

Answer of exercises

پاسخ تمرینات کلاسی و منزل

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گامهای پاسخ به پرسشهای سوالات نظراصلی

جمله اول هر پارگراف را بخوانيد.

در سطرهای اول بهدنبال محتوا يا نظریه حاکم بر متن بگردید.

پاسخهایی را که کاملا

مطمئنيد نادرست

را انتخاب كنيد.

هستند، حذف کنید و

بعد از میان گزینههای

باقيمانده ياسخ صحيح

نگاهی گذرا و سریع به بقیه متن بیاندازید تا مطمئن شوید که واقعا جمله كليدي را درست انتخاب کردهاید.

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Exercise I

با توجه به مهارت اول پاسخ داده شده است. لذا گام های صفحه قبل را باید طی کنید.

The passage:

In the philosophy of John Dewey, a sharp distinction is made between "intelligence" and "reasoning". According to Dewey, intelligence is the only absolute way to achieve a balance between realism and idealism. between practicality and wisdom of the life. Intelligence involves "interacting with other things and knowing them" while reasoning is merely the act of an observer,"... a mind that beholds or grasps objects outside the world of things..."with reasoning, a level of mental certainty can be achieved, but it is through intelligence that control is taken of events that shape one's life.

The question:

- 1. What is the topic of this passage?
- a) The intelligence of John Dewey
- b) Distinctions made by John Dewey
- c) Dewey's ideas on the ability to reason
- d) How intelligence differs from reasoning in Dewey's works.



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Exercise II

با توجه به مهارت اول پاسخ داده شده است. لذا گام های صفحه قبل را باید طی کنید.

The passage:

Nitrogen fixation is a process by which nitrogen is continuously fed into biological circulation. in this process, certain algae and bacteria convert nitrogen into ammonia(NH3). This newly created ammonia is then for the most part absorbed by plants.

The opposite process of denitrification returns nitrogen to the air. During the process of denitrification, bacteria cause some of the nitrates from the soil to convert into gaseous nitrogen oxide(N2O). In this gaseous form the nitrogen returns to the atmosphere.

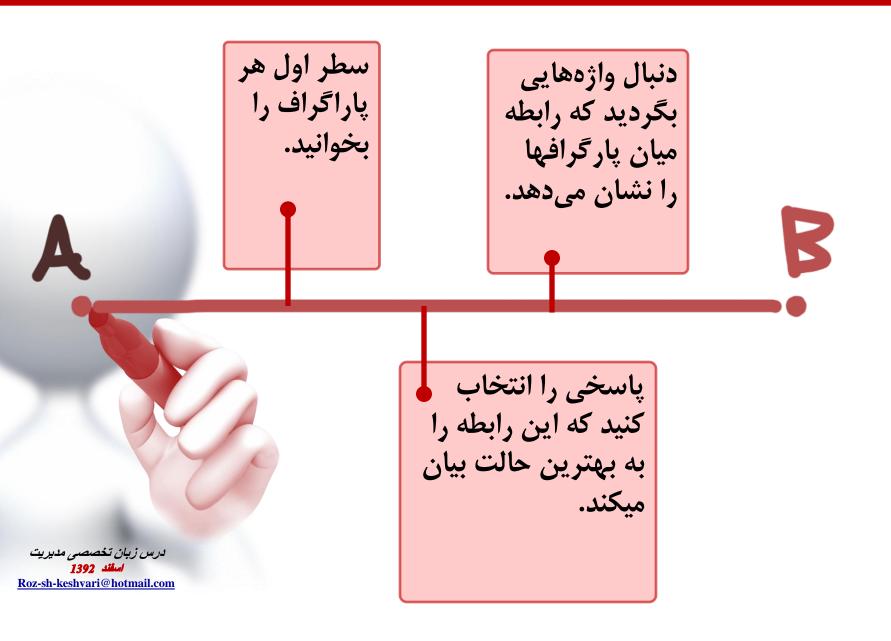
The question:

- 1. What of the following would be the best title for this passage?
- a) The process ofNitrogen Fixation
- b) Two Nitrogen Processes
 - c) The return of Nitrogen to the Air
 - d) The effect of nitrogen on plant life





گامهای یافتن سازماندهی نظریهها





Exercise III

با توجه به مهارت دوم پاسخ داده شده است. لذا گام های صفحه قبل را باید طی کنید.

The passage:

If asked who invented the game of baseball, most Americans would probably reply that it was Anber Doubleday. At the beginning of this century, there was some disagreement over how the game of baseball had actually originated, so sporting-goods manufacture Spaulding inaugurated a commission to research the question. In 1908 a report was published by Cooperstown, New York, was given credit for the invention of the game. The National Baseball Hall of Fame was established in Cooperstown in honor of Doubleday.

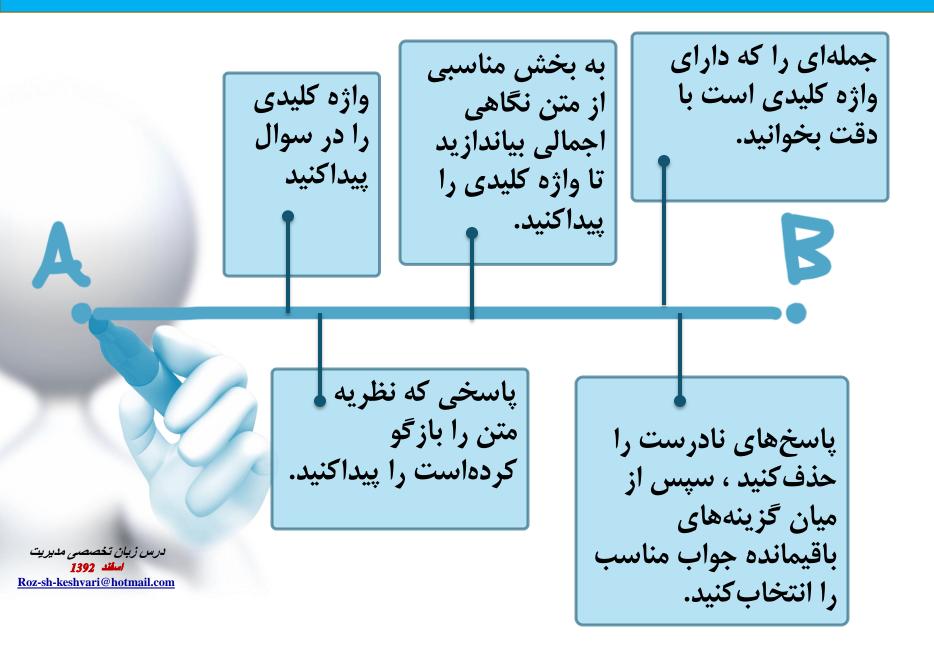
Today. Most sports historians are in agreement that Doubleday really did not have much to do with the development of baseball. Instead, baseball seems to be a close relation to the English game of rounder and probably has English rather than American roots.

The question:

- 1. The second paragraph
- a) Provides examples to support the ideas in the first paragraph
- b) Provides the ideas in the first paragraph
- c) Outline the effect of the idea in the first paragraph
 - Refutes the idea in the first paragraph

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Exercise IV

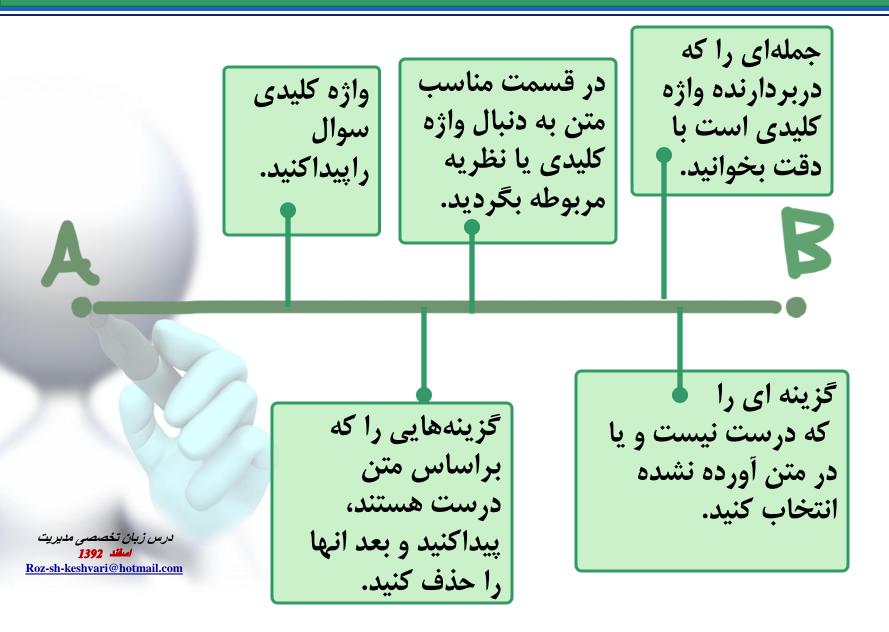
با توجه به مهارت سوم پاسخ داده شده است. لذا گام های صفحه قبل را باید طی کنید.

The passage:

Williamsburg is a historic city in Virginia situated on a peninsula between two rivers, the York and the James. It was settled by English Colonists in 1633, twenty-six years after the first permanent English colony in America was settled at Jamestown. In the beginning the colony at Williamsburg was named Middle Plantation because of its location in the middle of the peninsula. The site for Williamsburg had been selected by the colonist because the soil drainage was better there than at the Jamestown location, and there were fewer mosquitoes.

The question:

- 1. According to the passage, Williamsburg is located
- a) on an island
- b) in the middle of river
- c) where the York and James meet
- d) on a Piece of land with rivers on sides
- 2. The passage indicates that Jamestown
- a) was settled in 1633
- b) was settled twenty-six years after Williamsburg
- c) was the first permanent English colony in America
- d) Was originally named Middle Plantation



Exercise V

با توجه به مهارت چهارم پاسخ داده شده است. لذا گام های صفحه قبل را باید



The passage:

In English there are many different kinds of expressions that people use to give a name to anything whose name is unknown or momentarily forgotten. The word gadget is one such word. It was first used by British sailors in the 1850's and probably came from the French word gachette, which was a small hook. In everyday use the word has a more general meaning. Other words are also used to give a name to something unnamed or unknown, and these words tend to be somewhat imaginative. Some of the more commonly used expressions are a what-d'ye-call-it, a whatsis, a thingamabob, a thingamajig, a doodad, or a doohickey.

The question:

- 1. Which of the following is NOT true about the word "gadget"?
- a) It is used to name sth when the name is not known.
- b) It was used at the beginning of the nineteenth century.
- c) It most likely came from a word in the French language.
- d) Its first known use was by British sailors.
 - 2. Which of the following is NOT mentioned in a passage as an expression for sth that is not known?
 - a) A thingamabob c) A doohickey
 - b) A gadget d
 - d) A what-is-it

Exercise VI

The passage:

Island Plant Life

Island are geographical formations that are completely surrounded by water, yet many islands are covered with a rich assortment of plant life. It may seem surprising that so much plant life exists on many islands, yet there are surprisingly simple explanations as to how the vegetation has been able to establish itself there. Some islands were formerly attached to larger bodies of land, while others were created on their own. Islands that were created when flooding or rising water levels cut them off from their neighbors often still have the

Plant life that they had before they were cut off. In cases where islands formed out of the ocean, they ,ay have plant life from neighboring lands even though they were never actually attached to the neighboring lands. Winds carry many seeds to islands; some plants produce extremely light seeds that can float thousands of feet above the Earth and then drift down to islands where they can sprout and develop. Birds also carry seeds to islands; as birds move over open stretches of water, they can serve as the transportation system to spread seeds from place to place.

Alarm Clock for Exercise VI:

The question:

- 1. This passage discusses the ways that plant life is able to develop on islands.
- a) 🗆
- b) □



Answer choices(Choose 2 items)

- Some seeds are able to float great distances in the air.
- 2) Some plant life existed before islands were cut off from larger bodies of lands.
 - 3) Some islands have many different varieties of plants.
- 4) Birds sometimes carry seeds to islands.



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Answer the following questions

1. What is the author's main point in the passage?

2. Paragraph 2

3. Which of the following is true?

4. Which of the following are true except?

- a) The organization
- b) Function of management
- c) Management
- d) Manager

با توجه به مهارت اول پاسخ داده شده است.

- a) Defines management
- b Emphasizes on functions of management
- c) Refutes the importance c) of management skills
- d) Refutes the idea in the first paragraph

با توجه به مهارت دوم پاسخ داده شده است.

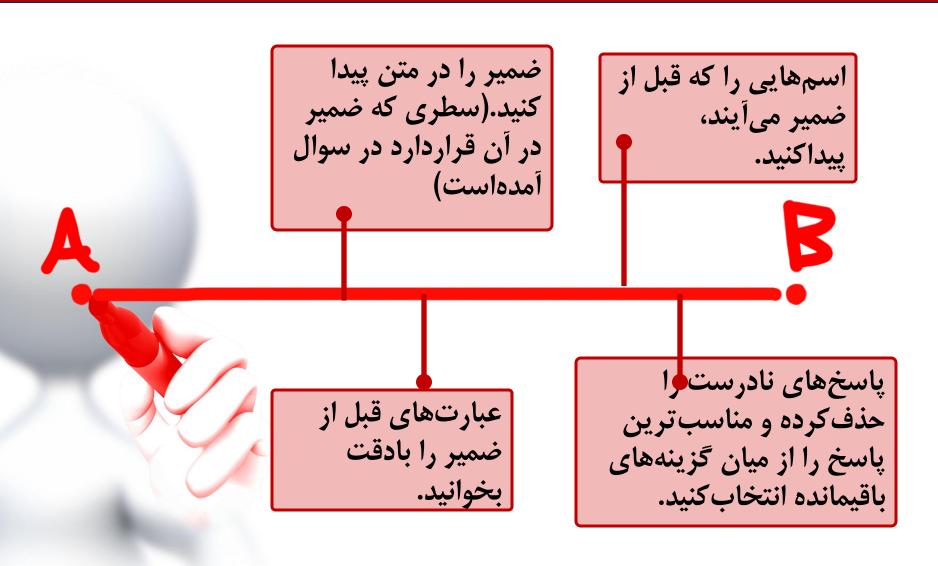
- n) Manager performs five functions.
- o) Organizing is the second function of management
 - Human skills is not necessary for management
- Leading means organizing

با توجه به مهارت سوم پاسخ داده شده است.

- a) Mangers should Improve their management skills.
 - o) Performance in the organization is investigated incessantly
- c) Monitoring is the main key in the loop of management function.
- Mangers should use influence to motivate

با توجه به مهارت چهارم پاسخ داده شده است.

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The passage:

Carnivorous plants, such as the sundew and the Venus Flytrap, are generally found in humid areas where is an inadequate supply of nitrogen in the soil. In order to survive, these plants have developed mechanisms to trap insects within their foliage. They have digestive fluids to obtain the necessary nitrogen from the insects. These plants trap the insects to a variety of ways. The sundew has sticky hairs on its leaves; when an insect lands on these leaves, it gets caught up in the sticky hairs, and the leaf wraps itself around the insect. The leaves of the Venus-Flytrap function more like a trap, snapping suddenly and forcefully shut around an insect.

The questions:

- 1. The pronoun "they" in line 7 refers to
- a) Humid areas
- (b) These plants
 - c) Insects
- d) Digestive plants
- 2. The pronoun "it" in line 12 refers to
- a) A variety
- b) The sundew
- (c)) An insect
- d) The leaf

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Exercise VIII

با توجه به مهارت پنجم پاسخ داده شده است. لذا کام های صفحه قبل را باید طی کنید.

The passage:

Animal Congregation

Many types of animals combine the advantages of family association with those conferred by membership in still larger groups. Bees congregate in hives; some fish move in schools; ants gather in mounds; wolves live in packs; deer associate in herds. The main advantage of membership in a mass community is the safety that **it** provides. A large group of prey may be easier for a predator to find at any given point than is a small one, and a predator may think twice before taking on such a group; if a predator does decide to challenge a large group. **It** may merely encounter a confusing mass of moving bodies and possibly may not succeed in its primary goal. درس زبان تخصصی مدیریت

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The word "it" in line 9 refers

- Advantage
- b) Membership
- Community
- Safety
- 3. The word "it" in line 14 refers
- Predator
- Group
- Mass
- goal

The questions:

The word "those" in the passage refers to

- Types
- b) Animals
- Advantages
- Groups



Exercise IX

The passage:

A fundamental dilemma confronts retailers with stand-alone sites on the Worldwide web and those attempting to electronic malls for delivery via the internet, online services, or interactive television. For consumers, the main potential advantage of electronic shopping over other channels is a reduction in search costs for products and product-related information. Retailers, however, fear that such lowering of consumers' search costs will intensify competition and lower margins by expanding the scope of competition from local to national and international some retailers' electronic offerings have been constructed to thwart comparison shopping and to ward off price competition, have the appeal of many initial electronic shopping services. Ceteris paribus, if electronic shopping lowers the costs of acquiring price information, it should increase price sensitivity, just as is the case for price advertising.

In a similar vein, though, electronic shopping can lower the cost of search for quality information. Most analyses ignore the offsetting potential of the **latter** effect to lower price sensitivity in the current period. They also ignore the potential of maximally transparent systems to produce welfare gains that give consumers a long-term reason to give repeat business to electronic merchants. Some researchers have noted that third-party to provide cross-shopping services can be hamstrung if retailers refuse to cooperate in providing relevant information. They maintained, though, that in the long run, efforts by electronic merchants to make cross-

removing much of what makes the electronic venue more appealing online, some other entrants will offer it and consumers will demand it. Consumers may choose to patronize those sellers who deliver **this benefit**, bypassing those who do not.

shopping difficult are doomed to failure,

Alarm Clock for Exercise IX:

Question

Which of the following is not mentioned in the passage as something retailers are afraid of?

- Over-crowded reception
- Intensified competition
- Low margins
- Increased price sensitivity

Question 3:

"This benefit" in paragraph 2 refers to which of the following?

- a) Cost competition
- b) Advertising
- online- cross-shopping
- Electronic merchandising

Question 2:

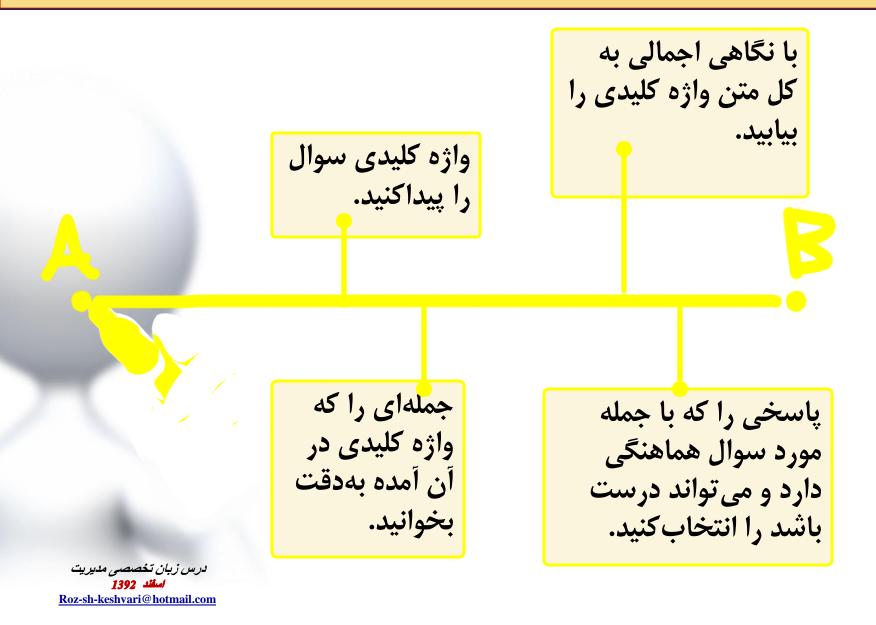
The word "latter" in paragraph 1 refers to which of the following?

- Price sensitivity
- Competition
- Electronic shopping
- Lowering the cost of search

Question 4:

The passage regards which of the following as the main potential advantage of electronic shopping over other channels?

- A reduction in costs a)
- b) A reduction in time
- A reduction in consumption costs and time
- A reduction in information search costs



The passage:

The Hawaiian language is a melodious language in which all words are derived from an alphabet of only twelve letters, the five vowels A,E,I,O,U and the seven consonants H,K,L,M,N,P,W. Each syllable in the language ends in a vowel, and two consonants never appear together, so vowels have a much higher frequency in the Hawaiian language than they do in English.

This musical-sounding language can be heard regularly by visitors to the islands. Most Hawaiians speak English, but it is quite common to hear English that is liberally of the culture. A visitor may be greeted with the expression aloha, and may be referred to as a malihini because he is a newcomer to the island. This visitor may attend an outside luau where everyone eats too much and be invited after words to dance the hula.

The questions:

- 1. Which of the following is probably NOT a Hawaiian word?
- a) Mahalo
- b) Mahimahi
- (c) Mekla
 - d) Moana
- 2. It is implied that a "luau" is
- a) A dance
- b) A feast
- c) A concert
- d) A language

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برای پاسخ به سوالی که درباره پاراگراف پیشین میپرسد، سطر اول را بخوانید. برای جواب دادن به سوال مربوط به پاراگراف بعدی، سطر آخر را بخوانید.

درباره آنچه که ممکن است در قبل آمده باشد یا در بعد قراراست بیاید نتیجه گیری کنید. پاسخی را انتخاب کنید که در سطر اول یا آخر متن منعکس شدهباشد.

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Exercise XI

با توجه به مهارت هفتم پاسخ داده شده است. لذا گام های صفحه قبل را باید طی کنید.

The passage:

Another myth off the oceans concerns
Davey Jones, who in folklore is the meanspirited sovereign of the ocean's depths. The
name "Jones" is thought by some
etymologists to have been derived from the
name "Jonah", the Hebrew prophet who
spent three days in a whale's belly.

According to tradition, any object that goes overboard and sinks to the bottom of the ocean is said to have gone to Davy Jones's locker, the ocean-sized, mythical receptacle for anything that falls into the water.

Needless to say, any sailor on the seas is not so eager to take a tour of Davy Jones's locker, although it might be a rather

locker, although it might be a rather interesting trip considering all the treasures located there.

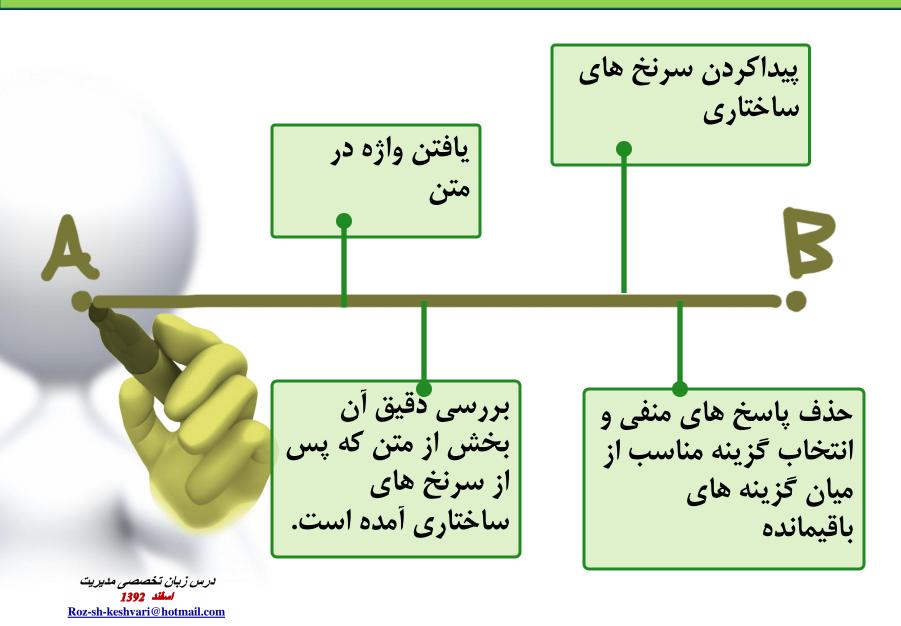
located there.

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The questions:

- 1. The paragraph proceeding this passage most probably discusses
- a) The youth of Davy Jones
- b) Davy Jones's career as a sailor
- C) A different traditional story from the sea
 - d) Preparing to travel on the sea
 - 2. The topic of the paragraph following the passage most likely is
- (a) Valuable items located at the bottom of the ocean
 - b) Where Davy Jones is found today
 - c) Jonah and the Whale
 - d) Preventing objects from failing overboard



Exercise XII

The passage:

One of the leading schools of psychological thought in the twentieth century is behaviorism-the belief that the role of the psychologist is to study behavior, which is observable, rather than conscious or unconscious thought, which is not. Probably the best-known proponent of behaviorism is B.F. Skinner, who is famous for his research on how rewards and punishments influence behavior. He came to believe that **positive** reinforcements such as praise, food, or money were more effective in promoting good behavior than negative reinforcements, or punishment.

The questions:

- 1. In "<u>behaviorism</u>" in line 2, a psychologists is concerned with
- a) Conscious thought patterns
- b) Unconscious thought patterns
- c) Observable actions
- d) Unobservable actions
- 2. What is "positive reinforcements" in line 6?
- a) A gift
- b) A reward
- c) A bribe
- d) A penalty
- 3. What is "negative reinforcements" in line 8?
- a) A promotion
- b) A reward
- c) A surprise
- (d) A punishment

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Exercise XIII

The passage:

Ring Lardner himself was born into a wealthy, educated, and cultured family. For the bulk of his career, he worked as a reporter for newspapers in South Bend, Boston, St. Louis, and Chicago. However, it is for his short stories of lower middle-class Americans that ring Lardner is perhaps best known. In (5) these stories, Lardner vividly creates the language and the ambiance of this lower class, often using the misspelled words, grammatical errors, an incorrect diction that typified the language of the lower middle class.

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The questions:

- 1. The word "Vividly" in line 5 is closet in meaning to
- a) In cultured way
- b) In a correct way
- (c)) In a lifelike way
- d) In a brief way
- 2. The word "misspelled" in line 6 is closest in meaning to
- a) Highly improper
- b) Vulgar
- c)) Incorrectly
- d) Slang
- 3. The word "diction" in line 7 is closest meaning to
- a) Writing
- b) Sentence structure
- c) Form
- (d)) Speech

با توجه به مهارت نهم پاسخ داده شده است. لذا گام های صفحه قبل را باید طی کنید.

Exercise XIV

The passage:

A line in the passage:

.....The barges headed across the lake....



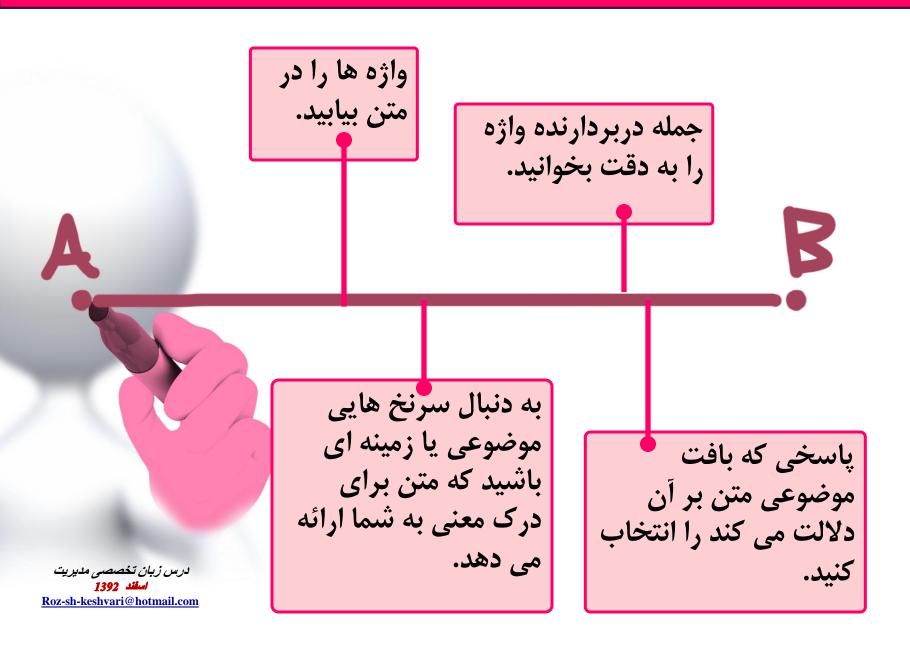
The questions:

- 1. A "Barge" is probably which of the following?
- a) A train
- b) A plane
- c) A bicycle
- d) A boat

با توجه به مهارت دهم پاسخ داده شده است. لذا گام های صفحه قبل را باید طی کنید.



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Exercise XV

با توجه به مهارت یازدهم پاسخ داده شده است. لذا گام های صفحه قبل را باید طی کنید.

The passage:

Autism

Autism is a developmental disorder that is characterized by server behavioral abnormalities across all **primary** areas of functioning, Its **onset** is often early; it generally makes itself known by the age of two and one-half. It is not a single disease entity but is instead a syndrome defined by patterns and characteristics of behavior; it, therefore, most likely has multiple etiologies rather than a single causative factor. Autism is not fully understood and thus is controversial with respect to diagnosis, etiology, and treatment strategies.

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The questions:

- 1. The word primary in the passage could best
- a) Elementary c) Introductory
- (b) Main d) Primitive

The questions:

- 2. The word onset in the passage is closest in
- a) Placement \underline{c}) Support
- b) Arrangement (d)Beginning

The guestions:

- 3. The word syndrome in the passage is closest in meaning to
- a) Symptoms c) Causes
- b) Patterns d) Onsets

The questions:

- 4. The word with respect to in the passage could best be replaced by
- a) With dignity toward
- b)) In regard to
- c) Irrespective of
- d) out of politeness for

Exercise XVI

با توجه به مهارت دوآزدهم پاسخ داده شده است. لذا گام های صفحه قبل را باید طی کنید.



The passage:

Meteor Crater, a great crater approximately 40 miles east of Flagstaff, Arizona, is generally thought by scientists to have formed as a result of the impact of 60000 ton meteor about 50000 years ago. The meteor, made of nickel and iron, disintegrated on impact and spread half of a billion tons of rock over the surface of the land. The massiveness of the meteor can only be imagined from the mammoth size around top. The rim of the crater rises more than 150 feet above the plain where the meteor impacted and is visible for more than 10 miles on a clear day.

The questions:

- 1. Where in the passage does the author discuss the composition of meteor?
- a) Lines 1-3
- b) Lines 4-7
- c) Lines 8-11
- d) Lines 12-15
- 2. Where in the passage does the author mention the distance form which the crater can be seen?
- a) Lines 1-3
- b) Lines 4-7
- c) Lines 8-11
- d) Lines 12-14

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Exercise XVII

با توجه به مهارت سیزدهم پاسخ داده شده است. لذا گام های صفحه قبل را باید طی کنید.

The passage:

Military awards have long been considered symbolic of royalty, and thus when the United States was a young nation just finished with revolution and eager to distance itself from anything tasting of monarchy, there was strong sentiment against military decoration. For a century, from the end of military honors. The institution of the Modal of Honor in 1861 was a source of great discussion and concern. From the Civil War until World War I, the Medal of Honor was the military award given by the United States government, and today it is awarded only in the most extreme cases of heroism. Although the United States is still somewhat wary of granting military awards, several awards have bben instituted since World War I.

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The questions:

- 1. The tone of the passage is
- a) Angered
- b) Humorous
- c) Outraged
- d) Informational
- 2. The author's purpose in this passage is to
- a) Describe the history of military awards from the Revolutionary War to the Civil war
- b) Demonstrate an effect of America's attitude toward loyalty
- c) Give an opinion of military symbols of royalty
- d) Outline various historical symbols of royalty.
- 3. The passage would probably be assigned reading in a course on
- a) Military science
- b) Psychology
- c) American history
- d) Interior decoration

1. What is the main idea of the passage?

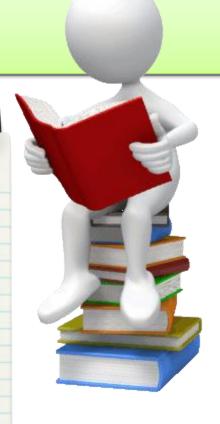
- a) It identifies what management is.
- b) Management is the use of resources for a purpose
- c) Management is the use of resources of motivating and planning resources
- d) Management is the social process of planning, controlling, coordinating and motivating

با توجه به مهارت اول پاسخ داده شده است.



- a) Is is the process planning for a purpose.
- It is the process of coordinating to achieve an objective.
- c) It is the process of motivating people for a accomplishing a task.
- d) It is the process of planning, organizing, coordinating, controlling and motivating

با توجه به مهارت سوم پاسخ داده شده است.



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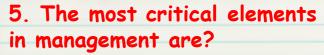
- a) Learned from people in society.
- b) Internalized
- c) Becoming like the other people in a society.
- (d)) Acculturated

4. Management is:

- a) The art of knowing people
- b) The profession of managing people
- c) The science of motivation people
- d) All of the above

با توجه به مهارت سوم پاسخ داده شده است.

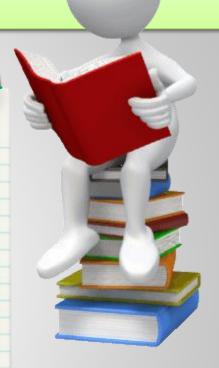




- a) Being precise.
- b) Being precise and vague.
- Communication and decision making.
- d) Motivation and decision

6. Which of the following is incorrect?

- a) Management is a science, a profession and an art.
- b) Management elements have to be learned.
- c) Management has no recognized skills and knowledge.
- d) Management is the art of using creativity and initiative.





با توجه به مهارت چهارم پاسخ داده شده است.

مهارت سوم یاسخ داده شده



- 3. Which of the following is not part of management?
- a) Having competent mangers
- b) Accounting and finance
- c) International human resource management
- d) Industrial engineering
- 4. Management as a subject:
- a) Has a great body of knowledge
- b) Has a great body of experience
- c) Has a long history
- d) Has a great body of literature to depend on

5. Management is primarily concerned with:

- a) Business strategies in production
- b) Business strategies in marketing
- Business strategies in all functional areas
- d) Business strategies in human resources management

با توجه به مهارت سوم پاسخ داده شده است.





با توجه به مهارت سوم پاسخ داده شده است.

- 3. A fully comprehensive definition of industrial
- a) Max Weber and Henry Fayol

management was proposed by

- b) Fredrick Taylor nad Henrry Fayol
- c) Hennry Fayol and Max Weber
- d) Hennry Fayol
- 4. Which of the following groups of items is not correct according to 14 Fayol's principles
- a) Division of work, authority, responsibility
- b) Unity of direction, remuneration, centralization
- c) Equity, unity of hops, job tenure
- d) Esprit of Crop, unity of command, centrality of control

5. Which of the following heading is not part of the components of industrial undertaking of Fayol's definition of industrial management?

- a) Technical and commercial
- b) Financial and society
- c) Accounting and managerial
- d) Staffing and motivation

با توجه به مهارت چهارم پاسخ داده شده است.



با توجه به مهارت چهارم پاسخ داده شده است.

- 3. The main purpose of the above paragraph is:
- Description of what Scientific management is.
- b) Improved efficacy purposed by Talor and his followers.
- c) Standardization of work and work methods.
- d) Specialization and job training of the workforce.
- 4. Taylor's concept of scientific management is based on the following premise:
- a) Work problems can be solved through finding its cause
- b) Efficient work performance is required by all workers
- C Proper organization and work methods improves efficiency
- d) Optimization of productive workers and working conditions.



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