

13/07/2018

بسم الله الرحمن الرحيم

العلامة من 75

المستوى الرابع

منهاج جديد 2018

منهاج جديد 2018

الامتحان المقترح الاول

ملاحظة: قد يختلف تقسيم العلامات في الامتحان الوزاري

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

Don't come away from a sales pitch wishing you had been better prepared. It is essential to know everything about your product. Do you know when it was developed, and where it is produced? You also need to know who the target market is – for example, the age group or income of the people who might buy it. Not only that, you should know all about the competition – that is, similar products on the market. Why is your product superior to others and why does it have better value? In addition, you should know exactly which people you are speaking to, and what their needs are. For example, if they represent a middle-class department store in a humble neighbourhood, be ready to explain why your particular product would suit customers who do not have lots of money. What makes your product perfect for **them**? Most of all, you need to believe in what you're selling, and the best way to do that is to use it!

Plan your presentation carefully, not just what you will say, but how you will say it. Will you read it word by word, use notes or memorise it? Whatever you decide, it is always a good idea to have a list of your main points, in case something interrupts you, or you simply freeze with nerves (it happens!). Then practise it, if possible in front of colleagues. Make changes and practise it again.

Keep your presentation short and simple. Start with some friendly comments. For example, thank your hosts for allowing you to speak to them, and compliment their company.

Remember to speak slowly and clearly. It is important to appear confident (even if you're nervous!). While you're speaking, don't keep your head down. Instead, look round the room and make eye contact with your audience. Smile! When you've finished speaking, invite questions. If you don't know the answers, don't pretend! Thank the questioner and promise to find out the answer (and do it!). Finally, have a summary of your presentation ready to hand out at the end of the session. I wish I had known all this when I started out in business!

Good luck!

Question Number One (21 points)

1. There are many things that you have to know about your product. Write down these three of them. (3 points)
.....
.....
2. What is the reason of writing the main points before starting the presentation? (2 points)
.....
3. Quote the sentence which shows that you should be well-familiar with your product. (2 points)
.....

4. What should be done at the end of the presentation? (2points)
.....
5. What does the underlined word “**them**” refer to'? (2 points)
6. Find a word in the text which means “an organization trip with everything included in the price such as travel accommodation and food”. (2 points)
.....
7. The people who make a sales pitch may face many difficulties in their presentation. Suggest three ways to overcome the difficulties. (3 points)
.....
8. It's important to write a list of the main points of your presentation. Think of this statement and write your points of view . (2 points)
.....

B. Literature spot:(3 points)

Read the following extract from Around the world in eight days carefully, then answer the question that follows. Write the answer down in your ANSWER BOOKLET

'No. There's still a matter of fifty miles to be laid from here to Allahabad, where the line begins again.'
'Yet you sell tickets from Bombay to Calcutta,' retorted Sir Francis, who was growing warm.
'No doubt,' replied the conductor, 'but the passengers know that they must provide means of transportation for themselves from Kholby to Allahabad.'

1. How do we know that The conductor is unapologetic for having sold a ticket to Allahabad to the travellers, even though the train will not take them there..... (2 points)
2. How do we know that sir Francis feels cheated by being sold a ticket to somewhere the train doesn't go?
..... (1 points)

Question Number two: (14 points)

A. Choose the suitable item from those given in the box to complete each of the following sentences. There are more words than you need. Write down the answer in your ANSWER BOOKLET. (8 points)

Registers , most, extraction, go ahead with, concentrate,

1. The students now intend tothe final stage of the project.
2. Each language has its own and dialects.
3. We need to on reality, not what have been spoken.
4. The of gold may be effected by several methods.

B. Replace the underlined misused phrasal verb in the sentence bellow with the correct one. Write down the answer down in your ANSWER BOOKLET. (2 points)

You should try more and more to take off the truth.

.....

C. Choose the suitable item from those given to complete each of the following sentences and write your answers down in your ANSWER BOOKLET. (4 points)

- They tried unsuccessfully to the wild dogs.
a. domesticate b. domestic c. domesticity
- The successful student mustn't be on other students.
a. depend b. dependent c. dependence

Question Number Three (13 points)

A. Correct the verbs between brackets then write your answers down in your ANSWER BOOKLET (4 points)

- Everything quickly when the wars break out. (destroy)
- Most books that have.....in ancient Egypt are now taught in universities. (discover)

B. Complete the following items so that the item has a similar meaning to the one before it

(9 points) لكل ثلاثة جمل 9 علامات وبالامتحان الوزاري يأتي فقط 3 جمل

ملاحظه: في الامتحان الوزاري يطلب منك السؤال اعادة كتابة ثلاث جمل فقط ولكني طلبت منكم كل هذه الجمل من باب التنويع والتعرف على اكبر قدر ممكن من هذا النوع من الاسئلة

- People have explained that the new senate does not help poor people.
The new senate

- The players regret travelling to Europe to play the final match.
..... (wish)

- Give me your car's keys pleas?
Do you mind.....

- Is there a really one article that makes me better?
Could you tell me

- She couldn't buy valuable books to read in the holiday.
If only.....

- The Jordanian schools are not as attractive as the British schools. (more)
.....

- The scientists believe that learning more than two languages need more efforts.
Learning more than two languages.....

- I didn't swim in the Dead Sea with my friends.
I wish

شكرا لتعاونكم نأسف لاز عاجكم
نعمل من اجلكم



انتبه لما بين الاقواس

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9. There's less information in the internet than there is in books.
.....(as much)
10. Sami regrets being in in this school for a long time
.....(wish)
11. Chinese employees work five hours earlier than the Australian employees.
The Australian employees.....

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Question Number Four (12 points)

A . Read the following situations and complete the sentence using the words in brackets and write the answer in YOUR ANSWER BOOKLET.

(3 points)

ملاحظه: في الامتحان الوزاري يطلب منك هذا السؤال اعادة كتابة جملتين فقط ولكني طلبت اكثر من جملتين من باب التنوع والتعرف على اكير قدر ممكن من هذا النوع من الاسئلة

1. I forgot my car's keys in the restaurant.
..... (wish)
2. The teacher didn't tell the students about the new style of the exam. So The students didn't do well in the exam.
..... (If, could)
3. The old man had a frail car, the old man had a dangerous accident last week.
..... (if / might not)

B. Study the following sentence and answer the question that follows.**(1 point)**

She didn't see her father as he was killed in the war

What is the function of using as , in the above sentence?.....

C. Choose the suitable item from those given to complete each of the following sentences and write your answers down in your ANSWER BOOKLET**(7 points)**

1. The students have to clean their room.....?
a. don't they? b. do they? c. don't the students? d. haven't they?
2. We will look upeverywhere.
a. they b. them c. he d. we
3. If the managerat the company, we all might have left it .
a. has stayed b. is staying c. might have stayed d. had stayed
4. These officesyesterday when I came.
a. were cleaned b. had been cleaning c. had cleaned d. have cleaned.
5. I have sent a message to my teacher, so now I amforward to him replying my message.
a. coming b. looking c. looking up d. tending
6. Unless youus in the homework, the teacher won't give you any extra mark.
a. don't help b. will help c. help d. won't help
7. When Leen was only seven, she was good drawing.
a. in b. with c. to d. at
8. Could you explain what asked you to do?
(a. have the manager b. has the manager c. the manager has d. the manager have)

Question Number Five (15 points)**A. Editing (4 points)**

Imagine you are an editor in the Jordan times. You are asked to edit the following lines that have four mistakes (one grammar mistake, one punctuation mistake and two spelling mistakes). Find out these four mistakes and correct them.

Economy in Jordan has been boomed in the last few years. It is knew that the educated people are the people who contribute to recover the economy in Jordan? Some echievements say that vacational education is very important to maintain the economic cycle in its right way.

B. GUIDED WRITING (4 points)

Read the information below, and write two sentences about the benefits of trade agreements.

- Increase sales and market share
- Offer business motivations and protections
- Provide access to a greater variety of goods and services
- Make consumers to save some money

شكرا للتعاونكم أسف لاز عاجكم
هل من اجلكم

**C. FREE WRITING (7 points)**

1. Imagine you are going to study abroad and you want to persuade your classmates to study abroad with you, write a persuasive letter of 100 words telling them about studying abroad and how much it is interesting and make you all having a good experience and build your personalities.
2. The hospitals are very important to human life and as we know there are many good hospitals and bad ones as well. Write a 100-words review about any hospital you think it's is good for the patients in different ages and how a good hospital affects the economy.

منهاج جديد 2018

اجابات الامتحان المقترح الاول
المستوى الرابع

Question Number One

1. 1. when it was developed
2. where it is produced
3. who the target market
4. all about the competition

اي ثلاثة اجابات

2. in case something interrupts you, or you simply freeze with nerves

3. It is essential to know everything about your product.

4. handing out a summary of the presentation

5. customers او customers who do not have a lot of money

اي واحدة منهم تعتبر صحيحة

6. Package holiday

7. open answer

8. open answer

B. Literature spot:

1. No doubt,' replied the conductor, 'but the passengers know that they must provide means of transportation for themselves from Kholby to Allahabad.'

2. Yet you sell tickets from Bombay to Calcutta,' retorted Sir Francis, who was growing warm.

Question Number two:

A.

1. go ahead with
2. Registers
3. concentrate
4. extraction

B.

Find out

اجابات الامتحان المقترح الاول
المستوى الرابع

C.

1. (a. domesticate)
2. (b. dependent)

Question Number Three

A.

1. destroys جملة شرطية الحالة صفر الفاعل مفرد
2. been discovered مبني للمجهول

B.

1. has been explained not to help poor people.
2. The players wish they hadn't travelled to Europe to play the final match
3. giving me your car's key please ?

4. If there is a really one article that makes me better?

5. she had bought a valuable book to read in the holiday.

6. the British schools are more attractive than the Jordanian schools

7. is believed to need more effort

8. I wish I had swam in the Dead Sea with my friends

9. There isn't as much information in the internet as in books

10. Sami wishes he hadn't been in this school for a long time

11. work five hours later than Chinese employees

اجابات الامتحان المقترح الاول
المستوى الرابع

Question Number Four

A.

1. I wish I hadn't forgotten my car's keys in the restaurant
2. If the teacher had told the students about the new style of the exam, the students could have done well in the exam
3. If the old man hadn't had a frail car, he might not have had a dangerous accident last week.

B.

reason

C.

1. a. don't they?
2. b them لأنه يجب ان نختار ضمير المفعول به للافعال المركبة
3. d. had stayed الجملة الشرطية الحالة الثالثة
4. a. were cleaned مبني للمجهول
5. b. looking phrasal verb
6. c. help مع unless لا ياتي نفي لانها اصلا بمعنى نفي
7. d. at لان good ياتي معها at
8. c. the manager has لان ترتيب الجملة في هذه القاعدة يجب ان يكون بهذا الشكل مثل الجملة الخبرية (العادية) مع مراعات ان الفاعل مفرد

اجابات الامتحان المقترح الاول
المستوى الرابع

Question Number Five

A. Editing

achievements vocational in Jordan? = in Jordan. Grammar =it is known

B. GUIDED WRITING

open answer

C. FREE WRITING

opne answer

شكرا لتعاونكم نأسف لار عاجكم
نعمل من اجلكم



Good Luck 😊

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للاتطلاع على الاجابات النموذجية والمزيد من اوراق العمل والملاحظات قم بزيارة

الصفحة



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