

**Read the following text carefully, and then in your ANSER BOOKLET answer all the questions that follow. Your answer should be based on the text.**

Today, we talk to Mr Ghanem, a businessman based in Amman who often visits China. We asked him when he first started doing business with China. ‘I’ve been doing business with China for many years. My first trip there was in 2004 CE, and it was not very successful.’

‘I worked for a small computer company in Amman. They sent me to China when I was still quite young. If only the company had realised that the Chinese respect age and experience more than youth!’

‘Yes! I wish I had researched Chinese culture before I visited the country. In order to be successful in China, you need to earn their respect. Chinese business people will always ask about a company’s successes in the past. However, because I worked for a new company, I could not talk about its track record. We did not do any business deals on that first trip.’

‘I joined a larger company and they sent me on a cultural awareness course. On my next visit to China, it felt as if I hadn’t known anything on my first visit!’

‘Before I visit a company, I send recommendations from previous clients. I also send my business card with my job position and qualifications translated into Chinese.’

‘Of course! I arrived on time. You must not arrive late, as this shows disrespect. Then, when I met the company director, I shook hands with him gently. I began the meeting by making small talk about my interesting experiences in China. During the meeting, I made sure that my voice and body language were calm and controlled. I never told a joke, as **this** may not be translated correctly or could cause offence.’

‘Yes, it was. I knew that the director had researched my business thoroughly before the meeting, so I was prepared for his detailed questions. When I began negotiating, I started with the important issues. The Chinese believe in avoiding conflict. It is always important to be patient. I was prepared to compromise, so in the end, the meeting was successful.’

**Question Number One ( 20 )**

1. Mr Ghanem did two important things in order to succeed in his work in China. Write down these two things.
2. According to the text, Chinese people have many characteristics. Write down two of these characteristics.
3. Quote the sentence which shows the Chinese point of view towards violence.
4. Mr Ghanem’s first business trip to china failed for many reasons. Write down two of these reasons.
5. What does the underlined word "**this**" refer to?
6. According to the text, two things are more important than youth for the Chinese. Write these two things down.
7. Find a word in the text that means “**to discuss something in order to reach an agreement**”.
8. Trading with another country lead to develop our country. Think of this statement; write down your point of view.

**B- Literature spot: (3 points)**

Read the following lines from *Around the World in Eighty Days*, and then answer the questions that follow:

Passepartout, who had now rejoined his master, made a **wry grimace**, as he thought of his magnificent, but too frail Indian shoes. After a moment's hesitation, he said, 'Monsieur, I think I have found a means of conveyance.'

1. What kind of facial expression is a wry grimace?
2. What kind of transport did Passepartout find?

**Question Number Two : ( 15 points)**

**A. Choose the suitable item from those given to complete each of the following sentences. There are more words than you need. Write your answers in your ANSWERBOOKLET.**

**prospects , make , internships , leave , dominant**

1. The deadline is tomorrow, and you haven't done anything yet! You really must.....a start.
2. Is one side of the brain more..... than the other?
- 3.If you do a degree in medicine or law , you will find that you job .....are better than if you do a more general degree.
4. A new company IT is seeking an energetic and customer focused undergraduate student who is interested in a challenging paid..... .

**B. Study the following sentence and answer the questions that follow. (3 points)**

1. We need to organise our time better. The manager thinks we need to **draw up a time table**.

**What does the underlined collocation in bold mean?**

2. I went to swim yesterday, **because of** the hot weather.

**What is the function of using because of in the above sentence?**

**C-Complete the following sentences with the suitable words derived from the words in box and write the answer down in your ANSWER BOOKLET. (6points)**

1. Ali thinks that he has all the necessary ..... s to be an interpreter.  
( **qualified , qualify , qualification** )
2. Nasser's new job made him ..... independent, and enabled him to pay his debts.  
( **financially , finance , financial** )

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**Question Number Three :( 13 points)**

**A. Correct the verb between brackets and then write your answer down in your ANSWER BOOKLET. (6 points)**

1. If Salma usually wakes up late, she ..... the bus. ( not, catch)
2. Fifty years ago, smartphones had..... ( not , invent)
3. It was too hot to go to the beach yesterday. If only it .....cooler. (be)
4. The traffic jam is horrible nowadays ,.....it? (be)

**B. Complete each of the following items so that the new item has a similar meaning to the one before it, and writes it down in your ANSWER BOOKLET. (9points)**

1. Does your father work as an engineer?

**Do you mind telling me .....?**

2. Nadia always arrives at school a little later than Farah and Sara.

**Farah and Sara.....**

3. Hassan regrets getting low marks.

**Hassan wishes.....**

4. They say that a lot of electrical appliances are stolen every day.

**A lot of electrical appliances .....**

**Question Number Four: ( 10 points )**

**A. Choose the suitable items from those given to complete each of the following sentences and write it down in your ANSWER BOOCKLET.**

1. We have to quit fatty food,.....?

( haven't we , don't we , didn't we , have we )

2. I can't do this exercise. I wish I.....it.

(understood , understand , understanding , couldn't understand )

3. Do you usually go home or meet your friends when you.....school?

(finish , finished , finishes , will finish )

4. My sister is really good..... drawing and painting.

( into , about , on , at )

5. Unfortunately some students have repeatedly broken the law and ..... it.

( came up with , got away with , found out , looked at )

**B. Read the following situation and rewrite the sentences using the words in brackets. Write the answer down in your ANSWER BOOCKLET. ( 4 POINTS)**

1. Lubna woke up early, so she arrived on time. (if /might not)

.....

2. I didn't sleep well so I wouldn't have worked late so often. ( if only)

.....

**Question Number Five ( 15 points )**

**A-EDITING**

**(4points)**

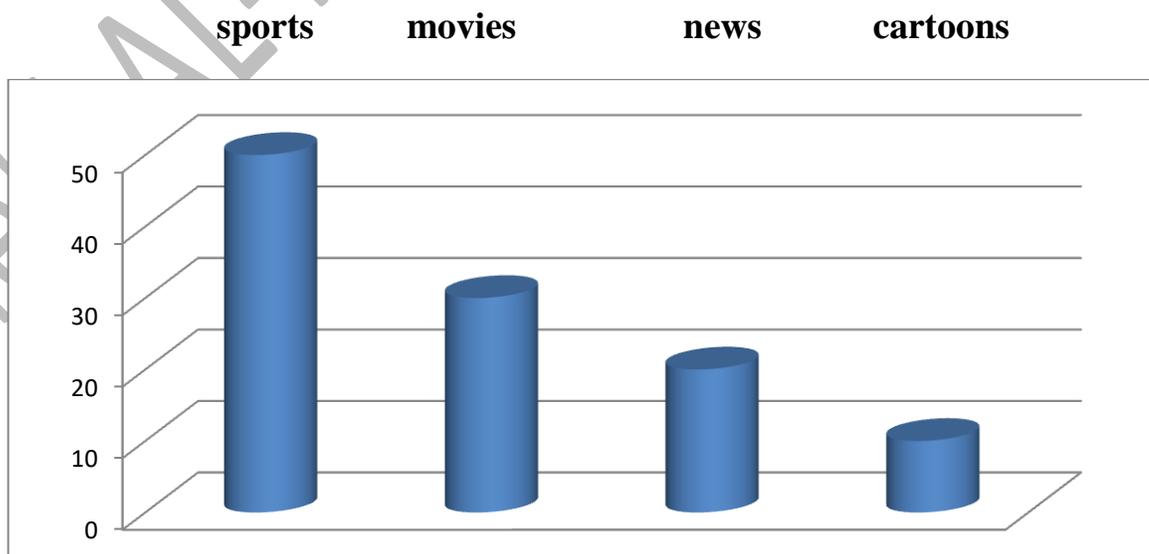
Imagine you are an editor in the Jordan Times, you are asked to edit the following lines that have one grammar mistake, two spelling mistakes and one punctuation mistake. Correct the mistakes and write them in your ANSWER BOOKLET.

The common philosophy is as follows: give young people the oportunity to create their own companiez so that they can have control over their own economic future. In the Middle East? It has be proved that experience is necessary more benefical than any other else.

**B-GUIDED WRITING**

**(4points)**

Study the following chart, and write two – compound sentences comparing and contrasting about bout the **most viewed programs on TV** .use the appropriate linking words.



**Question Number One**

1. a - I send recommendations from previous clients. b - I also send my business card with my job position and qualifications translated into Chinese.'
2. a - respect age and experience more than youth b - believe in avoiding conflict
3. The Chinese believe in avoiding conflict.
4. a - They sent me to China when I was still quite young. b- the Chinese respect age and experience more than youth!' c - I wish I had researched Chinese culture before I visited the country.
5. told a joke
6. a - age b - experience
7. negotiating
8. any acceptable answer

**B- Literature spot: 1. It shows pain or unhappiness 2. An elephant**

**Question Number Two**

- A. 1. make 2. dominant 3. prospects 4. internships
- B. 1. write a schedule 2. Showing result explain the consequence
- C. 1. qualification 2. financial

**Question Number Three**

- A.
1. doesn't catch 2. not been invented 3. had been 4. isn't
- B.
1. Do you mind telling me *if* / *whether* your father works as an engineer?
  2. Farah and Sara arrive at school a little earlier than Nadia.  
Or Farah and Sara don't arrive at school a little as late as Nadia.
  3. Hassan wishes he hadn't got / gotten low marks.
  4. A lot of electrical appliances are said to be stolen every day.

### Question Number Four

A. 1. don't we    2. understood    3. finishes    4. at    5. got away with

B.

1. If Lubna hadn't woken up early, she might not have arrived on time.

2. If only I had slept better.    **Or**    If only I hadn't worked late so often.

### Question Number Five

#### A-EDITING

oportunity - oppportunity

companiez - companies

East? - East.    It has be proved - It has been proved

#### B-GUIDED WRITING

Open answer

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