

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. Mr Ghanem’s first business trip to china failed for many reasons. Write down two of these reasons.
3. According to the text, Chinese people have many characteristics. Write down two of these characteristics.
4. Quote the sentence which shows the Chinese point of view towards violence.
5. What do the underlined word "**this**" "**his**" refer to?
6. According to the text, two things are more important than youth for the Chinese. Write these two things down.
7. What do the underlined word "**negotiating**"/ **track record** mean?
8. Trading with foreign people 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 , undergraduates , 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 jobare better than if you do a more general degree.
4. The three universities with the most.....are the University of Jordan, Yarmouk University and Al Balqa Applied University.

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

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

Replace the underlined collocation in bold with the suitable meaning.

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

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. Mr Ghanem had been on aawareness course and so he knew how to do business in China.
(culture , cultural , cultureless)

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 hadn't..... (invent)
3. It was too hot to go to the beach yesterday. If only itcooler. (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?

I want to know

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. English children start school a year earlier than Jordanian children.

Jordanian children

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

A lot of electrical appliances

Question Number Four: (10 points)

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)

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 didn't wake 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. (wish)

.....

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.

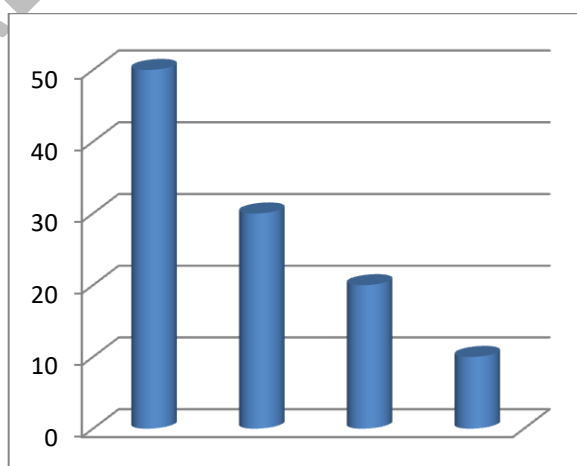
The common philosophy is as follows: give young people the oportunity to create their own companies so that they can had control over their own economic future. In the Middle East? It is a critical learning experiense for young people.

B-GUIDED WRITING

(4points)

Study the following diagram bout the **most viewed programs on TV**, and write a short paragraph about them by using appropriate phrases quantifiers.

sports / movies / news/ cartoons



Best Wishes: Rae'd AL-Natoor