

## READING القراءة

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

اقرأ النص الآتي بعناية، ومن ثم في دفتر اجابتك اجب عن كل الاسئلة التي تليه. اجاباتك يجب ان تعتمد على النص.

Speaking a foreign language, it is claimed, improves the functionality of **your** brain in several different ways. Learning new vocabulary and grammar rules provides the brain with beneficial 'exercise', **which** improves memory. As well as exercising the brain, it is thought that learning a new language also presents the brain with unique challenges. These include recognising different language systems and ways to communicate within these systems. These skills improve your chances of success in other problem-solving tasks as well. It is said that students **who** study foreign languages do better, on the whole, in general tests in maths, reading and vocabulary than students **who** have only mastered **their** mother tongue.

According to a study **carried out** by Pennsylvania State University, USA, **multilingual** people are able to switch between two systems of speech, writing, and structure quite easily. It has been proved that **they** are also able to switch easily between completely different tasks. One experiment required participants to operate a driving simulator while **carrying out** separate tasks at the same time. The experiment showed that multilingual participants were less distracted by the other tasks and therefore made fewer driving errors.

It is believed that language learning can also improve your decision-making skills. When you speak a foreign language, you are constantly weighing up subtle differences in meaning of a word or the way that an utterance is made. This process is then transferred subconsciously to other situations in **which** judgement is called for, and decisions have to be made.

Finally, learning a foreign language can also improve your ability to use your mother tongue more effectively. As **you** become more **aware of** the way that a language works, **you** begin to apply it to the language **that** you use every day. The skills **you** obtain from learning a foreign language, therefore, can make you a better speaker and writer in your own language.

### الاجابة على سؤال العائد

1. What does the underlined (word/الكلمة/ pronoun/الضمير/ phrase/شبه الجملة) refer to?  
على ماذا تعود الكلمة او الضمير او شبه الجملة التي خط تحتها؟

- 1 - I , me , my , myself ----- the **writer**    2 - you , your , yourself , we , our , us ----- the **reader**  
3 - it , its , itself

على الاسم المفرد غير عاقل بداية الجملة التي هي فيها او الجملة السابقة

The sun is very hot . **It** possible to sleep during the day .

ملاحظة اذا جاء بعد **it** صفة فأتها تعود على ما بعد الصفة ولليل وجودها **to**

4. She, her, herself ----- **She** likes helping **her** mother .it's a tasty meal.  
تعود على اسم مفرد عاقل مؤنث بداية الجملة التي هي فيها وسابقها  
Sara cooked a meal. **She** likes helping **her** mother .it's a tasty meal.  
4. He, him, his, himself

تعود على اسم مفرد عاقل مذكر بداية الجملة التي هي فيها او الجملة السابقة

Ahmed played football with **his** friends. **He** likes playing football.

6. They, them, their, themselves ----- **They** always do that.  
تعود على اسم العاقل / غير العاقل / جمع بداية الجملة التي هي فيها او الجملة السابقة  
The children write the duties with **their** teacher .

7. Other / ones ----- **Others** stay indoors  
واخواتها مثلها كمثل / People enjoy outdoors life

8. There / here ----- **She** likes working **there** .  
هنا / هناك

9. relative pronouns ----- **who** came here is a doctor .  
ضمائر الوصل

وهي ضمائر تعود على الاسم الذي يسبقها مباشرة او الاسم والصفة معا

The man **who** came here is a doctor .

**ملحوظة مهمة:** إذا ارتبط الاسم بصفة او محددة او أداة اكتبها

2. What does the underlined word "الكلمة" mean?

يعطينا كلمة في النص واضعا تحتها خط ومكتوبة باللون الداكن ويطلب معناها  
ملحوظة: انت مسؤول فقط عن الكلمات الموجودة في نهاية كتاب الطالب فقط

-Find a word in the text that means "المعنى"

يعطينا المعنى ويطلب منا استخراج الكلمة من النص

-Replace the underlined phrasal verb/ body idiom "المصطلح" with its correct meaning.

يعطينا مصطلح اللون او مصطلح فعلي ويطلب مني معناه

-Replace the underlined phrase "معنى المصطلح" with the correct phrasal verb/ body idiom

يعطينا معنى لمصطلح فعلي /الوان ويطلب مني كتابة المصطلح

المصطلحات الفعلية المطلوبة منك ومعناها المطلوب سوال وزاري اكيد ٢٠١٧

د. احفظ ايضا الأفعال المركبة (Phrasal Verbs) انجليزي- انجليزي عربي

look into	to investigate	بحقق / يبحث	بحقق / يبحث
come up with	produce something (an idea), especially when pressured or challenged; think- thought of	ينتج شيئا (فكرة ما)، وخصوصا عند التعرض لفظ أو تحدى؛ يفكر/فكر بـ	يخرج بـ / يتوصل إلى / يفكر بـ
grow up	The place where someone spend their childhood	المكان حيث يمضي شخص طفولته	ينمو/يتربّع
point .... out	to show something to someone by pointing at it	أن تُري شيئا لشخص ما بأن تشير إليه	يشير / يبين / يوضح
come about	happen or take place	يحدث أو يحدث	يحدث أو يحدث
carry out	do		يقوم بـ / يجري
get away with	to do something wrong without being discovered or with only a minor punishment	أن تفعل شيء خطأ دون أن تُكتشف أو فقط تعرض لعقوبة خفيفة	ينجو بفعلة
leave..... out	to not include (something or someone); omit	ألا تشمل (شيء أو شخص)، يحذف	يسنني / يحذف
speed up	hurry	يسرع	يسرع
find out	discover	يكشف	يكشف / يعرف / يجد
eat out	eat away from home, especially in a restaurant		ياكل (في مطعم)

1. spill: (وتستعمل مع السوائل مثل العصير/القهوة/الماء...الخ)
  2. pop: (يفقع/يفرقع (وتستعمل مع كلمات مثل البالون/ الكرة...الخ)
  3. recall: (يتذكر (وتستعمل مع الأسماء/الأرقام/الألوان/الأحداث...الخ)
  4. make: (يعمل/يرتكب (وتستعمل مع كلمات مثل : الأخطاء/ جهد/ تقدم...الخ)
- (make mistakes يعمل أخطاء)



## احفظ الأفعال المركبة التالية عربي انجليزي

**look up** a word in a dictionary

ابحث عن كلمة في القاموس

**look for** something you've lost

ابحث عن شيء قد فقدته

**look forward** to something exciting

ينتظر/أو ينتشوق إلى شيء مثير

**get over** an illness, and feel better

ويشعر بتحسن من مرض، ويتغلب على/أو يتنقى من مرض

**get up** in the morning

ينهض من نومه في الصباح

**get on with** your work and complete it

ابداً عملك وانتهه

**take up** a new hobby

ابداً بممارسة هواية جديدة

**take away** some fast food

(أي لتناوله خارج المطعم)

**take off** your shoes when you get home

اخلع حذاءك عندما تصل البيت

**go away** from home for a holiday

اترك البيت لتقوم برحلة

**go back** to where you started

عد إلى حيث بدأت

**go ahead with** a plan, and do it

تابع خطة، وقم بتنفيذها

ملاحظة: يمكن للفعل ان يأخذ أكثر من حرف جر وفي كل مرة يختلف المعنى

طريقة السؤال الوزاري

**1** Study the following sentence and answer the question that follows. Write the answer down in your ANSWER BOOKLET. (3 points)

1. I wrote a letter of complaint, and the manager has promised to investigate the matter.

Replace the underlined verb with the suitable phrasal verb.

استبدل الفعل الذي تحته خط بفعل مركب مناسب.

2. I have a terrible headache that I can't think of any idea to solve the problem.

Replace the underlined verb with the suitable phrasal verb.

استبدل الفعل الذي تحته خط بفعل مركب مناسب.

3. Rola has spent her childhood in a remote village near the borders.

Replace the underlined verb with the suitable phrasal verb.

استبدل الفعل الذي تحته خط بفعل مركب مناسب.

4. The guide showed us the best tourist sites on the map.

Replace the underlined verb with the suitable phrasal verb.

استبدل الفعل الذي تحته خط بفعل مركب مناسب.

5. The accident happened because of high speed.

Replace the underlined verb with the suitable phrasal verb.

استبدل الفعل الذي تحته خط بفعل مركب مناسب.

6. Most of the work was done by an expert of food.

Replace the underlined verb with the suitable phrasal verb.

استبدل الفعل الذي تحته خط بفعل مركب مناسب.

### الإجابات النموذجية

1. I wrote a letter of complaint, and the manager has promised to look into the matter.

2. I have a terrible headache that I can't come up with any idea to solve the problem.

3. Rola has grown up in a remote village near the borders.

4. The guide pointed out the best tourist sites on the map.

5. The accident came about because of high speed.

6. Most of the work was carried out by an expert of food.

B. 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.

looking forward to, looking for, got cold feet,  
grew up, get something off his chest

1. I am \_\_\_\_\_ my keys. Have you seen them?
2. Nader \_\_\_\_\_ in a big city, so he is used to the noise of the city.
3. When the new singer saw the big audience, he \_\_\_\_\_ and couldn't sing.
4. My friend came to see me because he wanted to \_\_\_\_\_
5. I've been away for a long time. I am really \_\_\_\_\_ seeing my friends.

### الإجابات النموذجية

1. looking for: يبحث عن
2. grew up: نزرع/نمى
3. got cold feet: خاف في اللحظة الأخيرة
4. get something off his chest: يخبر شخص عن شيء مزعج/ يريح الهم عن صدره
5. looking forward to: يتطلع أو يتشوق إلى

د. احفظ الكلمات التالية والتي غالباً تأتي في سؤال أكمل في الفراغ من الكلمات التي في الصندوق، ويكفي حفظها عربي إنجليزي:

fluently	بطلاقة	prospects	فرص
Law	القانون	global	عالمي
Linguistics	علم اللغة	proficiency	كفاءة
Physics	الفيزياء	lifelong	مدى الحياة
History	التاريخ	abroad	في الخارج
Banking and Finance	العلوم المصرفية والمالية	ICT	تكنولوجيا المعلومات والاتصالات
Increasingly	بتشكل متزايد	memory	ذاكرة
concentration	التركيز	beneficial	مفيد
diet	غذاء	dehydration	الجفاف
nutrition	التغذية	postgraduate	طالب دراسات عليا
academic	أكاديمي	undergraduate	طالب جامعي
vocational	مهني	dominate	يهيمن / يسيطر على
agreement	اتفاقية	export	تصدير
extraction	استخراج (المعادن مثلاً)	Gross Domestic Product	الناتج المحلي الإجمالي
reserve	احتياطي	import	استيراد
headphones	سماعات الرأس	interpreter	مترجم
regional	إقليمي/محلي	rewarding	مجزي / مُرضي
secure	أمن	seminar	ندوة
translation	ترجمة	advertising	الإعلان
banking	أعمال مصرفية	career advisor	مستشار مهني
circulation	الدورة الدموية	lawyer	محامي
achievements	إنجازات	surveyor	مساح أراضي
adaptable	قابل للتكيف	competent	كفء
conscientious	حي الضمير	contact details	تفاصيل الاتصال
enthusiastic	متحمس	keen	متلهف / يرغب بشدة

qualifications	المؤهلات	reference	المعرف
training	التدريب	career	مهنة
skills	المهارات	interpret	ترجم
seminar	ندوة/حلقة بحث	regional	إقليمي/محلي
translation	ترجمة	responsible	يتحمل المسؤولية
meeting	اجتماع	event	حدث/مناسبة
records	سجلات/أرقام قياسية	potential	إمكانية/قدرة
valuable	ثمينة	fertiliser	سماد
knitwear	منسوجات صوفية	minerals	المعادن
oil	النفط	pharmaceuticals	الأدوية
vegetables	الخضروات	degree	شهادة جامعية
diploma	الدبلوم	PhD	الدكتوراه
online distance learning	التعلم عن بعد عبر الإنترنت	Master's degree	درجة/شهادة الماجستير
private university	جامعة خاصة	public university	جامعة عامة/أو حكومية
dialect	لهجة محلية	foreign language	لغة أجنبية
first language	اللغة الأولى/الأم	mother tongue	اللغة الأم
sign language	لغة الإشارة	register	أسلوب كتابي
domestic	محلي	evolve	يتطور/ينشأ
extensively	على نطاق واسع	goods	بضائع
ambitious	(شخص) طموح	fond of	مولع بـ/ يحب كثيرا
intern	المتدرب	voluntary	تطوعي
agriculture	الزراعة	colloquial	(لغة) عامية
undertake	يتعهد/ياخذ على عاتقه		

**ملاحظة هامة:** جميع الكلمات التي وردت في الأعلى هي أهم الكلمات التي يجب أن تركز عليها في دراستك، ولكن أيضا مطلوب منك حفظ جميع الكلمات الواردة في نهاية الكتاب المدرسي (Glossary).

- 1** 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)

**valuable, seminar, diet, references, interpret**

- The Ministry of education held a..... last week to discuss the new regulations for Tawjihi Exams.
- It is essential for you to have an adequate amount of vitamins and minerals in your .....
- Most employers need to be given at least two ..... from your previous job.
- Because my boss doesn't speak English, I have to.....for him what English speaking customers say.

- 2** 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.

**compulsory, contradictory, tuition, optional, play it by ear**

- Jordanians have to spend ten years of ..... basic education at school.
- Before the new employees started work, they had been offered private ..... in English and computer skills.
- I don't usually make any decisions. I just .....
- The study concluded some ..... results about how to lose weight.



**3** 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) اختر الكلمة الصحيحة من الجدول لتكمل الجمل.

**evolve, potential, find out, shake hands, surveyor**

1. You can access our website to .....more information about our products.
2. Doctors are not sure about the.....side effects of the new drug.
3. Before starting building, you need to a ..... to determine the boundary lines of your land.
4. I was so angry that I refused to .....with my friend when I saw him.

**4** 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) اختر الكلمة الصحيحة من الجدول لتكمل الجمل.

**secure, come up with, drop, a head for, minority**

1. There was a small..... who opposed the decision.
2. I had realized that the course wasn't going well, so I decided to.....it.
3. Most people are looking for ..... and rewarding jobs.
4. Traffic in Amman is getting worse and worse. They need to.....a plan to solve the problem.

#### الإجابات النموذجية

1. seminar ندوة/حلقة بحث
2. diet غذاء/طعام
3. references معرّفين
4. interpret يترجم (شفها)
1. compulsory: إجباري
3. play it by ear: يتصرف حسب الظروف
2. tuition: تعليم / حصص
4. contradictory: متناقض
1. find out يعرف/يكشف
2. potential ممكن
3. surveyor مساح أراضي
4. shake hands يصافح
1. minority أقلية
2. drop يسقط (يلقي)
3. secure آمن
4. come up with يفكر

#### الشخصي مذكر أو مؤنث.

Gender-specific words كلمات محددة للجنس (توضح جنس الشخص)	Gender-neutral words كلمات محايدة (لا توضح جنس الشخص)
businessman رجل أعمال	business person شخص (رجل أو امرأة) يعمل في الأعمال التجارية
businesswoman سيدة أعمال	firefighter (رجل أو امرأة) مكافح النيران
fireman رجل إطفاء	sales assistant بائع/أو بائعة
salesman بائع	salesperson بائع/أو بائعة
saleslady بائعة	head teacher مدير/أو مديرة مدرسة
headmaster مدير مدرسة	humans البشرية
headmistress مديرة مدرسة	postal worker موظف/موظفة بريد
mankind البشرية	Flight attendants مضيف/مضيفة جوي
postman ساعي البريد	police officer شرطي/شرطية
steward and stewardess مضيف ومضيفة	Chairperson رئيس (رجل أو امرأة)
police woman شرطية	they هم (هو أو هي)
policeman شرطي	their لهم (له أو لها)
Chairman رئيس (رجل)	
he or she هو أو هي	
his or her	

**ملاحظة مهمة:** عندما نريد ان نكون محايدين في ذكر جنس من يقوم بالعمل فانا نستخدم مفردات لا نحدد جنس من يقوم بالعمل ان كان ذكرا او انثى.  
طريقة السؤال الوزاري المتوقعة في الصفحة الثانية على المفردات

Study the following sentence and answer the question that follows. Write the answer down in your ANSWER BOOKLET

Study the following sentence and answer the question that follows. Write the answer down in your ANSWER BOOKLET. (3 points)

أدرس الجملة التالية ثم أجب عن السؤال الذي يليها. أكتب الجواب في دفتر الإجابة.

1. A postman delivers your post.

Replace the underlined word with the correct gender-neutral words.

استبدل الكلمة التي تحتها خط بكلمات تحيد الجنس .

2. A businessman or a businesswoman should be flexible in his or her work.

Replace the underlined word with the correct gender-neutral words.

استبدل الكلمة التي تحتها خط بكلمات تحيد الجنس .

3. A fireman puts out fire.

Replace the underlined word with the correct gender-neutral words.

استبدل

### الإجابات النموذجية

1. A postal worker delivers your post.

2. A business person should be flexible in their work.

استبدل

3. A firefighter puts out fire.

4. The salesperson/ sales assistant who works in that shop is very polite.

5. My mother has met the head teacher and talked about the problem.

مصطلحات الجسم مهم في السؤال الوزاري واكيد

اشياء جمل تبدأ بـ فعل وتعتبر مصطلح body idioms

ب. احفظ معاني مصطلحات الجسم التالية انجليزي- انجليزي عربي:

1. <b>get cold feet</b>	to lose your confidence in something at the last minute أن تفقد ثقتك في شيء ما في اللحظة الأخيرة
2. <b>get it off your chest</b>	to tell someone about something that has been worrying you أن تخبر شخص ما عن شيء ما يقلقك
3. <b>have a head for</b>	to have a natural mental ability for (maths/numbers/music) أن تمتلك القدرة العقلية الطبيعية في (مثلاً: الرياضيات/الأرقام/الموسيقى... الخ)
4. <b>keep your chin up</b>	to remain cheerful in difficult situations, an expression of encouragement أن تبقى مبتهج في المواقف الصعبة، وهذا تعبير يستعمل للتشجيع
5. <b>play it by ear</b>	to decide how to deal with a situation as it develops أن تقرر كيفية التعامل مع وضع ما حسب تطوره (حسب الظروف)
6. <b>put my back into it</b>	try extremely hard/ أو to put a lot of effort into something يحاول بجهد تامه/أو أن يضع الكثير من الجهد في شيء ما

**A. Study the following sentence and answer the question that follows. Write the answer down in your ANSWER BOOKLET. (3 points)**

ادرس الجملة التالية ثم أجب عن السؤال الذي يليها. أكتب الجواب في دفتر الإجابة.

1. Majed is too nervous to do a parachute jump. I think that he will lose his confidence at the last minute.

**Replace the underlined phrase with the correct body idiom.**

استبدل العبارة التي تحتها خط بمصطلح جسم صحيح.

2. Sara looks very sad and worried about something. She'd better tell someone about what has been worrying her.

**Replace the underlined phrase with the correct body idiom.**

استبدل العبارة التي تحتها خط بمصطلح جسم صحيح.

3. Ahmad doesn't have a natural mental ability for figures and should never become an accountant.

**Replace the underlined phrase with the correct body idiom.**

استبدل العبارة التي تحتها خط بمصطلح جسم صحيح.

4. If you put a lot of effort into your new job, your boss will be happy with your job.

**Replace the underlined phrase with the correct body idiom.**

استبدل العبارة التي تحتها خط بمصطلح جسم صحيح.

5. I'm not sure how long I'll stay in China. I'll just decide how to deal with a situation as it develops.

**Replace the underlined phrase with the correct body idiom.**

استبدل العبارة التي تحتها خط بمصطلح جسم صحيح.

6. Don't worry and remain cheerful in this difficult situation. You'll eventually succeed.

**Replace the underlined phrase with the correct body idiom.**

استبدل العبارة التي تحتها خط بمصطلح جسم صحيح.

### الإجابات النموذجية

1. Majed is too nervous to do a parachute jump. I think that he will get cold feet.
2. Sara looks very sad and worried about something. She'd better get it off her chest.
3. Ahmad doesn't have a head for figures and should never become an accountant.
4. If you put your back into your new job, your boss will be happy with your job.
5. I'm not sure how long I'll stay in China. I'll just play it by ear.
6. Don't worry and keep your chin up. You'll eventually succeed.

**B. Study the following sentences and then answer the question that follows:**

ادرس الجمل التالية ثم أجب عن السؤال الذي يلي:

1. You could learn English in three months if you put your back into it.

**What does the underlined body idiom mean?** ماذا يعني مصطلح الجسم الذي تحته خط؟

2. I can never be a famous musician. I don't have a head for music.

**What does the underlined body idiom mean?** ماذا يعني مصطلح الجسم الذي تحته خط؟

3. – What are your plans for tomorrow?

– I am not sure, I guess I'll play it by ear.

**What does the underlined body idiom mean?** ماذا يعني مصطلح الجسم الذي تحته خط؟

### الإجابات النموذجية

1. try extremely hard/ أو to put a lot of effort into something
2. have a natural mental ability for
3. decide how to deal with a situation as it develops



### ج. احفظ الكلمات المتلازمة (collocations)

**ملاحظة:** هي كلمات تأتي دائما مع بعضها البعض، مثلا في اللغة العربية (صديق حميم)، (عدو لدود)، (ظلام دامس)...الخ.

draw up a timetable	write a schedule	يكتب برنامج/جدول
do exercise	keep fit	يحافظ على اللياقة
make a start	begin	يبدأ
take a break	relax	يستريح
do a subject	study	يدرس
make a difference	change something	يغير شيئا ما
drop a course	to stop studying a certain subject at university	يسقط فصلا (أي يتوقف عن الدراسة فصلا في الجامعة)
blame or punish a person for something he/she has done		
		يلوم أو يعاقب شخص على شيء هو/هي فعلته
spill a drink		يدلق شراب
pop a balloon		يفرقع (يفقع) بالون
recall an event		يتذكر حدث ما
make a mistake		يرتكب خطأ
ask questions		يسأل أسئلة
shake hands		يصافح
earn respect		يكسب احترام
join a company		ينضم إلى (يعمل في) شركة
cause offence		يسبب إساءة
make small talk		يجري حديثا قصيرا
work as a teacher		يعمل كمعلم
decide on		يقرر
translate...into		يترجم...إلى
talk about		يتحدث عن
ask about		يسأل عن

### اجابة سؤال التعداد: ونعرف بأنه سؤال تعداد من وجود المفردات الآتية

ملحوظة مهمة هذه المفردات مفيدة في حل أسئلة التعداد في القطعة وسؤال التفكير الناقد وسؤال الاقتراح وأثر وهي تفيدنا في فهم السؤال

المهارات Skills اقتراحات Suggestions الحلول Solutions مزايا Advantages أساليب Ways / methods  
التوصيات Recommendations العقوبات Punishments الفوائد Benefits الصفات Qualities  
التهديدات Threats ميزات Features الأغراض Purposes العيوب Disadvantages الاختلافات Differences  
ويميز Distinguishes الخصائص Characteristics الأسباب Causes الظروف Circumstances  
الأسباب Reasons ميزات Features يستخدم Uses خصائص Properties

### ملحوظة مهمة

سؤال التعداد في الوزارة المحتوي على كلمة reasons الاجابة في الفقرة عادة ما تبدأ بكلمات مثل due to /as/ because/to/ in order to/ since/ for

وعادة ما ينتهي السؤال الخاص بالتعداد بالتهنئات الآتية

اكتب اثنتي من هذه Write down two of them/ these .....  
اكتب مثالين من ..... give two examples from .....  
اكتبها جميعا write them down .....

إذا اعطانا هذه التركيبية يعني انه ذاك في النص فقط اثنتين.

**ملحوظة مهمة جدا** التعداد الموجود في النص يكون عليه دلالة مثل ادوات الربط الآتية او حروف العطف نعرف بان الكاتب يعدد في النص

Also, ----- and ----- and/or / as well as / also -----  
Also, /another /in addition , ----- such as -----  
and -----

### مثال من النص

1. Learning and speaking a foreign language can improve the functionality of your brain in several different ways. Write down two ways of them.

يذكر النص ان تعلم وتحدث لغة اجنبية يمكن ان يحسن من وظائف عمل دماغك بعدة طرق. اكتب اثنتين منها.





..... suggest/ mention three ways/ effects/ advantages جملة أو شبه جملة لها علاقة بموضوع النص

يطلب مني بهذه الجملة إعطاء نقاط إضافية غير موجود أصلا في النص. نبدأ الاجابة باستخدام البدايات الاتية وهي ليست الزامية  
Yes, that is right there are many **three ways/ effects/ advantages** such as

1.....2.....3.....

There are many ways to improve learning a foreign language. Suggest three ways that can be beneficial to learners to acquire a foreign language fast.

يوجد هناك طرق عديدة لتحسين تعلم لغة اجنبية. اقترح ثلاث طرق يمكن أن تكون مفيدة للمتعلمين من أجل اكتساب لغة اجنبية بسرعة.

Yes, that is right there are many ways to improve learning a foreign language such as watching foreign films and TV, speaking with people who speak the target foreign language and reading books.

سؤال الزاوية الادبية يعطينا فيه نص ادبي ويسأل عليه سؤاليين. اعتمد في اجابتك على النص المعطى. وهو كالآتي:

## بقعة / راوية الأدب Literature Spot

**A. Read the following lines from A Green Cornfield, then answer the questions that follow:** اقرأ الأسطر التالية من "حقل ذرة أخضر" ثم أجب عن الأسئلة التي تليها:

The earth was green, the sky was blue:  
I saw and heard one sunny morn  
A skylark hang between the two,  
A singing speck above the corn;

كانت الأرض خضراء، والسماء زرقاء:  
ذات صباح مشمس رأيت وسمعت  
ذكر قبرة يتعلق بين الاثنين،  
مثل بقعة صغيرة تغني فوق الذرة:

- Which word tells you that the skylark looked very small in the sky?  
أي كلمة تخبرك أن القبرة بدا صغيرا جدا في السماء؟
- Find an example of alliteration.  
جد مثالاً على التكرار.
- Where was the skylark hanging?  
أين كان القبرة معلقاً؟
- What was the weather like? What was the season?  
كيف كان الطقس؟ وما هو الفصل من السنة؟

A stage below, in gay accord,  
White butterflies danced on the wing,  
And still the singing skylark soared,  
And silent sank and soared to sing.

وأسفل منه، وفي تناغم مرح،  
رفقت فراشات بيضاء وهي تطير،  
فيما لا يزال القبرة المفرد يخلق عالماً،  
ويهبط صامتاً ويخلق عالماً ليغني.

- When does the skylark stop singing?  
متى يتوقف القبرة عن الغناء؟
- Find an example of alliteration.  
جد مثالاً على التكرار.
- What does the phrase "in gay accord" mean?  
ماذا تعني عبارة "بتناغم مرح"؟

The cornfield stretched a **tender** green  
To right and left beside my walks;  
I knew he had a nest unseen  
Somewhere among the million **stalks**.

امتد حقل الذرة أخضر بانعاً  
إلى اليمين واليسار بجانب خطواتي؛  
كنت اعرف ان له عشاً مخفياً  
في مكان بين الملايون ساق (سيقان الذرة)

- What does "**tender**" suggest about the cornfield?  
ماذا توحي كلمة (بانع tender) عن حقل الذرة؟
- Why was it impossible for the poet to see the skylark's nest?  
لماذا كان من المستحيل للشاعرة أن ترى عش القبرة؟
- What or who was in the nest?  
ماذا أو من كان في العش؟
- What does a bird do in a nest?  
ماذا يفعل طائر في عش؟
- What does the underlined word "**stalk**" mean?  
ماذا تعني كلمة (ساق stalk) التي تحتها خط؟

And as I paused to hear his song,  
While **swift** the sunny moments slid,  
Perhaps his mate sat listening long,  
And listened longer than I did.

وحين توقفت لأسمع أغنيته،  
كانت اللحظات المشمسة تنزلق بسرعة،  
لعل رفيقته (زوجته) جلست تستمع إليه طويلاً،  
واستمعت له لفترة أطول مما أنا استمعت.

- Why did the poet stop in the cornfield?  
لماذا وقفت الشاعرة في حقل الذرة؟
- How did time pass when the poet was listening to the skylark?  
كيف مر الوقت عندما كانت الشاعرة تستعمل للقبرة؟
- Apart from the poet, what or who was the other listener?  
عدا عن الشاعرة، ماذا أو من هو المستمع الآخر (أي استمع لغناء القبرة)؟



16. Why might the skylark's mate listen longer to its singing?

لماذا ربما رفيقة/زوجة القبرة استمعت لوقت أطول (مما استمعت الشاعرة) لغنائه؟

17. What does "swift" suggest about time?

ماذا توضح أو تدل كلمة "سريع" swift عن الزمن؟

18. Find an example of alliteration.

جد مثالاً على الجناس.

### الإجابات النموذجية

1. speck: (very small جداً صغير)

2. A singing speck

**ملاحظة:** (الجناس alliteration): هو كلمتين أو أكثر تبدأ بنفس الحرف. إذا كان في السطر أكثر من كلمتين تبدأ بنفس الحرف، اكتب في الجواب كامل السطر، أما إذا وجدت فقط كلمتين تبدأ بنفس الحرف اكتب فقط الكلمتين مثل: listening long, singing speck

3. the skylark was hang between the two: the sky and the cornfield.

كان القبرة معلقاً بين الاثنين: السماء وحقل الذرة.

4. the sky was blue and sunny, it was in the summer.

السماء كانت زرقاء ومشمسة، إنه كان فصل الصيف.

5. When it flies lower (And silent sank)

عندما يهبط من الأعلى (ويصمت حين يهبط)

6. أي مثال من التالية يعتبر صحيح

And still the singing skylark soared; silent sank and soared to sing

7. (In gay accord) = in happy agreement, in harmony سعيد/مرح في توافق/ في انسجام

8. Fresh and young طازج/نضر وفتي

9. I knew he had a nest unseen Somewhere among the million stalks. (It was hidden

among million stalks of the corns) (كان العش مخفياً بين ملايين من سيقان الذرة)

10. the skylark's mate ( the female skylark).

رفيقة/زوجة القبرة (القبرة الأنثى).

11. the place where a bird lays eggs

المكان حيث يضع الطائر بيضه

12. stalk (ساق النبتة): the long, upright part of the plant that supports the leaves.

هو الجزء الطويل المستقيم والعمودي في النبتة وهو الذي يدعم/أو يحمل الأوراق.

13. to hear the skylark's song.

14. Time passed very fast (swift the sunny moments slid) مر الوقت بسرعة كبيرة.

15. the skylark's mate. رفيقة/زوجة القبرة.

16. Because the poet had to leave while the skylark continued its singing.

لأنه كان على الشاعرة أن تغادر بينما استمر القبرة في غنائه.

17. time passed very fast.

مر الزمن بسرعة كبيرة.

18. أي مثال من التالية يعتبر صحيح

While swift the sunny moments slid; listening long, listened longer

توجيهي اكلينيكي الحصن ٠٧٨١٨٠٥٨٥٨٠٠٧٩١٨٠٥٨٥٨

مركز الحاوي الثقافي ٠٧٩٥٠٤٢٠٩٠ اربد

## B. Literature spot:

Read the following lines which are taken from *Around the World in Eighty Days* carefully, then answer the questions that follow:

اقرأ الأسطر التالية من قصة حول العالم في ثمانين يوما وأجب عن الأسئلة التي تليها.  
'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. What is the expression that is used to mean that Sir Francis is getting annoyed?

ما هو التعبير الذي استعمل ليعني أن السيد فرانسيس بدأ يزعج؟

2. Why is Sir Francis annoyed?

لماذا السيد فرانسيس متزعج؟

3. Why can't the train continue its journey from Kholby to Allahabad?

لماذا لم يتمكن القطار متابعة رحلته من قرية كولبي إلى مدينة الله آباد؟

'Not at all, but I knew that some obstacle or other would sooner or later arise on my route. Nothing, therefore, is lost. I have two gained days to sacrifice. A **steamer** leaves Calcutta for Hong Kong at noon, on the 25<sup>th</sup>. This is the 22<sup>nd</sup>, and we shall reach Calcutta in time.'

4. Why is time so important for Mr Fogg?

لماذا الزمن/الوقت مهم جدا للسيد فوج؟

5. What does a "steamer" mean?

ماذا تعني كلمة "سقيفة بخارية"؟

6. How can you describe Mr Fogg's character?

كيف يمكنك وصف شخصية السيد فوج؟

'I shall go afoot,' said Phileas Fogg.

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.'

7. What kind of facial expression is "a wry grimace" ?

أي نوع تعبير للوجه هو "لي قسمات الوجه بامتعاض" "a wry grimace"؟

8. Why did Passepartout's face show this expression?

لماذا أظهر وجه باسپارتو هذا التعبير؟

9. What was the means of transport that Passepartout found?

ما هي وسيلة النقل التي وجدها باسپارتو؟

They soon reached a small hut. Enclosed within some high palings, was the animal within the enclosure. The elephant was reared as a half-domesticated animal.

10. How was the elephant reared?

كيف تم تربية الفيل؟

11. Which words tell us that the elephant was kept safely away from direct contact with humans?

أي كلمات تخبرك أن الفيل احتفظ فيه بأمان من التواصل المباشر مع البشر؟

Happily, however, for Mr Fogg, the animal's instruction in this direction had not gone far, and the elephant still preserved its natural gentleness. Kiouni - this was the name of

the elephant - could doubtless travel rapidly for a long time, and, in default of any other means of conveyance, Mr Fogg resolved to hire him.

12. How do we know that the elephant is not aggressive?

كيف نعرف أن الفيل ليس عدواني؟

13. The elephant, Kiouni, has got some advantages that encourages Mr Fogg to hire it. Write down two of these advantages.

الفيل، كوني، له بعض الحسنات التي تشجع السيد فوج على استئجاره. اكتب اثنتين من هذه الحسنات.





### السؤال الثاني فرع A الورقة الثانية ( ٨ علامات)

سؤال يعتمد على معرفتك المعنى بالعربي ومعرفتك بالاشتقاق أو الكلمات المصاحبة للكلمة في النص أو (المتلازمات) وهو على النحو الآتي:

**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 the answers down in your ANSWER BOOKLET. ( 8 point)**

اختر المفردة المناسبة من تلك المعطاة قب الصندوق لإكمال الجمل الآتية هنالك كلمات أكثر مما تحتاج. اكتب الاجابات في دفتر اجابتك

**Makes a difference, , track record , play it by ear , pensions , dietary**

1. many large companies **provide** .....N..... to thier employees when they retire.
2. Huda's ...N..... **Indicates** that she has the needed experience for the required job.
3. Scientific evidence shows that **some** .....Adj.....**supplement** are beneficial for health.
4. Taha's organized participation in the **seminar**.....N..... **and** activates everyone there.

**optional, got cold feet, nutrition, make , speed up**

1. To keep fit and healthy, you need to get good.....and moderate exercise.
2. The fact that I now follow a clear plan will.....**a big difference**.
3. The new actor.....when he stepped on the stage; he forgot his lines.
4. Farmers use fertilizers in order to.....the growth of crops and plants.

**nutrition: make: got cold feet: speed up:**

**Beneficial , dehydration, do, vocational, make**

1. \_\_\_\_\_ is a condition that occurs when the loss of body fluids, mostly water, exceeds the amount that is taken in.
2. Stop smoking now. It will \_\_\_\_\_ a big **difference** to your health.
3. Doing regular exercise is very \_\_\_\_\_ for your health.
4. Jordan needs more \_\_\_\_\_ schools to provide the labor market with technicians.

1. **Dehydration:** الجفاف 2. **make:** (make a difference) 3. **beneficial:** مفيد 4. **vocational:** مهني

### السؤال الثاني فرع B الورقة الثانية (3 علامات)

وغالبا مايكون مصطلح فعلى او مصطلح جسم وممكن ان تكون تذكير وتناثيث لاي كلمة بحيث يعطينا المعنى ويطلب منى المصطلح او بالعكس يعطينا المصطلح ويطلب منى المعنى

**Study the following sentence and answer the question that follows. Write the answers down in your ANSWER BOOKLET. (3 points)**

ادرس الجملة التالية ثم اجب عن السؤال الذي يليها. اكتب الاجابات في دفتر اجابتك

1. My grandfather was a great fireman.

**Replace the underlined word with the correct gender-neutral word.**

استبدل الكلمة التي تحتها خط بكلمة لا تحدد الجنس.

2. Unemployment has increased lately in the town, **because of that** many people left.

**What is the function of using the underlined words "because of that"?**

ما هي الوظيفة اللغوية لاستعمال الكلمات التي تحتها خط "بسبب ذلك" **"because of that"**؟

### السؤال الثاني فرع C الورقة الثانية (4 علامات)

**C. Complete the following sentences with the suitable words derived from the words in brackets and write the answers down in your ANSWER BOOKLET.**

أكمل الجمل الآتية بالكلمات المناسبة المشتقة من الكلمات بين الاقواس اكتب الاجابات في دفتر اجابتك . (4 points)

1. In hot weather our bodies are in danger **of**.....  
( **dehydration** , dehydrate , dehydrated )
2. In the exam, you can keep calm by breathing ..... **and** thinking positively.  
( **deep** , depth , **deeply** )

### Question Number Three:

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

1. Unless Majed..... a partner, he won't be able to go on with that project. (find)
  2. My Facebook account was stolen last week and fake messages ..... to my friends. (send)
  3. Sara was taken back to hospital. If only she..... her medicine after the operation. (take)
  4. Arslan will be fired from his job if he..... job well. (not, do)
  5. I feel very lonely. I wish I.....more friends. (have)
  6. If you hadn't supported me, I ..... successful. ( not, be)
1. finds 2. were sent 3. had taken 4. doesn't do 5. Had 6. wouldn't have been/couldn't have been/mightn't have been

**السؤال الثالث فرع B الورقة الثالثة (9 علامات)**

**B. Complete each of the following sentences in a way it means the same as the sentence before it .**

حيث يعطينا جملة ويطلب مني إعادة كتابتها بطريقة أخرى مع الاحتفاظ بالمعنى فيها

1. People thought that the government has prepared a plan to solve unemployment.

**The government**.....

2. Does the company offer health facilities?

**Do you know**.....?

3. I regret that those poor children don't go to school

**I wish**.....

4. I regret that I don't have my book with me now.

**If only**.....

5. I regret being tough with you last night.

**I wish**.....

1. The government was thought to have prepared a plan to solve unemployment. 2. Do you know if the company offers health facilities? 3. I wish those poor children went to school. 4. If only I had my book with me now. 5. I wish I hadn't been tough with you last night.

### Question Number Four

**A. Choose the suitable item from those given to complete each of the following sentences .Write the answers in your ANSWER BOOKLET.(5points)**

اختر من بين الأقواس المفردة المناسبة لإكمال الجمل

1. Neither Maths nor Science are.....English.

(more popular ,less popular ,as popular as)

2. We have to go to school .....we are tired .

(if ,when ,even if )

3. I need to translate this document from English ..... Arabic .

(on , as , into)

4. We'll drive past my old house. I'll ..... to you.

(point out it , point it out , out it point)

5. Let's go home now ,.....?

shall we , don't we , shall I

**ملاحظة مهمة: يمكن اخضاع اي قاعده لسؤال الاختيار من متعدد حتى لو**

**كانت الوظيفة اللغوية**



**B . Read the following situations and complete the sentences with the third conditional, using the word in brackets. Write the answer down in your ANSWER BOOKLET. (4 points)**

اقرأ المواقف التالية وأكمل الجمل باستعمال جمل الشرط من النوع الثالث، واستعمل الكلمات التي بين الأقواس.

1. I didn't know the email of my friend, so I didn't send him an invitation. (might)
2. Our players lost the final match because they didn't play well. (could, not)
1. If I had known the email of my friend, I might have sent him an invitation. 2. If our players had played well, they couldn't have lost the final match.

السؤال الرابع فرع C الورقة الثالثة / بداية الرابعة (؛ علامتان)

وفي هذا السؤال يعطينا جملة لها وظيفة استخدام من خلال وضع خط دال على الكلمة ومكتوبة بالخط الداكن كالآتي:

**C. Study the following sentences and answer the question that follows.**

My main recommendation is that you follow the instructions exactly.

What is the function of using "my main recommendation" in the above sentence?

المستوى 4 / المنهاج الجديد أسئلة شاملة على الوظائف اللغوية المطلوبة في امتحان الوزارة الوظائف اللغوية

### الوظائف اللغوية Functions

الكلمة / التعبير	الوظيفة اللغوية Function
He/she/they/it/him/this... الضمائر	to link ideas: لربط الأفكار
<ul style="list-style-type: none"> <li>- Have you thought about</li> <li>- Should</li> <li>- If I were you, I'd</li> <li>- my main recommendation</li> <li>- <u>Why don't you</u></li> <li>- You could</li> <li>- I would</li> </ul>	to give advice: لإعطاء نصيحة
<ul style="list-style-type: none"> <li>- <u>because</u></li> <li>- <u>as</u></li> <li>- <u>Since</u></li> <li>- <u>because of</u></li> <li>- <u>due to</u></li> </ul>	to show cause / explain the reason for something: توضيح السبب / تفسير سبب شيء ما
<ul style="list-style-type: none"> <li>- <u>therefore</u></li> <li>- <u>so</u></li> <li>- <u>as a result</u></li> <li>- <u>consequently</u></li> <li>- <u>because of that</u></li> </ul>	to show result/ explain the consequences of an action: توضيح النتيجة/ توضيح نتائج عمل ما

### الوظائف اللغوية Functions

**Study the following sentences and answer the question that follows.**

ادرس الجمل التالية ثم أجب عن السؤال الذي يلي:

1. My uncle is a very genius man. He always comes out with new ideas.

What is the function of using the pronoun "He" in the above sentence?

ما هي الوظيفة لاستعمال الضمير "He" في الجملة في الأعلى؟

### Question Number Five (15 points)

#### A. EDITING التحرير (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. Write the correct answer down in your ANSWER BOOKLET.

تخيل بأنك محرر في جريدة الجوردان تايمز. طلب منك أن تحرر الأسطر التالية والتي تحتوي على أربعة أخطاء (خطا واحد قواعد، وخطا في علامات الترقيم وخطاين في الإملاء). جد الأخطاء الأربعة وصححها. اكتب الإجابات الصحيحة في دفتر الإجابة.



If you had done the course, you would have have enough experience to apply for that job. Many banks will train their staff in a career that can be financially rewarding. Banks also take undergraduates as interns; Internships help you to gain work experience before you even finish your studies.

1. would have had 2. financially 3. as interns. Internships 4. undergraduates

**One grammar mistake** خطأ قواعدي

وعادة ما يكون من احدى القواعد المعطاة في الكتاب المدرسي

**Tenses** ازمنة يجب مراعاة شكل الزمن من حيث الماضي والمضارع

**One punctuation mistake** خطأ في علامات الترقيم

انتبه اولاً الى capital الاحرف الكبيرة بداية الجملة بعد علامات الترقيم مثل النقطة وعلامة السؤال وعلامة التعجب والاسماء وبعد ذلك الى علامة السؤال او الفاصلة المنقوطة

**Two spelling mistakes** خطئين املائين

وهي من الكلمات المطلوبة معك في نهاية الكتاب المدرسي فقط والاختفاء على الاغلب تكون في احدى الحروف الآتية:

1. Z → S
2. K → C
3. J → G
4. SION → TION
5. C → S
6. A → E / I
7. O → U
8. E → I
9. B → P
10. C → CC

**B. GUIDED WRITING (4 points)** الموجهة الكتابة

Read the information below, and write two sentences advising your friend how to learn foreign language.

اقرأ المعلومات في الأسفل، واكتب جملتين لتصح صديقك/صديقتك عن كيفية تعلم لغة اجنبية.

- watch films.
- use dictionaries.
- talk to people who speak the language.
- listen to songs.

There are many ways to ..... 1..... such as ..... 2+ing..... and

..... In addition to ..... as .....

طريقة كتابة جدولين او مقارنة بين شيئين على شكل معلومات احصائية من خلال جدول او رسم بياني او قطاعات

**B. GUIDED WRITING (4 points)**

Read the information in the table below, and write two sentences comparing and contrasting compulsory education in different countries.

Compulsory education in different countries	
England	5 – 16 years
Jordan	6 – 16 years
Turkey	6 – 18 years
Japan	6 – 15 years

This table / diagram / figure shows the .....العنوان..... . The ..... العنوان ..... in ..... is less / more than the ..... العنوان ..... in. Also, the ..... العنوان ..... in ..... is less / more than the in.....

1. Write an article about the advantages of learning a foreign language telling the readers about how learning a foreign language can improve the functionality of your brain and other benefits you might get.

2. Education is not only a way to help us find a job, it has also many positive effects on society in different areas such as : health, general behaviour and fighting violence. Discuss the statement.

3. Write a blog for your school website advising your schoolmates on how to revise well for their final exams. Tell them about how to draw a timetable, the best time and place for studying, what to do on the night before the exam and the importance of physical activity.

4. Write an email to your friend telling him/her about your future career. What job you would like to do in the future, what qualifications and experiences you need to have and why you would like to do this job.

### Applying for a job نموذج طلب وظيفة

Dear Sir / Madam,

I would like to apply for the job of .....اسم الوظيفة..... at your company As you can see from my curriculum vitae, I have a degree in .....التخصص..... and I have graduated from Yarmouk university with a ... majoring in .....التخصص..... I have worked as .....عمل..... at ( ) In a small company I also worked as .....عمل..... at hospital In my work I am a very punctual person, I always arrive on time, I never come late. I am also very serious, I really hate joking during my work. I am also very confident and patient which means I am always calm and smiling. In my spare time, I usually like reading books, watching action movies at night. If you want to know more about me, you may contact \_ I really look forward to hearing from you.

كتابة مقالة نموذج جاهز للتعبئة

At present, there is no doubt that -----اسم الموضوع----- plays an increasingly a vital role in our life. We are all aware that, like everything else, -----اسم الموضوع----- has both favorable and unfavorable aspects.

The advantages can be listed as follows. First, (one...الحسنة الاولى.....) makes people's everyday life more convenient. In addition, (two...الحسنة الثانية.....) connects its users with the outside world. Most importantly, with a.... (three...الحسنة الثالثة.....) people's life will be greatly enriched.

As is known to all, -----اسم الموضوع----- is neither good nor bad itself. Its effects on people depend, largely, on how -----اسم الموضوع----- is used. Now that the disadvantages have been put out, they will be paid attention to and eliminated to some degree.

### A sample of blog نموذج بلوج فارغ

Do you know what you're going to -----? I've come up with some ideas but I really need your help! Do get in touch if you have any stories or advice that you think might help me to make this life changing choice. Firstly, I want to help people, but ----- I could -----, but I don't know much about it. If any of you are -----, please do message me about your experiment. I'd love to hear about it. Secondly though, I'd really like to -----, because ----- I've done some research and found out that, -----, as well as ----- Can you help me get a better picture of it? So, can you help me with this? We could start up a useful conversation about choosing paths for ourselves at this exciting topic.



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

Don't come away from a sale pitch wishing you had been better prepared. It is essential to know everything about your product. (1) 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. (6) 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 (20 points)**

**A.**

- 1 According to the text, there are several matters should be researched before making a selling pitch. Mention two of them.
- 2 Quote the sentence which indicates that using what you sell is the best way to believe in what you sell.
- 3 The writer says "It is always a good idea to have a list of your main point" Is he justified? Explain your answer
- 4 The writer mentioned some tips for effective presentation. What are they?
- 5 Find a word in the text which means 'a presentation made by someone who is trying to sell a product'.
- 6 What does the underlined pronoun 'their'?
- 7 According to the text, give two examples of friendly comments that the writer mention..

1. أهم الكلمات المطلوب حفظها انجليزي انجليزي في المستوى 4:  
أ. احفظ الكلمات التالية انجليزي انجليزي، والتي قد تأتي في قطع القراءة.

developed nation	a wealthy country	دولة غنية/دولة متطورة
contradictory	different sides of the argument	متناقض/متضارب
tuitions	lessons, teaching	دروس/تعليم
optional	your choice	اختياري
compulsory	a subject that you have to do	إجباري
halls of residence	accommodation provided by a university or college مكان الإقامة توفره الجامعة أو الكلية	سكن جامعي
motive	reason for doing something	سبب للقيام بعمل ما
minority	not many, the opposite of 'majority' ليس كثيرا، عكس كلمة 'الأغلبية'	الأقلية
fees	costs, charges	التكاليف والرسوم
debt	money you owe	المال الذي تدين به
financial	relating to money	يتعلق بالمال
tailor-made	designed to meet the specific needs of an individual مصمم ليلبي حاجات محددة لشخص ما	مُفصل تفصيل
cryptophasia	the unique language that twins develop between themselves اللغة الفريدة التي يطورها التوائم بين أنفسهم	كربتوفوشيا
package holiday	an organised trip with everything included in the price (travel, accommodation, food) رحلة منظمة تشمل كل السعر المعلن عنه من (السفر، الإقامة والطعام)	حزمة رحلة
sales pitch	a presentation made by someone who is trying to sell a product خطاب يقدمه شخصوهو يحاول بيع منتج ما	خطاب البيع
target market	people who are identified as possible customers الناس الذين يتم تحديدهم كزبائن محتملين	السوق المستهدف
age group	a set of people of similar age مجموعة من الناس من نفس العمر	الفئة/المجموعة العمرية
department store	a large shop that sells many different types of things متجر كبير لبيع العديد من أنواع مختلفة من الأشياء	متجر بيع أنواع مختلفة من السلع
pensions	money you save over your lifetime to pay for your old age المال الذي تدخره طوال حياتك لتدفع لشيخوختك	رواتب التقاعد
web enquiries	online questions	استعلامات عن طريق النت
calculations	maths; work with numbers رياضيات؛ العمل مع الأرقام	حسابات
recruiting	finding suitable employees	تعيين موظفين جدد
marketing	promoting your product; finding customers الترويج لمنتجك؛ إيجاد زبائن	التسويق



<b>vocational</b>	relating to an occupation	يتعلق بالمهنة	مهني
<b>negotiate</b>	discuss in order to come to an agreement	يناقش من أجل التوصل لاتفاقية	يفاض
<b>proficiency</b>	skill, experience:	مهارة، خبرة	كفاءة/مهارة
<b>recall</b>	remember		يتذكر
<b>tempting</b>	attractive	مرغوب فيه جذاب	مغري
<b>experimental</b>	part of an experiment	جزء من تجربة	تجريبي
<b>stimuli</b>	things that make you interested	أشياء تجعلك مهتما	منبه/حافز
<b>pace</b>	speed	سرعة	سرعة/وتيرة
<b>mimic</b>	copy, make the same sound	ينسخ، يصنع نفس الصوت	يقلد
<b>absorbed</b>	received	تلقى	استوعب/امتص
<b>stand out</b>	to be much better than other similar people or things	إن يكون أفضل بكثير من أشخاص أو أشياء متشابهة	يبرز / (تفوق عن الآخرين)
<b>intentional</b>	done on purpose		مقصود/متعمد
<b>replicate</b>	to produce a copy of something	ينتج نسخة عن شيء	ينسخ/ يكرر
<b>reserve</b>	Something kept back or set aside, especially for future use	شيء يحتفظ به أو يركن جانبا، خصوصا لاستعماله مستقبلا	الاحتياطي
<b>track record</b>	All of a person's or organisation's past achievements, successes or failures		سجل الأداء
<b>enrol</b>	to officially arrange to join a school, university		يسجل/ يلتحق
<b>pioneering</b>	introducing new and better methods or ideas for the first time	يستحدث أساليب أو أفكار لأول مرة	رائد (في مجال ما)
<b>utterance</b>	something that is said		كلام/ نطق

1. To know everything about your product./ to know who the target market
2. Most of all, you need to believe in what you're selling, and the best way to do that is to use it!
3. In case something interrupts you, or you simply freeze with nerves
4. Changes and practise it again
5. Sales pitch
6. People
7. Look round the room and make eye contact

مركز الحاوي الثقافي ٠٧٩٥٠٤٢٠٩٠ اربد  
توجيهي اكايمي الحصن ٠٧٩١٨٠٥٨٥٨-٠٧٨١٨٠٥٨٥٨