

بسم الله الرحمن الرحيم



**THE HASHEMITE KINGDOM OF JORDAN-MINISTRY OF EDUCATION  
GENERAL SECONDARY CERTIFICATE EXAMINATION-2019  
GENERAL ENGLISH**

المستوى الرابع - الدورة الصيفية - الكتاب الجديد

**DATE: 22/6/2018**

**TIME: ONE HOUR AND A HALF**

ملحوظات: (1) أجب عن جميع أسئلة هذه الورقة

(2) للمتقدمين لجميع الفروع الأكاديمية

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

Whether you're selling a new type of toothpaste to a chain of pharmacies, the latest computer software to a school or a new kind of package holiday to a travel agency – you need to know ...  
How to make a sales pitch

**1- Do your research**

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!**

**2 Prepare and practise**

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 memorize 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.

**Question Number One (55 points)**

- 1- According to the text, there are several matters should be researched before making a sailing pitch. Mention four of them. **(8 points)**
2. Quote the sentence which indicates that using what you sell is the best way to believe in what you sell. **(7 points)**
3. The writer mentioned some tips for effective presentation. What are they? **(6 points)**

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4. Find the word from the text which mean “**the statements and promises that someone makes to try to persuade someone to buy something**” (7 points)
5. What does the underlined pronoun refer to ? (5 points)
6. Pitching an idea and selling it effectively can be challenging and discouraging. Think of this statement and in two sentences write down your point of view. (7 points)

**B) literature sopt ( 13 points)**

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

1. Is a **speck** something big or small ?
2. What was the meaning of **two** ?
3. Write down two colour that exist in the paragragh?

**Question Number Two ( 45 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 the answers down in your ANSWER BOOKLET . ( 24 points )**

**patient , made a small talk , satisfaction , track record , exported**

1. It gave Ahmad a great feeling of.....that he was able eventually to succeed
2. When you stay calm and take your time, you are being .....
3. The two Presidents..... before the conference officially started.
4. Jordan has .....many products to the European Union even before the 1997 CE trade agreement was made.

**B) Replace the underlined collocation in the sentence below with the correct phrase. Write the answer in your ANSWER BOOKLET. ( 6 points)**

If you are polite, you won't **make** offence or upset anybody.

**C) Choose the correct answer from those given in brackets to compete the following sentences and write down the answer in your ANSWER BOOKLET . (15 points)**

1. The private sector should fund and support the ----- institutions.  
( **educate , educational , education** )
2. It is possible that all students will ----- in Maths test.  
( **successful, succeed , successfully** )
3. The ----- of tourist sector has contributed a lot to the gross domestic product.  
( **develop , developmental, development** )

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**Question Number Three ( 60 points )**

**A) Choose the correct form of the verb from those given in brackets to complete each of the following sentences, then write your answers down in your ANSWER BOOKLET.**

**( 15 points )**

1. If we.....time, we would have visited the museum .

( **had** , **have** , **had had** , **has** )

2. I couldn't change my car , I wish I ..... My money .

( **didn't spend** , **don't spend** , **hadn't spent** , **haven't spent** )

3. As long as Rawan studies hard, she..... her exams.

( **will pass** , **would pass** , **had passed** , **has passed** )

**B) Complete each of the following items so that the new item has a similar meaning to the one before it and write the answer down in your ANSWER BOOKLET . ( 25 points )**

1. You ought to meet him to know that he was good person.

**Why** .....

2. Queen Rania opened the children's museum of Jordan in 2007 CE

**The year** .....

3. Unless she is so organized, the manager will fire her.

**If** .....

4. My father regrets that they didn't have computers when he was young.

**My father wishes they** .....

5. I didn't know your phone number, so I wasn't able to contact you. (**could**)

**If** .....

**Question Number Three ( 20 points )**

**Choose the correct answer from those given in brackets to complete each of the following sentences, write down your answers in your ANSWER BOOKLET . ( 20 points )**

1. A boy .....sister is in my class was in the bank at that time.

( **who** - **where** - **which** - **when** - **whose** )

2. Ice cream melts ..... it gets warm.

( **even if** , **unless** , **when** , **as long as** )

3. In business, when you meet someone for the first time, it's polite to..... hands.

( **earn** , **shake** , **ask** , **make** )

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

( **on** , **as** , **into** , **at** )

5. money you save over your lifetime to pay for your old age:.....

(**Marketing** , **Pensions** , **Calculations** , **Recruiting** )

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Question Number Five ( 40 points )

A) **EDITING . ( 12 points )** Imagine that you are an editor in the Jordan Times . You are asked to edit the following lines which have four mistakes. Correct these mistakes and write the correct answers in your ANSWER BOOKLET.

You will also need to show that you can think quickly and that you are able to consentrate for long periods of time. If you are successful, it was a sekure and rewarding job. You will probably need to travel a lot, but that is not a problem as long as you enjoy visiting other countries It is a very responsible job. I am aware that if I translate things badly, it could affect an important law or trade agreement between countries. However, you get a huge feeling of satisfaction when you know that people understand everything that you translate.

B) **GUIDED WRITING ( 12 points )** Read the information in the table below about the internet of things , and then in your ANSWER BOOKLT ,write two sentences about them . Use the appropriate linking words you need .

What will people do in the future
- work in virtual offices. - travel by flying cars. - use robots as servants. - study by internet.

C) In your ANSWER BOOKLT , write a composition of about 120 words on one of the following. ( 16 points )

- It's said that "Traditional crafts have no place in today's society" Write a report for your school magazine in which you discuss this statement about the importance of preserving such crafts and the best ways to achieve this goal .
- Write two paragraphs about an art or cultural event that you have been to or have read about. The first paragraph should say what was good about it, and the second should contain any criticisms that you may have.

**ABEER ATHREH**

# **ANSWERS :**

## **Question number one ( A)**

1. know when it was developed,  
where it is produced You  
know who the target market  
know all about the competition
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. Plan your presentation carefully  
have a list of your main points, in case something interrupts  
you, or you simply freeze with nerves (it happens!)  
practise it, if possible in front of colleagues  
Make changes and practise it again.
4. sales pitch
5. what you're selling ( product )
6. open answer ( اجابة مفتوحة )

## **(B) literature spot**

1. small
2. the earth and the sky
3. green and blue

## **Question number two ( A)**

1. satisfaction
2. patient
3. made a small talk
4. exported

**( B )** cause

**( C )** educational / succeed / development

### **Question number three**

( A ) had had , didn't spent , will passs

( B )

1. Why don't you meet him to know that he was good person?
2. The year when Queen Rania opened the children's museum of Jordan in was 2007CE.
3. If she isn't so organized , the manager will fire her
4. My father wishes they had had computers when he was young
5. If I had known your phone number, I could have been able to contact you.

### **Question number three**

(whose / when / shake / at / pensions

### **Question number four**

( A ) Concentrate / is / secure / , /

( B ) There are many things will people do in the future such as working in virtual offices and travelling by flying cars. Also, using robots as servants as well as studying by internet.

( C ) open answer