

امتحان اللغة الإنجليزية / الوحدة التاسعة

2006

المعلم عامر عمر 0797392912

**AWAZEL**  
LEARN 2 BE



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For items ( 1- 30 ) choose the correct answer from A, B, C, D, to complete each of the following sentences

- .....is clothing made from wool.  
A. knitwear      B. fertilizers      C. reserves      D. goods
- The Russian government says it will not .....with terrorists.  
A. cause      B. qualify      C. fertilize      D. negotiate
- Japan became..... in the mass market during 1980s.  
A. dominant      B. dominate      C. dominance      D. dominantly
- Those guides are highly .....to lead groups into mountains trips.  
A. qualify      B. qualifies      C. qualified      D. qualification
- When you are ready for something you are .....  
A. patient      B. prepared      C. joined      D. earned
- When two sides disagree and argue, there is.....  
A. conflict      B. patient      C. track record      D. knitwear
- The test measures children's.....in reading, spelling and Maths during the second semester.  
A. achievable      B. achieve      C. achieved      D. achievement
- Nasser has applied to .....the company where his father works.  
A. cause      B. join      C. make      D. shake
- The pupils in the fifth grade have not yet learned to punctuate .....  
A. correct      B. correction      C. corrective      D. correctly
- Many honest merchants ..... resisted pressure from their competitors to increase prices during Ramadan.  
A. succeed      B. successfully      C. success      D. successful
- Jordan has more free trade ..... than any other Arab country, and it trade freely with many countries.  
A. imports      B. goods      C. agreements      D. fertilizers
- I wish I .....my pen; I had to buy one from the library.  
A. had forgotten      B. haven't forgotten      C. hadn't forgotten      D. forgot

13. I can't do this exercise. I wish I .....it.

- A. didn't understand    B. have understood    C. understanding    D. understood

14. I felt ill yesterday. I wish I .....eaten so many sweets!

- A. had    B. didn't    C. hadn't    D. have

15. Jordan needs to import a lot of oil. If only it .....larger oil reserves.

- A. hadn't    B. had    C. didn't have    D. had had

16. Ibrahim was right and I was wrong. I wish I ..... to him.

- A. hadn't listened    B. had listened    C. listened    D. didn't listen

17. If only Huda had been able to come. This means

- A. Huda was too busy yesterday. She wasn't able to come.  
B. Huda wasn't busy yesterday. She was able to come.  
C. Huda was too busy yesterday. She was able to come.  
D. Huda is too busy. She can't come.

18. I regret going to bed late last night. I wish.....

- A. I had gone to bed later last night.  
B. I hadn't gone to bed earlier last night.  
C. I don't go to bed late last night.  
D. I had gone to bed earlier last night.

19. Nader should have been more careful with his essay. He didn't get a good mark.

If only .....

- A. he hadn't been more careful with his essay.  
B. he had been more careful with his essay.  
C. he had been less careful with his essay.  
D. he has been more careful with his essay.

20. If only I hadn't dropped my watch. It is useless.

The sentence that has a similar meaning to the one above is:

- A. I haven't broken my watch because I didn't drop it.  
B. I break my watch because I drop it.  
C. I've broken my watch because I dropped it.  
D. I've broken my watch because I didn't drop it.

21. The sentence which expresses wishes about the present situations that are impossible to happen is:

- A. My brother wishes he were taller enough to play basketball.  
B. My brother wishes he is taller enough to play basketball.  
C. My brother wishes he had been taller enough to play basketball.  
D. My brother was taller enough to play basketball.

22. If only I'd brought a coat. This means

- A. I brought a coat and now I am cold.
- B. I brought a coat and now I am not cold.
- C. I didn't bring a coat and now I am not cold.
- D. I didn't bring a coat and now I am cold.

23. There is no time but I don't know how to book a flight to the USA. I wish.....

- A. I have known how to book a flight to the USA.
- B. I hadn't known how to book a flight to the USA.
- C. I knew how to book a flight to the USA.
- D. I didn't know how to book a flight to the USA.

24. I wish I had studied hard for the English exam.

The sentence that has a similar meaning to the one above is:

- A. I wish I hadn't studied hard for the English exam.
- B. If only I hadn't studied hard for the English exam.
- C. If only I had studied hard for the English exam.
- D. If only I had studied hard for Science exam.

25. If only Jordan had larger oil reserves. This sentence indicates:

- A. Wishes about the present that are impossible or likely to happen.
- B. Wishes about the past that are impossible or likely to happen.
- C. Wishes about the past that are impossible or unlikely to happen.
- D. Wishes about the present that are impossible or unlikely to happen

26. The informal sentence among the following is:

- A. I am pleased to meet you next time.
- B. Rami is a competent employee.
- C. I don't want to see you again.
- D. Studio schools are pioneering schools.

27. stay calm / when / you are / prepared / you / patient / your time / and take

The sentence that has the correct order of the words and phrases above and punctuation marks is:

- A. When you stay time and take your calm? you are being patient.
- B. When you stay calm and take your time, you are being patient.
- C. when you stay calm and take your patient, you are being time.
- D. When you patient calm and take your time! you are being stay.

28. If you are polite ..... you won't cause offence or upset anybody.....

- A. : / .
- B. , / ?
- C. , / .
- D. . / ,

29. Not surprisingly, two of Jordan's largest exports are chemicals ..... fertilizers.

- A. and                      B. but                      C. firstly                      D. too

30. Don't come away from sales ..... wishing you had been better prepared.

- A. bitch                      B. pitch                      C. petch                      D. patch

## READING COMPREHENSION

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!

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 always a good idea to have a list of your main points, in case something interrupts you, or you simply freeze with nerves. Then practice it, if possible in front of colleagues. Make changes and practice it again.

To be professional you should 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. While you're speaking, don't keep your head down. Instead, look round the room and make eye contact with your audience. Smile! When you've finished speaking, invite questions. If you don't know the answers, don't pretend! Thank the questioner and promise to find out the answer (and do it!)

1. According to the text, you should start your presentation with friendly comments. Give two examples from the text.
2. When you make a sales pitch, you should know many things about your product. Mention two of them.
3. Find a phrase in the text that means ( a large shop).
4. In order to be a professional salesperson you should do certain things during your sales pitch. Write three of them down.
5. What does the underlined pronoun them refer to ?
6. When you are going to do a sales pitch you should have a list of main points for two reasons. Write them down.
7. Jordan has to import lots quantities of oil and gas for its energy needs. Suggest three possible ways that can reduce importing lots of oil and gas.

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**department store**

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**In case something interrupts you, or you simply freeze with nerves.**

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a) **Depending more and more on renewable energy resources.**

b) **Depending more and more on public transport means.**

c) **Applying saving energy ways in our daily life.**

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