

THE HASHEMITE KINGDOM OF JORDAN-MINISTRY OF EDUCATION
GENERAL SECONDARY CERTIFICATE EXAMINATION-2022
GENERAL ENGLISH
UNIT 9

For items (1-17) , read each sentence carefully then choose from A, B , C or D :

Don't come away from a sales pitch wishing you had been better prepared. It is essential to know everything about your product. Do you know when it was developed, and where it is produced? You also need to know who the target market is – for example, the age group or income of the people who might buy it. Not only that, you should know all about the competition – that is, similar products on the market. Why is your product superior to others and why does it have better value?

1. There are many things that you should know about your product. Choose two of them.

- a. To know everything about your product and the target market.
- b. To know when it was developed, and where it is produced.
- c. To know the age group or income of the people who might buy it.
- d. Why is your product superior to others and why does it have better value?

Plan your presentation carefully, not just what you will say, but how you will say it. Will you read it word by word, use notes or memorise it? Whatever you decide, it is always a good idea to have a list of your main points, in case something interrupts you, or you simply freeze with nerves (it happens!). Then practise it, if possible in front of colleagues. Make changes and practise it again.

2. There are two ways to plan your presentation carefully . Choose them.

- a. To read it word by word and use notes.
- b. To use notes and have a list of your main points.
- c. What you will say and how you will say it.
- d. To make changes and practice it again.

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.' '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!'

3. How did the writer learn about the Chinese culture?

- a. He had researched Chinese culture.
- b. He worked for a new company.
- c. He visited the country.
- d. He joined a larger company and they sent me on a cultural awareness course.

4. Find a phrase in the first text which means " people who are identified as possible customers " mean ?

- A). target market
- B). age group
- C) income
- D) similar products

5. Rasha couldn't find her way to the city very easily. If only she ----- a map .

- A) has
- B) have had
- C) had had
- D) had

6. I wish I had done more work for my exam . This sentence means that -----

- A) I didn't do much work for my exam.
- B) I did much work for my exam.
- C) I had done much work for my exam.
- D) I do much work for my exam .

7. Yasser has lost his wallet . The sentence that has a similar meaning to the one above is ----- .

- A) If only he had been more careful.
- B) If only he hadn't been more careful .
- C) If only he had more careful.
- D) If only he be more careful .

8. I don't know how to use this machine . The sentence above can be rewritten as ----- .

- A) If only I had known how to use this machine.
- B) If only I didn't know how to use this machine.
- C) If only know how to use this machine.
- D) If only I knew how to use this machine.

9. If only it ----- the summer holiday . (but it isn't – I am at school)

- A) is
- B) are
- C) was
- D) be

10. I stayed late at work and missed the last bus . I wish I ----- late .
 A) didn't stay B) stayed C) hadn't stayed D) had stayed
11. Huda was too busy to visit us yesterday . I wish she ----- to come .
 A) able B) has been C) is able D) had been able
12. Ibrahim was right and I was wrong . I ----- I had listened to him .
 A) only B) wish C) if D) if only
13. Do you think the wheel was the most important ----- ever -----
 A) invention / . B) invention / ? C) invention / . D) invention / ?
14. The painters ----- many fine works of art .
 A) produce B) production C) productive D) product
15. After lengthy talks , the two sides finally reached a ----- .
 A) invention B) youth C) compromise D) succeed
16. After the talk , there will be a chance for you to ----- about anything you don't understand .
 A) shake hands B) ask questions C) make a mistake D) earn respect
17. People who respect themselves quickly ----- of others .
 A) shake hands B) ask questions C) join a company D) earn the respect

**Read the following text carefully, and then answer all the questions that follow.
 Your answer should be based on the text.**

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 fertilisers. 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.

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.

1. Most of Jordan's exports mainly go to four countries. Write two of these countries down. (6 points)
2. What is the percentage that services, especially travel and tourism, represent of Jordan's economy ? (5 points)
3. Jordan is rich in two minerals. Write them down . (6 points)
4. What does the underlined pronoun " it " refer to ? (5 points)
5. Quote the sentence which indicates the country which supplies Jordan with most of its imports in 2013. (5 points)
6. What are the main four goods that Jordan has to import from different countries . (5 points)