

**Question Number One (13 points)**

Read the following text carefully, and these is your ANSWER BOOKLET answer all the questions that follow. Your answer should be on the text.

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. 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!' '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! '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.' '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. "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.

- 1- Write down the mistake that Mr. Ghanem made during the first visit to China. (2 points)
- 2- According to Mr. Ghanem, Chinese business people always ask you about something. Mention it. (2 points)
- 3- Something has changed when Mr. Ghanem visited China for the second time. Mention it. (2 points)
- 4- What advice can Mr. Ghanem give to people wanting to do business in China? (2 points)
- 5- Find a word in the text that means (**group of companies acting together as a single organization**). (3 points)
- 6- Quote the sentence that shows that the first trip for Mr. Ghanem to China was not successful. (2 points)



## Question Number Two (13 points)

Read the following text carefully, and these is your ANSWER BOOKLET answer all the questions that follow. Your answer should be 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- Many of Jordan's fertilisers are made mainly of two minerals. Write these two minerals down. (2 points)
- 2- Why does Jordan import a lot of oil and gas? (2 points)
- 3- Which country supplies Jordan with most of its imports? (2 points)
- 4- Jordan trades freely with different countries. Write down two of these countries. (2 points)
- 5- The text states the main goods that Jordan has to import from different countries. Write down four of these main goods. (2 points)
- 6- Find a word in the above text which means "things kept back or set aside, especially for future use". (3 points)

### Question Number Three (14 points)

For items (1 - 10), read each one carefully then choose from A, B, C or D the correct answer, write the answers down in your ANSWER BOOKLET.

- 1- Most large companies require employees \_\_\_\_\_ the company's performance in order to check its achievements in the past.  
A. Corporate                      B. tell a joke                      C. track record                      D. negotiate
- 2- When a business is agreed upon \_\_\_\_\_ is concluded between the participants in order to start planning for the next business.  
A. Negotiate                      B. a deal                      C. none agreement                      D. conversation
- 3- Companies ask new employees for their \_\_\_\_\_ that gives details of their name and some contact details.  
A. business card                      B. achievements                      C. Business                      D. performance
- 4- In the meetings \_\_\_\_\_ take place between the invitees to reach acceptable solutions and a successful agreement.  
A. Details                      B. problems                      C. participants                      D. negotiations
- 5- The company official made \_\_\_\_\_ for customers about the new products within the company.  
A. Discussion                      B. small talk                      C. speaks                      D. corporate
- 6- My friend regrets not immigrating to the USA.

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

- A. My friend wishes he has immigrated to the USA.  
B. My friend wishes he hadn't immigrated to the USA.  
C. My friend wishes he had immigrated to the USA.  
D. My friend wishes he doesn't immigrate to the USA.
- 7- The book is too expensive, so I am not going to buy it. **I wish** \_\_\_\_\_  
A. it is cheaper.                      B. it was too expensive.  
C. it were too expensive.                      D. it were cheaper.
- 8- When Sami was younger, he didn't learn to play a musical instrument. **He wishes** \_\_\_\_\_  
A. he has learnt to play a musical instrument.  
B. he hadn't learnt to play a musical instrument.  
C. he didn't learn to play a musical instrument.  
D. he had learnt to play a musical instrument.
- 9- I wish I hadn't forgotten my pencil case. **This means:**  
A. I didn't forget my pencil case; I had to borrow pens all day.  
B. I didn't forget my pencil case; I don't have to borrow pens all day.  
C. I forgot my pencil case; I had to borrow pens all day.  
D. I don't forget my pencil case; I don't have to borrow pens all day.
- 10- Mr. Haddad does not understand the Chinese businessman. **If only he** \_\_\_\_\_ **Chinese.**  
A. speak                      B. spoke                      C. speaks                      D. has spoken

**B: Read all of the following questions carefully, and then write the answers down in your ANSWER BOOKLET. ( 4 points)**

1- She wants to phone Paul but she doesn't know his number.

**She wishes** \_\_\_\_\_ .

2-Rashid regrets buying a new car.

**He wishes** \_\_\_\_\_ .

3-Tom wants to read more but he doesn't have much time.

**If only** \_\_\_\_\_ .

4-My friend regrets not immigrating to the USA.

**My friend wishes** \_\_\_\_\_ .

**Question Four (10 points)**

**A. EDITING: (4 points)**

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

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 negotioting, I started with the important issues. The Chinese believe in avoiding conflkt. It is always important to be patient. I was prepared to compremise, so in the end, the meeting was successful

**B. GUIDED WRITING (6 points)**

Read the information in the table below, and then in your ANSWER BOOKLET, write two sentences using all the given notes about **Benefits of ALNAWRAS file for high school students**. Use the appropriate linking words.

<b>Benefits of ALNAWRAS file for high school students</b>
Saves time and effort
Contains many exercises
Quick proof of ideas
Shows common student mistakes

**(THE END)**

**GOOD LUCK**

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