

DATE: / /2020

TIME: ONE HOUR AND A HALF ONLY

ملحوظات هامة : 1. الاجابة عن جميع فقرات هذا الامتحان . 2. عدد فقرات الامتحان (30) و عدد الصفحات ()
3. للمتقدمين لجميع الفروع المهنية / خطة 2019

Question Number One : (56 points)

Read the following paragraph carefully, and then answers the questions that follow.

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. 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.

Choose the suitable item to complete each of the following sentences.

1. **The underlined word " it " in the paragraph refers to.....**
 - a. travel agency
 - b. product
 - c. tooth paste
2. **The target market includes two groups – for example**
 - a. the age group or income of the people who might buy it.
 - b. a new kind of package holiday to a travel agency
 - c. a new type of toothpaste to a chain of pharmacies,
3. **The word which means " possible customers " is**
 - a. age group
 - b. target market
 - c. pharmacies
4. **It is essential to know everything about your product**
 - a. Do you know when it was developed, and where it is produced?
 - b. the latest computer software to a school
 - c. a new kind of package holiday to a travel agency
5. **Quote the sentence which shows you might need to be better prepared is.....**
 - a. It is essential to know everything about your product.
 - b. Don't come away from a sales pitch wishing you had been better prepared.
 - c. you need to know how to make a sales pitch.

Read the following paragraph carefully, and then answers the questions that follow.

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?

6. **you should know all about the competition – that is.....**
 - a. In addition, you should know exactly which people you are speaking to,
 - b. and what their needs are.
 - c. similar products on the market.
7. **You should know two things about your product , which they are**
 - a. Why is your product superior to others and why does it have better value?
 - b. For example, if they represent a middle-class department store in a humble neighbourhood,
 - c. What makes your product perfect for them?
8. **The underlined word " their " in the lines above refers to**
 - a. products
 - b. people
 - c. competition

Question Two : (60 points)

A. choose the suitable item to complete each of the following sentences, and then write answers down in your ANSWER SHEET. (30 points)

1. **If you are polite, you won't offence or upset anybody.**
 - a. make
 - b. do
 - c. shake
 - d. cause
2. **In business, when you meet someone for the first time, it's polite tohands.**
 - a. shake
 - b. make
 - c. do
 - d. cause
3. **Before the serious discussion starts, we always..... ; it's often about the weather!**
 - a. ask questions
 - b. make a mistake
 - c. make a small talk
 - d. join the company
4. **When you talk about business and try to do a deal, you**
 - a. compromise
 - b. negotiate
 - c. patient
 - d. conflict
5. **When two sides disagree and argue, there is**
 - a. conflict
 - b. konflikt
 - c. conflikt
 - d. cunflict

B. choose the suitable item to complete each of the following sentences, and then write answers down in your ANSWER SHEET. (30 points)

1. **Thesystem in Jordan is really developed.**
 - a. educate
 - b. education
 - c. educational
 - d. educationally
2. **Remember toyour speech in a clear and simple way.**
 - a. present
 - b. presentation
 - c. presentative
 - d. presentatively
3. **Doctors usuallydiseases by antibiotics and immunization.**
 - a. cure
 - b. curing
 - c. cured
 - d. curingly
4. **....., I meet my old friends at the village's restaurant.**
 - a. Tradition
 - b. Traditional
 - c. Traditionally
 - d. tradify
5. **How do you.....the exam will be look like ?**
 - a. expect
 - b. expectance
 - c. expected

Question Three : (60 points)

A. Choose the suitable item to complete each of the following sentences, and then write answers down in your ANSWER SHEET. (30 points)

1. **I couldn't understand anything. If only I..... studied Chinese!**
 - a. has
 - b. had
 - c. have
2. **I I'd known more about the company.**
 - a. only
 - b. wish
 - c. did
3. **I am very hungry! I wish I before I went to the conference last week.**
 - a. have eaten
 - b. has eaten
 - c. had eaten
4. **Sultan forgot to do his Science homework. If only he to do it.**
 - a. didn't forget
 - b. hadn't forgotten
 - c. has forgotten
5. **I regret going to bed late last night. I wish Iearlier.**
 - a. had gone
 - b. hadn't gone
 - c. hasn't gone

B. Choose the suitable item to complete each of the following sentences, and then write answers down in your ANSWER SHEET. (30 points)

1. **Our team did not play very well yesterday.**
I wish they
 - a. have played better yesterday
 - b. had played better yesterday
 - c. would play better yesterday
2. **Jaber isn't old enough to drive a car.**
He wishes he
 - a. had been older enough to drive a car
 - b. were older enough to drive a car
 - c. is older enough to drive a car
3. **Oh no! I've forgotten my library book.**
If only I
 - a. haven't forgotten my library book
 - b. hadn't forgotten my library book
 - c. didn't forget my library book
4. **Ali did not pass his exams.**
If only he
 - a. had passed his exams
 - b. has passed his exams
 - c. have passed his exams
5. **She has never spoken to a celebrity before.**
She wishes she.....
 - a. hadn't spoken to a celebrity before
 - b. had spoken to a celebrity before
 - c. wouldn't speak to a celebrity before

Question Four: (24 points)

Choose the suitable item to complete each of the following sentences, and then write answers down in your ANSWER SHEET.

- 1. The correct punctuation of the following sentence " Do you know where it is produced ..." is...**
 - a. Do you know where it is produced ?
 - b. Do you know where it is produced .
 - c. Do you know where it is produced ,
- 2. The correct verb that is suitable instead of the underlined misused verb in the following sentence " there will be a chance to make questions about anything you want." is**
 - a. shake
 - b. do
 - c. ask
- 3. Replace the underlined misused phrase " Nasser has applied to earn respect where his father works." is**
 - a. shake hands
 - b. make mistakes
 - c. join the company
- 4. If only Nader had been more careful with his essay.**
 - a. I wish Nader had been more careful with his essay.
 - b. I wish Nader hadn't been more careful with his essay.
 - c. I wish Nader haven't been more careful with his essay.

THE END
GOOD LUCK
BEST WISHES FROM YOUR TUTOR