



وزارة التربية والتعليم / لواء بني عبيد

مدارس تقارب

الفصل الدراسي الأول

للعام الدراسي 2022/2021م



اسم الطالب/ة:..... الصف والشعبة:.....
المادة:..... اليوم التاريخ:.....

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

Whether you're selling a new type of toothpaste to a chain of pharmacies, the latest computer 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 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?

2 Prepare and practise

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

3 Be professional

Keep your presentation short and simple. Start with some friendly comments. For example, thank your hosts for allowing you to speak to them, and compliment **their** company. Remember to speak slowly and clearly. It is important to appear confident. Instead, look round the room and make eye contact with your audience. even if you're nervous!). While you're speaking, don't keep your head down. 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!



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Question number one (50 points)

- A. 1. There are many things that you should know about your products . write down two of these things . **(8points)**
2. Being self-confident is an essential demand at presentations , write down two ways to show that you are confident . **(6points)**
3. Quote the sentence which shows a regret about the past. **(4points)**
4. The underlined pronoun “**their**” refers to **(4points)**
5. Find an expression in the text which means “**people who are identified as possible customers**”? **(4points)**
6. There are two reasons for having a list of your main points , write down two of these reasons **(6points)**
7. Citizens of a country should support the economy by buying their countries products . Suggest three advantages of buying products from one’s own country. **(6points)**
8. Gibran Khalil Gibran once said “Unless the exchange be in love and kindly justice , it will but lead some to great and others to hunger .Think of this statement and write down your point of view . **(6 points)**

B. Literature Spot (6 points)

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

Passepartout, who had now rejoined his master, made a wry grimace, as he thought of his magnificent, but too frail Indian shoes. After a moment’s hesitation, he said, ‘Monsieur, I think I have found a means of conveyance.’

‘What?’

‘An elephant! An elephant that belongs to an Indian who lives but a hundred steps from here.’

1. What does the expression wry grimace mean ? **(4points)**
2. why did passepartout’s face show this expression ? **(2points)**



Question Number Two (40 points)

A. Choose the suitable item from those given in the box to complete each of the following sentences. There are more words than you need. Write the answers down in your ANSWER BOOKLET. (20 points)

work experience undergraduate tailor-made small talk tuition interpret

1. You need to get a lot of _____ if you want to progress in your chosen career
2. If you would like to learn to play the oud, you can get private _____.
3. At the beginning of a business meeting, it is normal to make a _____ so that everyone feels comfortable.
4. Some universities offer _____ courses that are able to suit individual needs.
5. After doing an _____ degree, a number of students decide to continue their studies and do a Master's degree or a PhD

B. Choose the suitable item from those given below to complete each of the following sentences and write it down in your ANSWER BOOKLET. (20 points)

1. As well as knowingEnglish , you should know a lot about specialist language .
(region , regional , regionally , regions)
2. Anita’s father isfrom Jordan .
(original , origin , origins , originally)
3. The graduation ceremony was a veryoccasion for everyone.
(memory , memorize , memorable , memorized)
4. Almonds contain usefulsuch as oil and fats.
(nutrition , nutrients , nutritious , nutritiously)
5. Please , don’t talk to the driver because he must
(concentrate , concentration , concentrated , concentrating)



Question Three (90 points)

A. Complete each of the following items so that the new item has a similar meaning to the one before it , and write down in your ANSWER BOOKLET . (10 points)

1. Scientists used to think that the earth was flat.
It _____.
2. Why didn't you accept the offer ?
Could you tell me _____ ?
3. I regret being very noisy yesterday .
I wish _____.
4. Because he lost his money , he sold his company .
If _____.
5. Playing games isn't as exciting as reading books
Playing games _____.

B.

Choose the suitable item from those given to complete each of the following sentences and write it down in your ANSWER BOOKLET. 80 points

1. My sister doesn't eat asas I do. She always puts less on her plate than I do.
a. Many b. much c. more d. most
2. If Huda..... ill yesterday, she wouldn't have missed the exam.
a. was b. wasn't c. hadn't been d. hasn't been
3. Jaber looked as he hadn't slept very well.
a. if b. if only c. wish d. unless
4. Hisham is very goodpainting , he always shocks us with his talent .
a. At b. in c. on d. of
5. If you want tothe respect of your boss , you must always work hard.
a. Shake b. earn c. make d. take
6. There are not as people in our class as in yours.
a. More b. most c. many d. much
7. If you have got a problem , talk to someone about it , it helps to
a. Get it off your chest
b. Keep your chin up
c. Get cold feet
d. Play it by ear
8. Could you explain you solved this puzzle?
a. Who b. what c. which d. how
9. The story to be true.
a. Believes b. is believe c. is believed d. believe
10. I wish Ithese shoes. They hurt my feet.
a. Had bought b. hadn't bought c. has bought d. hasn't bought



11. I'll buy the book it is very expensive.
 a. Provided that b. unless c. if d. as long as
12. Our teamthe match if they'd trained harder.
 a. Could have won
 b. Could win
 c. Will win
 d. Wins
13. If we were in London today, we able to go to the British Museum.
 a. Will be
 b. Would be
 c. Were
 d. Would have been
14. If you get an interview for a job in pharmaceuticals, youto show real enthusiasm for the industry
 a. needs b. will need c. would need d. would have needed
15. If only Ihow to solve these puzzles , they are very difficult.
 a. Know b. knows c. knew d. would knew
16. Neither French nor English is as difficult as Arabic . This sentence means that.....
 a. Arabic is less difficult than English and French
 b. Arabic isn't as difficult as English and French
 c. English and French are more difficult than Arabic
 d. English and French aren't as difficult as Arabic.
17. Could you tell me?
 a. When the train arrives
 b. When does the train arrive
 c. When arrives the train
 d. When the train does arrive
18. I didn't catch the earlier bus . This means
 a. We're late. If only we'd caught the earlier bus.
 b. We aren't late . If only we'd caught the earlier bus
 c. We are late . If only we caught the earlier bus .
 d. We aren't late . If only we didn't catch the earlier bus.
19. People believe that eating almonds reduces the risk of heart diseases.
 ■ The sentence that has a similar meaning is
 a. Eating almonds is believed that reduces the risk of heart disease
 b. Eating almonds is believed to reduce the risk of heart diseases
 c. Eating almonds are believed to reduce the risk of heart diseases.
 d. Eating almonds was believed to reduce the risk of heart disease
20. You shouldn't look too casual .
 The sentence that has a similar meaning is
 a. If I were you , I'd look too casual
 b. If I weren't you , I wouldn't look too casual
 c. If I were you , I wouldn't look too casual
 d. If I were you , I had looked too casual



Question Four (20 points)

A. EDITING (10 points)

Imagine you are an editor in the Jordan Times. You are asked to edit the following lines that have five underlined mistakes. Correct these mistakes and write the answers down in your ANSWER BOOKLET.

It was a company that provides financial products – savings and bensions, mostly. At first I just ‘shadowed’ different people, watching what they were do . Then I did quite a lot of checking for them – you know, checking their calcolations. When I went back in the summer, I was in the sales department. My job was to follow up web enkuiries .

B. FREE WRITING (10 points)

In your ANSWER BOOKLET, write a composition of about 120 words on ONE of the following:

1. An article describing the change you would like to make inside your school concerning good environment, methods of teaching ... etc., and how that change would affect the new generation.
2. Some people argue that technological inventions such as mobile phones are making people socially less interactive. Write an article discussing the impact of mobile phones on human relationships and suggest some procedures for reducing their effects on people.





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

Question number one (50 points)

- A. 1 . When it was developed and where it is produced / who the target market is/the competition
2. don't keep your head down /look around the room and make eye contact with your audience
3. I wish I had known all this when I started out in business
4. your hosts
5. target market (
6. In case something interrupts you or simply freeze with nerves
7. إجابة الطالب
8. اجابة الطالب

Passepartout, who had now rejoined his master, made a wry grimace, belongs to an Indian who lives but a hundred steps from here.'

b.

1. **showing unhappiness / sadness**
2. **because he didn't want to go on foot**

Question number 2

a.

1. You need to get a lot of **work experience** if you want to progress in your chosen career
2. If you would like to learn to play the oud, you can get private **tuition**
3. At the beginning of a business meeting, it is normal to make a **small take** so that everyone feels comfortable.
4. Some universities offer **tailor made** courses that are able to suit individual needs.
5. After doing an **undergraduate** degree, a number of students decide to continue their studies and do a Master's degree or a PhD



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b.

1. As well as knowingEnglish , you should know a lot about specialist language .
(region , regional , regionally , regions)
2. Anita's father isfrom Jordan .
(original , origin , origins , originally)
3. The graduation ceremony was a veryoccasion for everyone.
(memory , memorize , memorable , memorized)
4. Almonds contain usefulsuch as oil and fats.
(nutrition , nutrients , nutritious , nutritiously)
5. Please , don't talk to the driver because he must
(concentrate , concentration , concentrated , concentrating)

Question Three (100 points)

A. Complete each of the following items so that the new item has a similar meaning to the one before it , and write down in your ANSWER BOOKLET . (10 points)

1. It used to be thought that the earth was flat
2. Could you tell me why you didn't accept the offer
3. I wish I hadn't been noisy yesterday
4. If he hadn't lost his money , he wouldn't / might not have sold his company
5. Playing games is less exciting than reading books

B.

Choose the suitable item from those given to complete each of the following sentences and write it down in your ANSWER BOOKLET. (80 points)

1. Much
2. Hadn't been
3. If
4. At
5. Earn
6. Many
7. Get it off your chest
8. How
9. Is believed
10. Hadn't bought
11. Unless
12. Could have won
13. Would be
14. Will need
15. Knew



16. English and French aren't as difficult as Arabic .
17. When
18. We're late. If only we'd caught the earlier bus.
19. Eating almonds is believed to reduce the risk of heart diseases
20. If I were you , I wouldn't look too casual

Pensions / doing / ./calculations Enquiries



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