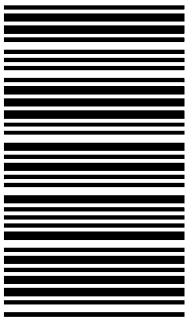


کد کنترل

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آزمون ورودی دوره‌های کارشناسی ارشد ناپیوسته – سال ۱۴۰۴

صبح جمعه

۱۴۰۳/۱۲/۰۳



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

«علم و تحقیق، کلید پیشرفت کشور است.»  
مقام معظم رهبری

اقتصاد کشاورزی (کد ۱۳۰۴)

مدت زمان پاسخگویی: ۱۵۰

تعداد سؤال: ۱۴۵ سؤال

عنوان مواد امتحانی، تعداد و شماره سؤال‌ها

ردیف	مواد امتحانی	تعداد سؤال	از شماره	تا شماره
۱	زبان عمومی و تخصصی (انگلیسی)	۲۵	۱	۲۵
۲	اقتصاد خرد	۲۰	۲۶	۴۵
۳	اقتصاد کلان	۲۰	۴۶	۶۵
۴	اقتصادسنجی	۲۰	۶۶	۸۵
۵	اقتصاد منابع طبیعی	۲۰	۸۶	۱۰۵
۶	اقتصاد توسعه و سیاست کشاورزی	۲۰	۱۰۶	۱۲۵
۷	مدیریت مزرعه	۲۰	۱۲۶	۱۴۵

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 کادر 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 پاسخ نامه و دفترچه سؤالات، نوع و کد کنترل درج شده بر روی جلد دفترچه سؤالات و پایین پاسخ نامه ام را تأیید می نمایم.

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- My mother was a very strong, ..... woman who was a real adventurer in love with the arts and sports.  
1) consecutive      2) independent      3) enforced      4) subsequent
- 2- The weakened ozone ....., which is vital to protecting life on Earth, is on track to be restored to full strength within decades.  
1) layer      2) level      3) brim      4) ingredient
- 3- Reading about the extensive food directives some parents leave for their babysitters, I was wondering if these lists are meant to ease ..... feeling for leaving the children in someone else's care.  
1) an affectionate      2) a misguided      3) an undisturbed      4) a guilty
- 4- He is struck deaf by disease at an early age, but in rigorous and refreshingly unsentimental fashion, he learns to overcome his ..... so that he can keep alive the dream of becoming a physician like his father.  
1) ambition      2) incompatibility      3) handicap      4) roughness
- 5- With cloak and suit manufacturers beginning to ..... their needs for the fall season, trading in the wool goods market showed signs of improvement this week.  
1) anticipate      2) nullify      3) revile      4) compliment
- 6- Sculptors leave highly ..... footprints in the sand of time, and millions of people who never heard the name of Augustus Saint-Gaudens are well-acquainted with his two statues of Lincoln.  
1) insipid      2) sinister      3) conspicuous      4) reclusive
- 7- To avoid liability, officers were told that they need to ..... closely to established department rules and demonstrate that probable cause for an arrest or the issuance of a summons existed.  
1) recapitulate      2) confide      3) hinder      4) adhere

## 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.

The first organized international competition involving winter sports .....(8) just five years after the birth of the modern Olympics in 1896. Known as the Nordic Games, this competition included athletes predominantly from countries such as Norway

and Sweden. It was held eight times between 1901 and 1926, .....(9) all but one time. Figure skating was included in the Olympics for the first time in the 1908 Summer Games in London, .....(10) the skating competition was not actually held until October, some three months after the other events were over.

- |     |                           |                          |
|-----|---------------------------|--------------------------|
| 8-  | 1) was introducing        | 2) was introduced        |
|     | 3) introduced             | 4) has been introducing  |
| 9-  | 1) with Stockholm hosting | 2) and Stockholm hosting |
|     | 3) that Stockholm hosted  | 4) Stockholm hosted      |
| 10- | 1) despite                | 2) although              |
|     | 3) otherwise              | 4) notwithstanding       |

### 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:

Natural resource economics focuses on the allocation, management, and conservation of natural resources. This discipline examines how resources such as water, minerals, forests, and land can be utilized to meet human needs while minimizing environmental degradation. At the core of natural resource economics is the concept of scarcity. Resources are limited, and their availability influences economic decisions. Economists analyze how individuals, firms, and governments allocate these scarce resources to maximize utility or profit. The principles of supply and demand are fundamental in this analysis, as they determine the market prices of natural resources.

One significant area of study within natural resource economics is the concept of externalities. Externalities occur when the actions of individuals or firms have unintended consequences on third parties or the environment. For example, agricultural practices that lead to soil degradation or water pollution impose costs on society that are not reflected in market prices. Economists advocate for policies that internalize these externalities, such as taxes or regulations that encourage sustainable practices. By addressing externalities, policymakers can promote more efficient resource use and protect environmental quality.

Another critical aspect of natural resource economics is the examination of property rights. Clearly defined and enforced property rights are essential for effective resource management. The tragedy of the commons is a well-known concept illustrating this issue; it describes a situation where individuals acting in their self-interest deplete a shared resource, leading to long-term negative consequences for all users. Establishing secure property rights can mitigate this problem by aligning individual incentives with collective interests.

- 11- The underlined word “incentives” is closest in meaning to ..... .  
 1) deterrents                      2) motives                      3) demands                      4) moods
- 12- The underlined word “this discipline” refers to ..... .  
 1) environmental degradation                      2) conservation of natural resources  
 3) natural resource economics                      4) management

- 13- All of the following phrases are mentioned in the passage EXCEPT ..... .
- 1) resource management
  - 2) property rights
  - 3) critical aspect
  - 4) crop production
- 14- According to paragraph 1, which concept is central to natural resource economics?
- 1) Scarcity
  - 2) Inflation
  - 3) Globalization
  - 4) Consumer behavior
- 15- According to the passage, which of the following statements is NOT true?
- 1) The principles of supply and demand determine the market prices of natural resources.
  - 2) The tragedy of the commons is an example of the conservation of natural resources.
  - 3) Externalities are unintended effects on third parties or the environment.
  - 4) Policymakers protect environmental quality by addressing externalities.

**PASSAGE 2:**

Production economics and farm management are integral components of agricultural economics, focusing on the efficient use of resources to maximize output while ensuring sustainable practices. Production economics concentrates on the economic principles that govern agricultural production, analyzing how farmers can optimize their operations through informed decision-making. At the heart of production economics is the concept of production functions, which describe the relationship between inputs and outputs in agricultural production. Inputs can include labor, capital, land, and various materials such as seeds and fertilizers. By employing econometric methods, researchers can estimate these production relationships to determine the most efficient combinations of inputs that yield the highest outputs. For instance, understanding the marginal productivity of labor versus capital can help farmers allocate their resources more effectively.

Farm management extends these principles by applying them to real-world scenarios. It involves planning, organizing, directing, and controlling farm activities to achieve specific goals. Effective farm management requires a thorough understanding of both internal factors, such as resource availability and farm structure, and external factors, including market conditions and regulatory environments. Managers must make strategic decisions regarding crop selection, resource allocation, and investment in technology to enhance productivity and profitability. One critical area within farm management is financial management. Farmers must track costs associated with production inputs and operational expenses to ensure profitability.

- 16- The underlined word “allocate” is closest in meaning to ..... .
- 1) allot
  - 2) find
  - 3) build
  - 4) use
- 17- Why does the writer mention production functions in paragraph 1?
- 1) To highlight the importance of crop selection techniques
  - 2) To discuss the historical development of agricultural practices
  - 3) To explain the relationship between inputs and outputs
  - 4) To illustrate the impact of climate change on farming
- 18- According to the passage, which of the following statements is NOT true?
- 1) Financial management is a critical area within farm management.
  - 2) The concept of marginal productivity helps farmers understand how to set apart resources.
  - 3) Inputs in agricultural production can include labor, capital, land, and materials.
  - 4) Farm management does not require consideration of external factors.

- 19- According to the passage, what method do researchers use to estimate production relationships in agriculture?
- |                        |                  |
|------------------------|------------------|
| 1) Econometric methods | 2) Mixed methods |
| 3) Qualitative studies | 4) Case studies  |
- 20- What is the best title for the passage?
- 1) Effective Resource Management in Agriculture
  - 2) Principles of Production Economics and farm management
  - 3) Sustainable Practices in Agricultural Management
  - 4) Understanding Crop Selection and Market Trends

**PASSAGE 3:**

The marketing of agricultural products is a critical aspect of agricultural economics, encompassing the strategies and practices employed to promote and sell these products effectively. Agricultural marketing involves the process of promoting, selling, and distributing agricultural products from producers to consumers. This process includes several stages: production, processing, packaging, transportation, and retailing. Effective marketing strategies are essential for ensuring that farmers receive fair prices for their products while meeting consumer demands. Market research plays a pivotal role in agricultural marketing. It involves gathering and analyzing data about consumer preferences, market trends, and competitive landscapes. Understanding these factors enables producers to tailor their products and marketing strategies to meet consumer needs effectively. [1] Several marketing strategies can be employed to enhance the visibility and sales of agricultural products. Direct marketing is one of them. It involves selling products directly to consumers through farmers' markets, community-supported agriculture programs, or online platforms.

Branding is another important strategy; developing a strong brand identity can differentiate agricultural products in a crowded marketplace. Effective branding communicates quality and value, influencing consumer purchasing decisions. The rise of digital technology has transformed agricultural marketing. [2] Social media platforms, websites, and e-commerce channels provide new avenues for reaching consumers. Producers can leverage these tools to showcase their products, share stories about their farming practices, and engage with customers directly.

Additionally, farmers can band together to form cooperatives that market their products collectively. [3] This approach can enhance bargaining power with retailers and reduce marketing costs while facilitating knowledge sharing among members regarding effective marketing techniques. Despite the potential for success in agricultural marketing, several challenges persist. Many smallholder farmers struggle to access markets due to inadequate infrastructure or lack of information about market opportunities. [4] Price volatility is another concern; agricultural markets are often subject to fluctuations in prices due to factors such as weather conditions, supply chain disruptions, or changes in consumer demand.

- 21- Which of the following words best describes the writer's attitude to market research in the passage?
- |                |               |
|----------------|---------------|
| 1) Indifferent | 2) Supportive |
| 3) Critical    | 4) Skeptical  |

- 22- The passage provides sufficient information to answer which of the following questions?
- 1) What are the nutritional benefits of various agricultural products?
  - 2) What are the effects of climate change on agricultural marketing?
  - 3) What are the key stages involved in agricultural marketing?
  - 4) What historical events have shaped modern farming practices?
- 23- According to the passage, which of the following statements is NOT true?
- 1) Direct marketing involves selling products directly to clients through producers' markets and online platforms.
  - 2) Agricultural marketing consists of the process of promoting, selling, and distributing agricultural products from farmers to clients.
  - 3) Branding plays a minimal role in influencing consumer purchasing decisions in agricultural marketing.
  - 4) Farmers can form cooperatives to market their products collectively, increasing their bargaining power with retailers.
- 24- Which of the following statements can best be inferred from the passage?
- 1) The use of social media in agricultural marketing has no significant impact on consumer engagement.
  - 2) Agricultural marketing primarily focuses on the production stage of agricultural products.
  - 3) Smallholder farmers have no challenges when accessing markets due to advanced infrastructure.
  - 4) Farmers need to adopt effective marketing strategies to improve their sales and ensure fair pricing.
- 25- In which position marked by [1], [2], [3] and [4], can the following sentence best be inserted in the passage?
- For instance, research may reveal a growing demand for organic produce, prompting farmers to adopt organic farming practices.
- 1) [1]                      2) [2]                      3) [3]                      4) [4]

اقتصاد خرد:

- ۲۶- انتقال به سمت پایین و چپ، موازی منحنی انگل خطی با شیب مثبت، کشش درآمدی تقاضا در سطح مشخصی از درآمد را چه تغییری می‌دهد؟
- (۱) کاهش می‌دهد.
  - (۲) افزایش می‌دهد.
  - (۳) ثابت نگه می‌دارد.
  - (۴) ممکن است کاهش یا افزایش دهد.
- ۲۷- اگر کشش درآمدی تقاضای یک کالا برابر با نیم باشد، نشان‌دهنده کدام مورد است؟ (سایر شرایط ثابت فرض شود).
- (۱) یک واحد تغییر در درآمد و نیم واحد تغییر در تقاضای جبرانی یک کالا ایجاد می‌کند.
  - (۲) یک درصد تغییر در درآمد و نیم درصد تغییر در تقاضای جبرانی آن کالا ایجاد می‌کند.
  - (۳) یک واحد تغییر در درآمد و نیم واحد تغییر در تقاضای معمولی آن کالا ایجاد می‌کند.
  - (۴) یک درصد تغییر در درآمد و نیم درصد تغییر در تقاضای معمولی آن کالا ایجاد می‌کند.
- ۲۸- در دنیای دو کالایی، اگر قیمت کالای اول ۵ تومان، قیمت کالای دوم ۱۰ تومان و تابع مطلوبیت به شکل  $U = 10Q_1^{0.5}Q_2^{0.5}$  باشد، آن‌گاه منحنی انگل کالای دوم، کدام است؟
- (۱)  $I = 3Q_2$
  - (۲)  $I = 2Q_2$
  - (۳)  $I = 20Q_2$
  - (۴)  $I = 10Q_2$