

**Module One**

**"A new business idea"**

**Tenth Grade**

**Al-Mazaya Academy**

**By English teacher: Mohammed Sameer**

**0788613026**

## **English –English words**

كلمات انجليزي- انجليزي

	<u><b>English word</b></u>	<u><b>English –English meaning</b></u>	<u><b>Meaning</b></u>
1-	Customer	A person who buys goods or service	زبون
2-	Original	Completely new and different from any thing that any one has thought of before	مبتكر
3-	Product	An object made in order to be sold to people	منتج
4-	Service	The act of serving people for money	خدمة
5-	Typical	Having the usual features or qualities of a particular type of person or thing	نمطي
6-	Award	Thing you get if you have done something that helps lots of people	جائزة
7-	Instruction	A guidance you give to someone on how to do something	ارشادات
8-	Profit	Not for free	مقابل اجر
9-	Waste	Unwanted or usable	بقايا

### **EX1 ,workbook, page 6**

- 1- I have never seen a design like that before it's very original! (**New and fresh**)
- 2-For your business to become successful, you have to know more about your typical customer. ( **Ordinary**)
- 3- It's important to give customers good service. ( **A person who buying goods**)
- 4- Do you often try new products, or do you always use the same one. ( **Goods**)
- 5- This company provides us with excellent service. I like it! (Assistance)

## ***A new business idea***

فكرة مشروع جديدة

### **A- Have you got something special?**

Your business idea doesn't have to be original, but it has to be different from everything else. Make sure you offer something new.

### **B- Is there a market big enough for the product ?**

Is your idea going to be popular with enough people? Will people feel that they need to get the product? Some market research will help you find out.

### **C. Is the price right ?**

If your product or service costs too much, your customers won't buy it. Talk to your future customers to find out whether your price is affordable.

### **D- Who will your customers be?**

Who are your typical customers? What will they value in your product or service? Find out as much as you can about your future customers.

### **E- Can you afford to start your business?**

*How much will it cost to produce your idea? When you work out your costs, don't forget about factory costs,*

### **F- Do you have the right experience and skills ?**

Even the best business idea won't work if you don't have the skills and the ambition. You will only succeed if you want to!

### **G- Will your business grow?**

can you build on your idea in the future by adding new products or services, entering a new idea, or o improving the original design?

## A young inventor

### المخترعة الشابة

Emily Cummins began "inventing" when she was only four. She enjoyed making things from waste material, like making toys from old thing she found in her grandfather's garden. She got older, she learnt more about different materials and how to use different tools. She was working on a school project when she has an idea to help million of people \_ a small portable fridge to keep medicines and small food item clean, dry and cool.

بدأت ايملي مومنز الاختراع عندما كان عمرها اربع سنوات فقط . كانت تستمتع بصنع الاشياء من بقايا المواد , كصنع الدمى من الاشياء القديمة التي كانت تجدها في حديقة جدها . عندما كبرت , تعلمت اكثر عن المواد المختلفة وكيف تستخدم الادوات المختلفة . عملت على مشروع المدرسة حيث كان لديها فكرة مساعدة الملايين من البشر \_ ثلاجة صغيرة متنقلة لحفظ الأدوية والطعام القليل نضيفا , جافا و باردا .

In many parts of the world, people haven't got electricity. However, that doesn't mean that **they** have to live without fridge. Emily's fridge is ideal because it doesn't use electricity. People can build **it** using old car parts and other objects from their homes. After she finished school, Emily went to Africa to work on her design. She spent five month in Namibia, testing her fridge. She decided not to produce the fridge for profit. Instead, she gave the design to people in Africa for free, so that they could produce their own fridges following her instructions.

في اجزاء مختلفة من العالم , ليس لدى الناس كهرباء . وبالرغم من ذلك , هذا لا يعني انه يجب عليهم الحياة بدون ثلاجة . ثلاجة ايملي مثالية لأنها لا تستخدم الكهرباء . يستطيع الناس صنعها من اجزاء السيارة القديمة ومواد اخرى من بيوتهم . بعد ان أنهت ايملي المدرسة , ذهبت ايملي الى افريقيا لتعمل على مشروعها . امضت خمسة اشهر في ناميبيا , تفتحص ثلاجتها . لقد قررت ايملي ان لا تنتج الثلاجة مقابل أجر . عوضا عن ذلك , اعطت التصميم للناس في افريقيا مجانا , لذلك استطاعو انتاج ثلاجتهم الخاصة وفقا لأرشادات ايملي .

Emily also invented a special water carrier. African women and children have to walk long distances every day to collect water, and they can only carry a few containers of water at time. How ever with Emily's water carrier **they** can carry up to five container of water. She made the wheel out of tree branches and use old tyres to keep the container in place. People can also use the product to carry firewood or other heavy objects. Emily has won many awards, including "Woman of the Year" in 2009 and "Save- the- Planet" award in 2008.

احترغت ايملي ايضا حامل ماء خاص . النساء والاطفال الافريقيون يجب عليهم عادة سير لمسافات طويلة كل يوم لجمع الماء وما يستطيعون حملة فقط القليل من القوارير في نفس الوقت . وبالرغم من ذلك , بحامل ماء ايملي يستطيعون حمل خمس قوارير من الماء . صنعت عجل الحامل المياة من اغصان الشجر واستخدمت المطاط لتثبيت القوارير في مكانها . يستطيع الناس استخدام هذا المنتج لحمل الحطب والمواد الثقيلة الاخرى . حصلت ايملي على العديد من الجوائز , منها " امرأة العام " عام 2009 وجائزة الحفاظ على الكوكب عام 2008

- Q1) When did Emily begin inventing?  
.....
- Q2) What did Emily make from old things in her grandfather’s garden?  
.....
- Q3) How did Emily develop her skills when she was younger?  
.....
- Q4) How did Emily help million of people?  
.....
- Q5) Why is Emily’s fridge ideal?  
.....
- Q6) Why doesn’t Emily’s fridge cost much money?  
.....
- Q7) Why didn’t Emily sell her fridge?  
.....
- Q8) What do the underline pronouns refer to?  
They<sub>1</sub> .....  
They<sub>2</sub> .....  
It.....
- Q9) How many containers do people carry with Emily’s water carrier?  
.....
- Q10) How did Emily make her water carrier?  
.....
- Q11) Other than water, what can the water carrier be used for?  
.....
- Q12) The writer mentioned two prizes that Emily has won, write them down.  
.....
- Q13) What other low cost invention do you think Emily could make to make life in Africa easier?  
.....
- Q14) What skills and qualities do you think one should have to make such inventions?  
.....

## **Exercise 4 ,student book page 7**

Find in the text

1- Two words that are parts of a car . Wheel. Tyres

2- Two word that mean something that holds another thinbg. Carrier. Container

3- Aword that maeen something you use for fixing things, Tool

4- A phrase that means the opposite . For profit

5- A word that means guidance you give to someone on how to do domething. Instructions

6- A word that means a hing you get if you have done something that helps a lot of people Award

7- A wordthat means unwanted or unusable. waste

## **Exercise 6, student's book page7**

**Match the verbs with the correct phrases:**

1- Set up a business .

2- do market research.

3- Find out about yoyr customers.

4- Work out your costs.

5- Make a profit or lose

6- Provide a survice.

7- Design s product.

8- Do your account.

يستخدم للدلالة على حدث بدا في الماضي وانتهى في لحظة الكلام .

- She has taught English for 10 years,

بدأت بالتدريس منذ عشر سنوات ولكنها في هذه لم تعد مدرسه

### الشكل Form

Subject	Form
I/ We / they you	Subject + have + V3 + object
He / she/ it	Subject + has + V3 + object

-We have lived in Amman since my childhood.

-He has done his homework three hours

- My friend has already left.

- I have just met my friend.

### النفى Negative

Subject	Negative Form
I/ We / they you	Subject + have (not) + V3 + object
He / she/ it	Subject + has (not) + V3 + object

-My family hasn't taken their lunch.

- I haven't studied French.

- They haven't found their friend in the airport.

- She hasn't called me.

**Interrogative: الاستفهام**

Subject	Negative Form
I/ We / they you	Have + subject + V3 + object----?
He / she/ it	Has + subject + V3 + object----?

Have you seen your friend?

Has she been here?

Have they already traveled to Saudi Arabia?

Has your brother bought a new car?

**Adverbs الظروف**

**Since, For, Already, just**

**lately, ever, never, so far**

**yet**

ملاحظة :

1- (Just) : تعني فترة زمنية قصيرة وليست طويلة

I have just left.

2- (Already) تستخدم مع الجمل المثبتة عندما يكون الحدث قريب الحدوث

They have already done their homework

3- (Yet) تستخدم مع الاسئلة والجمل المنفية

Have you found your father's keys yet?

She hasn't sent a letter yet.



تتكون الجملة الشرطية من جزئين :

- 1 جملة الشرط ( If clause ) وهي جملة غير مستقلة ، اي ان معناها غير مكتمل بدون الارتباط بغيرها
- 2 جملة جواب الشرط ( Main clause ) وهي جملة مستقلة اي ان معناها مكتمل دون ارتباطها بغيرها

If you study hard, you will get high mark.

If Clause

Main clause

ملاحظة : نضع فاصلة بين جملة الشرط وجواب الشرط اذا جاءت If في لداية الجملة ، اذا جاءت If في وسط الجملة لا نضع فاصلة

- If it rains tomorrow, I will not go to school.
- I will not go to school if it rains tomorrow.

- تتكون الجملة الشرطية من ثلاث انواع رئيسية :

### If clause type one الجملة الشرطية النوع الاول

يستخدم اذا كان الحدث ممكن الحدوث في الحاضر، في المثال التالي لاحظ ان الحدث ممكن الحدوث في حال المجئ مبكرا.

*If you come early, you will meet the manager.*

### Form الشكل

	If clause	Main clause
If	Simple present	Simple future

- If Nour finishes her homework, she will play.
- I will buy a new car if I have money.
- If he calls me, we will go together.
- He will go to Aqaba if he has free time.

## If clause type two    الجملة الشرطية النوع الثاني

يستخدم النوع الثاني عندما يكون الحدث غير ممكن الحدوث في الحاضر ، اي ان الامر عكس الواقع

*If you came early, you would meet the manager.*

### Form    الشكل

If	If clause	Main clause
	Simple past	would + Vx

- If he studied hard, he would pass the exam.
- I would go shopping if I had enough free time.
- If they worked hard, they would finish their works.

ملاحظة: يمكن استخدام النوع الثاني لتقديم النصيحة نحو:

If I were you, I would stop smoking.

If I were you, I would visit

## If clause type three    الجملة الشرطية النوع الثالث

يستخدم لتحديث عن شي لا يمكن حصوله لان جملة الشرط لم تحدث في الماضي ، لاحظ انك لم تاتي مبكرا لذلك لم تقابل المدير فكلا الحدثين في الماضي

### Form    الشكل

If	If clause	Main clause
	Past Perfect	would +have + V3

- If I had had enough time, I would have done my homework.
- I would have visited the Roman Theater if I had lived in Jordan.
- If I had had money, I would have built a new house.
- If my dad had come early, we would have gone shopping.

**\*Correct the verbs between the brackets.**

- 1) If he studied hard, he ..... the exam (pass)
- 2) If I.....you, I would live in Amman. (be)
- 3) If a city ..... every things and doesn't throw any thing away, it is zero waste. (recycle)
- 4) If you told me about the problem, I ..... you. (help)
- 5) I ..... in a trip if it wasn't raining. (go)
- 6) I ..... as a doctor if I had lived in Jeddah. (work)
- 7- If you ..... English, you will get along with them perfectly. (speak)
- 8- If she ..... to see us, we will go to the zoo. (come)
- 9- I would have told him if I ..... him.( see)
- 10- If they .....me, I wouldn't have said no. (invite)

يستخدم للدلالة على ان حدثا ما سوف يحدث بالمستقبل

I will study Medicine next year.

### Form      الشكل

Subject	Form
I / We /They You/He /She /It	Subject +will + V <sub>x</sub>

-I will go shopping tomorrow.

-We will travel to Saudi Arabia next week.

-I will buy a new house next year.

-We will watch a film tonight.

-She will graduate in 2017.

### Negative      النفى

Subject	Form
I / We /They You/He /She /It	Subject +will not + V <sub>x</sub>

We will not visit Osama tomorrow.

I will not call my brother.

- They will not travel to Lebanon next week.

## Interrogative: الاستفهام

Subject	Form
I / We /They You/He /She /It	Will +Subject + Vx ----?

- Will they visit you tomorrow?

-Will you be in Amman next week?

-Will you help me?

### Adverbs الظروف

Tomorrow, next + time , tonight, date in the future (2017)

## Simple Future (Be going to)

## المستقبل البسيط

I am going to Saudi Arabia next week.

It is going to rain tomorrow.

تستخدم ( be going to ) لدلالة على حدث سوف يحدث في المستقبل وفقا لتخطيط مسبق

تستخدم ( be going to ) لدلالة على ان حدثا ما سيحدث في المستقبل وفقا لدلائل ومؤشرات

### Form الشكل

Subject	Form
I	Subject + am going to + Vx
He/ She/It	Subject + is going to + Vx
We / They/ You	Subject + are going to + Vx

- She is going to get baby next a few month.

- It is going to rain heavily tomorrow.

- We are going to camp in Wadi Rum.

### Negative النفي

Subject	Form
I	Subject + am not going to + V <sub>x</sub>
He/ She/It	Subject + is not going to + V <sub>x</sub>
We / They/ You	Subject + are not going to + V <sub>x</sub>

- They are not going to travel next week.
- I am not going to call him.

### Interrogative: الاستفهام

Subject	Form
I	Am subject + going to + V <sub>x</sub> -----?
He/ She/It	Is Subject + going to + V <sub>x</sub> -----?
We / They/ You	Are Subject + going to + V <sub>x</sub> -----?

- Is she going to meet the manager tomorrow?
- Are your friends going to celebrate?

### Work book, page, Exercise 3

**1- Won't**

**2- Will**

**3- Are going to, will**

**4- Will**

**5- Are not going to**

## Listening:

Student's book page 8, Exercise 3

Hello all. My name is Samir Abu Kouta. I am eighteen years old and am a university student in Jordan. I am very interested in science and technology. I read about inventions and discoveries during my free time and try to invent something new. Recently, I worked on new invention and I was surprised how many people thought it was very useful. I invented a computer system for online commercial transactions. It's a legal programme and I think it would be very useful for people who work in business. Possible customers are business people who can't always meet with each other because they live or work in distant places. They are mostly buyers and sellers who want to make transactions without the need for being present for signing a contract between them. This computer system helps people save time , money and effort.

1- **Name**: Samir Abu Kouta

2- **Age**: eighteen

3- **Kind of invention**: A computer system for online commercial transaction.

4- **customer**: buyers and sellers who want to make transactions without the need for being present for signing the contract between them

5- **Two main reasons for the success of the product**: The product is original, and it helps buyers and sellers save times, money and energy

**Advertisement for a job , Student's book , Page 9, exercise 9**

**Job Advertisement**

Title of the job  
-----

We are looking for ----- to-----.  
in ----- . This job will be every daily from ----- to -----,  
----- is holiday. He/She has to ----- and-----.  
He/ She will get -----JD monthly with -----.

**Sales woman**

We are looking for full-time saleswoman to sell clothes in Taj mall. This job will be daily from 8 am to 4 pm and Friday is holiday. She has to have minimum 2 years experience and having ability to use computer. She will get JD 400 and health insurance.

If you are interested, send your C.V to

***Taj\_mall 90@yahoo.com***

Or call us on 06/4861975



## **Child minder / Tour guide**

### **Student's book page 9, Exercise 7**

1 **Child minder**: looking after young children , planning daily activities , tidying up, preparing food and drink.

**tour guide** : taking people on tours of historical sites.

2- **Child minder**: enthusiastic, hard-working, friendly, good with children.

Tour guide: enthusiastic, ambition

3- I think Child minder will earn \$ 350 .where as; tour guide will earn \$ 300

4- Of course, I will be happy and have enjoyable work because I like to deal with children.

5- a nurse who combines sick people to take care about them

### **Activity book page 7, Exercise 5**

1- design    2- find out    3- set up    4- make    5- work out

### **Exercise 6**

1- Jimmy wanted to produce his own shoes because there wasn't an affordable pair of shoes on the market that was suitable for his needs.

2- Jimmy think the plastic advertising boards were light, strong and water proof.

3- Jimmy's product is made of recycled material, and local workers produce it locally.

4- Any one would buy Jimmy's shoes because they are comfortable. They are made of lightweight strong plastic.

5- We can use leather rather than plastic.

### **Page 8, Exercise 7**

- 1- **Sunday**: If she doesn't have a school project, she will attend a presentation about future careers.
- 2- **Monday**: If she doesn't have a lot of homework, she will go shopping with her mum.
- 3- **Tuesday**: If she has toothache again, she will visit the dentist.
- 4- **Wednesday**: If her bedroom is very messy, she will tidy it.
- 5- **Thursday**: If she has some free time, she will collect food, warm clothes and toys for the needy.
- 6- **Friday**: If the weather's sunny, she will go camping with her family.
- 7- **Saturday**: If she finishes her homework early, she will visit grandma

### **Page 8, Exercise 8**

- 1- The five characteristics are: having previous experience, being friendly, being enthusiastic, being energetic, and having the ability to teach activities for young children
- 2- I think I am suitable for this job because I have all qualities and skills of this job. In addition, dealing with children will be kind.

### **Page 9, Exercise 9**

Reason 1: The seller needs more space in his room.

Reason 2: He hasn't use the item very much.

Opinion: I am convinced with this item because it is interesting games, it is Excellent conditions and it is not expensive.

**Page 9, Exercise 10**

I would like to buy the computer. As the photo of computer shows that it is in good conditions and it has all of its equipments. Computer helps me to do my homework and save my important information.

**Page 9, Exercise 11**

**Used Kenwood TS 990S**

Item number. 02392313090

***Description***

This Item is used for a few hours with two years warrant. It is up to 200 WRF power out put. It has 120 memories with name function. It has twin USB ports, LAN and serial comports.

It is only one.