

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

The Arab world has many famous chemists in its history, but the person who is known as the founder of chemistry is probably Jabir ibn Hayyan. He is most well-known for the beginning of the production of sulphuric acid. He also built a set of scales which changed the way in which chemists weighed items in a laboratory: his scales could weigh items over 6,000 times smaller than a kilogram.

Ali ibn Nafi ' is also known as 'Ziryab' (or 'Blackbird', because of his beautiful voice). He was a gifted pupil of a famous musician from Baghdad, and it was his talent for music that led him to Cordoba in the ninth century CE. He was the guest of the Umayyad ruler there. He is the person who established the first music school in the world in Cordoba, Al-Andalus, teaching musical harmony and composition. He revolutionized musical theory, and is also the person who introduced the oud to Europe.

مؤسس

1-According to the text, the establisher (founder) of the first school in the world is.....

- A. Jabir ibn Hayyan
C. Ali ibn Nafi

- B. Fatima al-Fihri
D. Al-Kindi

2- The word in the text which means " a piece of music that someone has written" is

A. composition

B. talent

C. harmony

D. laboratory

3- One of ibn Hayyan's achievements is

A. the oud

B. scales

C. music school

D. learning center

4- The underlined word "He" refers to.....

A. Ali ibn Nafi

C. Fatima al-Fihri

B. Al-Kindi

D. Jabir ibn Hayyan

Fatima al-Fihri was the daughter of a wealthy businessman. She used her father's inheritance to build a learning centre in Fez, Morocco. This learning centre became Morocco's top university, and it is where many students from all over the world come to study. Moreover, it was Fatima's sister, Mariam, who supervised the building of the Andalus Mosque, which was not far from the learning centre.

5- the sentence that shows that Fatima's father was rich is

- A. She used her father's inheritance to build a learning centre in Fez, Morocco.
- B. Andalus Mosque, which was not far from the learning centre.
- C. Fatima al-Fihri was the daughter of a wealthy businessman.
- D. This learning centre became Morocco's top university

6. The underlined word 'who' refers to

- A. Fatima al-Fihri
- B. learning centre
- C. students
- D. Mariam

7- The learning centre was built in

- A. Fez
- B. Bagdad
- C. Amman
- D. Egypt

Although megaprojects vary in terms of size and cost, they are all, by definition, expensive, public projects that attract a high level of interest and media coverage. Projects range from motorways, airports, stations, tunnels, bridges, etc. to entire city complexes.

8- The underlined word 'they' refers to

- A. motorways
- B. stations
- C. megaprojects
- D. tunnels

9- Megaprojects vary (differ) in terms two aspects. These aspects are

- A. interest and media coverage
- B. public projects
- C. size and cost
- D. airports, stations

Energy will be provided by solar power and wind farms, and there are also plans to build the world's largest hydrogen plant. A desalination plant will be used to provide the city's water, 80% of water used being recycled. Biological waste will be used as an energy source too, and industrial waste will be recycled.

10- One of the renewable energy sources is

- A. solar power
- B. desalination plant
- C. pedestrian
- D. megaproject

The influence of Ibn Bassal's book was enormous. As farmers down the generations followed his instructions and advice, the land became wonderfully fertile and produced more than enough food for the fast-growing population. The irrigation systems that he and his followers put in place are still in evidence in Spain. Although his name is not widely known, Ibn Bassal's legacy to the world has been great.

11- The underlined word 'his' refers to

- A. food B. population C. Spain D. Ibn Bassal

12- Ibn Bassal introduced a great legacy to the world which is

- A. his name B. followers C. food D. his book

'I worked for a small computer company in Amman. They sent me to China when I was 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 the 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.'

13- The sentence that shows that Mr. Ghanem works for a small company is

- A. Yes! I wish I had researched Chinese culture before I visited the country
B. I worked for a small computer company in Amman.
C. We did not do any business deals on that first trip.'
D. In order to be successful in China, you need to earn their respect.

14- The Chinese people respect certain characteristics in businessmen. These characteristics are

- A. track record B. jokes
C. age and experience D. youth

15- The underlined word 'their' refers to

- A. small computer B. China C. Mr. Ghanem D. Chinese people

16. The phrase which means "all of a person's or organisation's past achievements" is....

- A. do a deal B. track record C. computer company D. respect
-

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!

17- The underlined word 'who' refers to

- A.** customers **B.** market **C.** products **D.** people

18- The underlined phrase "age group" means

- A.** people who are identified as possible customers
B. a set of people of similar age
C. a large shop that sells many different types of things
D. a presentation made by someone who is trying to sell a product

19- You should do some steps in case you deal with middle – class department store in a humble neighbourhood such as

- A.** being ready to explain why your particular product would suit customers who do not have lots of money
B. knowing when it was developed
C. knowing all about the competition
D. similar products on the market.

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!).

20- The qualities (characteristics) of the presentation are

- A. speak slowly and clearly.
- B. Thank the questioner
- C. compliment their company
- D. short and simple

21- The salesperson should say some friendly comments. Write down an example.

- A. thank your hosts for allowing you to speak to them
- B. Thank the questioner and promise to find out the answer
- C. invite questions
- D. Smile!

22- The sentence which shows that the salesperson should use the body language to communicate with the audience is

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- A. Thank the questioner and promise to find out the answer (and do it!).
 - B. Remember to speak slowly and clearly.
 - C. Instead, look round the room and make eye contact with your audience.
 - D. When you've finished speaking, invite questions.

23. The salesperson should smile in front of people.

- A. True
- B. False