

THE HASHEMITE KINGDOM OF JORDAN DIRECTORATE OF EDUCATION
GENERAL SECONDARY CERTIFICATE EXAMINATION-2018/2019
GENERAL ENGLISH

DATE: April 29th, 2019

TIME : TWO HOURS

الفروع المهنية / الكتاب الجديد

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

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?

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 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 neighborhood, 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!

Prepare and practice

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 practice it, if possible in front of collections. Make changes and practice it again.

Question Number One

- 1- A salesperson needs to search and know many things about his product. Write down two of these things.
- 2- Quote the sentence which means that you need to know the people who are identified as possible customers.

- 3- What does the underlined word "**their**" refer to?
- 4- The writer of the web page mentions many things that a sales pitch presenter needs to know about the people he is speaking to. Mention two of these things.
- 5- Find a phrase in the text which means "**a set of people of similar age**".
- 6- Careful planning and good presentation helps you sell your product successfully. Think that this statement and, in two sentences, write your point of view.
- 7- The writer advises any presenter to have a list of his main points for two reasons. Write the two reasons down.

Question number two

A. Choose the suitable word from those given in box to complete each of the following sentences , and write it down in your ANSWER BOOKLET.

conflict	translation	polymath	power	prepared
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- 1- Mr. Shahin is a true, working in all kinds of creative and scientific fields.
- 2- When you are ready for something, you are..... for it.
- 3- In hot countries, solar is an important source of energy.
- 4- I have just read aof a book by French author.

B. Choose the correct answer from those given in brackets to compete the following sentences and write down the answer in your ANSWER BOOKLET.

- 1- The middle east is famous for theof olive oil.
(production, produce, productive)
- 2- Before you apply for a job, check that you have the correct
(qualify, qualification, qualified)
- 3- Who was the mostwriter of the twentieth century?
(influence, influentially, influential)
- 4- Scientist spend most of their time working tosomething new.
(invention, invent, inventive)
- 5- Congratulation on a verydeal.
(successful, succeed, success)
- 6- You should always be ready to listen to goodfrom your parents.
(advise, advisable, advice)

C. Replace the underlined misused word in the sentence below to form the correct collocation.

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

D. Study the following sentence and then answer the question that follows.

We couldn't go to the stadium **because** there weren't any tickets left.

What is the function of the underlined phrase "In this way" in the above sentence?

Question Number Three**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.**

- 1- Geometry and arithmetic are subjectsare studied by mathematician.
(who, which, where, when)
- 2- If only Rawan English in the class yesterday.
(had spoken, speaks, speak, speaking)
- 3- We need to decideto meet and discuss the main issues.
(about, in, at, on)
- 4- Provided that itrain, we will have a picnic next week.
(don't rain, didn't rain, doesn't rain, isn't rain)
- 5- The boys wouldn't have arrived on time if theyearly.
(haven't left, hasn't left, hadn't left, didn't leave)
- 6- I wish children in the streets.
(don't play, didn't play, doesn't play, aren't playing)
- 7- Jaber isn't old enough to drive a car. He wishes heolder.
(were, is, was, Are)
- 8- We will go to our favourite restaurant on Fridayit is closed.
(provided that, if, as long as, unless)
- 9- Rashed didn't get high marks in the final exams. If only he hard.
(had studied , has studied , studies, study)

B. Rewrite the following paragraphs to give the similar meaning:

1. I am sorry I didn't bring the necessary files to the meeting.
I wish
2. The heat made the journey unpleasant.
It was
3. I regret driving my car so fast yesterday.
If only
4. You should practice the presentation several times.
If I were
5. Saeed left his camera at home, so he wasn't able to take pictures of the parade.
I wish
6. Our team didn't play well yesterday.
I wish
7. I don't have a camera with me to take a photo of this beautiful view.
If only

C. Complete the following mini-dialogue by giving advice.

A: I would like to get a job as a teacher of English.

B:study English at university?

Question number four

EDITING

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.

In this report, we will looked at the countries that Jordan trades with and what goods it exports and imports. First, let's look at exports, Jordan is rich in potash and phosphate, and the extraction industry for these minirals is one of the largest in the world. Pharmaceuticals and other industries represent 30% of Jordan's Gross Domestic Product (GDP)

GUIDED WRITING:

Read the information in the table below, and then in YOUR ANSWER BOOKLET, write two sentences about how to acquire a language. Use appropriate linking words such as and, also.....etc.

How to acquire a language
- take online lessons! - practice regularly for short amount of times. - listen and read about what interests you. - make connections

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THE END