

8- Write down the sentence that implies that a few students are rich enough to live in apartments that their parents buy for them.

B. Critical Thinking:-

1- It is expected that students who choose to study away from home will face many difficulties, suggest three tips to make studying abroad less challenging.

2- Studying abroad has many advantages and disadvantages. Think of this statement and in two sentences write your point of view.

Text 2

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 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 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 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.

3 Be professional

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. 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!

1- According to the writer, there are many things should be researched before making a sailing pitch. Mention two of them

2- What information you need to know about your customers. Mention two kinds of them.

3- What things you need to know about the similar products in the markets? Write down two things.

4- The article suggests many qualities to be a professional sales person. Write down three.

- 5- The final paragraph suggests many characteristics for a successful presentation, write down three of them.
- 6- What is the strategy that should be followed if you were asked a question and you don't know the answer?
- 7- What do the underlined pronouns "them" and "their" refer to?
- 8- Find a word in the last paragraph which means " an organised trip with everything" and " people who are identified as possible customers"
- 9- Write down the sentence that implies the importance of having a list of the main points.

B. Critical Thinking:-

- 1- The writer says that we should make eye contact during our presentations. In your opinion, mention three benefits of the eye contact in business.
- 2- What do you think the best way that helps a speaker reorganize their thoughts in case someone interrupts them or their nerves freezes?

B. Literature spot

Read the following extract from "A green cornfield" by Christina Rossetti carefully, and then in your Answer booklet answer the question that follows with reference to the poem.

*" 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"*

- 1- Find out two examples of Alliteration from the lines above.**
- 2- Which line tells us that the poet enjoyed listening and that time passed so fast?**
- 3- There are two listeners for the skylark's songs, who or what are they?**
- 4- Why might the skylark's mate listen longer than the poet?**

B. Literature spot:

Read the following extract from Around the World in Eighty Days carefully, then answer the questions that follow:

1. "No doubt", replied the conductor, 'but the passengers know that they must provide means of transportation for themselves from Kholby to Allahabad.'

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

Question Number Two:

A. Choose the best answer from those given to fill in the blanks. Write the answers in your ANSWER BOOKLET. (8 points)

competent	optional	satisfaction	beneficial	make
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1. I get a feeling of after a hard day's work.
2. In order to be a successful person you have to be a and adaptable with changeable situations.
3. The fact that I now follow a clear plan will.....a big difference.
4. It's to take regular breaks when revising.

B. Study the following entry and answer the questions that follow.

- 1- If you've got a problem, talk to someone about it. It helps to **have a head for figures**.
The underlined body idiom in the above sentence is used incorrectly. Replace it with the correct body idiom.
- 2- Your contribution to your country can do a deal.
The underlined collocation in the above sentence is used incorrectly. Replace it with the correct collocation.
- 3- Before you start revising, you are advised to draw up a timetable.

What does the underlined/bolded collocation mean?

C- Fill in spaces with the correct word derived from the words given in the box and then write your answer down in your ANSWER BOOKLET.

1. Is one side of the brain more..... than the other? (dominate , dominance , dominant)
 2. Nuts contain useful such as oils and fats. (nutrients , nutritious ,nutrition)
 - 3- The company is pleased with your work and is happy to give you a
(recommend / recommendation / recommended)
 - 4- Students in Finland attend school for fewer and shorter days than 85% of other
..... nations. (development / develop / developed)
 - 5- Congratulations! Not many people such high marks. (achievement / achieve / achieved)
 - 6- The boy wasn'tabout doing his homework last night. (enthusiasm, enthusiastic, enthusiastically)
 - 7- Facebook's accounts have to be by their users. (security, secure, securely)
-

Question Number Three :

A. Correct the verb between brackets.

1. If you hadn't supported me, I successful. (**not, be**)
2. Ice cream when it gets warm. (**melt**)
3. Provided that my parents agree, I to Aqaba with my friends. (**travel**)
4. I would have got the job if I some experience. (**have**)
5. Nawal was taken back to hospital. If only she..... her medicine after the operation. (**take**)
6. I didn't know my friend was depressed. I wish she me. (**tell**)
7. Ibrahim is not very good at basketball. He wishes he taller! (**be**)
8. I feel ill. I wish Iso many sweets! (**not, eat**)
9. Even if, we will have a tour next month. (**rain**)

B- Choose the suitable item from those given to complete each of the following sentences . Write the answers in your ANSWER BOOKLET.

- 1 - Physics isn't Biology. (as much as, as popular as, less popular than)
- 2- Which subjects are the Popular, and which are the least popular?
- 3- You will not pass your examsyou study hard. (as long as / unless/ when)
- 4- If you hadn't supported me, I successful.
(could have been, might have been, wouldn't have been)
- 5- Ziad is not very good at basketball. He wishes he..... taller! (is / were / was)
6. My brother is really good painting and drawing. (in, on, at)
- 7- Ali did not pass his exams. If only he..... harder last year.
(studied, has studied, had studied)
- 8- I feel ill. I wish I so many sweets!
- 9- Even if Omar..... his driving test this afternoon, he won't have his own car.
(pass/ passes/ passed)
- 10- you heat water to 100°C, it boils.
(When / Unless/provided that)

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

1- Unless it rains, we will have a picnic.

If

2- Sami didn't pay attention in class, so she didn't know about the test. (could)

If

3. The easiest subject in my school is Arabic.

The least

4. I eat less chocolate than you do.

I don't

5- Biology is more popular than physics in British universities.

Physics isn't as

6- There is less information on the website than there is in the book.

There isn't (much)

There is (more)

7. People believe that a professional thief stole the painting.

It

A professional thief

8. People believe that English is the most widely spoken language.

English

9. Where does your brother live?

I would like to know.....?

10- Why did they arrive so late?

Do you know

11- Are they going to visit The Royal Museum next Friday?

Do you know?

12- Please help me to plan my revision.

Do you mind?

13- I regret that I don't have my camera with me now.

If only.....

14- I regret being tough with you last night.

I wish.....

15- Laila regrets she didn't go to school when she was young.

Laila wishes.....

16- I should have cancelled the party for the lack of money.

I wish

17- I am going to close the factory.

If only

18- I regret going to bed late last night.

I wish I earlier

19 - Do you know if the manager comes to the company.
.....

Question Number Four:

A. 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.

1- I didn't know the email of Mr Hani, so I didn't send him an invitation. (**might**)
.....

2- Our team lost the final match because they didn't play well. (**couldn't**)
.....

3- I didn't see Tony at the party. I wanted to speak to him about his vacation in France. (**might**)
.....

4- The clerk regrets being harsh with customers. (**wishes**)
He

5- Don't take this course if you are not ready to study statistics. (**unless**)
.....

6-I'm cold. (**bring a coat**)
I wish

7- Why did they arrive so late? (**explain**)
.....

B- Study the following sentences carefully and answer the question that follows. Write the answer in your ANSWER BOOKLET.

1- You **should** pay more attention to your teachers in class.

What is the function of using “**should**” in the above sentence?

2- Noor didn't find her keys, **therefore** she had to wait for her husband.

What is the function of using “**therefore**” in the above sentence?

PART FOUR: EDITING, GUIDED AND FREE WRITING: (15 points)

A. EDITING التحرير

B. 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.

It has been prove that multilingual people are able to switch between two systems of speech, writing, and structure quite easily? They are also able to switch easily between completely different tasks. One experiment required participants to operate a driving semulator while carrying out separate tasks at the same time.

B. GUIDED WRITING:

1- Read the information in the table below then write two sentences about a biography relating Ali Bin Nafi'. Use the appropriate linking words such as: and, also....etc.

Name: Ali Bin Nafi'

Date of Birth: Iraq, 789 CE.

Date of Death: Spain, 857 CE.

Profession: Musician.

Achievements: established the first music school in the world.

2- Read the information in the table below then write two sentences about the advantages and disadvantages of the internet. Use the appropriate linking words such as: and, also....etc.

Advantages	Disadvantages
- save time and effort -search the information	- cause eyes hurt - make people isolated

3- Read the information below, and then in your ANSWER BOOKLET, write two sentences about how to keep brains active.

- Learn a new language
- play chess
- do puzzles
- do research

4- Read the information below, and then in your ANSWER BOOKLET, write two sentences about the purposes of Studio schools.

- deliver specific courses
 - offer required practical qualifications
 - Encourage students' employability and reliability.
-

C. FREE WRITING:

Write a composition about 120 words on ONE of the following:

1- Most people nowadays don't go to the market to buy what they want; they rely more and more on online shopping. Write an essay in which you discuss the advantages and disadvantages of online shopping.

2- 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.

Smile, God Loves you

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للاستفسار و السؤال يرجى متابعة صفحتي على الفيس بوك :- **صفحة الاستاذ زيد أبو زيد**

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TEXT 1

- 1- a- almost 50% of school leavers go on to higher education.
b- Another huge change has been financial.
- 2- a- Most of them say that they want to move to the University their Choice, rather than the nearest one.
b- Another strong motive is the desire to live in a new culture
- 3- a- Many have rooms in halls of residence
b- others rent flats or houses
- 4- "minority"
- 5- "motive" "financial"
- 6- "money they borrow from the government" "students"
- 7- Most of them need to learn to cook, do their own washing and manage their time and money.
- 8- " A lucky minority live in property that their parents have bought for them."

TEXT 2

- 1- To know when it was developed, and where it is produced
- 2- the age group or income
- 3- Why is your product superior to others and why does it have better value
- 4- a- Remember to speak slowly and clearly.
b- don't keep your head down. Instead, look round the room and make eye contact with your audience
- 5- Keep your presentation short and simple
- 6- Don't pretend! Thank the questioner and promise to find out the answer (and do it!).
- 7- "customers" "hosts"
- 8- " package holiday." " target market"
- 9- 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!).