

کد کنترل

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آزمون ورودی دوره‌های کارشناسی ارشد ناپیوسته داخل - سال ۱۴۰۲



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

عصر جمعه  
۱۴۰۱/۱۲/۱۲

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

علوم اقتصادی (کد ۱۱۰۵)

زمان پاسخ‌گویی: ۲۰۰ دقیقه

تعداد سؤال: ۱۴۰

عنوان مواد امتحانی، تعداد و شماره سؤالات

ردیف	مواد امتحانی	تعداد سؤال	از شماره	تا شماره
۱	زبان عمومی و تخصصی (انگلیسی)	۲۵	۱	۲۵
۲	اقتصاد خرد	۲۵	۲۶	۵۰
۳	اقتصاد کلان	۲۵	۵۱	۷۵
۴	ریاضی	۲۰	۷۶	۹۵
۵	آمار	۲۰	۹۶	۱۱۵
۶	مجموعه دروس تخصصی (تجارت بین‌الملل، مالی بین‌الملل، بخش عمومی، پول و بانکداری، اقتصاد اسلامی)	۲۵	۱۱۶	۱۴۰

این آزمون نمره منفی دارد.

استفاده از ماشین حساب مجاز نیست.

حق چاپ، تکثیر و انتشار سؤالات به هر روش (الکترونیکی و...) پس از برگزاری آزمون، برای تمامی اشخاص حقیقی و حقوقی تنها با مجوز این سازمان مجاز می‌باشد و با متخلفین برابر مقررات رفتار می‌شود.

\* داوطلب گرامی، عدم درج مشخصات و امضا در مندرجات جدول زیر، به منزله عدم حضور شما در جلسه آزمون است.

اینجانب ..... با شماره داوطلبی ..... با آگاهی کامل، یکسان بودن شماره صندلی خود با شماره داوطلبی مندرج در بالای کارت ورود به جلسه، بالای پاسخنامه و دفترچه سؤالات، نوع و کد کنترل درج شده بر روی جلد دفترچه سؤالات و پایین پاسخنامه ام را تأیید می‌نمایم.

امضا:

زبان عمومی و تخصصی (انگلیسی):

### PART A: Vocabulary

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

- 1- ----- eye contact with your audience while giving your presentation.  
1) Take                      2) Insure                      3) Direct                      4) Make
- 2- If ----- hold true, future global population growth will be heavily concentrated in Latin America, Africa, and South Asia.  
1) projections              2) inclinations              3) interventions              4) realizations
- 3- **Warning:** Anyone caught stealing from these premises will be -----.  
1) exonerated              2) intensified              3) prosecuted              4) legitimized
- 4- The manager's inflammatory comments are just ----- an already difficult situation. He should think before he opens his mouth next time.  
1) challenging              2) exacerbating              3) dispelling              4) affirming
- 5- The internet seems to have almost ----- every mode of communication ever invented!  
1) captivated              2) superseded              3) allocated              4) commenced
- 6- The woman is known as an ----- woman because she gives away millions of dollars every year to various charities.  
1) economical              2) aesthetic              3) unforeseen              4) altruistic
- 7- Jen takes medicine at the first sight of a/an ----- headache; Lin, by contrast, resists taking medicine even when she's really sick.  
1) incipient              2) skeptical              3) ambiguous              4) credible

### PART B: Cloze Test

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

Teachers play various roles in a typical classroom, but surely one of the most important (8) ----- classroom manager. Effective teaching and learning cannot take place in (9) ----- . If students are disorderly and disrespectful, and no apparent rules and procedures guide behavior, chaos becomes the norm. In these situations, both

teachers and students (10) ----- . Teachers struggle to teach, and students most likely learn much less than they should.

- 8- 1) being                      2) of those are                      3) is that of                      4) ever to be is  
 9- 1) a classroom is poorly managed                      2) a managed classroom poorly  
     3) a poorly managed classroom                      4) managing poorly a classroom  
 10- 1) suffer                      2) they are suffered  
       3) to suffer                      4) suffering

### **PART C: Reading Comprehension**

***Directions:*** Read the following three passages and answer the questions by choosing the best choice (1), (2), (3), or (4). Then mark the correct choice on your answer sheet.

#### **PASSAGE 1:**

Econometrics is the application of statistical methods to economic data in order to give empirical content to economic relationships. More precisely, it is "the quantitative analysis of actual economic phenomena based on the concurrent development of theory and observation, related by appropriate methods of inference". An introductory economics textbook describes econometrics as allowing economists "to sift through mountains of data to extract simple relationships". Jan Tinbergen is one of the two founding fathers of econometrics. The other, Ragnar Frisch, also coined the term in the sense in which it is used today.

A basic tool for econometrics is the multiple linear regression model. Econometric theory uses statistical theory and mathematical statistics to evaluate and develop econometric methods. Econometricians try to find estimators that have desirable statistical properties including unbiasedness, efficiency, and consistency. Applied econometrics uses theoretical econometrics and real-world data for assessing economic theories, developing econometric models, analyzing economic history, and forecasting.

- 11- The author of this passage wants to -----.  
 1) assess econometric theories                      2) analyze econometric history  
 3) develop models of econometrics                      4) present a definition of econometrics
- 12- Econometrics subjects -----.  
 1) appropriate methods to inferential ones  
 2) real-world data to statistical trials  
 3) concurrent theories to introductory events  
 4) observation of phenomena to actual analysis
- 13- The phrase "sift through" in paragraph 1 is closest in meaning to -----.  
 1) purify                      2) collect                      3) look                      4) follow
- 14- All of the following, according to the passage, are the features of estimators EXCEPT -----.  
 1) stability                      2) lack of bias                      3) application                      4) effectiveness

**15- By reading this passage, which question you can not answer?**

- 1) What is the name of an introductory textbook of econometrics?
- 2) Who invented the name "econometrics" for the first time in its modern sense?
- 3) Who are the founders of econometrics?
- 4) What is a main tool for econometrics?

**PASSAGE 2:**

In economics, a free market is an idealized cognitive model of an economic system in which the prices of goods and services are determined by demand expressed by sellers and buyers. Proponents of the free market as a normative ideal contrast it with a regulated market, in which a government intervenes in supply and demand by means of various methods such as taxes or regulations.

Scholars contrast the concept of a free market with the concept of a coordinated market in fields of study such as political economy, new institutional economics, economic sociology and political science. All of these fields emphasize the importance in currently existing market systems of rule-making institutions external to the simple forces of supply and demand which create space for those forces to operate to control productive output and distribution. Although free markets are commonly associated with capitalism in contemporary usage and popular culture, free markets have also been components in some forms of market socialism.

Criticism of the theoretical concept may regard realities of the difficulty of regulating systems to prevent significant market dominance, inequality of bargaining power, or information asymmetry, in order to allow markets to function more freely.

Historically, free market has also been used synonymously with other economic policies. For instance, proponents of laissez-faire capitalism, may refer to it as free market capitalism because they claim it to achieve the most economic freedom. In practice governments usually intervene to reduce externalities such as greenhouse gas emissions; although they may use markets to do so, such as carbon emission trading.

**16- The writer of this passage wants to -----.**

- 1) represent the way of promoting free market economy
- 2) distinguish industries producing their goods astutely
- 3) define free market as a new term in economics
- 4) give information about a kind of market

**17- In an idealized free market, as referred to in the passage, prices of goods and services are set -----.**

- 1) jointly by government, sellers, and buyers
- 2) by government or any other external authorities
- 3) solely by the bids and offers of the participants
- 4) by means of various methods such as taxes and regulations

**18- The word "which" in paragraph 1 refers to -----.**

- |                    |                      |
|--------------------|----------------------|
| 1) free market     | 2) regulated market  |
| 3) normative ideal | 4) supply and demand |

- 19- According to paragraph 3, all of the following restrict markets to function freely EXCEPT -----.
- 1) existence of theoretical concept
  - 2) information inequality
  - 3) imbalance of bargaining strength
  - 4) significant market dominance
- 20- You can find out that Laissez-faire is -----.
- 1) a system using markets to trade carbon emission
  - 2) an economic philosophy of free-market Capitalism
  - 3) the best idealized cognitive model related to free market
  - 4) a kind of trading system intervening exclusively to reduce externalities

**PASSAGE 3:**

It can be argued that much consumer dissatisfaction with marketing strategies arises from an inability to aim advertising at only the likely buyers of a given product.

There are three groups of consumers who are affected by the marketing process. First, there is the market segment—people who need the commodity in question. (I) Second, there is the program target—people in the market segment with the “best fit” characteristics for a specific product. (II) Finally, there is the program audience—all people who are actually exposed to the marketing program without regard to whether they need or want the product. (III)

These three groups are rarely identical. An exception occurs occasionally in cases where customers for a particular industrial product may be few and easily identifiable. Such customers, all sharing a particular need, are likely to form a meaningful target, for example, all companies with a particular application of the product in question.

Most consumer-goods markets are significantly different. Typically, there are many rather than few potential customers. Each represents a relatively small percentage of potential sales. Rarely do members of a particular market segment group themselves neatly into a meaningful program target. There are substantial differences among consumers with similar demographic characteristics. (IV) Even with all the past decade’s advances in information technology, direct selling of consumer goods is rare, and mass marketing—a marketing approach that aims at a wide audience—remains the only economically feasible mode.

- 21- It's referred to in the passage that much consumers are satisfied with marketing strategies when -----.
- 1) a marketing program is directed solely toward program target
  - 2) people get exposed to a great deal of marketing
  - 3) the best products are available in the market
  - 4) highly specialized marketing approach is developed
- 22- The first group of consumers are people who -----.
- 1) have questions about products
  - 2) demand higher quantity of goods
  - 3) choose products based on media
  - 4) need the goods that are supplied
- 23- Where I, II, III, or IV, the following sentence can be placed in the passage?  
"Lots of people may need trousers, but only a few qualify as likely buyers of very expensive designer trousers."
- 1) I
  - 2) II
  - 3) III
  - 4) IV

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**24- The easily identifiable customers have all of these characteristics EXCEPT that -----.**

1) they are economically justified

2) they form a very small group

3) they all have a common need

4) they form a meaningful target

**25- The word "feasible" in the last line of the passage means -----.**

1) conventional

2) possible

3) normal

4) different

گزینه گزینه	گزینه گزینه	شماره سوال	شماره سوال	گزینه گزینه	گزینه گزینه	شماره سوال	شماره سوال	گزینه گزینه	گزینه گزینه	شماره سوال	شماره سوال
1	4	31	4	61	4	91	4	121	2	151	گزینه 1
2	1	32	3	62	3	92	3	122	3	152	گزینه 2
3	3	33	2	63	3	93	1	123	3	153	گزینه 3
4	2	34	4	64	1	94	4	124	4	154	گزینه 4
5	2	35	2	65	3	95	3	125	1	155	گزینه 5
6	4	36	4	66	1	96	3	126	2	156	گزینه 6
7	1	37	3	67	3	97	4	127	4	157	گزینه 7
8	3	38	1	68	2	98	2	128	2	158	گزینه 8
9	3	39	3	69	3	99	1	129	1	159	گزینه 9
10	1	40	1	70	1	100	1	130	3	160	گزینه 10
11	4	41	4	71	2	101	3	131	3	161	گزینه 11
12	2	42	4	72	1	102	2	132	4	162	گزینه 12
13	1	43	2	73	3	103	4	133	1	163	گزینه 13
14	3	44	3	74	4	104	3	134	4	164	گزینه 14
15	1	45	2	75	4	105	4	135	2	165	گزینه 15
16	4	46	4	76	4	106	2	136	1	166	گزینه 16
17	3	47	1	77	3	107	2	137	4	167	گزینه 17
18	2	48	4	78	1	108	1	138	1	168	گزینه 18
19	1	49	2	79	4	109	3	139	2	169	گزینه 19
20	2	50	3	80	2	110	4	140	3	170	گزینه 20
21	1	51	2	81	3	111	1	141	گزینه 21	171	گزینه 21
22	4	52	4	82	1	112	4	142	گزینه 22	172	گزینه 22
23	2	53	1	83	2	113	1	143	گزینه 23	173	گزینه 23
24	1	54	3	84	2	114	2	144	گزینه 24	174	گزینه 24
25	2	55	2	85	3	115	3	145	گزینه 25	175	گزینه 25
26	3	56	4	86	3	116	1	146	گزینه 26	176	گزینه 26
27	2	57	4	87	3	117	3	147	گزینه 27	177	گزینه 27
28	1	58	3	88	4	118	2	148	گزینه 28	178	گزینه 28
29	2	59	1	89	2	119	4	149	گزینه 29	179	گزینه 29
30	2	60	2	90	3	120	1	150	گزینه 30	180	گزینه 30