



THE HASEMITE KINGDOM OF JORDAN-MINISTRY OF EDUCATION
GENERAL SECONDARY CERTIFICATE EXAMINATION 2024
GENERAL ENGLISH

الدورة الشتوية - المستوى الرابع (الوحدة التاسعة) الاستاذ عمر جوارنة

DATE: Sunday 28th of June , 2022

TIME: Two hours

ملحوظات: (1) اجب عن أسئلة هذه الورقة جميعها (2) للمتقدمين في الفروع الأكاديمية والمهنية

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

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. you should firstly do your research, so 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. 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!).

To 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, 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.

Question number one (24 points)

1. The text states two examples of the target market that the salesperson has to know. Write them down. (2 points)
2. What does the underlined pronoun (**it**) refers to ? (2 points)
3. Write down the expression which means of "**an organised trip with everything included in the price**". (2 points)
4. Write down two examples of products mentioned in the text. (2 points)
5. According to the writer, it is important to have a list of main points during the presentation for two reasons. Write down these reason to have a list of main points. (2 points)
6. The writer suggests many ways to say the presentation. Write down two of these ways.(2 points)
7. Quote the sentence which shows examples of friendly comments that the salesperson has to start with. (4 points)
8. Write down what the salesperson has to do in case they don't know the answer of a question during the presentation. (3 points)
9. It is important to believe in the product you want to buy. Write down three aspects that make you buy a product. (3 points)
10. You should have a summary of your presentation ready to hand out at the end of the session. Think of this statement and in two sentences write your point of view. (2 points)

Question number two

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

1. Most of Jordan's go to Iraq, the USA, India and Saudi Arabia, such as phosphate and potash. A) imports B) track record C) extraction D) exports
2. When you can prove that you have experience, you have a
A) extraction B) track record C) a deal D) export
3. Jordan has to import oil and gas for its energy needs because it doesn't have large
A) reserves B) goods C) conflict D) compromise
4. When each side changes their position a little so that they can agree, they have managed to
A) conflict B) compromise C) answer detailed questions D) prepared
5. Most of Jordan's are exported to other countries.
A) agreement B) pharmaceuticals C) reserve D) track record

Question number three

Complete the following sentences with the suitable words derived from the words in the box below. There are more words than you need. Write the answers in your ANSWER BOOKLETE. (16 point)

1. Gulf countries gas and oil to other countries, which lack them.
A) export B) exporter C) exportation D) exporting
2. we should always be ready to listen to good
A) advise B) advice C) advised D) advisably
3. Before you apply for a job, check that you have the correct
A) qualify B) qualified C) qualification D) qualifiedly
4. Jordan depends on rain water to irrigate the land.
A) agriculture B) agriculturalist C) agricultural D) agriculturally

Question number four

Complete each of the following items so that the new item has a similar meaning to the one before it and write it down in your ANSWER BOOKLETE. (40 points)

1. Fatemah did not know about the Chinese culture when he went on a business trip to China.

- A) If only she did a cultural awareness course.
- B) If only she didn't do a cultural awareness course.
- C) If only she had done a cultural awareness course.
- D) If only she hadn't done a cultural awareness course.

2. Omar is not very good at basketball.

- A) He wishes he had been taller. B) He wishes he were taller.
- C) He wishes he hadn't been taller. D) He wishes he weren't taller.

3. It was too hot to go to the beach yesterday.

- A) I wish it hadn't been cooler. B) I wish it had been cooler.
- C) I wish it has been cooler. D) I wish it would be cooler

4. I am sorry that I didn't read that book.

- A) I wish I read that book. B) I wish I didn't read that book.
- C) I wish I had read that book. D) I wish I have read that book

5. Mr. Haddad does not understand the Chinese businessman.

- A) If only he speaks Chinese. B) If only he had spoken Chinese.
C) If only he spoke Chinese. D) If only he has spoken Chinese.

6. I regret wasting much money on useless things.

- A) I wish I hadn't wasted much money on useless things.
B) I wish I had wasted money on useless things.
C) I wish I didn't waste much money on useless things.
D) I wish I wasted much money on useless things.

7. My cousins don't live near here.

- A) I wish they hadn't been so far away. B) I wish they have been so far away.
C) I wish they had been so far away. D) I wish they weren't so far away.

8. Jordan needs to import a lot of oil.

- A) If only it had had larger oil reserve. B) If only it doesn't have larger oil reserve.
C) If only it had larger oil reserve. D) If only it didn't have larger oil reserve.

9. I ate so many sweets, and now I feel ill.

- A) I wish I had eaten so many sweets. B) I wish I hadn't eaten so many sweets.
C) I wish I didn't eat so many sweets. D) I wish I have eaten so many sweets.

10. Nahla couldn't find her way around the city very easily.

- A) If only she brought a map. B) If only she had brought a map.
C) If only she has brought a map. D) If only she brings a map.

Answer: Question number one

1- 1* the age group 2* income

2- product

3- package holiday

4- 1* a new type of toothpaste 2* the latest computer software 3* a new kind of package holiday

5- 1* in case something interrupts you 2* you simply freeze with nerves

6- 1* Will you read it word by word 2* use notes 3* memorise it

7- 1* thank your hosts for allowing you to speak to them 2* compliment their company.

8- 1* don't pretend! 2* Thank the questioner 3* promise to find out the answer

9- 1* good quality 2* low price 3* the need for it

10- I think that is true because people get and remember all information about the product easily such as phones numbers and some people arrive late

Question number two

1- D) exports 2- B) track record 3- A) reserves 4- B) compromise 5- B) pharmaceuticals

Question number three

A: 1- A) export 2- B) advice 3- C) qualification 4- A) agriculture

Question number four

1- C) If only he had done a cultural awareness course.

2- B) He wishes he were taller.

3- B) I wish it had been cooler.

4- C) I wish I had read that book.

5- C) If only he spoke Chinese.

6- A) I wish I hadn't wasted much money on useless things.

7- D) I wish they weren't so far away. 8- C) If only it had larger oil reserve.

9- B) I wish I hadn't eaten so many sweets. 10- B) If only she had brought a map.