

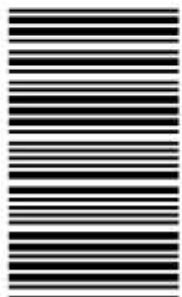
367

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نام :

نام خانوادگی :

محل امضاء :



367A

دفترچه شماره ۲  
صبح پنجشنبه  
۹۲/۱۱/۱۷



جمهوری اسلامی ایران  
وزارت علوم، تحقیقات و فناوری  
سازمان سنجش آموزش کشور

اگر دانشگاه اصلاح شود مملکت اصلاح می‌شود.  
امام خمینی (ره)

**آزمون ورودی دوره‌های کارشناسی ارشد ناپیوسته داخل - سال ۱۳۹۳**

**مجموعه مدیریت اجرایی (اجرایی - امور شهری - MBA - پروژه) - کد ۱۱۴۸**

مدت پاسخگویی: ۹۰ دقیقه

تعداد سؤال: ۱۰۰

عنوان مواد امتحانی، تعداد و شماره سؤالات

ردیف	مواد امتحانی	تعداد سؤال	از شماره	تا شماره
۱	زبان انگلیسی (گرایش MBA)	۱۰۰	۱۸۶	۲۸۵

بهمن ماه سال ۱۳۹۲

استفاده از ماشین حساب مجاز نمی‌باشد.

این آزمون نمره منفی دارد.

**SECTION I: Structure and Written Expression****PART A:**

**Directions:** Choose the word or phrase (1), (2), (3) or (4) that best completes each sentence. Then mark the correct choice on your answer sheet.

186. Travelers ----- their reservation beforehand if they want to go on a journey during the Nowruz holidays.  
 1) had better got            2) had better get            3) has better to get            4) has to get better
187. According to the requirements of her scholarship, after completing her degree, -----.  
 1) the ministry will employ her  
 2) she will be employed by the ministry  
 3) employment will be given to her by the ministry  
 4) her education will be employed by the ministry
188. Prices for domestic cars can run ----- 50 million Tumans.  
 1) as high as            2) as high to            3) so much to            4) so much as
189. For the investor who possesses ----- money, gold and bonds are good alternatives.  
 1) so few            2) so little a            3) very few            4) very little
190. ----- Java Man, who lived before the first Ice Age, is the first manlike animal.  
 1) Assumed generally is            2) Generally assumed it is  
 3) It is generally assumed that            4) that it is generally assumed
191. If it ----- more dry in the desert Southeast the hot temperatures in Iran would be intolerable.  
 1) were            2) was            3) be            4) is
192. To raise income, newspaper publishers must determine whether to increase the subscription price or ----- advertising.  
 1) if they should sell            2) to sell            3) selling            4) sold
193. The people attending the MBA conference in Tehran are not -----.  
 1) mathematic's professors            2) mathematics professor  
 3) mathematics professors            4) mathematic professors
194. Flight nineteen from Shiraz and Mashhad is now arriving at -----.  
 1) gate two            2) the gate two            3) the two gate            4) second gate
195. ----- 1000 species of finch have been recognized in Iran.  
 1) Much as            2) As many            3) As much as            4) As many as
196. Kamal al-Mulk contributed a great deal to Iranian art: -----.  
 1) as a painter, teaching and lecturing            2) painting, as a teacher and lecturer  
 3) painting, teaching, and lecturing            4) painting, a teacher, and a lecturer
197. Most insurance agents would rather you ----- anything about collecting claims until they investigate the situation.  
 1) didn't do            2) didn't            3) don't            4) do
198. Upon emerging from eggs, -----.  
 1) the knowledge of swimming is in young swans  
 2) swimming is known by young swans  
 3) how to swim is known in young swans  
 4) young swans know how to swim

199. A fourteen-year-old is not ----- to vote in a presidential elections in Iran.  
 1) old enough                      2) as old enough                      3) enough old                      4) enough old as
200. Physicians believe ----- is essential for the development of strong bones and teeth.  
 1) it is calcium that                      2) although calcium                      3) the calcium                      4) calcium
201. President's doctor proposed that he ----- a short rest after the assassination attempt.  
 1) took                                      2) take                                      3) will take                                      4) would take
202. In order to be allowed to enter the test center, the examiner made us ----- our identification.  
 1) showing                                      2) showed                                      3) show                                      4) to show
203. -----, Hafez Shirazi is also well known for his memorization of the Holy Quran.  
 1) An eminent Iranian poet                                      2) He is an eminent Iranian poet  
 3) An eminent Iranian poet who is                                      4) Despite an eminent Iranian poet
204. After watching the film *Centennial*, -----,  
 1) the book was read by many people  
 2) many people wanted to read the book  
 3) the book made many people read it  
 4) the reading of the book interested many people
205. Since many working people want -----, fast-food restaurants have become very popular.  
 1) to eat quickly and cheaply                                      2) eating quickly and cheaply  
 3) eat quickly and cheaply                                      4) quickly and cheaply eating

**SECTION I: Structure and Written Expression**

**PART B:**

*Directions: Identify the underlined word or phrase (1), (2), (3) or (4) that must be changed in order for the sentence to be correct. Then mark the correct choice on your answer sheet.*

206. The value of the dollar declines as the rate of inflation raises.  
 1                      2                      3                      4
207. Even though a member has ate too much the night before, the counselors will try to convince him or her to stop eating again.  
 1                      2                      3                      4
208. Anthropologists assert that many of the early American Plains Indians did not engage in planting crops but to hunt, living primarily on buffalo meat.  
 1                      2                      3                      4
209. The neutron bomb provides the capable of a limited nuclear war in which buildings would be preserved, but people would be destroyed.  
 1                      2                      3                      4
210. The differential attractions of the sun and the moon have a direct effect in the rising and falling of the tides.  
 1                      2                      3                      4

211. *Physics Today* is interesting, informative, and it is easy to read.

1 2 3 4

212. Before she died, the daughter of Andrew Jackson who lives in the family mansion

1 2 3

used to take tourists through her home.

4

213. It is essential that the temperature is not elevated to a point where the substance formed

1 2

may become unstable and decompose into its constituent elements.

3 4

214. Two of the players from the Yankees has been chosen to take part in the All Star game.

1 2 3 4

215. The bell signaling the end of the first period rang loud, interrupting the professor's closing

1 2 3 4

Comments.

216. When he was a little boy, Mark Twain would walk along the piers, watch the river boats,

1 2 3

swimming and fish in the Mississippi, much like his famous character, Tom Sawyer.

4

217. If you will buy one box at the regular price, you would receive another one at no extra cost.

1 2 3 4

218. Dairying is concerned not only with the production of the milk, but with the manufacture of

1 2 3

milk products such as butter and cheese.

4

219. An organ is a group of tissues capable to perform some special function, as for example, the

1 2 3 4

heart, the liver, or the lungs.

220. The examination will test your ability to understand spoken English, to read non-technical

1 2

language, and writing correctly.

3 4

## SECTION II: Vocabulary

### PART A:

*Directions: Choose the word or phrase (1), (2), (3) or (4) that best replaces the underlined word in the given sentence.*

221. Janice could not put her ephemeral thoughts into words.

1) ethereal

2) profound

3) vacuous

4) fleeting

222. The farmer studied the ominous clouds thoughtfully.  
 1) gloomy                      2) billowing                      3) menacing                      4) feathery
223. The evening would have been more enjoyable if all the extraneous activities had been dropped from the program.  
 1) irrelevant                      2) excessive                      3) exceptional                      4) overextended
224. Each time the storyteller told about the encounter, she embellished the plot.  
 1) altered                      2) exaggerated                      3) enhanced                      4) rectified
225. The clear mountain air added to the serenity of the Alpine village.  
 1) lucidity                      2) brilliance                      3) tranquility                      4) wholesomeness
226. The police academy trains its dogs to fetch things on command.  
 1) sniff out                      2) retrieve                      3) search for                      4) attack
227. Kimia thought that her teacher was being rather finicky about the final draft of the paper.  
 1) meddlesome                      2) detrimental                      3) aggravating                      4) fastidious
228. The car skidded around the corner with the police close behind it.  
 1) slid                      2) rolled                      3) zoomed                      4) screeched
229. The people complained about the gas canister that was left in front of the building.  
 1) device                      2) container                      3) equipment                      4) propellant
230. The child was scarred in the car accident.  
 1) disfigured                      2) orphaned                      3) bruised                      4) killed
231. The player was ostracized by his teammates.  
 1) endorsed                      2) excluded                      3) counteracted                      4) beleaguered
232. Mark Twain is well known for his wit.  
 1) stories                      2) vision                      3) insight                      4) humor
233. The post office purchased a new machine to sort the mail.  
 1) weigh                      2) carry out                      3) stamp                      4) sift through
234. The inventor had to mull over his idea for several days.  
 1) ponder                      2) scrutinize                      3) remember                      4) organize
235. The students came up with some novel ideas for fund-raising.  
 1) educational                      2) bookish                      3) unique                      4) radical
236. When attacking their prey, eagles reach out with their talons.  
 1) beaks                      2) wings                      3) claws                      4) legs
237. A small group of rebels usurped the president.  
 1) advised                      2) rewarded                      3) supplanted                      4) assassinated
238. The origin of this shard of pottery cannot be identified.  
 1) pattern                      2) sliver                      3) example                      4) amount
239. The lion searched the jungle for its quarry.  
 1) cubs                      2) lair                      3) mate                      4) prey
240. The millstone used for grinding wheat was damaged in the flood.  
 1) dusting                      2) smothering                      3) ransacking                      4) pulverizing
241. Sara's peers found her haughtiness.  
 1) vexation                      2) arrogance                      3) pertinence                      4) insincerity
242. The fact that this metal is pliant is an advantage for many industrial purposes.  
 1) durable                      2) caustic                      3) yielding                      4) polished

243. Crime frequently increases during periods of social upheaval.

- 1) ruin                      2) unrest                      3) havoc                      4) trends

244. It was impossible to know how precarious the situation was.

- 1) hazardous                      2) ludicrous                      3) facetious                      4) marvelous

245. Although the prank was meant in fun, the man became very angry.

- 1) game                      2) remark                      3) praise                      4) trick

## SECTION II: Vocabulary

### PART B: Cloze Test

**Directions:** Read the following passages and decide which choice (1), (2), (3) or (4) best fits each space. Then mark the correct choice on your answer sheet.

We are discussing here administrative functions that develop, implement, and (246) ----- the environmental policy of an organization. An Environmental Management System (EMS) is a(n) (247) ----- that helps a company to (248) ----- its environmental goals through consistent control of its operations. The assumption is that this increased control will improve the environmental (249) ----- of the company. The EMS itself does not dictate a level of environmental performance that must be achieved; each company's EMS is (250) ----- to the company's (251) ----- and goals. Reviewing the company's environmental goals, analyzing its environmental (252) ----- and legal requirements, (253) ----- environmental objectives and targets to reduce environmental impacts and (254) ----- with legal requirements, establishing programs to meet these objectives and targets, monitoring and measuring progress in achieving the objectives ensuring employees' environmental awareness and (255) -----, reviewing progress of the EMS and making (256) ----- are among the basic elements of an EMS. Instead of (257) ----- to changing environmental circumstances, the organization can seek to modify its (258) ----- . Vertical and horizontal collaboration, i.e. cooperation or integration with other organizations in the industry value system are typical means of reducing (259) ----- . An example of reducing concern about the prior or demanding stage of the industry system is the concept of supplier-retailer (260) ----- or efficient customer response.

- |      |                   |                  |                   |                   |
|------|-------------------|------------------|-------------------|-------------------|
| 246. | 1) spoil          | 2) wreck         | 3) monitor        | 4) demolish       |
| 247. | 1) irritation     | 2) framework     | 3) circumvention  | 4) disappointment |
| 248. | 1) achieve        | 2) pumper        | 3) damage         | 4) plunder        |
| 249. | 1) assets         | 2) struggles     | 3) properties     | 4) performance    |
| 250. | 1) tailored       | 2) squandered    | 3) discarded      | 4) consumed       |
| 251. | 1) characteristic | 2) business      | 3) qualities      | 4) attributes     |
| 252. | 1) impacts        | 2) violations    | 3) transgressions | 4) contraventions |
| 253. | 1) nullifying     | 2) neutralizing  | 3) setting        | 4) equalizing     |
| 254. | 1) fight          | 2) defy          | 3) comply         | 4) combat         |
| 255. | 1) competence     | 2) competition   | 3) conflict       | 4) contest        |
| 256. | 1) attempts       | 2) endeavors     | 3) buildings      | 4) improvements   |
| 257. | 1) responding     | 2) adapting      | 3) reacting       | 4) agreeing       |
| 258. | 1) progression    | 2) objectives    | 3) management     | 4) environment    |
| 259. | 1) uncertainty    | 2) confidence    | 3) definiteness   | 4) inevitability  |
| 260. | 1) assistance     | 2) reinforcement | 3) collaboration  | 4) intervention   |

**SECTION III: Reading Comprehension**

**Directions:** Read the following passages and decide which choice (1), (2), (3) or (4) best fits each space. Then mark the correct choice on your answer sheet.

**PASSAGE 1:**

Although nearly five hundred species of *Acacia* have been identified, only about a dozen of the three hundred Australian varieties grow well in the southern United States, and of these, only three are flowering. The *Bailey Acacia* has fernlike silver leaves and small, fragrant flowers arranged in rounded clusters. The *Silver Wattle*, although very similar to the *Bailey Acacia*, grows twice as high. The *Sydney Golden Wattle* is squat and bushy with broad, flat leaves. Another variety, the *Black Acacia* or *Blackwood*, has dark green leaves and unobtrusive blossoms. Besides being a popular tree for ornamental purposes, the *Black Acacia* is valuable for its dark wood which is used in making cabinets and furniture.

**261. Which of the following *Acacias* has the least colorful blossoms?**

- |                  |                         |
|------------------|-------------------------|
| 1) Silver Wattle | 2) Black Acacia         |
| 3) Bailey Acacia | 4) Sydney Golden Wattle |

**262. If the author is right, then the *Silver Wattle* -----.**

- |                                 |  |
|---------------------------------|--|
| 1) is squat and bushy           | 2) has unobtrusive blossoms                |
| 3) is used for making furniture | 4) is taller than the <i>Bailey Acacia</i> |

**263. According to the passage, ----- species of *Acacia* grow well in the southern United States.**

- |                 |                  |
|-----------------|------------------|
| 1) Twelve       | 2) Three         |
| 3) Five hundred | 4) Three hundred |

**264. Which of the following would most probably be made from a *Black Acacia* tree?**

- |                     |                         |
|---------------------|-------------------------|
| 1) A pie            | 2) A table              |
| 3) A piece of paper | 4) A flower arrangement |

**PASSAGE 2:**

When the Civil War ended in 1866, the Fourteenth and Fifteenth Amendments to the Constitution adopted in 1868 and 1870 granted citizenship and suffrage to blacks but not to women. In 1869 the Wyoming Territory had yielded to demands by feminists, but eastern states resisted more stubbornly than before. A woman's suffrage bill had been presented to every Congress since 1878 but continually failed to pass until 1920 when Nineteenth Amendment granted women the right to vote.

**265. According to the passage, women were permitted to vote after -----.**

- |         |         |         |         |
|---------|---------|---------|---------|
| 1) 1866 | 2) 1870 | 3) 1878 | 4) 1920 |
|---------|---------|---------|---------|

**266. The Nineteenth Amendment is concerned with -----.**

- |                             |                           |
|-----------------------------|---------------------------|
| 1) voting rights for blacks | 2) citizenship for blacks |
| 3) voting rights for women  | 4) citizenship for women  |

**267. Which of the following had occurred immediately after the Civil War?**

- 1) Black people were granted the right to vote.
- 2) The eastern states resisted the end of the war.
- 3) A woman's suffrage bill was introduced in Congress
- 4) The Wyoming Territory was admitted to the Union

**PASSAGE 3:**

Precipitation, commonly referred to as rainfall, is a measure of the quantity of water in the form of either rain, hail, or snow which reaches the ground. The average annual precipitation over the whole of the United States is thirty-six inches. It should be understood however, that a foot of snow is not equal to a foot of precipitation. A general formula for computing the precipitation of snowfall is that thirty-eight inches of snow is equal to one inch of precipitation. In New York, for example, seventy-six inches of snow in one year would be recorded as only two inches of precipitation. Forty inches of rain would be recorded as forty inches of precipitation. The total annual precipitation would be recorded as forty-two inches.

**268. The word *precipitation* includes -----.**

- |                             |                             |
|-----------------------------|-----------------------------|
| 1) only rainfall            | 2) rain, hail, and snow     |
| 3) rain, hail, and humidity | 4) rain, snow, and humidity |

**269. According to the passage, the average annual rainfall in the United States is ----- inches.**

- |          |              |               |                 |
|----------|--------------|---------------|-----------------|
| 1) forty | 2) forty-two | 3) thirty-six | 4) thirty-eight |
|----------|--------------|---------------|-----------------|

**270. If a state has 152 inches of snow in a year, this increases the annual precipitation by -----.**

- |             |              |               |                |
|-------------|--------------|---------------|----------------|
| 1) two feet | 2) four feet | 3) 152 inches | 4) four inches |
|-------------|--------------|---------------|----------------|

**271. The term *precipitation* can often be replaced by the term -----.**

- |             |             |              |            |
|-------------|-------------|--------------|------------|
| 1) rainfall | 2) humidity | 3) rain-snow | 4) wetness |
|-------------|-------------|--------------|------------|

**PASSAGE 4:**

Courses with numbers 800 or above are open only to graduate students. Certain courses generally devoted to introductory material, are numbered 400 for undergraduate students and 600 for graduate students. Courses designed for students seeking a professional degree carry a 500 number for undergraduate students and a 700 number for graduate students.

A full-time graduate student is expected to take courses which total ten to sixteen credit hours. Students holding assistantships are expected to enroll for proportionately fewer hours. A part-time graduate student must register for a minimum of five credit hours.

**272. According to the passage, one must be a(n) ----- student in order to be eligible to enroll in Mechanical Engineering 850.**

- |              |                  |
|--------------|------------------|
| 1) part-time | 2) graduate      |
| 3) full-time | 4) undergraduate |

**273. If an undergraduate student uses the number 520 to register for an accounting course, a graduate student would probably use Accounting ----- to register for the same course.**

- |        |        |        |        |
|--------|--------|--------|--------|
| 1) 520 | 2) 620 | 3) 720 | 4) 820 |
|--------|--------|--------|--------|

**274. If the author is right, then a student who register for eight credit hours is a ----- student.**

- |             |              |              |               |
|-------------|--------------|--------------|---------------|
| 1) graduate | 2) full-time | 3) part-time | 4) non-degree |
|-------------|--------------|--------------|---------------|

**275. One can infer from the passage that a graduate students may NOT -----.**

- 1) enroll in an introductory course
- 2) enroll in a course numbered 610
- 3) register for only one three-hour course
- 4) register for courses if he has an assistantship



**PASSAGE 5:**

We are dealing here with a method of planning and managing project execution designed to deal with uncertainties inherent in managing projects, while taking into consideration limited availability of resources (physical, human skills, as well as management & support capacity) needed to execute projects called CCPM.

CCPM is an application of the Theory of Constraints (TOC) to projects. The goal is to increase the flow of projects in an organization (throughput). Applying the first three of the five focusing steps of TOC, the system constraint for all projects is identified as are the resources. To exploit the constraint, tasks on the critical chain are given priority over all other activities. Finally, projects are planned and managed to ensure that the resources are ready when the critical chain tasks must start, subordinating all other resources to the critical chain.

The project plan should typically undergo resource leveling, and the longest sequence of resource-constrained tasks should be identified as the critical chain. In some cases, such as managing contracted sub-projects, it is advisable to use a simplified approach without resource leveling.

**276- What does the passage mainly discuss?**

- |                                      |                                      |
|--------------------------------------|--------------------------------------|
| 1) Multi-project Environments        | 2) Planning and Managing Projects    |
| 3) Theory of Constraints on Projects | 4) Critical Chain Project Management |

**277- According to the passage, CCPM is designed to deal with uncertainties ----- in managing projects.**

- |           |             |             |              |
|-----------|-------------|-------------|--------------|
| 1) gained | 2) acquired | 3) ordinary | 4) essential |
|-----------|-------------|-------------|--------------|

**278- Why is the Theory of Constraints applied to projects?**

- 1) In order to give priority over all other activities.
- 2) In order to give superiority over all other activities.
- 3) In order to reduce the stream of projects in an organization.
- 4) In order to multiply the stream of projects in an organization.

**279- If the author is right, then projects are planned and managed to ----- that the resources are ready when the critical chain must start, making ----- all other resources to the critical chain.**

- |                            |                           |
|----------------------------|---------------------------|
| 1) make sure – subservient | 2) make sure –independent |
| 3) confirm – autonomous    | 4) confirm – self-reliant |

**280- The author obviously states that the project should ----- resource leveling.**

- |                         |                           |
|-------------------------|---------------------------|
| 1) regularly get rid of | 2) normally experience    |
| 3) specially represent  | 4) particularly symbolize |

**PASSAGE 6:**

Following the behavioral science theory of management, mainly developed at Carnegie Mellon University and prominently represented by Barnard, Richard M. Cyert, March and Simon, most of what goes on in service organizations is actually decision making and information processes. The crucial factor in the information and decision process analysis is thus individuals' limited ability to process information and to make decisions under these limitations.

According to March and Simon, organizations have to be considered as cooperative systems with a high level of information processing and a vast need for decision making at various levels. They also claimed that there were factors preventing individuals from acting strictly rationally, in opposition to what has been proposed and advocated by classic theorists.

Instead of using the model of the economic man, as advocated in the classic theory, they proposed the administrative man as an alternative based on their argumentation about the cognitive restrictions of rationality.

**281- What does the passage mainly discuss?**

- |                        |                           |
|------------------------|---------------------------|
| 1) Behavioral Science  | 2) Service Organizations  |
| 3) Cooperative Systems | 4) Information Management |

**282- According to the behavioral science theory of management, decision making and information processes -----.**

- 1) comprise most of what goes on in profitable organizations
- 2) comprise nearly all of what occurs in service organizations
- 3) are developed by Barnard, Richard M. Cyert, March and Simon
- 4) are developed by scientists and theorists at Carnegie Mellon University

**283- On the basis of the information and decision process analysis, individuals' limited ability to process information and to make decisions under these limitations is the -----.**

- |                     |                       |
|---------------------|-----------------------|
| 1) trivial factor   | 2) trifling factor    |
| 3) decisive element | 4) peripheral element |

**284- One can infer from the passage that individuals act ----- according to classic theorists.**

- |                         |                            |
|-------------------------|----------------------------|
| 1) rigidly incredibly   | 2) absolutely logically    |
| 3) rigidly irrationally | 4) absolutely surprisingly |

**285- The author finally states that March and Simon ----- limits of rationality.**

- 1) suggest the administrative man due to the cognitive
- 2) propose the economic man because of the cognitive
- 3) propose the economic man because of the functional
- 4) suggest the administrative man due to the functional