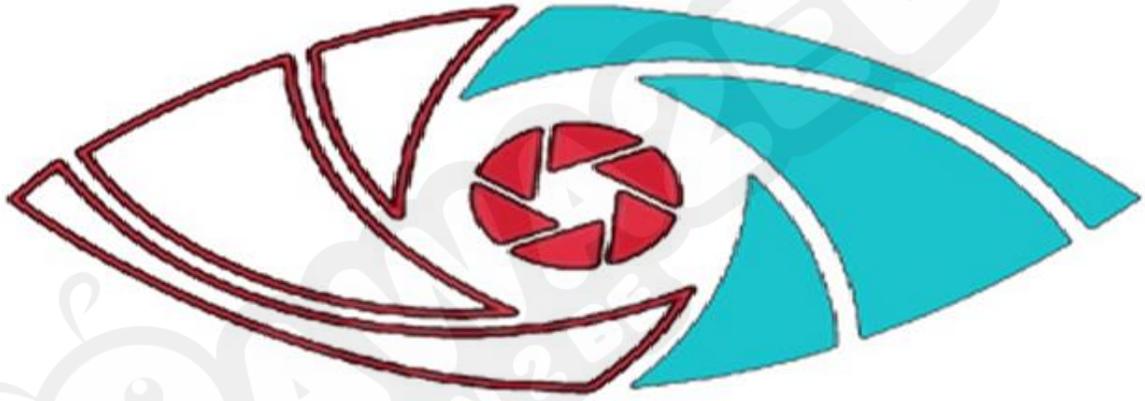


# واؤل نصيرات

WM



THE VISION

الفصل الثاني

0799126156



القطع

The teacher : Wa'el Mohammad Nsairat ( WM)

أمي الحبيبة

شكرا

The teacher : Wa'el Mohammad Nsairat ( WM)

UNIT SIX

Education Today

# وائل نصيرات

WM



THE VISION

The teacher : Wa'el Mohammad Nsairat ( WM)

## The time we spend at school

	Words	Meanings	المعاني
Opposites	Academic	Connected with education.	تعليمي
	Vocational	Describing jobs and skills.	مهني
	Compulsory	Obligatory, you have to do.	إجباري
	Optional	Something of your choice.	إختياري
	Minority	Small number of .	أقلية
	Majority	Large number of .	أكثرية
	Public	عام	
Private	خاص		
	Contradictory	Different sides of argument.	متناقض
	Developed Nation	A wealthy country.	دولة غنية
	Fluently	Native like.	بطلاقة, بمهارة عالية
	Tuition	Lessons, teaching in groups.	حصص على نمط مجموعات

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## 1. Replace the words and phrases in bold with words from the box.

compulsory    contradictory    developed nation    tuition    optional    fluently

1. A **wealthy country** is a country that's economically and socially advanced.

\_\_\_\_\_.

2. Is Math **a subject that you have to do**? \_\_\_\_\_.

3. You don't have to stay after school for the chess club – it's **your choice**. \_\_\_\_\_.

4. Do you have music **lessons** at the weekend? \_\_\_\_\_.

5. Those statements are **on different sides of the argument**. \_\_\_\_\_.

## 2. Choose the best answer of those A, B or C to complete the following sentences.

1. When the country is \_\_\_\_\_, it is known as a well-developed nation.

A. wealthy                      B. contradictory                      C. argumentative.

2. It's \_\_\_\_\_ to do all of that, really it's your choice.

A. academic                      B. compulsory                      C. optional.

3. \_\_\_\_\_ is the opposite of (majority).

A. private                      B. public                      C. minority.

4. The word \_\_\_\_\_ describes jobs and skills.

A. academic                      B. vocational                      C. tuition.

5. Private classes and \_\_\_\_\_ are necessary since the very beginning of the year.

A. tuitions                      B. fluently                      C. vocational.

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### Text A

A few years ago, as many as 1,000 schools across the USA started making school years longer by adding up to ten extra days to the school year or by making each school day longer by half an hour. This was because it was found that secondary school students in the USA and the UK were spending the least time at school, with an average school year of 187 days. The typical Jordanian school year is longer than this. However, none of these are nearly as long as the school years in countries like Japan and South Korea. South Koreans attend school for 220 days per year, and in Japan, the school year numbers 243 days. According to a study by the Organisation for Economic Co-operation and Development (OECD), students in Japan, Indonesia and South Korea spend the most time studying in the world. They want to learn as much as they can to ensure excellent exam grades. They go to school for about nine hours, although this includes optional after-school tuition and activities. They also spend about three hours on homework every day, which is three times as much as many other countries. Their high academic achievements do suggest that the longer you study, the better you do in final exams.

1. Adding up to 10 extra days to the school year is \_\_\_\_\_ than it was.

A. longer

B. shorter

C. similar

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2. Secondary school students were spending the \_\_\_\_\_ in the USA and the UK.

- A. least time                      B. most time                      C. same time

3. The typical Jordanian school year is \_\_\_\_\_.

- A. 187 days                      B. longer than 187 days                      C. shorter than 187 days

4. The school year in Japan and South Korea is the longest in the world because students \_\_\_\_\_.

A. want to learn much and earn excellent grades in their exams

B. want to have more fun in activities

C. want to do more homework a day

5. According to the academic achievements, it's suggested that students \_\_\_\_\_.

A. study longer to be better in exams

B. study less to be better in exams

C. do more activities to be better in exams

In Finland, however, **students** are usually given less than half an hour of homework per night, and **they** attend school for **fewer and shorter days** than 85% of other developed nations. Despite **this**, **they** achieve top marks in subjects like Maths and Science. In addition, most students also speak at least two, and often three, languages fluently.

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The contradictory views of the study suggest that the number and length of school days is not the only factor in determining whether students will succeed at school or not.

**6. The writer states many achievements for students in Finland. Write down two of them.**

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**7. Two things make students in Finland different from other students in the world. Write down these two things.**

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**8. Find a word in the paragraph which means (native like). \_\_\_\_\_**



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## Space schools

Words	Meanings		المعنى
Economics	how money and goods are produced and used.		علم الإقتصاد
Engineering	how roads and bridges are built.		علم الهندسة
Linguistics	grammar and history of a language.		علم اللغة
Marketing	selling products to the customer.		علم التسويق
Pharmacy	drugs and medicine.		علم الأدوية
Psychology	the mind.		علم النفس
Sociology	societies.		علم الاجتماع
Agriculture	farming.		علم الزراعة
Maths	الرياضيات	Geology	علم الأرض
Translation	الترجمة	Chemistry	الكيمياء
Nursing	التمريض	History	التاريخ
Physics	الفيزياء	Law	القانون
Biology	الأحياء	Medicine	الطب
Dentistry	طب الأسنان	Astronomy	علم الفلك

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Astrophysics	الفيزياء الفلكية	Computer science	علم الحاسوب
Visual arts	الفنون البصرية	Fine arts	فنون جميلة
Banking	البنوك	Finance	تمويل

Tailor-made	Custom-made, fit exactly.	ملائم
Qualifications	Official records of achievements.	مؤهلات
Tutorials	Intensive teaching.	حصة مكثفة
Undertake	Committee yourself to do something.	يلتزم القيام ب
Pioneering	Introducing better methods.	ريادية
Career adviser	Someone who helps you choose the best work.	مستشار وظيفي
Business Management	Running a company in leading, controlling and planning.	إدارة مشاريع

**1. The following paragraphs are comments made by university students. Fill in the gaps with the appropriate university subjects.**

**Banking and Finance , Linguistics , Fine Arts, History , Physics , Law**

1 You should study \_\_\_\_\_ if you're interested in learning about the legal system.

2 Studying \_\_\_\_\_ lets me focus on my love of language in an analytical way.

3 Maths has always been my strongest subject, and I feel that by studying \_\_\_\_\_ I can use my strengths to solve practical problems.

4 \_\_\_\_\_ is a subject that I've always been interested in. Learning about ancient and modern civilizations is fascinating.

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5 Economics and the global market have always interested me, but I wanted to study a subject with a clear career path, so I chose \_\_\_\_\_.

### 2. Choose the best answer of those A, B or C to complete the following sentences.

1. The study of \_\_\_\_\_ is concerned with societies.

**A. sociology**

**B. pharmacy**

**C. agriculture.**

2. When somebody has different records of achievements, we say that he has \_\_\_\_\_.

**A. tutorials**

**B. qualifications**

**C. visual arts.**

3. If you are an artist, you could join the college of arts to study visual and \_\_\_\_\_ arts.

**A. engineering**

**B. fine**

**C. chemistry.**

4. The curriculum that exactly fits your demands is called \_\_\_\_\_.

**A. tutorials**

**B. tailor-made**

**C. pioneering.**

5. The teacher always \_\_\_\_\_ the responsibilities with care, accuracy and flexibility.

**A. undertakes**

**B. pioneers**

**C. tailor - made.**

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### Text B

**Studio schools** are pioneering schools **which** receive funding as well as support from private businesses, and **which** seek to encourage young people to undertake a less conventional form of secondary education. **These** schools often specialize in one specific area. Whilst understanding that the same broad range of skills and qualifications should be made available to all young people. **One** such school has recently opened to educate **fourteen- to eighteen-year-olds** **who** have a special interest in working in the space industry.

1. Space schools gain the support of \_\_\_\_\_ in order to add a creative way to use in learning.

A. public businesses      B. private businesses      C. space businesses.

2. The target people of space schools are those who \_\_\_\_\_.

A. are 14-year-old.

B. are 14-year-old and interested in space

C. are old and interested in space.

3. The word \_\_\_\_\_ means "introducing better methods."

A. pioneering

B. qualifications

C. conventional.

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4. Space schools give different \_\_\_\_\_ to young people in the course of studying.

A. skills and businesses

B. skills and qualifications

C. qualifications and businesses.

5. The sentence which indicates that "space schools only concerns a field or area of study" is \_\_\_\_\_

A. These schools of ten specialize in one specific area.

B. studio schools are pioneering schools.

C. Whilst understanding that the same broad range of skills and qualifications should be made available to all young people.

Students follow a tailor-made curriculum at the school, including subjects such as

Astronomy and Astrophysics. Lessons are a mixture of small-class tutorials, with

projects supervised by leading companies in **both** the **space and technology**

industries. Prominent scientists and engineers are brought in as guest lecturers, with

**students** aiming to achieve top grades in **their** Maths and Science exams. When **they**

leave school, **they** will be well-placed to take any number of different career paths.

'**They** don't have to become astronauts!' says a spokesperson for the school. 'Excellent

grades in science and technology subjects can open many doors and lead to a variety

of career opportunities.

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6. Curriculum in these schools is based on two main subjects. What are they?

---

7. In space schools, lessons are divided into sections. Mention two sections included in these lessons.

---

8. Teachers are introduced as guests in classrooms. What sort of teachers are in these schools?

---

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9. Students aim to get high grades in many fields. Name two of these fields.

---

---

10. Two consequences, according to the spokesperson, are expected to have got excellent grades in technology. Write down these two consequences.

---

**11. Are these statements true (T) or false (F)?**

a. When leaving the studio schools, students become astronauts. (\_\_\_\_\_)

b. Engineers are explaining lessons all the time inside classes. (\_\_\_\_\_)

c. The companies and scientists must be playing a leading role even though they aren't specialized in space. (\_\_\_\_\_)

d. The word (prominent) may have the meaning of (well-educated).  
(\_\_\_\_\_)

The teacher : Wa'el Mohammad Nsairat ( WM)

## Blog post: By Anita

Words	Meanings	المعنى
Colloquial	Used in informal conversations.	العامية
Fluently	Native like.	بطلاقة
Life long	Existing throughout your life.	مدى الحياة
Proficiency	A good standard of Ability.	كفاءة

## Body Idioms

Words	Meanings	المعنى
Get it off your chest	Tell someone about something worrying.	يفضض
Get cold feet	Lose confidence in the last minute.	يفقد الثقة
Play it by ear	Decide how to deal with a situation.	يتكيف
Keep your chin up	Remain cheerful in difficult situations.	يبقى مرحا
Have a head for figures	Have a natural mental ability for Maths.	يملك موهبة
Put my back into it	Put a lot of effort on something.	يبذل جهد

**1. Read the following sentences then answer the questions that follow.**

1. You need sometimes to **get things off your chest.**

What does the underlined body idiom mean? \_\_\_\_\_.

2. Sami **lost his confidence** before jumping.

Replace the underlined words with a body idiom. \_\_\_\_\_.

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3. **Getting cold feet** is a necessity to study Maths.

Replace the wrongly-used body idiom with the correct one. \_\_\_\_\_.

**2. Complete the sentences with the following body idioms.**

**get it off your chest   get cold feet   play it by ear   keep your chin up   have a head for figures**

1 I'm too nervous to do a parachute jump. I think that I'll \_\_\_\_\_ at the last minute.

2 If you've got a problem, talk to someone about it. It helps to \_\_\_\_\_.

3 I don't think I'd be a very good accountant. I don't really \_\_\_\_\_.

4 \_\_\_\_\_! I'm sure everything will be fine in the end.

5 I'm not sure if it'll be warm enough to have a barbecue. We'll have to \_\_\_\_\_.

**3. Choose the best answer of those A,B or C to complete the following sentences.**

1. Learning standard as well as \_\_\_\_\_ accent is important.

**A. fluently                      B. colloquial                      C. proficiency.**

2. Learning is a \_\_\_\_\_ activity.

**A. colloquial                      B. lifelong                      C. fluently.**

3. \_\_\_\_\_! Things are getting better sooner.

**A. keep your chin up                      B. play it by ear                      C. get it off your chest.**

4. When anybody isn't good in arithmetic and numbers, we say that he doesn't \_\_\_\_\_.

**A. have a head for figures                      B. play it by ear                      C. get it off his chest.**

5. If you feel blue, try to relax and think positively. try not to \_\_\_\_\_. It's all yours

**A. keep your chin up                      B. get it off your chest                      C. play it by ear.**

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### Text C

Two summers ago, I spent five months studying Arabic at the German-Jordanian University near Madaba. As my father is originally from Jordan, I grew up speaking Arabic as well as German. However, I had never studied Arabic formally, and when the opportunity came up for me to spend a year in Jordan studying Arabic, I didn't hesitate for one moment. I have relatives in Jordan and they arranged for me to stay with a wonderful family who live just outside Madaba. I was amazed by the number of international students there, who were not only from Germany, but from all over the world. Most of them had studied Arabic to a high level. I'm very familiar with colloquial Arabic, which is what my family speaks and understands. The Arabic class, in Modern Standard Arabic, was challenging, especially the grammar.

**1. Anita is fluent in German but she can use Arabic. Write down the reason for this.**

---

**2. According to the text, Anita was amazed by students at university. What made it that way?**

---

**3. The writer's family master colloquial Arabic. What evidence proves this?**

---

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4. Quote a sentence which indicates that students work hard in studying Arabic.

---

5. Write down the main exciting part in the modern standard Arabic class according to Anita.

---

Every week, we had to learn a vocabulary list of around 50 words. We covered many topics. Living with a family helped to improve my Arabic-speaking skills because, while all the students heard **Arabic** in the classroom and streets, I could also practice **it** at home. I really put my back into **it**, and I earned an A on the course. What impressed me most about **students in Jordan** was **their** behavior and **their** attitude to studying. **All the students who** I met appreciated the importance of **their university education** and the opportunities **it** would give **them** to contribute to **their** country's prosperity. **They** also showed extremely positive values. Everybody was honest, and **people** discussed problems rather than getting angry if **they** disagreed with each other. As **someone who** enjoys delicious food, beautiful places and friendly, hospitable people, studying in Jordan was **one** of the best **decisions** I have made in my life. I made many new friends. I also improved my Arabic speaking, writing and reading skills. My dream is **to be fluent in Arabic one day** – and as I intend to return to Jordan as often as I can, I know I'm going to make **this** dream a reality.

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6. \_\_\_\_\_ helped Anita to improve her Arabic-speaking skills.

A. learning 50 words weekly B. using Arabic in classrooms

C. living with a family.

7. The idiom that means (to put a lot effort on something) is\_\_\_\_\_.

A. put my back into it B. I'm going to make this dream a reality

C. showed extremely positive values.

8. Students in Jordan were impressive in their\_\_\_\_\_.

A. behavior and study attitudes B. honesty and getting angry

C. delicious food.

9. Anita considers her decision to study in Jordan as the\_\_\_\_\_.

A. bad decision. B. best decision C. real decision.

10. According to the text, Anita intends to\_\_\_\_\_.

A. show positive values B. make new friends

C. return to Jordan as often as she can.

**11. Are these statements true (T) or false (F)?**

1. Anita came to Jordan to have fun. (\_\_\_\_\_)

2. Arabic Grammar was hard but interesting. (\_\_\_\_\_)

3. Anita was impressed by her friends for their hospitality. (\_\_\_\_\_)

4. Anita has a dream of using all Arabic skills fluently. (\_\_\_\_\_)

5. The idiom (put my back into it) means (put a lot of effort on something). (\_\_\_\_\_)

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## After School

Words	Meanings	المعاني
Debt	Money you owe .	سلفة, دين
Accommodation	Halls of residence.	سكن
Motives	Reasons for doing something.	حوافز
Fees	Costs, charges.	مصاريف, نفقات
Financial	Relating to money.	مالي

Words	المعنى
Increasingly	بشكل متزايد
Prospects	مظاهر
Global	عالمي
Abroad	خارج الدولة

### 1. Choose the best answer of those A,B or C to complete the following sentences.

1. The money someone our 25 to others is called\_\_\_\_\_.

A. fees                      B. debt                      C. financial.

2. The first thing you should look for when you study is a good\_\_\_\_\_.

A. accommodation B. lifelong                      C. direction.

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3. Studying outside the country is expensive, that depends on the student's \_\_\_\_\_ circumstances.

A. financial      B. lifelong      C. prospect.

4. The schools always support the teacher with different \_\_\_\_\_ to enable him to work better.

A. fees      B. motives      C. accommodations.

5. Tuition \_\_\_\_\_ are really necessary to be calculated before you begin to study.

A. fees      B. prospects      C. motives.

### Text D

In England, almost 50% of school leavers go on to higher education. **The figure** has not always been as high as **this**. Twenty years ago, **it** was closer to 30%, and thirty years before that, **it** was only about 5%. Another huge change has been financial.

Before **1998 CE**, higher education in the UK was completely free for UK citizens. Since

**then, tuition fees** have been introduced. **Most students** borrow **this money from the**

**government. They** don't have to repay **it** immediately. Instead, **they** pay **it** back slowly

out of future earnings. Despite the high cost, most students choose to study away from

home. A recent survey of 17,000 students revealed that only **7%** wanted to stay at

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home while they studied for their degree. Of course for most young people, living away from home means borrowing even more money from the government.

1. The \_\_\_\_\_ of students in England go on to higher education.

- A. minority**      **B. majority**      **C. half.**

2. The number of students who go on to their higher education has \_\_\_\_\_.

- A. increased**      **B. decreased**      **C. been the same.**

3. Higher education for the UK citizens was completely free \_\_\_\_\_.

- A. during 1998CE**      **B. before 1998CE**      **C. after 1998CE.**

4. Students save their tuition fees by \_\_\_\_\_.

- A. their work earnings**      **B. borrowing money from the government**

**C. their parents.**

5. Only a \_\_\_\_\_ number of students choose to study inside the UK.

- A. great**      **B. larage**      **C. small.**

6. Students usually repay the money \_\_\_\_\_.

- A. directly when they borrow them**      **B. soon after they finish university.**

**C. from their future earnings.**

7. Most students choose to study outside the country despite \_\_\_\_\_.

- A. the low cost**      **B. the high cost**      **C. the acceptable cost.**

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So why don't students choose to avoid debt by staying at home, where they don't have to pay rent? Most of them say that they want to move to the university of their choice, rather than the nearest one. Another strong motive is the desire to live in a new culture. Where do these students live? Many have rooms in halls of residence, especially in their first year; others rent flats or houses. A lucky minority live in property that their parents have bought for them. Most of them need to learn to cook, do their own washing and manage their time and money.

**8. Studying away from home involves two negative effects on students' financial circumstances. Mention these two effects.**

---

**9. Students urge on studying away from home despite the expected difficulties. Write down the reasons behind this.**

---

**10. When studying abroad, three choices regarding accommodation are available for students to decide. Name two of them.**

---

**11. Find a word in the text which is the opposite of (majority).**

---

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### 12. Are these statements true (T) or false (F)?

1. It's expensive nowadays to study abroad for the UKs. (\_\_\_\_\_)
2. The number of students in the UK had decreased. (\_\_\_\_\_)
3. Students have to save money for their studies by work. (\_\_\_\_\_)



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UNIT SEVEN

Lifelong Learning

# وائل نصيرات

WM



THE VISION

## How to revise for exams?

Words	Meanings	المعاني
Concentration	Attention.	تركيز
Circulation	➤ The movement of blood round your body. ➤ The movement of air.	الدورة الدموية تيارات الهواء
Nutrition	Getting the right kind of food.	تغذية
Dehydration	Having drunk too little of water.	جفاف
Diet	Everyday eaten food.	وجبة يومية
Beneficial	Something that is good.	مفيد
Memory	Ability to remember things.	ذاكرة

### 1. Complete the following sentences with words from the box.

**circulation    memory    concentration    beneficial    diet    dehydration    nutrition**

- 1 I used to eat too much junk food, but now I have a much healthier \_\_\_\_\_.
- 2 It's \_\_\_\_\_ to take regular breaks when revising.
- 3 It's important to drink a lot of water in order to avoid \_\_\_\_\_.
- 4 Don't sit still for too long – move around frequently to increase your \_\_\_\_\_.
- 5 Zainab listens to music while she's working. It helps her \_\_\_\_\_.
- 6 Adnan never forgets anything! He's got an amazing \_\_\_\_\_.

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## Collocations

Collocations	Meanings	المعاني
<b>DO</b>		
<b><u>Do</u> a deal</b>	<b>Arrange in agreement.</b>	يعقد صفقة
<b><u>Do</u> exercise</b>	<b>Keep fit.</b>	يتمرن
<b><u>Do</u> a subject</b>	<b>Study.</b>	يدرس
<b><u>Do</u> a degree</b>	يحصل على شهادة	
<b>Make</b>		
<b><u>Make</u> a difference</b>	<b>Change.</b>	يحدث فرقا
<b><u>Make</u> a start</b>	<b>Begin.</b>	يبدأ
<b><u>Make</u> progress</b>	يتطور	
<b><u>Make</u> revision</b>	يراجع	
<b><u>Make</u> decisions</b>	يصنع قرار	
<b>Miscellaneous</b>		
<b>Draw up timetable</b>	<b>Write a schedule.</b>	يرسم جدول
<b>Give a talk</b>	<b>Talk to people.</b>	يخاطب الناس
<b>Take a break</b>	<b>Relax .</b>	يستريح
<b>Keep fit</b>	يحافظ على اللياقة	

## The teacher : Wa'el Mohammad Nsairat ( WM)

### 2. Complete the following sentences with collocations from the box.

do exercise, take a break , make a difference , draw up a time table , make a start , keep fit

- 1 If you want to lose weight, you should \_\_\_\_\_ every day.
- 2 The deadline is tomorrow, and you haven't done anything yet!  
You really must \_\_\_\_\_.
- 3 If you send money to charity, you will \_\_\_\_\_ to a lot of lives.
- 4 You look tired. Why don't you \_\_\_\_\_?
- 5 I need to organize my time better. I think I'll \_\_\_\_\_.

### 3. Read the following sentences then answer the questions that follow.

1. The time is late. You have to begin now.

Replace the underlined word with a suitable collocation. \_\_\_\_\_.

2. Students usually do subjects when they have exams.

What does the underlined collocation mean? \_\_\_\_\_.

3. Businessmen usually make deals successfully.

Replace the underlined wrongly used verb with the correct one to complete the collocation. \_\_\_\_\_.

4. The exercise she made was great.

Replace the underlined wrongly used verb with the correct one that suits the collocation given. \_\_\_\_\_.

### 4. Choose the best answer of those A ,B ,C to complete each of the following sentences.

1. It's important for a businessman to arrive early before he starts to \_\_\_\_\_.

**A. do deals**                      **B. do exercises**                      **C. do subjects**

2. All students have started to \_\_\_\_\_ with the teacher so as to get high grades.

**A. make decisions**              **B. make revisions**                      **C. make progress**

3. Playing a sort of sport is helpful in order to help you to \_\_\_\_\_.

**A. give a talk**                      **B. take a break**                      **C. keep fit**

4. If you want to \_\_\_\_\_, you could be in need to improve all of your skills.

**A. make a progress**              **B. make a decision**                      **C. make a start**

## The teacher : Wa'el Mohammad Nsairat ( WM)

5. Students have to \_\_\_\_\_ so as to help them make a start in their studies.

A. do a deal

B. make a start

C. draw up a timetable.

### Text A

No, it's never too late to start revising! The first thing I would do is to draw up a revision timetable. Look at all the **subjects you** have to do, and work out when **you** are going to work on each **one**. It's a good idea to change the order of the subjects in your timetable for each day. Try doing a little English, followed by some Maths, then Biology, and so on. This way, by changing the focus of your revision, **you** keep **your** mind fresh.

The earlier **you** start in the morning, the more beneficial **your** revision will be, because that's when **you** feel most awake and **your memory** is at **its** best. I'd also recommend studying for 30-minute periods, and then taking a break.

1. When you draw up a time table, the first thing you should do is to \_\_\_\_\_.

A. Change the order of the subjects

B. Change the focus of your revision

C. Look at the subject and decide the time of doing each one.

2. \_\_\_\_\_ will help you to keep your mind fresh.

A. Changing the order of the subjects daily

B. Doing a little English daily.

C. Changing the focus of your revision.

## The teacher : Wa'el Mohammad Nsairat ( WM)

3. Your revision is more beneficial as your memory is at its best because \_\_\_\_\_.

- A. You start early in the morning in your study
- B. You take breaks
- C. You study for 30-minute periods.

4. When you take breaks after 30-minute periods of study is highly \_\_\_\_\_.

- A. Recommended
- B. Said
- C. Changed.

5. The collocation that means ( writing a schedule for your revision) is to \_\_\_\_\_.

- A. Feel a wake
- B. Draw a time table
- C. Take a break.

It's been proved that concentration starts to decrease after half an hour, so frequent breaks will help the brain to recover and concentration to return. By **a break**, I mean any change of activity from studying. **It** could be something as simple as just getting up from **your** desk and listening to some music, or walking around for ten minutes.

*Physical activity is very important, of course, especially when **you** are studying.*

*Exercise will make a huge difference to the way **you** feel. **The physical activity** will increase your heart rate and, in turn, that will increase **your** blood circulation. **It** also*

**sends more oxygen to the brain, which** makes **you** revise more efficiently! Nutrition is very important. **You** should try to eat as much fresh fruit and vegetables as **you** can.

It's essential not to become dehydrated, so drink lots of water.

The teacher : Wa'el Mohammad Nsairat ( WM)

6. A break can help the brain to \_\_\_\_\_.

- A. Return
- B. Recover
- C. Increase.

7. By some physical activities, \_\_\_\_\_ and blood circulation increase.

- A. Heart rate
- B. Dehydration
- C. Nutrition.

8. If you don't want to become dehydrated, \_\_\_\_\_.

- A. Eat fruits and vegetables
- B. Drink water
- C. Revise efficiently.

9. Walking around for 10 minutes is a sort of \_\_\_\_\_.

- A. A break
- B. Dehydration
- C. Nutrition.

10. The collocation that means (to change in a high level) is \_\_\_\_\_.

- A. Make a huge difference
- B. Get up
- C. Walk around.

11. Drinking lots of water is important for \_\_\_\_\_.

- A. Getting dehydrated
- B. Not getting dehydrated
- C. Getting less oxygen.

## Learning a foreign language

Words	Meanings	المعاني
Utterance	Something that is said.	اسلوب التعبير
Simulator	A device that simulates specific things.	جهاز محاكاة
Multitask	Do several things at once.	متعدد المهام
Multilingual	Use several languages.	متعدد اللغات
Stand out (phrasal verb)	Be much better.	يتحسن
<b>Collocation</b>		
Do better	يتحسن	

### 1.Circle the correct words between those in brackets.

1. Linguistics is the field of learning the language vocabulary and grammar in addition to how the \_\_\_\_\_ of words is produced.

- A. Utterance
- B. System
- C. Multilingual.

2. If you want to \_\_\_\_\_ from the crowd, do it in the right way.

- A. Stand out
- B. Do better
- C. Carry out.

3. \_\_\_\_\_ is the device that simulates specific things.

- A. Language
- B. Simulator
- C. Mother tongue

4. If you can do many things at the same time, so you are well-organized and a \_\_\_\_\_ worker.

- A. Multilingual
- B. Multitask
- C. Problem-solving

5. By learning a foreign language, your memory will be refreshed and you \_\_\_\_\_ in other skills.

- A. Do better
- B. Simulate
- C. Utter.

## The teacher : Wa'el Mohammad Nsairat ( WM)

### Text B

Speaking a foreign language, it is claimed, improves the functionality of **your** brain in several different ways. Learning new vocabulary and grammar rules provides the brain with **beneficial 'exercise', which** improves memory. As well as exercising the brain, it is thought that learning a new language also presents the brain with unique challenges. These include recognizing different language systems and ways to communicate within these systems. These skills improve **your** chances of success in other problem-solving tasks as well. It is said that **students who** study foreign languages do better, on the whole, in general tests in Maths, reading and vocabulary than **students who** have only mastered **their** mother tongue.

1. Learning new vocabulary and grammar provides the brain with good exercise to \_\_\_\_\_.

- A. Speak a language
- B. Improve memory
- C. Communicate with other societies.

2. Recognising different language systems is a \_\_\_\_\_ that the brain exercises when learning a language.

- A. Skill
- B. Challenge
- C. Task.

3. Students do better in maths when they \_\_\_\_\_.

- A. Improve their memory system
- B. Communicate
- C. Study foreign languages.

## The teacher : Wa'el Mohammad Nsairat ( WM)

4. When studying foreign languages, learning new vocabulary and grammar, students \_\_\_\_\_.

- A. Don't do better in reading skills
- B. Master their mother tongue
- C. Succeed in maths only.

5. The collocation that means the same as (stand out) is \_\_\_\_\_.

- A. Do better
- B. Mother tongue
- C. Improve memory.

According to a study carried out by Pennsylvania State University, USA, **multilingual people** are able to switch between two systems of speech, writing, and structure quite easily. It has been proved that **they** are also able to switch easily between completely different tasks. One experiment required participants to operate a driving simulator while carrying out separate tasks at the same time. The experiment showed that multilingual participants were less distracted by the other tasks and therefore made fewer driving errors. It is believed that language learning can also improve your decision-making skills.

6. Multilingual can switch between language systems \_\_\_\_\_.

- A. Hard
- B. Easily
- C. Slowly.

## The teacher : Wa'el Mohammad Nsairat ( WM)

7. It has \_\_\_\_\_ been proved for multilingual people to use different tasks.

- A. Completely
- B. Not actually
- C. Never.

8. Learning a language is believed to \_\_\_\_\_.

- A. Cause more driving errors
- B. distraction with other tasks
- C. Develop the skills of making decisions.

When **you** speak a foreign language, **you** are constantly weighing up subtle differences in meaning of a word or the way that an utterance is made. This process is then transferred subconsciously to **other situations** in **which** judgment is called for, and decisions have to be made. Finally, learning a foreign language can also improve **your** ability to use **your** mother tongue more effectively. As **you** become more aware of **the way that** a language works, **you** begin to apply **it** to **the language that** you use every day. The skills **you** obtain from learning a foreign language, therefore, can make **you** a better speaker and writer in **your** own language.

9. The mother tongue is used \_\_\_\_\_ when learning a foreign language.

- A. More effectively
- B. Less effectively
- C. Subconsciously.

10. The word that means (something is said) is: \_\_\_\_\_.

- A. Judgment
- B. Utterance
- C. Speaker.

## The teacher : Wa'el Mohammad Nsairat ( WM)

### Education in Jordan

Words	Meanings	المعاني	
Degree	A qualification that is given after completing a course.	درجة علمية	
Diploma	A document to show that somebody completed a course.	الدبلوم	
B A	البكالوريوس		
Master's degree	A period of time taking place after BA.	الماجستير	
PHD	Doctorate, the highest university degree.	الدكتوراة	
Enroll	Arrange to join university or school.	يسجل بجامعة	
Online distance learning	A learning system designed to be done remotely.	التعلم عن بعد	
Public university	A university funded and operated by the government.	جامعة حكومية	
Private university	A university funded by private businesses.	جامعة خاصة	
<b>Opposites</b>			
Words	Meanings	Opposites	Meanings
Under graduated	Someone who hasn't completed the first degree على مقاعد الدراسة	Post gradated	Someone who has finished the first degree بعد الدراسة

### 1. Complete the following sentences with collocations from the box.

**academic undergraduate post graduate vocational degree**

- 1 After Nasser completes his first degree, he's hoping to do a \_\_\_\_\_ degree.
- 2 Mariam is an excellent student. She gets top marks in \_\_\_\_\_ subjects like History, Arabic and Maths.
- 3 My brother has just left school. Now he's a university \_\_\_\_\_.
- 4 My cousin is an electrician. Instead of going to university, he did a \_\_\_\_\_ course at a local training college.

## The teacher : Wa'el Mohammad Nsairat ( WM)

### Text C

Our country has a high standard of education. This is mainly due to the fact that the government considers education a necessity. All schools, from kindergarten to secondary, are the responsibility of the Ministry of Education (MOE). Pre-school and kindergarten education is optional, followed by ten years of free, compulsory education. For higher education, students enter university, either for academic or vocational courses. Students can attend one of ten public universities, or one of nineteen private universities. A large number of Jordanian students choose to study at these institutions, as well as foreign students from all over the world. These are undergraduates studying for a first degree, or postgraduates studying for a Master's degree, a PhD or a higher diploma.

1. Jordan is a highly-classified country concerning education because of \_\_\_\_\_.

- A. The care of government on education
- B. The optional secondary education
- C. The compulsory education for the first 10 years of learning.

2. In higher education, students go on to \_\_\_\_\_.

- A. Only private universities
- B. Only public universities
- C. Either private or public universities.

## The teacher : Wa'el Mohammad Nsairat ( WM)

3. In Jordan universities, students come to study \_\_\_\_\_
- A. Only from Jordan
  - B. Only from foreign countries
  - C. From Jordan and foreign countries.
4. Jordanian universities offer \_\_\_\_\_.
- A. Two sorts of degrees
  - B. Three sorts of degrees
  - C. Four sorts of degrees.
5. At universities, students can attend vocational and \_\_\_\_\_ courses.
- A. Academic
  - B. Postgraduate
  - C. Free.

**The three universities** with the most undergraduates are the University of Jordan in Amman, Yarmouk University in Irbid and Al Balqa Applied University in Salt. **These** are all public universities. An example of a newer university is the **German-Jordanian University in Amman**, **which** was set up in 2005 CE. **It** is collaboration between the MOHE and Germany's Federal Ministry of Education and Research, and **it** follows Germany's model of education in Applied Sciences. For **students who** wish to complete **their** university studies while working at the same time, it is also possible in some Jordanian universities to enroll onto online distance learning programmes. In the future, **this** option will become available in many other universities.

## The teacher : Wa'el Mohammad Nsairat ( WM)

6. The German – Jordanian university is different from other universities because it \_\_\_\_\_.

- A. Is public university
- B. Offers ph D degrees
- C. Has online distance learning system.

7. If someone wants to study on a non-free-paying university, he or she can go to a \_\_\_\_\_.

- A. Public university
- B. Private university
- C. Online-distance learning university.

8. The German – Jordanian university is under the responsibility of \_\_\_\_\_.

- A. MOHE
- B. Germany's ministry of education
- C. A+B.

9. The word \_\_\_\_\_ means (arrange to join university or school).

- A. Enroll
- B. Collaborate
- C. Complete.

10. The German – Jordanian university is attended by students who \_\_\_\_\_ in the online distance learning program.

- A. Work and want to study
- B. Are from Germany not Jordan
- C. Are from Jordan not Germany.

## The teacher : Wa'el Mohammad Nsairat ( WM)

Words	Meanings	المعاني
Drop	Stop studying a subject.	يسقط مادة
Immerse	Involve and spend time deeply in something.	اندماج باللغة
Tailor-made	Custom-made, fit exactly.	مخصص لیتلائم مع

### Learn English fast – the natural way

#### Text D

It is said that the best way to acquire **a language** is to immerse yourself in **it**, and that's what **we** offer at Extreme English: total immersion.

#### What exactly do you mean by 'total immersion'?

**You** will stay in **one** of our **beautiful apartments**. **You**'ll hear and speak English all day long.

**You** can either join a small group of other students of a similar level, or request a 'tailor-made' course. For example, **you** may require a course in academic English to prepare **you** for undergraduate or postgraduate studies, or a vocational course to help **you** with **your** career.

Either way, **you** will live and work together as a family.

1. In total immersion, you will \_\_\_\_\_.

- A. Speak and hear in both Arabic and English
- B. Use only English when hearing and speaking
- C. Never use English in speaking.

## The teacher : Wa'el Mohammad Nsairat ( WM)

2. The academic course of English prepares you for \_\_\_\_\_.

- A. A good career
- B. Work with others as family
- C. Under and past graduate studies.

3. Living with others in an apartment will help you in \_\_\_\_\_.

- A. Using the language all the day long
- B. Taking undergraduate studies
- C. Living as a family

4. The phrase that means (fit exactly) is \_\_\_\_\_.

- A. Total immersion
- B. Tailor-made
- C. Extreme English.

5. \_\_\_\_\_ is the opposite of (postgraduate).

- A. Academic
- B. Vocational
- C. Undergraduate.

### What will I be doing?

In the mornings, after breakfast, **one** or more of **our** trained and experienced teachers will arrive, and **you** will have three hours of intensive tuition. Then, after enjoying lunch together around the table, **you**'ll visit local places of interest, go shopping, take part in sports, etc. In the evenings, there will be a choice of cultural activities, for example the theatre or a concert, or **you** may prefer to relax at home and chat (in English, naturally!). Whatever **you** do, **your** teachers will be with **you**, acting as guides, tutors and friends.

## The teacher : Wa'el Mohammad Nsairat ( WM)

### How long are the courses?

Some people just come for a week, and they are usually amazed by how much progress they make in such a short time. Others come for two, three, even four weeks.

It's up to you. You can be sure of one thing – we'll do our very best to give you a first-class experience and send you home thinking and dreaming in English!

6. The three-how-intensive course will be \_\_\_\_\_.

- A. After enjoying lunch together
- B. After breakfast
- C. At night.

7. Going to theatre and concerts is a(n) \_\_\_\_\_.

- A. Educational activity
- B. Cultural activity
- C. Thinking activity.

8. Teachers aren't only teachers, but also \_\_\_\_\_.

- A. Guides and friends
- B. Experienced actors
- C. Only guides.

9. In total immersion, you go back home \_\_\_\_\_.

- A. Experienced and good user of English
- B. Class-experienced, thinker and dreaming in English
- C. Not good in using English.

10. The maximum time of the courses is \_\_\_\_\_.

- A. One week
- B. Two weeks
- C. Three weeks.

The teacher : Wa'el Mohammad Nsairat ( WM)

UNIT NINE

The World of Business

# وائل نصيرات

WM



THE VISION

## The teacher : Wa'el Mohammad Nsairat ( WM)

### Doing business in China

Words	Meanings	المعاني
Negotiate	Discuss something to reach agreement.	يتفاوض
Be able to answer detailed questions	Understand complicated questions and answer them.	القدرة على التعامل مع الاسئلة الصعبة
Track – record	Failures, achievements and successes of someone.	سجل خبرات
Compromise	حل وسط	
Patient	صبور	
Prepared	جاهز	
Conflict	صراع	
Previous	السابق	

#### 1. Complete the following sentences with collocations from the box.

**negotiate , compromise , patient , prepared , previous , track record , conflict**

- 1 When you talk about business and try to do a deal, you \_\_\_\_\_.
- 2 When you are ready for something, you are \_\_\_\_\_ for it.
- 3 When you can prove that you have experience, you have a \_\_\_\_\_.
- 4 When two sides disagree and argue, there is a \_\_\_\_\_.
- 5 When each side changes their position a little so that they can agree, they have managed to \_\_\_\_\_.
- 6 When you stay calm and take your time, you are being \_\_\_\_\_.

## The teacher : Wa'el Mohammad Nsairat ( WM)

Collocations		
Do a deal	Arrange an agreement in business.	يعقد صفقة
Shake hands	Move hands in greeting.	يصافح
Make small talk	Have informal chat to start a conversation.	يحاوّر
Give a business card	Give a card that includes name and position.	يقدم كرت زيارة
Tell a joke	يخبر نكتة	
Earn respect	يحظى باحترام	
Do a business	ينشئ عملاً	
Join a company	ينضم لشركة	
Ask questions	يطرح اسئلة	
Cause offence	يسبب الفوضى	

### 2. Complete the following sentences with collocations from the box.

**make a mistake , earn respect , join the company , cause offence , ask questions , shake hands , make small talk**

1. Be very careful when you answer the questions, and try not to \_\_\_\_\_.
2. If you are polite, you won't \_\_\_\_\_ or upset anybody.
3. Before the serious discussion starts, we always \_\_\_\_\_; it's often about the weather!
4. Nasser has applied to \_\_\_\_\_ where his father works.
5. In business, when you meet someone for the first time, it's polite to \_\_\_\_\_.

## The teacher : Wa'el Mohammad Nsairat ( WM)

6. After the talk, there will be a chance for you to \_\_\_\_\_ about anything you don't understand.

7. By working hard, you will \_\_\_\_\_ of your boss.

### 3. Choose the best answer to complete each of the following sentences.

1. Before talking formally in meetings, you should \_\_\_\_\_ a small talk about the public topics like weather.

**A. Do**

**B. Make**

**C. Tell.**

2. Businessmen use formal expressions in meeting. Try not to begin your talk by \_\_\_\_\_ jokes.

**A. Making**

**B. Doing**

**C. Telling.**

3. Do you think businessmen in Jordan \_\_\_\_\_ hands ?

**A. Earn**

**B. Shake**

**C. Give.**

4. People are usually familiar with negotiations before \_\_\_\_\_ deals.

**A. Doing**

**B. Making**

**C. Having**

5. Before you do a business, send your CV and \_\_\_\_\_ a business card.

**A. Make**

**B. Give**

**C. Tell.**

## The teacher : Wa'el Mohammad Nsairat ( WM)

### Text A

#### Doing business in china

Today, we talk to **Mr Ghanem**, a businessman based in Amman **who** often visits China.

We asked **him** when **he** first started doing business with China.

'I've been doing business with **China** for many years. **My first trip there** was in 2004

CE, and **it** was not very successful.'

**Why was it not successful?**

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

was still quite young. If only the company had realized that the Chinese respect age

and experience more than youth!'

1. Mr Ghanem visits china to \_\_\_\_\_ there.

A. Live

B. Do business

C. Work

## The teacher : Wa'el Mohammad Nsairat ( WM)

2. Chinese people respect \_\_\_\_\_.

A. Age more than experience

B. Youth more than age

C. Age and experience more than youth.

3. His visit wasn't successful in 2004 CE because \_\_\_\_\_.

A. He wasn't successful

B. He was still young

C. He had experience.

4. Mr Ghanem regrets \_\_\_\_\_.

A. Working with a small company

B. He wasn't young

C. He was young and not expert.

Did you make any mistakes on that visit?

'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 a 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.'

## The teacher : Wa'el Mohammad Nsairat ( WM)

When did you learn how to be successful in China?

'I joined a larger company and they sent me on a cultural awareness course. On my next visit to China, it felt as if I hadn't known anything on my first visit!'

What advice can you give to people wanting to do business in China?

'Before I visit a company, I send recommendations from previous clients. I also send my business card with my job position and qualifications translated into Chinese.'

5. The word (country) in line one refers to \_\_\_\_\_.

- A. Jordan
- B. China
- C. Jordan and china.

6. Mr Ghanem visited china and wishes he \_\_\_\_\_.

- A. Hadn't researched their culture
- B. Had researched their culture
- C. Hadn't been successful.

7. The reason why Mr Ghanem didn't talk about the company's track-record is that \_\_\_\_\_.

- A. The company is not that successful
- B. The company is not new
- C. The company is new.

## The teacher : Wa'el Mohammad Nsairat ( WM)

8. Working with a large company and \_\_\_\_\_ made the visit successful.

A. Having cultural courses

B. Doing more buisness

C. Talking about track records.

Can you tell us about your last meeting in China?

'Of course! I arrived on time. You must not arrive late, as this shows disrespect. Then, when I met the company director, I shook hands with him gently. I began the meeting by making small talk about my interesting experiences in China. During the meeting, I made sure that my voice and body language were calm and controlled. I never told a joke, as this may not be translated correctly or could cause offence.'

Was it a successful meeting?

'Yes, it was. I knew that the director had researched my business thoroughly before the meeting, so I was prepared for his detailed questions. When I began negotiating, I started with the important issues. The Chinese believe in avoiding conflict. It is always important to be patient. I was prepared to compromise, so in the end, the meeting was successful.

10. Name three steps in the procedure Mr.Ghanem followed before his last meeting to China?

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## The teacher : Wa'el Mohammad Nsairat ( WM)

11. Write down the sentence which indicates that the Chinese avoid having arguments in meetings.

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12. Give a reason for each of the followings:

a. not arriving late to meetings with the Chinese: \_\_\_\_\_.

b. not telling jokes in meetings : \_\_\_\_\_



## The teacher : Wa'el Mohammad Nsairat ( WM)

### How to make a sales pitch?

Words	Meanings	المعاني
Package holiday	Organized trip including travel and accommodation.	رحلة منظمة تشمل المواصلات والسكن
Department store	A large shop that sells things.	سوق جملة
Age group	People of similar age.	فئة عمرية
Target market	Possible customers.	السوق الهدف

Collocations		
<b>Make</b>		
Make a sales pitch	Make promises in a presentation to persuade someone to buy something.	يكفل منتج
Make perfect	يتمم - يجعله مثاليا	
Make change	يغير	
Make eye contact	يتواصل بالعين	
<b>Do</b>		
Do research	يجري بحثا	
<b>Phrasal verbs</b>		
Come away	ينهرب	
Hand out	يوزع	
Put off	يؤخر	
Start out	يبدأ	
Look round	يلتفت حوله	

## The teacher : Wa'el Mohammad Nsairat ( WM)

### 1. Choose the best answer of those A, B or C to complete the following sentences.

1. Some students are in need to \_\_\_\_\_ research in order to be experts.

**A. Make**

**B. Do**

**C. Have.**

2. Teachers \_\_\_\_\_ with their students to communicate with them.

**A. Make change**

**B. Make perfect**

**C. Make eye contact.**

3. When you travel abroad, it's better to have a \_\_\_\_\_.

**A. Target market**

**B. Package holiday**

**C. Department store.**

4. The word \_\_\_\_\_ means people of a similar age.

**A. Target market**

**B. Age group**

**C. Department store.**

5. People sometimes have to make change on their social habits.

The underlined phrase means:

**A. Make promises**

**B. Make ideal**

**C. Alter.**

## The teacher : Wa'el Mohammad Nsairat ( WM)

### Text B

#### Business -today/sales/how-to-make-a-sales-pitch?

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 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 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!

## The teacher : Wa'el Mohammad Nsairat ( WM)

1. How to make a sales pitch is helpful in \_\_\_\_\_.

A. Travelling in a new kind of package holiday

B. Selling a new type of tooth paste

C. Knowing the target market

D. A+B

2. The target market means \_\_\_\_\_.

A. When the product was produced

B. The age group or income of people

C. When the product was developed.

3. The word "competition" is supposed to mean \_\_\_\_\_.

A. Similar products in the market

B. The needs of people you are talking to

C. A department store in your neighborhood.

4. The best way to believe in what you are selling is by \_\_\_\_\_.

A. Using it

B. Talking about it

C. Making your product perfect.

### 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 memorize **it** ?Whatever **you** decide, **it** is

## The teacher : Wa'el Mohammad Nsairat ( WM)

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 colleagues. Make changes and practice it again.

5. You can make changes to your presentation by \_\_\_\_\_.

- A. Planning it
- B. Practising it
- C. Memorizing it.

6. It is \_\_\_\_\_ to have a list of your main points.

- A. Not a good idea
- B. A good idea
- C. Not possible.

7. You simply freeze with nerves when \_\_\_\_\_.

- A. Something interrupts you
- B. You make changes to your presentation
- C. You practice your presentation.

### 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,

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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!

8. Your presentation must be \_\_\_\_\_.

- A. Long and difficult
- B. Short and simple
- C. Clear and difficult.

9. When you speaks to your audience, remember to speak \_\_\_\_\_.

- A. Slowly and clearly
- B. Fast and friendly
- C. Slowly and friendly.

10. While talking to your audience, it's a good idea to \_\_\_\_\_.

- A. Get nervous
- B. Make eye contact

3. Thank them all the time.

11. When you don't know the answer to any question , \_\_\_\_\_.

- A. Promise to find it only
- B. Promise to find it and do it
- C. Move to another question.

12. The writer wishes he \_\_\_\_\_.

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- A. He had known all about this
- B. He hadn't known all about this
- C. He knows all about this.



## The teacher : Wa'el Mohammad Nsairat ( WM)

Our country's imports and exports.

Words	Meanings	المعاني
Agreement	Arrangement or promise to do something.	اتفاقية
Dominate	To be the most important feature to do something.	يسيطر
Exports	Goods sold to other countries.	صادرات
Extraction	Removing or obtaining something of something else.	استخلاص
Gross domestic products	The value of the output regarding goods and services.	قيمة الصادرات
Imports	Goods bought from other countries.	واردات
Reserve	Something set aside for future use.	مخزون
Fertilizer	A substance added to the land to make crops grow.	أسمدة
Knitwear	Clothes made from wool.	ملابس صوفية
Minerals	<ul style="list-style-type: none"> <li>• A substance found naturally in earth.</li> <li>• A substance that is present in some foods and good for health.</li> </ul>	معادن املاح معدنية
Pharmaceuticals	Companies which produce drugs and medicines.	شركات ادوية
Corporate	A group of companies working as one organization.	مجموعة شركات
Goods	Things that are produced to be sold.	بضاعة
Docks		رصيف التحميل
Cargo ships		سفن الشحن
Containers		الحاويات
Oil		النفط
Gas		الغاز
Vegetables		خضراوات

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Opposites	
Imports	Exports

### 1. Choose the best answer of those A, B or C to complete the following sentences.

1. After a long conflict, the members managed to have \_\_\_\_\_.

**A. Exports**

**B. Agreement**

**C. Goods.**

2. The word \_\_\_\_\_ means "clothes made from wool".

**A. Fertilizers**

**B. Knitwear**

**C. Extraction**

3. The \_\_\_\_\_ of minerals from the dead sea is an important industry.

**A. Containers**

**B. Extraction**

**C. Imports.**

4. The government has to save more \_\_\_\_\_ out of the industry of food for future use.

**A. Minerals**

**B. Reserve**

**C. Fertilizers.**

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5. Potash is used in the industry of \_\_\_\_\_.

**A. Fertilizers**

**B. Foods**

**C. Knitwear.**

### Text C

In this report, we will look 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** minerals is **one** of the largest in the world. Not surprisingly, two of Jordan's largest exports are chemicals and fertilizers. Pharmaceuticals and other industries represent 30% of Jordan's Gross Domestic Product (GDP), and 75% of Jordan's pharmaceuticals are exported. However, the majority (65%) of the economy is dominated by services, mostly travel and tourism. Most of Jordan's exports go to Iraq, the USA, India and Saudi Arabia.

1. This article looks at \_\_\_\_\_.

**A. Exports and imports of Jordan**

**B. The extraction of minerals**

**C. The chemicals and fertilizers.**

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2. The industry of extracting minerals in Jordan is the \_\_\_\_\_.

- A. Smallest in the world
- B. Largest in the world
- C. Least important in the world.

3. Chemicals and fertilizers are \_\_\_\_\_.

- A. The largest exports of the country
- B. The largest imports of the country
- C. The least important trade of the country.

4. Pharmaceuticals present only a \_\_\_\_\_ of the GDP.

- A. One third
- B. Two thirds
- C. Quarter.

5. The majority of the economy is dominated by \_\_\_\_\_.

- A. Travel
- B. Tourism
- C. Travel and tourism.

6. The underlined pronoun (one) refers to \_\_\_\_\_.

- A. Extraction industry
- B. Minerals
- C. Exports.

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Now let's look at imports. Unlike some other countries in the Middle East, Jordan does **not have large oil or gas reserves**. For **that** reason, **Jordan** has to import oil and gas for **its** energy needs. **Its** other main imports are cars, medicines and wheat. In 2013 CE, **23.6% of Jordan's imports were from Saudi Arabia**. **This** was followed by the EU, with 17.6% of **its** imports. Other imports have come from China and the United States. **Jordan** has more free trade agreements than any other Arab country, and **it** trades freely with many countries, including the USA, Canada and Malaysia. Which other areas are important for Jordan's trade? **Jordan** first signed a trade agreement with the EU in 1997 CE. **It** signed a free trade agreement with Egypt, Morocco and Tunisia in 2004 CE. In 2011 CE, another trade agreement was made with the EU, Egypt, Morocco and Tunisia. Trade with the EU and North Africa in particular is likely to grow.

7. Jordan doesn't have large oil or gas reserves which means \_\_\_\_\_.

- A. It's like other middle east countries
- B. It's unlike other middle east countries
- C. It's similar to other middle east countries.

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8. Jordan has to import oil and gas for its \_\_\_\_\_.

- A. Industries
- B. Companies
- C. Energy needs.

9. A quarter of Jordan imports comes from \_\_\_\_\_.

- A. The USA
- B. China
- C. Saudia Arabia

10. Trade agreements in Jordan are \_\_\_\_\_.

- A. More than other countries
- B. Less than other countries
- C. The same as other countries.

11. Some trade agreements are likely to grow especially with \_\_\_\_\_.

- A. Iraq and EU
- B. EU and North Africa
- C. North Africa and Iraq.

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Unit Ten

Career Choices

# وائل نصيرات

WM



THE VISION

The teacher : Wa'el Mohammad Nsairat ( WM)

## My job as an interpreter

Words	Meanings	المعاني
Headphones	Equipment you wear to listen through.	سماعات اذن
Interpreter	A translator of spoken words.	مترجم فوري
Regional	Relating to a particular region.	محلي
Rewarding	Giving personal satisfaction.	مفيد
Secure	Safe, free from danger.	امن
Seminar	A class of a particular subject.	محاضرة
Translation	Translating written words.	ترجمة ورقية
Satisfaction	قناعة	
Successful	ناجح	
Responsible	مسؤول	
Agreement	اتفاقية	
Meeting	اجتماع	
Work	عمل	
Job	وظيفة	
<b>Collocations</b>		
<u>Take</u> a course	يلتحق بدورة	
<u>Get</u> a job	يحصل على وظيفة	

## The teacher : Wa'el Mohammad Nsairat ( WM)

### 1. Complete the following sentences with words from the box.

career headphones interpret seminar regional rewarding translation

- 1 Please listen to the music through \_\_\_\_\_ , so that you don't disturb anybody.
- 2 I have just read a \_\_\_\_\_ of a book by a Japanese author.
- 3 In the UK, there is a central government, but there are also \_\_\_\_\_ councils around the country.
- 4 My uncle is fluent in several languages. He is often able to \_\_\_\_\_ for us during conversations with foreigners.
- 5 Nada made a successful presentation at a \_\_\_\_\_ in Irbid last month.
- 6 Doing volunteer work can be a very \_\_\_\_\_ experience.

### 2. Circle the correct words between those in bold.

- 1 Ali is thinking of **having** / **taking** a course in Agriculture.
- 2 I get a feeling of **satisfaction** / **secure** after a hard day's work.
- 3 Make sure your online passwords are **secure** / **rewarding**.
- 4 In order to work in finance, you need to be a very **successful** / **responsible** person.
- 5 My friend has just got a **job** / **work** at our local bank.
- 6 After a long **agreement** / **meeting**, we managed to do a deal.

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### Text A

**My** name is **Fatima Musa** and **I** have worked as an interpreter for five years. **Many students** have emailed **me** about **my** work because **they** want to know what it would be like to do my job. So here is **my** reply. **I** have always been fond of languages. **My father** worked in many different countries when **I** was young and **we** usually travelled with **him**. When **we** visited a country, **I** always wanted to learn the language. At school **I** was very good at English. Therefore, **I** decided on a career as an interpreter. **My** job now involves going to important conferences and seminars around the world. When a person speaks in English at a conference, **I** listen to what **they** say through headphones. **I** then translate into Arabic while the speaker is talking. **I** give the translation through headphones to other people at the meeting. This means that anyone in the room who speaks Arabic can understand what people are saying.

1. Many students e-mailed Fatima Musa because they \_\_\_\_\_.

- A. Like interpretation
- B. Enjoy interpretation
- C. Want to know about her work as interpreter.

## The teacher : Wa'el Mohammad Nsairat ( WM)

2. Fatima Musa \_\_\_\_\_.

- A. Always liked languages
- B. Always didn't like languages
- C. Sometimes liked languages.

3. Fatima Musa liked to study interpretation because \_\_\_\_\_.

- A. Her father liked travelling
- B. She liked travelling
- C. She was good at English when she was at school.

4. The job of interpreter involves going to \_\_\_\_\_.

- A. Only conferences
- B. Only seminars
- C. Conferences and seminars.

5. Fatima uses headphones to translate things to Arabic \_\_\_\_\_.

- A. After the speaker is talking
- B. Before the speaker is talking
- C. While the speaker is talking

6. The word that means "a class of a particular subject" is \_\_\_\_\_.

- A. Headphones
- B. Seminar

Is **it** an easy job? Not at all. English is not the same in all English-speaking countries.

For example, the English words that are used in India are sometimes different to the words that people use in the UK, the USA or Australia. As well as knowing regional English, **you** also need to know a lot of specialist language. Some of the words that are used to talk about business, science or law, for example, make it almost different .

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7. The pronoun (**it**) refers to \_\_\_\_\_.

- A. Fatima Musa
- B. Interpretation
- C. English.

8. You have to know regional as well as \_\_\_\_\_ English language to talk about business, science or law

- A. Easy
- B. Difficult
- C. Specialist.

9. What makes the language different is \_\_\_\_\_.

- A. Words that are used in business, science or law.
- B. Words in India
- C. Words in the UK.

10. The word that means "relating to a particular region" is \_\_\_\_\_.

- A. Regional
- B. Specialist
- C. Different.

Unless **you** have a language degree, **you** will not be able to become an interpreter.

Provided that **you** have a postgraduate qualification, **you** will probably get a job as an interpreter quite quickly. If **you** get an interview for a job, **you** will need to show that **you** have good listening skills and a clear speaking voice. **You** will also need to show that **you** can think quickly and that **you** are able to concentrate for long periods of time.

## The teacher : Wa'el Mohammad Nsairat ( WM)

11. You won't be able to become an interpreter \_\_\_\_\_.
- A. If you have a language degree
  - B. If you have an interpretation degree
  - C. Unless you have a language degree.
12. When you have a post graduate qualification you may \_\_\_\_\_ quickly.
- A. Get a job
  - B. Take a course
  - C. Get an interview
13. In an interview, need to \_\_\_\_\_.
- A. Only show good listening skills
  - B. Only have a clear- speaking voice
  - C. A+B
14. Being able to concentrate and thinking quickly \_\_\_\_\_.
- A. Are necessary for interviews
  - B. Are not important for interviews
  - C. Are not good to become an interpreter.

If **you** are successful, **it** is a secure 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.

15. Interpretation is a secure and rewarding job if \_\_\_\_\_.
- A. You are successful
  - B. You aren't successful
  - C. You are not concentrating.

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16. Travelling a lot is a problem \_\_\_\_\_.

A. If you enjoy travelling

B. If you don't enjoy travelling

C. When you enjoy travelling.

17. Interpretation is a responsible job.

A. True B. False

18. When people don't understand you, you get the feeling of satisfaction.

A. True B. False



## The teacher : Wa'el Mohammad Nsairat ( WM)

### Letters of application

Words	Meanings	المعاني
Attribute	A good quality or feature.	ميزة
Ambitious	Having strong desire for success.	طموح
Adaptable	Able to adapt to new conditions.	متكيف
Curriculum vitae	Written description on all details sent to employers.	سيرة ذاتية
Competent	Having enough skill or knowledge to do something.	كفو
Conscientious	Showing care or attention to do something.	مهتم ب
Enthusiastic	Showing interest or excitement.	متحمس
Keen	Having eagerness or interest.	مهتم ب
Reference	A person who provides information about.	مرجع
Work experience	A period of time someone spends working at a job.	خبرة
Qualifications	مؤهلات	
Achievements	انجازات	
Contact details	تفاصيل شخصية	
Personal attributes	مميزات شخصية	
Training	تدريب	

### 1. Choose the best answers of A, B or C to complete the following sentences.

1. Having many \_\_\_\_\_ is important in your CV.

- A. Adaptable
- B. Attributes
- C. Conscientious.

## The teacher : Wa'el Mohammad Nsairat ( WM)

2. If you are \_\_\_\_\_ to know about the job, call the manager.

**A. Adaptable**

**B. Conscientious**

**C. Reference.**

3. Your CV must be ended with a \_\_\_\_\_ and his/her contact Number.

**A. Work experience**

**B. Reference**

**C. Competent.**

4. Some people are \_\_\_\_\_ on knowing all about job skills.

**A. Ambitions**

**B. Adaptable**

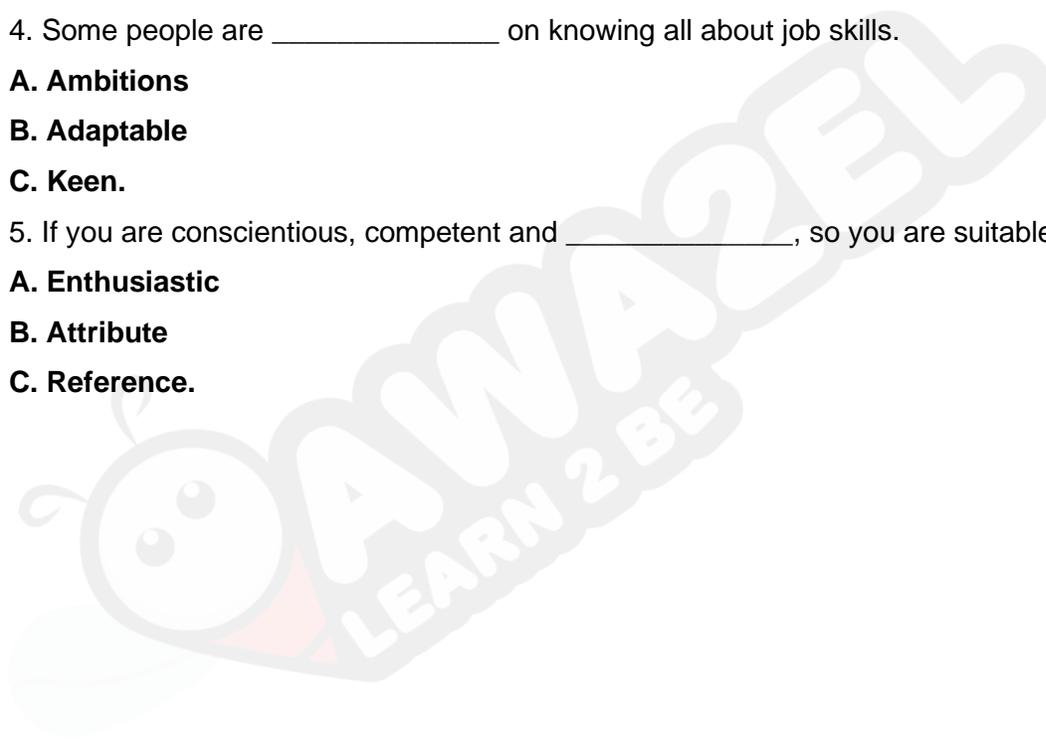
**C. Keen.**

5. If you are conscientious, competent and \_\_\_\_\_, so you are suitable.

**A. Enthusiastic**

**B. Attribute**

**C. Reference.**



## The teacher : Wa'el Mohammad Nsairat ( WM)

Prepositions	
Work	as
Decide	on
Ask	about
Talk	
Translate	into
Good	at

### 2. Complete the sentences with the correct prepositions from the box.

about (x2)

as

at

in

into

on

- 1 Would you like to work \_\_\_\_\_ a teacher in a big school?
- 2 We need to decide \_\_\_\_\_ a place to meet.
- 3 Can you translate this Arabic \_\_\_\_\_ English for me, please?
- 4 I'd like to talk \_\_\_\_\_ the film I've just seen; it was brilliant!
- 5 The teacher asked us \_\_\_\_\_ our favourite books.
- 6 My sister is really good \_\_\_\_\_ drawing and painting.

## The teacher : Wa'el Mohammad Nsairat ( WM)

### Text B

Dear Sir/Madam,

I would like to apply for the position of researcher at **your** pharmaceutical company. As can be seen from the enclosed curriculum vitae, that I have a degree in Chemistry. Furthermore, I have worked as a shop assistant at **a chemist's**, so I know a lot about **this** industry. I also have a qualification in Journalism and have worked previously for a scientific journal. I have excellent research skills. In **my** spare time, I help **elderly people**, and I can see **the difference that** medicines can make to **their** lives. I am very keen to join **a company that** can really help people. I look forward to hearing from **you** concerning the next stage of **my** application.

**Yours** faithfully,

Tareq Hakim.

1. Tareq Hakim is applying for the job of \_\_\_\_\_.  
A. A researcher                      B. Shop assistant                      C. Journalist.
2. Tareq Hakim has a (n) \_\_\_\_\_ of chemistry.  
A. Qualification degree              B. Experience                      C. Attribute.
3. Tareq Hakim enjoys to join a company that \_\_\_\_\_.  
A. Produces journals                  B. Produces pharmaceuticals C. Helps the elderly people.
4. The word (industry) refers to \_\_\_\_\_.  
A. Researcher                      B. Shop assistant                      C. Chemist's.
5. The word that means "written descriptive of your details" is \_\_\_\_\_.  
A. Researcher                      B. Pharmaceutical                      C. Curriculum vitae.

## The teacher : Wa'el Mohammad Nsairat ( WM)

Text C

Dear Mr Rahhal,

I am very interested in the position of researcher at your pharmaceutical company. You will see from the enclosed curriculum vitae that I have worked in sales for a large pharmaceutical company for many years. I have been very successful in this job and I was salesperson of the Year in 2013 CE. I would now like a new challenge and would be interested in moving into research. I have a degree in Physics. I am a competent and adaptable worker and I believe that I can be successful in any position. I like reading and camping. I also like travelling. References are available on request. I look forward to hearing from you.

Yours sincerely,

- Hisham Khatib likes \_\_\_\_\_.  
A. Sales                      B. Physics                      C. Travelling.
- Hisham Khatib has a degree in \_\_\_\_\_.  
A. Pharmacy                      B. Physics                      C. Sales.
- Hisham Khatib has many \_\_\_\_\_ in reading and camping.  
A. Work experience                      B. Skills                      C. Interests.
- The references are available on \_\_\_\_\_.  
A. CV                      B. Work experience                      C. Request.
- Hisham Khatib was awarded in 2013 CE as a \_\_\_\_\_.  
A. Researcher                      B. Physician                      C. Sales person.

## The teacher : Wa'el Mohammad Nsairat ( WM)

### Doing an internship

Collocations		
<u>Do</u> internship		يتدرب
<u>Get</u> work experience		يحصل على خبرة
<u>Get</u> benefits		يستفيد
<u>Get</u> around	Overcome, find a solution.	يتغلب على
Fond of	Having affection of someone or something.	معجب ب
Full-time	Working for the whole week.	دوام كامل
Intern	Someone who works for a short time to get experience.	يتدرب
Surveyor	Someone whose job is to measure a building or an area.	مهندس مساحة
Voluntary	Done by your choice.	تطوعي
Trial period	فترة التجربة	

### 1. Choose the best answer of those A, B or C to complete the following sentences.

1. When you are responsible and adaptable, you can \_\_\_\_\_ your difficulties.

A. Get around

B. Fond of

C. Intern.

2. The word \_\_\_\_\_ means "someone who works for a short time."

A. Full-time

B. Intern

C. Surveyor.

## The teacher : Wa'el Mohammad Nsairat ( WM)

3. Both \_\_\_\_\_ and part-time jobs are good.

A. Trial period

B. Voluntary

C. Full-time.

4. When you are \_\_\_\_\_ teaching, you need some work experience.

A. Get around

B. Voluntary

C. Fond of.

5. The \_\_\_\_\_ needs to do measures of building or areas.

A. Surveyor

B. Voluntary

C. Intern.

Text D

Finding work in a crowded job market can be challenging sometimes, especially for **graduates who** do not have any work experience. Many employers are looking for people with a proven track record in a particular area of work. However, **you** need to have a job in order to **get experience**. Doing an internship is a good way to get around **this** problem. **Internships** provide work experience for university students, graduates and people considering career changes. Although **they** are not usually paid, interns do

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get many benefits. The most important benefit is considered to be the opportunity to get valuable work experience.

1. To find a job in crowded job market is \_\_\_\_\_.

**A. Different**

**B. Easy**

**C. Challenging.**

2. It's difficult for \_\_\_\_\_ to find a job if they don't have experience.

**A. Workers**

**B. Graduates**

**C. Undergraduates.**

3. You need to have job if you want to \_\_\_\_\_.

**A. Do internship**

**B. Get work experience**

**C. Consider career changes.**

4. The pronoun (they) refers to \_\_\_\_\_.

**A. Work experience**

**B. Internships**

**C. Benefits.**

5. The most important benefit of internships is \_\_\_\_\_.

**A. Getting more money**

**B. Getting valuable work experience**

**C. Getting a track record.**

## The teacher : Wa'el Mohammad Nsairat ( WM)

### Stepping into the business world

Words	Meanings	المعاني
Pensions	Money you save over your lifetime to pay for your old age.	توفير
Calculations	Working with numbers, Math.	حسابات
Recruiting	Finding suitable employees.	توظيف
Marketing	Finding customers, promoting your product.	تسويق
Web enquiries	Online questions.	اسئلة مباشرة

#### 1. Choose the best answer of those A, B or C to complete the following sentences.

A. Parents have to teach their children to save more \_\_\_\_\_ for their future.

A. Calculations

B. Enquiries

C. Recruiting.

2. The word that means (online questions) is \_\_\_\_\_.

A. Marketing

B. Web enquiries

C. Recruiting.

3. The process of \_\_\_\_\_ involves many tasks, such as finding suitable employees.

A. Marketing

B. Recruiting

## The teacher : Wa'el Mohammad Nsairat ( WM)

C. Calculations.

4. You need to do many \_\_\_\_\_ before you spend your money.

A. Enquiries

B. Calculations

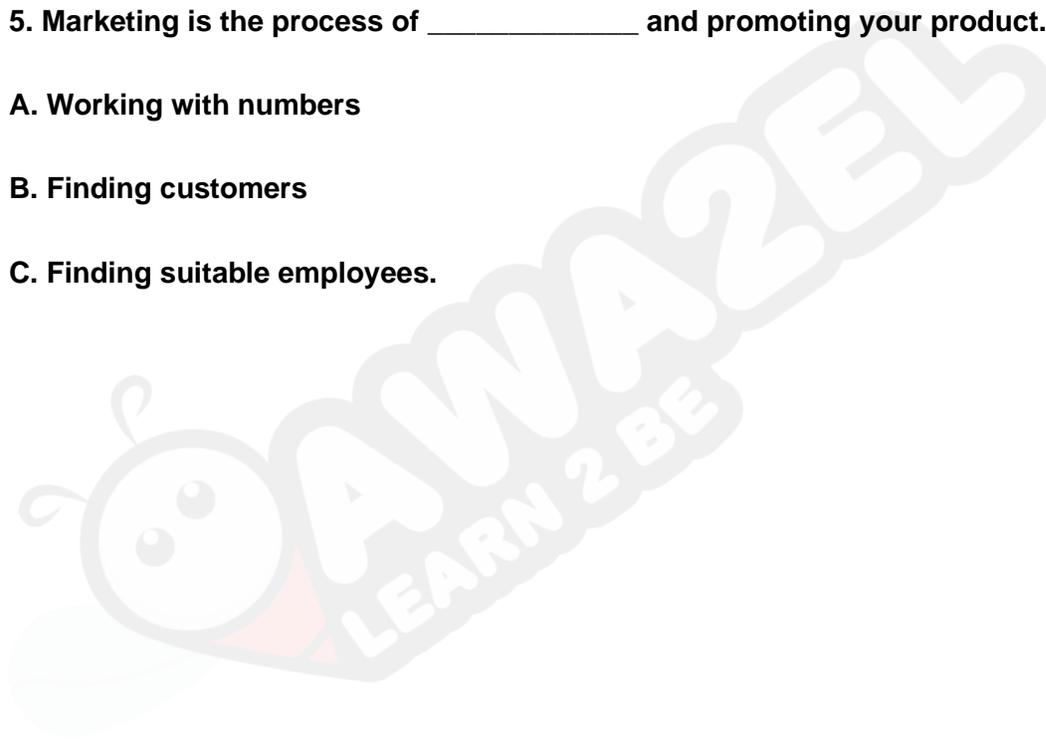
C. Recruiting.

5. Marketing is the process of \_\_\_\_\_ and promoting your product.

A. Working with numbers

B. Finding customers

C. Finding suitable employees.



## The teacher : Wa'el Mohammad Nsairat ( WM)

### Text E

Business Studies is a popular choice for students who are choosing a degree course in the UK. After graduating, some go on to further study, but most of them take up employment. Many large companies offer graduate training schemes, which are a kind of apprenticeship. We went to meet twenty-two-year-old Ricky Miles, who is about to graduate in the subject.

*How long have **you** been studying Business Studies, Ricky?*

It's a four-year course, including two periods of work experience. Each one lasted six months, but they weren't in the same year.

1. Business studies is a popular choice for \_\_\_\_\_ students.

A. After graduate      B. Undergraduate      C. Graduate.

2. \_\_\_\_\_ are a kind of apprenticeship.

A. Business studies      B. Large companies      C. Training schemes.

3. Business studies includes \_\_\_\_\_.

A. Two-year course      B. Two-period course.      C. Two-work experience.

## The teacher : Wa'el Mohammad Nsairat ( WM)

4. The word "some" refers to \_\_\_\_\_.

A. Buisness studies      B. Large companies      C. Students.

5. The pronoun (one) refers to \_\_\_\_\_.

A. Work experience

B. Period

C. Course.

What exactly have **you** studied over those four years?

Quite a lot! Math, of course, Accounting, Finance and Economics. Oh yes, Marketing and Sales, too. **I** also did a course in Management, which is about recruiting and managing staff, and how to deal with conflict, and a course in Advertising. **We** all had to do IT, too, because computer skills are essential.

What did **you** most enjoy about the degree?

The work experience, definitely. **I** learnt so much, both times, and of course **it** looks great on **my** curriculum vitae. One of the companies offered **me** paid work last summer, so **I** managed to get even more experience that way. Also, **I** wouldn't have had much money last year if **I** hadn't had that job!

## The teacher : Wa'el Mohammad Nsairat ( WM)

6. The course of management is about \_\_\_\_\_.

- A. Conflicts, staff and recruiting
- B. Finance and economics
- C. Accounting and math.

7. Students have to do it because \_\_\_\_\_.

- A. Recruiting staff is important
- B. Computer skills are important
- C. Advertising is important.

8. The work experience is important in \_\_\_\_\_.

- A. Building the CV
- B. Getting free-paid work
- C. Managing staff.

9. The word that means "finding suitable employees" is \_\_\_\_\_.

- A. Management
- B. Recruiting
- C. Finance.

10. A course in management gives you new ways in dealing with conflicts.

- A. True B. False.

## The teacher : Wa'el Mohammad Nsairat ( WM)

What kind of **company** was that, and what did **you** do there?

**It** was a company that provides financial products – savings and pensions, mostly. At first **I** just 'shadowed' **different people**, watching what **they** were doing . Then **I** did quite a lot of checking for **them** – **you** know, checking **their** calculations. When **I** went back in the summer, **I** was in the sales department. **My job** was to follow up web enquiries, and send out further information to possible clients. **I** enjoyed **it**, and **I** wouldn't have had that opportunity if **I** hadn't done the work experience first.

What are **you** planning to do next?

**I**'ve just applied for a job with a bank. **I** have the right qualifications, but **I** know there will be a lot of other applicants. **I**'ll just have to wait and see if **I** get an interview. If **I** do, **I**'ll have to prepare really carefully.

11. The pronoun (you) refers to \_\_\_\_\_.

A. Ricky miles      B. The interviewer      C. A company.

12. The company Ricky worked in provides \_\_\_\_\_.

A. Calculations      B. Sales      C. Savings and pensions.

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13. Ricky miles has recently applied for a job in a \_\_\_\_\_.

- A. Bank                      B. Computer company    C. Web-enquiries company.

14. Sending out further information to clients and \_\_\_\_\_ were Ricky miles' responsibilities

- A. Sales                      B. Banking                      C. Following up web enquiries.



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# Answers

الاجابات



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## Unit six

Page 5

Page 5 – page 24

- 1
1. developed nation
  2. compulsory
  3. optional
  4. tuition
  5. contradictory

- 2
1. A
  2. B
  3. C
  4. B
  5. A or C

Text A: The time we spend at school. Page 6- page 8

1. A
2. A
3. B
4. A
5. A
6. They achieve top marks in subjects like Maths and science and they speak at least two or three languages fluently.
7. They are given less than half an hour of homework everyday and they attend school for fewer and shorter days.
8. Fluently.

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Page 10 – page 11

1

1. law
2. linguistics
3. physics
4. history
5. banking and finance.

2

1. A
2. B
3. B
4. B
5. A.

Page 12– page 14 Text B: Space schools

1. B
2. B
3. A
4. B
5. A.
6. Astronomy and Astrophysics
7. small class tutorials with projects
8. prominent scientists and engineers
9. Maths and science
10. open many doors and lead to a variety of career opportunities

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11.

1. F

2. F

3. F

4. T.

Page 15– page 16

1

1. Tell someone about something worrying

2. Get cold feet

3. Having a head for figures

2

1. get cold feet

2. get off your chest

3. have a head for figures

4. keep your chin up

5. play it by ear

3

1. B

2. B

3. A

4. A

5. B.

Page 17– page 19: Text C: Blog post by Anita.

1. she lives in Germany and her father is from Jordan.

2. The number of International students there.

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3. They speak and understand it.

4. Most of them had studied Arabic to a high level

5. The Arabic class, in Modern standard Arabic, was challenging especially the grammar.

6. D

7. A

8. A

9. B

10. C

11.

1. T

2. T

3. F

4. T

5.T.

Page 20– page 21

1. B

2. A

3. A

4. B

5. A.

Page 21– page 24

Text D- After School

1. C

2. A

3. B

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4. B

5. C

6. C

7. B.

8. Debt and pay rent.

9. They want to move to the university of their choice, rather than the nearest one and the desire to live in a new culture.

10.\* Rooms in halls of residence\* Rent flats or houses.

11. Minority

12.

1. T

2. F

3. F.

Unit 7 Page 25– page 42

Page 26– page 29

1

1. Diet\nutrition

2. beneficial

3. dehydration

4. circulation

5. concentration

6. memory.

2

1. do exercise

2. make a start

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3. make a difference

4. take a break

5. draw up a timetable.

3

1. make a start

2. study

3. do

4. did

4

1. A

2. B or C

3. C

4. A

5. C.

Text A: How to revise for exams: page 29- page31

1. C

2. C

3. A

4. A

5. B

6. B

7. A

8. B

9. A

10. A

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11. B

Page 32

1. A

2. A

3. B

4. B

5. A.

Page 33– page 35

Text B: Learning a foreign language

1. B

2. B

3. C

4. B

5. A

6. B

7. A

8. C

9. A

10. B.

Page 36

1. postgraduate

2. academic

3. undergraduate

4. vocational

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Text C: Education in Jordan: Page 37– page 39

1. A
2. C
3. C
4. C
5. A
6. C
7. B
8. C
9. A
10. A.

Text D: Learn English fast-The natural way-Page 40– page 42

1. B
2. C
3. A
4. B
5. C
6. B
7. B
8. A
9. B
10. C

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Unit 9= Page 43– page 64

Page 44– page 46

1

1. negotiate
2. prepared
3. track-record
4. conflict
5. compromise
6. patient.

2

1. make a mistake
2. cause offence
3. make small talk
4. join the company
5. shake hands
6. ask questions
7. earn respect.

3

1. B
2. C
3. B
4. A
5. B .

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Text A: Doing business in china: page 47-page51

1. B
2. C
3. B
4. C
5. B
6. B
7. C
8. A
9. He arrived on time, he shook hands and he made a small talk about his experience.
10. The Chinese believe in avoiding conflict.
11. a. this shows disrespect.      b. may not be translated correctly.

Page 53

1. B
2. C
3. B
4. B
5. C

Text B: Business-today : page 54-page58

1. D
2. B
3. A
4. A
5. B

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6. B

7. A

8. B

9. A

10. B

11. B

12. A.

page 60-page61

1

1. B

2. B

3. B

4. B

5. A.

Text C: our country's imports and exports page 61- page 64

1. A

2. B

3. A

4. A

5. C

6. A

7. B

8. C

9. C

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10. A

11. B.

Unit 10- page 65-page87

page 67

1

1. headphones

2. translation

3. regional

4. interpret

5. seminar

6. rewarding

2

1. taking

2. satisfaction

3. secure

4. responsible

5. job

5. meeting.

Text A: My job as an interpreter- page 68-page72

1. C

2. A

3. C

4. C

5. C

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6. B

7. B

8. C

9. A

10. A

11. C

12. A

13. C

14. A

15. A

16. B

17. A

18. B.

Page 73-page 75

1

1. B

2. B

3. B

4. C

5. A

2

1. as

2. on

3. into

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4. about

5. about

6. at.

### Text B: Letters of application- page 76

1. A

2. A

3. C

4. C

5. C.

### Text C: Page 77

1. C

2. B

3. B or C

4. C

5. C.

### Page 78-79

1

1. A

2. B

3. C

4. C

5. A.

### Text D: Doing internship- page 79-page80

1. C

2. B

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3. B

4. B

5. B.

Page 81-page 82

1. D

2. B

3. B

4. B

5. B.

Text E: stepping into the world of business

Page 83-page 86

1. B

2. C

3. B

4. C

5. B

6. A

7. B

8. A

9. B

10. A

11. A

12. C

13. A

14. C.