marginal amount of money offered for the performance must be perceived by the individual as being significant. Finally, management must have the discretion to reward high performers with more money. Let's take a look at each of these conditions.

Money is not important to all employees. High achievers, for instance, are intrinsically motivated. Money should have little impact on these people. Similarly, money is relevant to those individuals with strong lower-order needs; but for most of the work force, their lower-order needs are substantially satisfied.

26. There are circumstances in which money motivates an individual's performance.
 a. three b. four c. five d. six
27. According to the passage, high achievements are related to
 a. extrinsic motivation b. direct reward
 c. intrinsic motivation d. material satisfaction

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28. Money is important for those individuals with
 a. higher – order needs b. higher performance
 c. lower – order needs d. significant performance
29. The author states that money can be viewed and accepted as a to good performers.
 a. satisfaction b. need
 c. condition d. reward
30. According to the passage, for most of the work force
 a. intrinsic motivation is important.
 b. low – order needs are substantially satisfying
 c. there is not any high – order needs.
 d. money is the only satisfying reward.

Part II: Translation

- Management is a process which enables organization to achieve their objectives by planning, organizing leading and controlling their reasons.
- Strategic decisions: these are the basic, long – term decisions which settle the organization's relationship with its environment.
- Performance depends on three factors: ability environment, and motivation. If employees have necessary abilities, are supported by their organizational environment and adequately motivated.
- Individual decisions making is an important part of organizational behavior. But how individuals in organizations make decisions are largely influenced by their perception.