

# 94-95-2



سری سوال: یک

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

تعداد سوالات: تستی: ۳۰ تشریحی: ۰

عنوان درس: زبان تخصصی اقتصاد و مدیریت

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

1- "The hypothesis that people are nearly but not fully rational" means:

1. full rationality
2. rationality
3. bounded rationality
4. behavioral rationality

2-The ..... of something is its basic quality or character.

1. allocation
2. nature
3. want
4. cost

3- Satisfaction means:

1. fulfilling
2. wants and needs
3. apportion
4. prediction

4-Most models use the ..... assumption that all other things are held constant or equal.

1. variable
2. factor of production
3. simplification
4. ceteris paribus

5-A ..... is a wish to do or have something.

1. desire
2. commodity
3. situation
4. alternative

6-Which one belongs to macroeconomic?

1. car market
2. inflation
3. price
4. production

7-One of the four factors of production is:

1. inflation
2. entrepreneurship
3. price
4. investment

8-opportunity cost means:

1. سرمایه گذاری
2. فدا کردن
3. هزینه آشکار
4. هزینه فرصت

9-Expectation of a rise in income may cause consumer to ..... :

1. more production
2. less production
3. purchase more
4. less consumption

10-Which one employs resources to produce goods or services for profit?

1. labor force
2. consumer
3. firm
4. market

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عنوان درس: زبان تخصصی اقتصاد و مدیریت

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11- ..... is a quantity much larger than is needed.

- |                                   |             |
|-----------------------------------|-------------|
| 1. Supply                         | 2. Shortage |
| 3. State of being in short supply | 4. Surplus  |

12-Lack of success means:

- |            |            |         |            |
|------------|------------|---------|------------|
| 1. finance | 2. failure | 3. cost | 4. forgone |
|------------|------------|---------|------------|

13-Which one is a government – sponsored good?

- |            |             |            |         |
|------------|-------------|------------|---------|
| 1. museums | 2. gambling | 3. capital | 4. land |
|------------|-------------|------------|---------|

14-Which one is an example of a public good?

- |                     |               |
|---------------------|---------------|
| 1. national defense | 2. automobile |
| 3. money            | 4. heroin     |

15-External ..... lead to an overallocation of resources and ..... is possible way of correcting these spillovers.

- |                        |                        |
|------------------------|------------------------|
| 1. taxation, financing | 2. benefit, regulation |
| 3. income, subsidizing | 4. cost, taxation      |

16-“Person who officially enters a competition or institution” means:

- |              |               |                |            |
|--------------|---------------|----------------|------------|
| 1. reentrant | 2. job leaver | 3. new entrant | 4. entrant |
|--------------|---------------|----------------|------------|

17-when the purchasing power of the rial decrease, we have .....

- |              |              |              |                 |
|--------------|--------------|--------------|-----------------|
| 1. inflation | 2. deflation | 3. recession | 4. unemployment |
|--------------|--------------|--------------|-----------------|

18-In total income rent and profit received by ..... and ..... respectively.

- |                               |                              |
|-------------------------------|------------------------------|
| 1. workers, capital owners    | 2. landowners, entrepreneurs |
| 3. capital owners, landowners | 4. landowners, workers       |

19-The sum of the value added is equal to the sale price to the final consumer. Value added means:

- |               |                |               |               |
|---------------|----------------|---------------|---------------|
| 1. ارزش‌گذاری | 2. ارزش افزوده | 3. ارزش بهینه | 4. ارزش نهایی |
|---------------|----------------|---------------|---------------|

20-..... are consumer goods that have a life span of more than three years.

- |                              |                           |
|------------------------------|---------------------------|
| 1. Final goods               | 2. Durable consumer goods |
| 3. Nondurable consumer goods | 4. Services               |

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21-which one means: "amounts owned, the legal claims against b business or household by nonowners."

1. assets
2. liabilities
3. liquidity
4. investment

22-which one is not the function of money?

1. madium of exchange
2. consumer good
3. unit of accunting
4. store of value

23-..... is the unit of accounting in Iran.

1. transaction deposit
2. money
3. Rial
4. central bank

24-"Money that you need to pay for something" means:

1. capital
2. expense
3. interest
4. consumption

25-..... is the person to whom something belongs.

1. producer
2. consumer
3. debtor
4. owner

26-..... is someone who sells things such as newspaper.

1. Worker
2. Vendor
3. Wabbor
4. Reentrant

27-He tried to ..... the information he need.

1. acquire
2. consume
3. cost
4. investment

28-..... means : "A general rule or scientific law about how something happens or works."

1. bill
2. stable
3. record
4. principle

29-The essential task of an economy is directing resources into useful goods and services. directing means:

1. تولید
2. طراحی
3. هدایت
4. بهینه نمودن

30-If you make a prediction, you say what you think will happen. prediction means:

1. planning
2. directing
3. coordinating
4. forecasting

شماره سوال	پاسخ صحيح	وضعيت كليد
1	ج	عادي
2	ب	عادي
3	الف	عادي
4	د	عادي
5	الف	عادي
6	ب	عادي
7	ب	عادي
8	د	عادي
9	ج	عادي
10	ج	عادي
11	د	عادي
12	ب	عادي
13	الف	عادي
14	الف	عادي
15	د	عادي
16	د	عادي
17	الف	عادي
18	ب	عادي
19	ب	عادي
20	ب	عادي
21	ب	عادي
22	ب	عادي
23	ج	عادي
24	ب	عادي
25	د	عادي
26	ب	عادي
27	الف	عادي
28	د	عادي
29	ج	عادي
30	د	عادي

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1- Which one is not belong to social sciences?

1. economics
2. biology
3. accounting
4. management

2- Modern economists are increasingly using ..... as the basis of macroeconomics analysis.

1. rationality assumption
2. models
3. microeconomics analysis
4. theories

3- He was asked to evaluate the situation. 'Evaluate' means:

1. خرج کردن
2. تامین کردن
3. ارزیابی کردن
4. خریداری کردن

4- If you forgone something, you give it up or do not insist on having it. 'Forgone' means:

1. صرفنظر کردن
2. از دست رفتن
3. تخصیص دادن
4. راضی کردن

5- In economics, cost is always a forgone .....

1. scarcity
2. wants
3. needs
4. opportunity

6- Which one is the most basic concept in all of economics?

1. entrepreneurship
2. scarcity
3. resources
4. opportunity cost

7- Any point that is not equilibrium is unstable and will not persist. 'Equilibrium' means:

1. تقاضا
2. مکمل
3. تعادل
4. کاهش

8- The law of demand posits a(n) ..... relationship between the quantity demanded of a good and its price, other things being constant.

1. direct
2. inverse
3. shift
4. along

9- An increase in income will lead to a ..... the position of the demand curve.

1. leftward shift in
2. rightward shift in
3. movement along
4. none of the above

10- A private company will finance and build the pipeline.

1. تامین مالی کردن
2. بودجه آوردن
3. مانع شدن
4. تضمین کردن

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11- Which one is the most important role of the price system?

1. positive externalities
2. proficiency
3. misallocation
4. negative externalities

12- Each entrant plays the game of their choice. 'Entrant' means:

1. کارفرما
2. قاضی
3. داوطلب
4. مشتری

13- A ..... worked a full time job before but has been out of the labor force.

1. job loser
2. reentrant
3. job leaver
4. new entrant

14- The real rate of interest is defined as the ..... rate of interest minus the ..... rate of inflation.

1. real, anticipated
2. nominal, anticipated
3. real, unanticipated
4. nominal, unanticipated

15- In some countries there is the public ownership of land. ownership means:

1. مالکیت
2. محصول
3. پس انداز
4. دستمزد

16- In account of text, ..... are consumer goods that have a life span of more than three years.

1. services
2. nondurable consumer goods
3. durable consumer goods
4. final goods

17- In the factor market, .....

1. households are the sellers
2. businesses are buyers
3. businesses are sellers
4. a and b

18- Before money was used, transactions took place by means of barter. 'Barter' means:

1. اسکناس
2. واسطه
3. پول در گردش
4. مبادله پایایی

19- Using the ..... approach, the money supply consists of currency, transactions deposits, and traveler's checks.

1. money
2. deposit
3. fiduciary
4. transactions

20- The amount of money in circulation is called .....

1. money supply
2. unit of accounting
3. transaction deposits
4. liquid



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- 21-The figures show a deficit of 56 milion rials in the balance sheet for 2009. balance sheet means:
1. ترازنامه
  2. مسیر تعادلی
  3. سود و زیان
  4. واحد انتفاعی
- 22-A ....., shows the financial position of a business at a particular date.
1. balance sheet
  2. account payable
  3. owner's equity
  4. income statement
- 23-Owner's equity may be increased by ..... of cash or other assets by the owner.
1. withdrawal
  2. investments
  3. assets
  4. creditors
- 24-The land was simply taken by the communists and the original title deeds have long since disappeared. 'Deeds' means:
1. موسسات
  2. شرکا
  3. اسناد
  4. کاوشها
- 25-A ..... is an economic unit that engages in identifiable business activities.
1. basic accounting
  2. going concern
  3. business entity
  4. factor of production
- 26-The rial isn't a precise and changless unit of measure because of .....
1. going concern
  2. current
  3. inflation
  4. stable
- 27-Could you please explain features of management? 'Features' means:
1. اختیارات
  2. ویژگیها
  3. عملکردها
  4. تاثیرات
- 28-Management needs ....., Technical, Human communication, and Decision making skills.
1. Conceptual
  2. Environmental
  3. Model
  4. Scope
- 29-Which one belongs to external environmental factors of management?
1. political
  2. place
  3. money
  4. labor
- 30-Professional managers are committed towards their ..... and not to the organization.
1. profit
  2. profession
  3. scope
  4. people

شماره سوال	پاسخ صحيح	وضعيت کليد
1	ب	عادي
2	ج	عادي
3	ج	عادي
4	الف	عادي
5	د	عادي
6	ب	عادي
7	ج	عادي
8	ب	عادي
9	ب	عادي
10	الف	عادي
11	ب	عادي
12	ج	عادي
13	ب	عادي
14	ب	عادي
15	الف	عادي
16	ج	عادي
17	د	عادي
18	د	عادي
19	د	عادي
20	الف	عادي
21	الف	عادي
22	الف	عادي
23	ب	عادي
24	ج	عادي
25	ج	عادي
26	ج	عادي
27	ب	عادي
28	الف	عادي
29	الف	عادي
30	ب	عادي

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سری سوال: یک ۱

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1- opportunity cost means:

1. هزینه استهلاک
2. هزینه حمل و نقل
3. هزینه مازاد
4. هزینه فرصت

2- If a nation experiences economic growth, the.....curve will move outward.

1. Trade - off
2. Production possibility
3. Cost
4. supply

3- Do you have any other alternative? Alternative means:

1. جایگزین
2. کمک کننده
3. حامی
4. منبع درآمد

4- .....is the use of resources, goods or services to satisfy wants and needs.

1. Land
2. Scarcity
3. Satisfaction
4. Consumption

5- 1.A sponsor is a person or organization that promotes or supports.

1. ناظر
2. تولید کننده
3. منتقد
4. حامی

6- 1A....., who worked a full-time job before but has been out of the labor force.

1. producer
2. Reentrant
3. owner
4. New entrant

7- In the product markets households are ..... and businesses are the .....

1. buyers, seller
2. producer, consumer
3. seller, buyers
4. consumer, consumer

8- The poorly paid worker, s wage has not increased for two years.

1. مستمری
2. مزایا
3. دستمزد
4. هزینه فرصت

9- The ..... of an economic entity are its debts.

1. liabilities
2. products
3. Assets
4. utility

10- There are five generally accepted accounting principles. principle means:

1. اصل
2. ایده
3. متغیر
4. مفهوم

11- A(n)..... is the giving of one thing and the reception of another in its place.

1. Equity
2. Expense
3. Income
4. Exchange

12- Advertisement can increase consumer motivation for using a product.

1. انگیزش
2. دقت
3. جهت
4. اجبار

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- 13- ..... is one of most important factors of efficient management.
- Investing
  - Coordinating
  - Forgoing
  - Measuring
- 14- Which one belongs to external environmental factors of management?
- Political
  - Place
  - Money
  - Labor
- 15- Which one does specify that assets acquired by a business entity are to be recorded at the exchange price paid for them?
- The objectivity principle
  - The cost principle
  - The stable-rial concept
  - The going concern concept
- 16- A(n).....show the financial position of a business at a particular date.
- Account payable
  - Income statement
  - Net income
  - Balance sheet
- 17- Which one does show how the owner, s investment has changed from the start of a period to the end of a period?
- Income statement
  - Statement of Owner, s equity
  - Balance sheet
  - Company, s revenues
- 18- Money traditionally has four functions.
- هزینه
  - ارزش
  - کار کرد
  - امتیاز
- 19- Money, s attribute as the most readily tradable asset is called.....
- Accounting
  - Hazard
  - Liability
  - Liquidity
- 20- Which one is one of the most important function of money?
- Medium of exchange
  - Unit of accounting
  - Store of value
  - Standard of deferred payment
- 21- .....is any use of today, s resources to expand tomorrow, s production or consumption.
- Performance
  - Measuring
  - Inventory
  - Investment
- 22- Which one does not get included in measure of GDP?
- Final goods
  - Intermediate services
  - Final services
  - Export

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23-The .....value of anything is simply its price expressed in today, s Rials.

1. Structral
2. Seasonal
3. Sponsored
4. Nominal

24-An increase in income will lead to a .....the position of the demand curve.

1. Leftward shift in
2. Rightward shift in
3. Movement along
4. Do not Movement

25-Butter and margarine are.....goods.

1. Commodity
2. Substitutes
3. Representation
4. Exchange

26-Any point that is not.....is unstable and will not persist.

1. Alternative
2. Equilibrium
3. Rationality
4. Satisfaction

27-How the government can correct negative externalities?

1. Government financing and production
2. Subsidies
3. Government production
4. Special taxes

28-1. National defense, police protection and the legal system are examples of.....

1. Human capitals
2. Public goods
3. Free - riders
4. Private goods

29-..... is the process of successfully fulfilling wants and needs.

1. Analysis
2. Prediction
3. Production
4. Satisfaction

30-1.The process of distributing resources for the production of goods and services is.....

1. rationality
2. allocation
3. product
4. economy

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1	د	عادي
2	ب	عادي
3	الف	عادي
4	د	عادي
5	د	عادي
6	ب	عادي
7	الف، ج	عادي
8	ج	عادي
9	الف	عادي
10	الف	عادي
11	د	عادي
12	الف	عادي
13	ب	عادي
14	الف	عادي
15	ب	عادي
16	د	عادي
17	ب	عادي
18	ج	عادي
19	د	عادي
20	ج	عادي
21	د	عادي
22	ب	عادي
23	د	عادي
24	ب	عادي
25	ب	عادي
26	ب	عادي
27	د	عادي
28	ب	عادي
29	د	عادي
30	ب	عادي

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سری سوال: یک ۱

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

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عنوان درس: زبان تخصصی اقتصاد و مدیریت

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

1-Wants are all of the items that people would purchase if they had ultimate income. purchase means.....

1. give 2. buy 3. earn 4. sell

2-Scarcity is a fact of life, like gravity. Scarcity means.....

1. quality of being full of initiative 2. act of providing  
3. state of being in short supply 4. act of apportioning

3-An increase in income will lead to an increase in demand. demand means.....

1. fight 2. require 3. forbid 4. provide

4-External benefits result in an underallocation of resources to the specific activity. benefit means.....

1. profit 2. occasion 3. export 4. option

5-Lenders attempt to protect themselves against inflation by raising nominal interest. inflation means.....

1. rise in prices 2. legal claim 3. sale of goods 4. legal system

6-Britain's poor economic performance caused to high rate of unemployment. performance means.....

1. complement 2. management 3. operating 4. investment

7-Using the transactions approach to measuring money and travelers' checks non issued by banks. transaction means.....

1. desire 2. supply 3. trade 4. salary

8-A recession would reduce government tax revenues. revenue means.....

1. cash 2. price 3. bill 4. income

9-The term stable Rial means that the Rial of the past year is considered equal in value to a current Rial. stable means.....

1. high 2. steady 3. total 4. public

10-This approach is very close to the practice of management. approach means.....

1. failure 2. method 3. output 4. account

تعداد سوالات: تستی: ۳۰ تشریحی: ۰  
زمان آزمون (دقیقه): تستی: ۷۵ تشریحی: ۰  
سری سوال: یک ۱  
عنوان درس: زبان تخصصی اقتصاد و مدیریت  
رشته تحصیلی/کد درس: (علوم اقتصادی (نظری) چندبخشی، حسابداری (چندبخشی)، مدیریت دولتی (چندبخشی)، مدیریت بازرگانی (چندبخشی)  
مدیریت صنعتی (چندبخشی)، مدیریت جهانگردی (چندبخشی) ۱۲۱۲۱۷۴

- 11-Economics is a social science that studies the allocation of limited resources to the .....of goods and services.  
1. expectation                      2. profession                      3. production                      4. information
- 12-In economics .....is a situation in which quantity supplied is greater than quantity demanded at a price above the market clearing price.  
1. entrant                      2. schedule                      3. surplus                      4. shortage
- 13-The nature of public goods leads to the .....problem, a situation in which some individuals take advantage of the fact that others will assume the burden of paying for public goods.  
1. job loser                      2. liquidity                      3. free-rider                      4. quantity
- 14-The layperson's notion of .....often relates to the purchase of stocks and bonds.  
1. investment                      2. consumption                      3. employment                      4. corporation
- 15-Money is the unit of measure employed in recording.....transactions.  
1. nominal                      2. moral                      3. financial                      4. final
- 16-When a business borrows money for any reason, a .....is incurred and the lender becomes a creditor of the business.  
1. liability                      2. household                      3. possibility                      4. interest
- 17-It is the part of economic analysis that studies decision making undertaken by individuals and by firms. it refers to.....  
1. behavioral economics                      2. macroeconomics  
3. positive economics                      4. microeconomics
- 18-It is the human resource, which includes productive contributions made by individuals who work. it refers to.....  
1. loan                      2. index                      3. firm                      4. labor
- 19-It is a system by which a government collects money from people and spends it on such things as defence, education and so on. it refers to.....  
1. distribution                      2. security                      3. taxation                      4. stability

سری سوال: یک ۱

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

تعداد سوالات: تستی: ۳۰ تشریحی: ۰

عنوان درس: زبان تخصصی اقتصاد و مدیریت

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

20-It represents the total market value of the nation's annual final product, or output, produced by factors of production located within national borders. it refers to.....

1. withdrawals
2. gross domestic product
3. credentials
4. government inhibited goods

21-When the values are interjected into the analysis, we enter the realm of normative economics. normative economics mean .....

1. اقتصاد خرد
2. اقتصاد اثباتی
3. اقتصاد کلان
4. اقتصاد دستوری

22-Prices are always expressed in constant quality units in order to avoid the problem of comparing commodities . commodity means.....

1. کالا
2. شاخص
3. تورم
4. تعادل

23-Cyclical unemployment is related to business fluctuations. Cyclical unemployment means.....

1. بیکاری ساختاری
2. بیکاری فصلی
3. بیکاری دوره ای
4. بیکاری عمومی

24-The financial statements of a sole proprietorship or partnership consist of the balance sheet and the statement of cash flows. proprietorship means.....

1. تقاضا
2. مالکیت
3. مبادله
4. رقابت

25-In our fiduciary monetary system, there is not legal requirement for money, in the form of currency or transactions deposit.fiduciary monetary system means.....

1. سیستم پول معتبر
2. سیستم پرداخت سریع
3. سیستم درآمد کل
4. سیستم برداشت پول

26-If all these self-perceptions were really true, then you would have an absolute advantage in all of these endeavors. absolute advantage means.....

1. سود ثابت
2. مزیت مطلق
3. سود افزوده
4. مزیت نسبی

27-The subject matter of delegation, decentralization are a part of this definition. decentralization means.....

1. درآمدزدایی
2. نمایندگی
3. تمرکززدایی
4. سازماندهی

تعداد سوالات: تستی: ۳۰ تشریحی: ۰ زمان آزمون (دقیقه): تستی: ۷۵ تشریحی: ۰ سری سوال: یک ۱

عنوان درس: زبان تخصصی اقتصاد و مدیریت

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28-The statement of owner's equity can be useful to investors and creditors. investors and creditors means.....

1. صورت حسابهای پس انداز مالکان
2. سرمایه گذاران و بستانکاران
3. برداشت پول از حساب مالکان
4. استاندارد حسابداری مالی

29-one who is obliged to another is called debtor.debtor means.....

1. بستانکار
2. کارخانه دار
3. بدهکار
4. کارآفرین

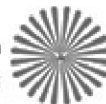
30-The principle of rival consumption does not apply to public goods as it does to private goods. rival consumption means.....

1. تولید ناخالص
2. مصرف عمومی
3. تولید داخلی
4. مصرف رقیب

شماره سوال	پاسخ صحيح	وضعيت کليد
1	ب	عادي
2	ج	عادي
3	ب	عادي
4	الف	عادي
5	الف	عادي
6	ج	عادي
7	ج	عادي
8	د	عادي
9	ب	عادي
10	ب	عادي
11	ج	عادي
12	ج	عادي
13	ج	عادي
14	الف	عادي
15	ج	عادي
16	الف	عادي
17	ب	عادي
18	د	عادي
19	ج	عادي
20	ب	عادي
21	د	عادي
22	الف	عادي
23	ج	عادي
24	ب	عادي
25	الف	عادي
26	ب	عادي
27	ج	عادي
28	ب	عادي
29	ج	عادي
30	د	عادي

# 92-93-2





تعداد سوالات: تستی: ۳۰ تشریحی: ۰

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

سری سوال: یک ۱

عنوان درس: زبان تخصصی اقتصاد و مدیریت

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

1-The social science that studies the allocation of limited resources to the production of goods and services used to satisfy consumer's unlimited wants and needs is called.....

1. sociology                      2. economics                      3. management                      4. mathematics

2-If you make a....., you say what you think will happen in the future.

1. decision                      2. deletion                      3. distribution                      4. prediction

3-.....are things that have value and, more specifically, are used to produce goods and services that satisfy people's wants.

1. Wants                      2. Losses                      3. Resources                      4. Satisfactions

4-A.....economic statement is: "If the price of gasoline rises, people will buy less".

1. positive                      2. neutral                      3. negative                      4. normative

5-Modern economists are increasingly using.....analysis as the basis of macroeconomic analysis.

1. models                      2. rational                      3. theoretical                      4. microeconomic

6-The four basic categories of resources, or factors of production are: entrepreneurship, ....., capital, and land.

1. wage                      2. labor                      3. money                      4. ground

7-.....means that we do not ever have enough of everything, including time, to satisfy our every desire.

1. Profit                      2. Capital                      3. Scarcity                      4. Production

8-The more we have of one thing,.....we can have of others.

1. less                      2. least                      3. the less                      4. less than

9-From the economist's point of view, the term .....is objectively indefinable.

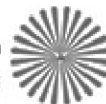
1. needs                      2. wants  
3. scarcity                      4. opportunity cost

10-A situation in which supply and demand are matched and prices stable is called.....

1. reduction                      2. inflation                      3. imbalance                      4. equilibrium

11-In economics, .....is a situation in which quantity supplied is greater than quantity demanded at a price above the market clearing price.

1. scarcity                      2. surplus                      3. supply                      4. demand



سری سوال: یک ۱

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

تعداد سوالات: تستی: ۳۰ تشریحی: ۰

عنوان درس: زبان تخصصی اقتصاد و مدیریت

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

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

1. inversely                      2. precisely                      3. directly                      4. exactly

13-A reduction in the number of potential buyers at any given price shifts the market demand curve..... .

1. fixed                      2. costant                      3. inward                      4. upward

14-The management of money, credit, banking and investments is called..... .

1. loan                      2. finance                      3. credit                      4. liabilities

15-The person or organization that promotes or supports something or somebody is called..... .

1. seller                      2. buyer                      3. sponsor                      4. consumer

16-The system by which a government collects money from people and spends it on such things as defense, education, and so on is called..... .

1. salary                      2. taxation                      3. payment                      4. expenses

17-The nature of public goods leads to the.....problem, a situation in which some individuals take advantage of the fact that others will assume the burden of paying for public goods such as national defense.

1. security                      2. stability                      3. rationality                      4. free-rider

18-The person who officially enters a competition or institution is called..... .

1. entrant                      2. tenant                      3. consumer                      4. distributor

19-An individual in the labor force whose employment is involuntarily terminated is called..... .

1. job loser                      2. reentrant                      3. job leaver                      4. job applicant

20- We define .....as an upward movement in the average level of prices.

1. loss                      2. profit                      3. capital                      4. inflation

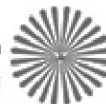
21-The sale and sending goods to another country is called..... .

1. import                      2. export                      3. revenue                      4. taxation

22-Any medium that is universally accepted in an economy both by sellers of goods and services as payment for those goods and services and by creditors as payment for debts is called..... .

1. loss                      2. tax                      3. price                      4. money





تعداد سوالات: تستی: ۳۰ تشریحی: ۰

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

سری سوال: یک

عنوان درس: زبان تخصصی اقتصاد و مدیریت

رشته تحصیلی/کد درس: علوم اقتصادی (نظری) چندبخشی، مدیریت صنعتی (چندبخشی) ۱۲۱۲۱۴۴

23-The extra money that you receive if you have invested a sum of money, or money that you pay if you have borrowed some money is called..... .

1. debt                      2. discount                      3. interest                      4. percentage

24-The word 'FASB' stands for Financial Accounting.....Board .

1. Staff                      2. Study                      3. Stbility                      4. Standard

25-By Peter Ducker, "Management is multipurpose organ that manages a business, manages a manger and manages workers and work". 'Multi-' in the word 'multipurpose' means..... .

1. many                      2. one                      3. any                      4. no

26-The ultimate source of opportunity cost is the pervasive problem of scarcity. ' Opportunity cost' means..... .

1. تخمین بها                      2. هزینه فرصت                      3. هزینه تمام شده                      4. بهای تمام شده کالا

27-A situation in which something needed cannot be obtained in sufficient amounts is called shortage. 'Shortage' means..... .

1. کمبود                      2. تعادل                      3. تساوی                      4. افزایش

28-Grain is one of the intermediate goods. 'Intermediate goods' means..... .

1. انبار کالا                      2. کالای حیاتی                      3. کالای واسطه ای                      4. خوبی های موجود

29-The balance sheet is listing of assets, liabilities, and owner's equity at a point in time. 'Balance sheet' means..... .

1. خزانه                      2. تراز نامه                      3. دفتر کل                      4. صندوق پول

30-The expenses of an important service such as water, electricity, or gas that is provided for everyone are called utility expenses. 'Utility expenses' means..... .

1. درآمد کافی                      2. هزینه های غیر ضروری                      3. مخارج ثانویه                      4. مخارج اولیه

شماره سوال	پاسخ صحيح	وضعيت کليد
1	ب	عادي
2	د	عادي
3	ج	عادي
4	الف	عادي
5	د	عادي
6	ب	عادي
7	ج	عادي
8	ج	عادي
9	الف	عادي
10	د	عادي
11	ب	عادي
12	الف	عادي
13	ج	عادي
14	ب	عادي
15	ج	عادي
16	ب	عادي
17	د	عادي
18	الف	عادي
19	الف	عادي
20	د	عادي
21	ب	عادي
22	د	عادي
23	ج	عادي
24	د	عادي
25	الف	عادي
26	ب	عادي
27	الف	عادي
28	ج	عادي
29	ب	عادي
30	د	عادي

# 92-93-1





تعداد سوالات: تستی: ۳۰ تشریحی: ۰

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

سری سوال: یک ۱

عنوان درس: زبان تخصصی اقتصاد و مدیریت

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

1-A key behavioral implication of the ..... assumption is that people should use so-called rules of thumb.

- |                           |                          |
|---------------------------|--------------------------|
| 1. rational self-interest | 2. behavioral economics  |
| 3. bounded rationality    | 4. unbounded rationality |

2-The assumption that nothing changes except the factor or factors being studied is called .....

- |                    |                |           |             |
|--------------------|----------------|-----------|-------------|
| 1. ceteris paribus | 2. rationality | 3. models | 4. theories |
|--------------------|----------------|-----------|-------------|

3-The branch of economics that studies the parts of the economy, specially such topics as markets, prices, industries, demand, and supply is called .....

- |                         |                         |
|-------------------------|-------------------------|
| 1. microeconomics       | 2. macroeconomics       |
| 3. behavioral economics | 4. scientific economics |

4-When the values are interjected into the analysis, we enter the realm of ..... economics.

- |              |             |                |           |
|--------------|-------------|----------------|-----------|
| 1. normative | 2. positive | 3. behavioural | 4. stable |
|--------------|-------------|----------------|-----------|

5-Because of increase in the number of workers and productive investment in equipment, ..... occurs.

- |              |                    |
|--------------|--------------------|
| 1. inflation | 2. trade-offs      |
| 3. recession | 4. economic growth |

6-At any point in time, a society cannot be outside the .....

- |                             |                                   |
|-----------------------------|-----------------------------------|
| 1. sale possibilities curve | 2. highest valued alternative     |
| 3. alternatives curve       | 4. production possibilities curve |

7-Which one is the most basic concept in all of economics?

- |                     |                |
|---------------------|----------------|
| 1. entrepreneurship | 2. scarcity    |
| 3. resources        | 4. opportunity |

8-The services and efforts of human that are used for production is .....

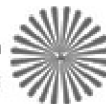
- |          |         |              |             |
|----------|---------|--------------|-------------|
| 1. labor | 2. land | 3. equipment | 4. building |
|----------|---------|--------------|-------------|

9-Two goods are ..... when a change in price of one causes an opposite shift in the demand for the other.

- |                |                |              |           |
|----------------|----------------|--------------|-----------|
| 1. substitutes | 2. complements | 3. available | 4. public |
|----------------|----------------|--------------|-----------|

10-When the ..... of a good goes up, people buy less of it.

- |                |          |         |               |
|----------------|----------|---------|---------------|
| 1. consumption | 2. price | 3. sale | 4. production |
|----------------|----------|---------|---------------|



سری سوال: یک

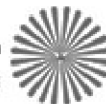
زمان آزمون (دقیقه): تستی: ۷۵ تشریحی: ۰

تعداد سوالات: تستی: ۳۰ تشریحی: ۰

عنوان درس: زبان تخصصی اقتصاد و مدیریت

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- 11-A state in which something needed cannot be obtained in sufficient amounts, is ..... .  
1. growth 2. surplus 3. supply 4. shortage
- 12-Sports stadiums, museums, and plays are examples of ..... goods.  
1. sponsored 2. inhibited 3. complement 4. substitutes
- 13-We call rules made by government or other authority ..... .  
1. competition 2. regulations 3. orders 4. commands
- 14-In our country, government pays part of a public service or an industry costs. It means the government ..... them.  
1. subsidizes 2. carries out 3. taxes 4. allocation
- 15-Air pollution creates ..... because the air belongs to every one and hence to no one in particular.  
1. external benefit 2. external cost  
3. positive externality 4. opportunity cost
- 16-Unemployment resulting from business recessions that occur when total demand is insufficient to create full employment is ..... unemployment.  
1. frictional 2. cyclical 3. structural 4. seasonal
- 17-An individual in labor force who quits voluntarily is called ..... .  
1. reentrant 2. job loser 3. new entrant 4. job leaver
- 18-The real interest is defined as nominal interest minus the ..... .  
1. real rate 2. interest rate  
3. theoretical rate 4. anticipated inflation
- 19-Computing GDP by adding up all Real value at current market prices of all final goods and services is called ..... .  
1. expenditure approach 2. income approach  
3. fixed investment 4. gross product
- 20-We call special certificates bought as an investment ..... .  
1. securities 2. loans 3. inventories 4. debts
- 21-Which one is not related to others in meaning?  
1. wage 2. payment 3. expense 4. salary



سری سوال: یک ۱

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

تعداد سوالات: تستی: ۳۰ تشریحی: ۰

عنوان درس: زبان تخصصی اقتصاد و مدیریت

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

22- Consumer goods that have a life span of more than three years are called ..... goods.

1. public
2. nondurable
3. durable
4. intermediate

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

1. barter
2. paper
3. coin
4. check

24- A bank which is an official institution that serves as a country's treasury's bank is ..... bank.

1. commercial
2. private
3. agricultural
4. central

25- Amount of money that you pay regularly for the use of a house, flat, or piece of land is .....

1. expense
2. tax
3. rent
4. subsidy

26- Which one is the financial statement designed to show a business entity's financial position - what it owns and what it owes- on a particular date?

1. Income statement
2. statement of owner's equity
3. balance sheet
4. cash flows

27- A person whose job is to keep or check financial accounts, is a (n) .....

1. stockholder
2. creditor
3. investor
4. accountant

28- Which one is not related to others in meaning?

1. business
2. company
3. corporation
4. shop center

29- Which one is related to this fact that assets have future economic benefits?

1. the going concern concept
2. the objectivity principle
3. the business entity concept
4. the cost principle

30- Advertisement can increase consumer motivation for using a production.

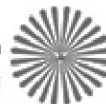
1. dislike
2. enthusiasm
3. hate
4. reluctance

شماره سوال	پاسخ صحيح	وضعيت کليد
1	ج	عادي
2	الف	عادي
3	الف	عادي
4	الف	عادي
5	د	عادي
6	د	عادي
7	ب	عادي
8	الف	عادي
9	ب	عادي
10	ب	عادي
11	د	عادي
12	الف	عادي
13	ب	عادي
14	الف	عادي
15	ب	عادي
16	ب	عادي
17	د	عادي
18	د	عادي
19	الف	عادي
20	الف	عادي
21	ج	عادي
22	ج	عادي
23	الف	عادي
24	د	عادي
25	ج	عادي
26	ج	عادي
27	د	عادي
28	د	عادي
29	الف	عادي
30	ب	عادي

# 91-92-2







تعداد سوالات: تستی: ۲۵ تشریحی: ۰

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

سری سوال: یک ۱

عنوان درس: زبان تخصصی اقتصاد و مدیریت

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

1- He sold the house he had purchased only two years ago. 'Purchased' means.....

1. sold
2. rented
3. damaged
4. bought

2- Ultimately, the purpose of economics is to explain.....

1. choices
2. charges
3. losses
4. services

3- Economics is divided into two types of analysis: microeconomics and macroeconomics. 'Micro-' in the word 'microeconomics' means.....

1. large
2. small
3. huge
4. big

4- The analysis involving value judgments about economic policies is called.....economics.

1. normative
2. positive
3. production
4. distribution

5- The revenue earned or received by households that can be used for consumption or saving is called.....

1. loss
2. profit
3. expense
4. income

6- The ..... consists of the factories and equipment used in production.

1. labor
2. human capital
3. physical capital
4. entrepreneurship

7- Some individuals can solve mathematical problems very quickly. 'Individuals' means.....

1. goods
2. needs
3. services
4. persons

8- The law of demand states that a change in price causes a change in the quantity demanded in the opposite direction. 'Quantity' means.....

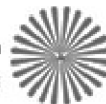
1. quality
2. amount
3. size
4. price

9- We measure the demand schedule in terms of a time dimension and in .....quality units.

1. constant
2. changing
3. unusual
4. impossible

10- The supply of any goods or services is the amount that firms.....and offer for sale under certain conditions.

1. delete
2. remove
3. produce
4. destroy



تعداد سوالات: تستی: ۲۵ تشریحی: ۰

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

سری سوال: یک ۱

عنوان درس: زبان تخصصی اقتصاد و مدیریت

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

11-The excess of total revenue over total cost during a specified period of time is called.....

1. loss
2. profit
3. loan
4. expense

12-The personnel manager fired some of the workers because they didn't do their duties properly. 'Fired' means.....

1. hired
2. employed
3. dismissed
4. accepted

13-Unemployment has been categorized into four basic types: frictional, structural, cyclical, and .....

1. seasonal
2. permanent
3. emotional
4. traditional

14-GDP does not count intermediate goods. 'GDP' stands for Gross Domestic.....

1. Price
2. Place
3. Plant
4. Product

15-The amount of money that you take from your bank account is called.....

1. tax
2. rent
3. expense
4. withdrawal

16-The money that someone is paid for his job each month , especially when he has a professional job is called.....

1. price
2. salary
3. vender
4. Dollar

17-He tried to acquire the information he needed. 'Acquire' means.....

1. lose
2. miss
3. obtain
4. destroy

18-A person who buys shares or who pays money into a bank in order to receive a profit is called a(n) .....

1. seller
2. investor
3. controller
4. controller

19-If you make a prediction, you say what you think will happen. 'Pre-' in the word 'prediction' means.....

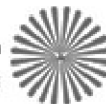
1. not
2. after
3. before
4. again

20-Advertisement can increase consumer motivation for using a product. 'Motivation' means.....

1. wasting
2. planning
3. tiredness
4. enthusiasm

21-A demand curve is simply a graphical representation of the law of demand. 'Curve' means.....

1. خط
2. منحنی
3. نقطه
4. صفحه



تعداد سوالات: تستی: ۲۵ تشریحی: ۰ زمان آزمون (دقیقه): تستی: ۶۰ تشریحی: ۰ سری سوال: یک ۱

عنوان درس: زبان تخصصی اقتصاد و مدیریت

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

22-In a pure market system, competition generates economic efficiency. 'Economic efficiency' means..... .

1. کارایی فرهنگی
2. کارایی اقتصادی
3. فرهنگ کارایی
4. اقتصاد فرهنگی

23-The inflation rate that we believe will occur is called anticipated inflation. 'Anticipated inflation' means..... .

1. هزینه جاری
2. سود بادآورده
3. تورم پیش بینی نشده
4. تورم پیش بینی شده

24-Durable goods having an expected service life or more than three years are called capital goods. 'Capital goods' means..... .

1. کالای سرمایه ای
2. کالای مصرفی
3. ذخیره کالا
4. خوبی های کالا

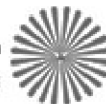
25-Money's attribute as the most readily tradable asset is called liquidity. 'Liquidity' means..... .

1. بهره
2. بیمه
3. نقدینگی
4. استقراض

شماره سوال	پاسخ صحيح	وضعيت کليد
1	د	عادي
2	الف	عادي
3	ب	عادي
4	الف	عادي
5	د	عادي
6	ج	عادي
7	د	عادي
8	ب	عادي
9	الف	عادي
10	ج	عادي
11	ب	عادي
12	ج	عادي
13	الف	عادي
14	د	عادي
15	د	عادي
16	ب	عادي
17	ج	عادي
18	ب	عادي
19	ج	عادي
20	د	عادي
21	ب	عادي
22	ب	عادي
23	د	عادي
24	الف	عادي
25	ج	عادي

# 91-92-1





سری سوال: یک ۱

زمان آزمون (دقیقه): تستی: ۹۰ تشریحی: ۰

تعداد سوالات: تستی: ۳۰ تشریحی: ۰

عنوان درس: زبان تخصصی اقتصاد و مدیریت

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

1-An approach to the study of consumer behavior that emphasizes psychological limitations and complications that potentially interfere with rational decision making is called.....

- |                        |                      |
|------------------------|----------------------|
| 1. normative economic  | 2. positive economic |
| 3. behavioral economic | 4. microeconomic     |

2-A key behavioral implication of the ..... assumption is that people should use so-called rules of thumb .

- |                          |                        |
|--------------------------|------------------------|
| 1. unbounded rationality | 2. bounded rationality |
| 3. microeconomic         | 4. macroeconomic       |

3-Which one does not belong to macroeconomic?

- |                 |                    |
|-----------------|--------------------|
| 1. inflation    | 2. business cycles |
| 3. unemployment | 4. industries      |

4-Which one does not belong to the basic categories of resources?

- |          |             |            |         |
|----------|-------------|------------|---------|
| 1. labor | 2. training | 3. capital | 4. land |
|----------|-------------|------------|---------|

5-What is the meaning of "trade-off " in the following sentence?

When you think of any alternative , you are thinking of trade-offs.

- |         |             |                 |                |
|---------|-------------|-----------------|----------------|
| 1. deal | 2. scarcity | 3. satisfaction | 4. fulfillment |
|---------|-------------|-----------------|----------------|

6-The component of human resources that performs the functions of organizing ,managing and assembling the other factors of production to create and operate business ventures is called.....

- |                     |                  |
|---------------------|------------------|
| 1. physical capital | 2. human capital |
| 3. entrepreneurship | 4. labor         |

7-Something which may cause consumer to want to purchase more of everything today's prices is called.....of a rise in income.

- |                  |                |               |                |
|------------------|----------------|---------------|----------------|
| 1. nominal value | 2. substitutes | 3. complement | 4. expectation |
|------------------|----------------|---------------|----------------|

8-What is the meaning of "goes up " in the following sentence?

When the price of a good goes up , people buy less of it .

- |            |           |             |            |
|------------|-----------|-------------|------------|
| 1. decline | 2. reduce | 3. increase | 4. enlarge |
|------------|-----------|-------------|------------|

9-In a pure market system , competition generate economic ..... only when individuals know and must bear the true opportunity cost of their action.

- |               |                |            |                |
|---------------|----------------|------------|----------------|
| 1. efficiency | 2. externality | 3. finance | 4. competition |
|---------------|----------------|------------|----------------|



تعداد سوالات: تستی: ۳۰ تشریحی: ۰ زمان آزمون (دقیقه): تستی: ۹۰ تشریحی: ۰ سری سوال: یک ۱

عنوان درس: زبان تخصصی اقتصاد و مدیریت

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

10-The principle of .....does not apply to public goods which can be consumed jointly by many individuals simultaneously.

- |                               |                      |
|-------------------------------|----------------------|
| 1. government -sponsored good | 2. subsidize         |
| 3. redistribution             | 4. rival consumption |

11-What is the meaning of " commencement" in the following sentence?  
Department must reduce their spending before new term commencement.

- |              |                    |
|--------------|--------------------|
| 1. goods     | 2. season          |
| 3. beginning | 4. amount of money |

12-In our country the government .....education.

- |             |               |             |             |
|-------------|---------------|-------------|-------------|
| 1. inhibits | 2. subsidizes | 3. provides | 4. sponsors |
|-------------|---------------|-------------|-------------|

13-The inflation rate that we believe will occur; when it does , we are in a situation of fully .....

- |                            |                          |
|----------------------------|--------------------------|
| 1. unanticipated inflation | 2. anticipated inflation |
| 3. restriction             | 4. interest rate         |

14-Unemployment due to fact that workers must search for appropriate job offers . This takes time , and so they remain temporary unemployed. This is called.....

- |                          |                            |
|--------------------------|----------------------------|
| 1. cyclical unemployment | 2. frictional unemployment |
| 3. seasonal unemployment | 4. structural unemployment |

15-What is the meaning of "fired " in the following sentence?  
Psychological researchers believe that being fired creates as much stress as the death of a close friend.

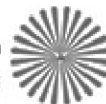
- |                       |                    |
|-----------------------|--------------------|
| 1. obligated to job   | 2. responsible     |
| 3. dismiss from a job | 4. remain to a job |

16-An individual who used to work full-time but left the labor force and has now reentered it looking for a job is called.....

- |                |              |               |              |
|----------------|--------------|---------------|--------------|
| 1. new entrant | 2. job loser | 3. job leaver | 4. reentrant |
|----------------|--------------|---------------|--------------|

17-Unemployment resulting from a poor match of workers 'abilities and skills with current requirements of employers is called.....

- |                            |                          |
|----------------------------|--------------------------|
| 1. structural unemployment | 2. seasonal unemployment |
| 3. frictional unemployment | 4. cyclical unemployment |



سری سوال : یک ۱

زمان آزمون (دقیقه): تستی : ۹۰ تشریحی : ۰

تعداد سوالات : تستی : ۳۰ تشریحی : ۰

عنوان درس : زبان تخصصی اقتصاد و مدیریت

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

18-Goods used up entirely in the production of final goods is called.....

- |                       |                           |
|-----------------------|---------------------------|
| 1. public goods       | 2. final goods            |
| 3. intermediate goods | 4. gross domestic product |

19-Britain's poor economic .....caused to high rate of unemployment .

- |               |             |                |               |
|---------------|-------------|----------------|---------------|
| 1. securities | 2. services | 3. performance | 4. investment |
|---------------|-------------|----------------|---------------|

20-Institutions that transfer funds between ultimate lenders and ultimate borrowers is called.....

- |                             |                           |
|-----------------------------|---------------------------|
| 1. liable departments       | 2. asymmetric information |
| 3. financial intermediaries | 4. transaction deposits   |

21-Money's attribute as the most readily tradable asset is called.....

- |             |         |           |              |
|-------------|---------|-----------|--------------|
| 1. deposits | 2. loan | 3. barter | 4. liquidity |
|-------------|---------|-----------|--------------|

22-The largest component of Iran .....is paper bills.

- |             |             |             |                     |
|-------------|-------------|-------------|---------------------|
| 1. approach | 2. treasury | 3. currency | 4. traveler's check |
|-------------|-------------|-------------|---------------------|

23-An official or formal announcement that has been specially prepared for a particular occasion or situation is called.....

- |                  |         |              |               |
|------------------|---------|--------------|---------------|
| 1. balance sheet | 2. list | 3. statement | 4. withdrawal |
|------------------|---------|--------------|---------------|

24-A recession would reduce government tax .....

- |           |           |           |            |
|-----------|-----------|-----------|------------|
| 1. income | 2. earned | 3. salary | 4. revenue |
|-----------|-----------|-----------|------------|

25-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.....

- |                            |                    |
|----------------------------|--------------------|
| 1. balance sheet           | 2. money report    |
| 3. total revenue statement | 4. expenses record |

26-The .....is entitled to reasonable return on his money.

- |          |             |             |               |
|----------|-------------|-------------|---------------|
| 1. owner | 2. official | 3. investor | 4. accountant |
|----------|-------------|-------------|---------------|

27-What is the meaning of "stable " in the following sentence?

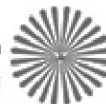
Oil prices are stable for the first time in year.

- |              |                |        |           |
|--------------|----------------|--------|-----------|
| 1. temporary | 2. unpermanent | 3. low | 4. steady |
|--------------|----------------|--------|-----------|

28-A(n)..... is an economic unit that engage in identifiable business activities.

- |              |              |                    |          |
|--------------|--------------|--------------------|----------|
| 1. principle | 2. inflation | 3. business entity | 4. asset |
|--------------|--------------|--------------------|----------|





سری سوال: یک ۱

زمان آزمون (دقیقه): تستی: ۹۰ تشریحی: ۰

تعداد سوالات: تستی: ۳۰ تشریحی: ۰

عنوان درس: زبان تخصصی اقتصاد و مدیریت

رشته تحصیلی/کد درس: حسابداری (چندبخشی)، علوم اقتصادی (نظری) چندبخشی، مدیریت بازرگانی (چندبخشی)، مدیریت صنعتی (چندبخشی)  
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29- Management as a subject is dynamic , so the term "profession " or "professional Manager " has got different .....

- |               |                |                 |               |
|---------------|----------------|-----------------|---------------|
| 1. denotation | 2. connotation | 3. coordination | 4. autocratic |
|---------------|----------------|-----------------|---------------|

30- Advertisement can increase consumer .....for using a production.

- |               |               |               |               |
|---------------|---------------|---------------|---------------|
| 1. organizing | 2. prediction | 3. profession | 4. motivation |
|---------------|---------------|---------------|---------------|

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قیمت نمونه سوالات شامل تمامی نیمسال ها فقط ۶۲۵ تومان  
مستقیماً از سایت ما خرید کنید

شماره سوال	پاسخ صحيح	وضعيت کليد
1	ج	عادي
2	ب	عادي
3	د	عادي
4	ب	عادي
5	الف	عادي
6	ج	عادي
7	د	عادي
8	ج	عادي
9	الف	عادي
10	د	عادي
11	ج	عادي
12	ب	عادي
13	ب	عادي
14	ب	عادي
15	ج	عادي
16	د	عادي
17	الف	عادي
18	ج	عادي
19	ج	عادي
20	ج	عادي
21	د	عادي
22	ج	عادي
23	ج	عادي
24	د	عادي
25	الف	عادي
26	ج	عادي
27	د	عادي
28	ج	عادي
29	ب	عادي
30	د	عادي

# 90-91-2





سری سوال : یک ۱

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

تعداد سوالات : تستی : ۳۰ تشریحی : ۰

عنوان درس : زبان تخصصی اقتصاد و مدیریت

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

1-If the resources , goods, and services are distributed according to the economy's highest valued uses, a(n) .....is efficient.

1. assumption                      2. prediction                      3. allocation                      4. saving

2-The branch of economics that studies the entire economy, topics as aggregate production, unemployment, inflation and business cycles is called...

1. macroeconomics                      2. microeconomics  
3. normative economics                      4. positive economics

3-In economics, we assume that people do not intentionally make decisions that will leave them worse off. This is known as the...

1. rationality assumption                      2. self satisfactin  
3. ceteris paribus                      4. behavioral economics

4-A special sort of human effort that takes on the risk of bringing labor, capital and land together and organizing production is called.....

1. consumption                      2. entrepreneurship  
3. normative economics                      4. human behavior

5-Which one is the most basic concept in all of economics?

1. low income                      2. scarcity                      3. resources                      4. opportunity cost

6-If a nation experiences economic growth, the.....curve will move outward.

1. trade-off                      2. opportunity  
3. cost                      4. production possibility

7-Two goods are.....when a change in price of one causes an opposite shift in the demand for the other.

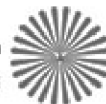
1. complements                      2. substitutes                      3. commodity                      4. available

8-We have .....when a given level of inputs is used to produce the maximum output possible.

1. efficiency                      2. failure                      3. trouble                      4. competition

9-Which one is not an example of a public good?

1. national defence                      2. police protection  
3. automobile                      4. highway



سری سوال : یک ۱

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

تعداد سوالات : تستی : ۳۰ تشریحی : ۰

عنوان درس : زبان تخصصی اقتصاد و مدیریت

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10-Unemployment resulting from a poor match of workers' abilities and skills with current requirements of employers is..... unemployment.

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

11-The real rate of interest is defined as the.....rate of interest minus the.....rate of inflation.

1. real, anticipated                      2. nominal, anticipated  
3. real, unanticipated                      4. nominal, unanticipated

12-An individual who used to work full-time but left the labor force and has now reentered it looking for a job is .....

1. job loser                      2. reentrant                      3. debter                      4. new entrant

13-When we compute GDP by adding up all Rial value at current market prices of all final goods and services, we have used the ..... approach.

1. psychological                      2. behavioral                      3. social                      4. expenditure

14-Which one is any use of today's resources to expand tomorrow's production or consumption?

1. Gross private domestic investment                      2. Investment  
3. Capital goods                      4. Fixed Investment

15-Consumer goods that have a life span of more than three years are.....goods.

1. intermediate                      2. nondurable                      3. durable                      4. final

16-An official institution that serves as a country's treasury's bank is called.....

1. private bank                      2. central bank                      3. public bank                      4. save bank

17-Which one is one of the most important function of money?

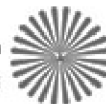
1. medium of exchange                      2. unit of accounting  
3. store of value                      4. standard of deferred payment

18-A business owned by one individual who makes the business decision, receives all the profits and is legally responsible for the debts of the firm is....

1. revenue                      2. corporation                      3. partnership                      4. proprietorship

19-Which one is designed to show a business entity's financial position-what it owns and what it owes-on a particular date?

1. Income Statement                      2. Statement of owner's equity  
3. Balance sheet                      4. Company's revenues



تعداد سوالات : تستی : ۳۰ تشریحی : ۰ زمان آزمون (دقیقه) : تستی : ۷۵ تشریحی : ۰ سری سوال : یک ۱

عنوان 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)

20-The money that a government or organization receives from people is called.....

1. rent 2. surplus 3. salary 4. revenue

21-The .....principle specifies that assets acquired by a business entity are to be recorded at the exchange price paid for them.

1. cost 2. objectivity 3. business entity 4. going concern

22-We call a person whose job is to keep or check financial accounts as.....

1. salesman 2. employee 3. accountant 4. clerk

23-Which one is not the subject matter of management?

1. planning 2. controlling  
3. directing 4. political election

24-A situation in which supply and demand are matched and prices stable is called equilibrium.

1. تورم 2. بحران 3. تعادل 4. دارایی

25-We refer to an ordered list of times at which things are planned to occur as schedule.

1. فهرست قیمتها 2. جدول برنامه ها 3. نقشه راهها 4. میزان درآمدها

26-A price system allows all resources to move from lower-valued uses to higher-valued via voluntary exchange. "Via" means.....

1. به دلیل 2. علاوه بر 3. از طریق 4. نه تنها

27-Before money was used, transactions took place by means of barter. "barter" means.....

1. چک 2. ترازنامه 3. سرمایه 4. تهاتر

28-When a country or organization has ability to pay back its debts, it has solvency.

1. توانایی پرداخت دیون 2. برداشت پول از حساب 3. از کار اخراج شده 4. تورم پیش بینی شده

29-Management as a subject is dynamic. This approach is very close to the practice of management. "Approach" means.....

1. اعتبار 2. بهره 3. رویکرد 4. انگیزه

30-A legal document containing an agreement or contract is called deed. "deed" means.....

1. سند 2. ضمیمه 3. ثبت 4. اجرت

شماره سوال	پاسخ صحيح	وضعيت کليد
1	ج	عادي
2	الف	عادي
3	الف	عادي
4	ب	عادي
5	ب	عادي
6	د	عادي
7	الف	عادي
8	الف	عادي
9	ج	عادي
10	د	عادي
11	ب	عادي
12	ب	عادي
13	د	عادي
14	ب	عادي
15	ج	عادي
16	ب	عادي
17	ج	عادي
18	د	عادي
19	ج	عادي
20	د	عادي
21	الف	عادي
22	ج	عادي
23	د	عادي
24	ج	عادي
25	ب	عادي
26	ج	عادي
27	د	عادي
28	الف	عادي
29	ج	عادي
30	الف	عادي

# 89-90-2





**تعداد سوالات: تستی: ۳۰ تشریحی: —**

**نام درس: زبان تخصصی اقتصاد و مدیریت**

زمان آزمون (دقیقه): تستی: ۵۵ تشریحی: —

رشته تحصیلی / کد درس: حسابداری - مدیریت - اقتصاد (۱۲۱۲۱۷۴)

**مجاز است.**

## استفاده از: --

**گُد سری سوال: یک (۱)**

تنها با یاد اوست که دل‌ها آرام می‌گیرد.

1. .... is the study of how people allocate their limited resources in an attempt to satisfy their unlimited wants.

- a. Economics
- b. Management
- c. Communication
- d. Credentials

۲. Economics assume that individuals act as motivated by self-interest and respond predictably to opportunities for gain.

- a. begin                      b. accept                      c. happen                      d. react

3. Which one of the following items does not belong to social sciences?

- a. accounting                      b. economics  
c. biology                          d. management

ξ. Production can be defined as virtually any activity that results in the conversion of resources into products that can be used in consumption.

- a. revenue earned or received by households that can be used for consumption or saving
- b. the process of changing something from one form to another
- c. the sum of a person's productive knowledge, experience, and training
- d. replacing one thing with another

◦ In ....., every individual has competing wants but cannot satisfy all of them, given limited resources.

- a. reality      b. realize      c. really      d. realized

7. It is the most basic concept in all of economics. It means that we do not ever have enough of everything, including time, to satisfy our every desire. It exists because human wants always exceed what can be produced with the limited resources and time that nature makes available. It is called

- a. Want                      b. Trade-off                      c. Scarcity                      d. Consumption

✓. A situation in which supply and demand are matched and prices stable is called .....

- a. equilibrium      b. expectation      c. shortage      d. surplus

تعداد سوالات: تستی: ۳۰ تشریحی: —

زمان آزمون (دقیقه): تستی: ۵۵ تشریحی: —

نام درس: زبان تخصصی اقتصاد و مدیریت

رشته تحصیلی/ کد درس: حسابداری - مدیریت - اقتصاد (۱۲۱۲۱۷۴)

مجاز است.

استفاده از: —

کد سری سؤال: یک (۱)

۸. Microprocessor chips, French fries, multifunction printer-copiers, children, and criminal activities exist because there is .....for them in society.

- a. quality                      b. supply                      c. schedule                      d. demand

۹. If a change in the price of one good shifts the demand for another good, those two goods have interdependent demands.

- a. connected with the inside of something      b. lasting a very long time  
c. stopping and starting often                      d. that depend on each other

۱۰. In a pure market system, competition generates economic ..... only when individuals know and must bear the true opportunity cost of their action.

- a. efficiently                      b. efficient                      c. efficiency                      d. efficiented

۱۱. Consider a hypothetical world in which there is no government regulation against pollution. P<sup>۶۸</sup>

- a. making dirty                      b. making clean  
c. making pure                      d. making efficient

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۱۴. ....is normally defined as the number of adults who are actively looking for work but do not have a job.

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c. policymakers                      d. changes

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نام درس: زبان تخصصی اقتصاد و مدیریت

رشته تحصیلی / کد درس: حسابداری - مدیریت - اقتصاد (۱۲۱۲۱۷۴)

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- a. Secondhand good managers
- b. entrepreneurs
- c. Business managers
- d. Investment managers

۱۷. To avoid double counting, we look only at final goods and services produced or, equivalently at .....

- a. inventories
- b. gross domestic product
- c. value added
- d. nondurables

۱۸. Are you receiving وجه from your parents in order to attend school?

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۱۹. Before money was used, transactions took place by means of مبادله پایایی.

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۲۰. Money facilitates exchange by reducing the transaction costs associated with means-of-payment uncertainty.

- a. to make an action or a process possible or easier
- b. to make an action or a process impossible or harder
- c. to give or return sth that you have and get sth different or better instead
- d. to do business with a person or an organization

۲۱. Fiduciary comes from the Latin *fiducia*, ..... means “trust” or “confidence”.

- a. when
- b. how
- c. which
- d. where

۲۲. They spend the afternoons looking at the pictures outside cinemas, unable to afford the entrance fee.

- a. Extra money that you receive if you have invested a sum of money.
- b. Money that something costs or that you need to pay for something illegal.
- c. Large sum of money used in a business or invested to make more money.
- d. Sum of money that you pay to be allowed to do something.

تعداد سوالات: تستی: ۳۰ تشریحی: —  
زمان آزمون (دقیقه): تستی: ۵۵ تشریحی: —

نام درس: زبان تخصصی اقتصاد و مدیریت  
رشته تحصیلی / کد درس: حسابداری - مدیریت - اقتصاد (۱۲۱۲۱۷۴)

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۲۸. The subject matter of delegation, decentralization, span of management are all part of this definition.

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1	الف	عادي
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24	الف	عادي
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26	د	عادي
27	الف	عادي
28	د	عادي
29	الف	عادي
30	ج	عادي

# 89-90-1



**تعداد سوالات: تستی: ۳۰ تشریحی: —**

**نام درس: زبان تخصصی اقتصاد و مدیریت**

زمان آزمون (دقیقه): تستی: ۵۵ تشریحی: —

رشته تحصیلی / کد درس: حسابداری - مدیریت - اقتصاد (۱۲۱۲۱۷۴)

**مجاز است.**

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نام درس: زبان تخصصی اقتصاد و مدیریت

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نام درس: زبان تخصصی اقتصاد و مدیریت

رشته تحصیلی / کد درس: حسابداری - مدیریت - اقتصاد (۱۲۱۲۱۷۴)

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تعداد سوالات: تستی: ۳۰ تشریحی: —  
زمان آزمون (دقیقه): تستی: ۵۵ تشریحی: —

نام درس: زبان تخصصی اقتصاد و مدیریت  
رشته تحصیلی / کد درس: حسابداری - مدیریت - اقتصاد (۱۲۱۲۱۷۴)

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شماره سوال	پاسخ صحیح	وضعیت کلید
1	د	عادي
2	الف	عادي
3	ج	عادي
4	الف	عادي
5	ب	عادي
6	د	عادي
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21	ب	عادي
22	ج	عادي
23	الف	عادي
24	ج	عادي
25	د	عادي
26	الف	عادي
27	الف	عادي
28	د	عادي
29	الف	عادي
30	ج	عادي

# 87-88-1



نام درس: زبان تخصصی اقتصاد و مدیریت

تعداد سؤال: نسی ۳۰ تکمیلی

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

زمان امتحان: تستی و تکمیلی ۵۰ نشانه تشریحی ۲۰ نشانه

کد درس: ۱۲۱۲۱۷۴

تعداد کل صفحات: ۴

\* استفاده از فرهنگ لغات مجاز نیست.

**Part one: Vocabulary****Choose the best item and mark in your answer sheet.**

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

نام درس: زبان تخصصی اقتصاد و مدیریت

تعداد سؤال: تستی ۳۰ تکمیلی

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

زمان امتحان: تستی و تکمیلی ۵۰ دقیقه تشریحی ۲۰ دقیقه

کد درس: ۱۲۱۲۱۷۴

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

نام درس: زبان تخصصی اقتصاد و مدیریت

تعداد سؤال: نسی ۳۰ تکمیلی

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

زمان امتحان: تستی و تکمیلی ۵۰ نوبت تشریحی ۲۰ نوبت

کد درس: ۱۲۱۲۱۷۴

تعداد کل صفحات: ۴

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

نام درس: زبان تخصصی اقتصاد و مدیریت

تعداد سؤال: نسی ۳۰ تکمیلی

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

زمان امتحان: تستی و تکمیلی ۵۰ دقیقه تشریحی ۲۰ دقیقه

کد درس: ۱۲۱۲۱۷۴

تعداد کل صفحات: ۴

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



شماره سوال	پاسخ صحيح	وضعيت كليد
1	ب	عادي
2	ج	عادي
3	د	عادي
4	الف	عادي
5	ب	عادي
6	ج	عادي
7	د	عادي
8	الف	عادي
9	ج	عادي
10	ب	حذف با تاثير مثبت
11	د	عادي
12	ج	عادي
13	الف	عادي
14	ب	عادي
15	ج	عادي
16	د	عادي
17	ب	عادي
18	ب	عادي
19	ج	عادي
20	ب	عادي
21	الف	عادي
22	د	عادي
23	ج	عادي
24	د	عادي
25	ب	عادي
26	الف	عادي
27	ج	عادي
28	ج	عادي
29	د	عادي
30	ب	عادي

پاسخ سوالات تشریحی درس زبان گفنی یک رشته: مدیریت دولتی + بازرگانی صفحه: \_\_\_\_\_  
توضیح طراح سوال \_\_\_\_\_  
سال تحصیلی ۸۷-۸۸ نیمسال اول ☒ نیمسال دوم ☐ بارم: \_\_\_\_\_  
محرمانه مستقیم  
 $4 \times 1,25 = 5$

توجه: متن اراده شده با نقل است و محرم  
ع. م.

قیمت نمونه سوالات شامل تمامی نیمسال ها فقط ۶۲۵ تومان  
مستقیماً از سایت ما خرید کنید