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Action pack 12 A +

[اكتب العنوان الفرعي للمستند]

قطع استيعاب الفصل الثاني

Shadi Amro

20 20

The time we spend at schoolالوقت الذي نقضيه في المدرسة

word	Meaning in English	Meaning in Arabic
academic (adj)	connected with education especially at college or university level.	أكاديمي
contradictory	if two ideas are contradictory they are completely different and thus unable to both be true	متناقض
developed nation	a rich country that has many industries, comfortable living for most people, and usually an elected government	أمة متطورة
fluently	speaking a language very well, like a native	بطلاقه
tuition	teaching, especially in small groups	التعليم في مجموعه صغيره
optional	available as a choice / elective	اختياري
compulsory	obligatory; required	اجباري

A few years ago, as many as 1,000 schools across the USA started making school years longer by adding up to ten extra days to the school year or by making each school day longer by half an hour.

قبل بضع سنوات ، بدأت حوالي 1000 مدرسة من مختلف أنحاء الولايات المتحدة الأمريكية بجعل سنوات المدرسة أطول بإضافة عشرة أيام إضافية إلى السنة الدراسية أو بجعل كل يوم دراسي أطول بنصف ساعة

This was because it was found that secondary school students in the USA and the UK were spending the least time at school, with an average school year of 187 days. The typical Jordanian school year is longer than this. However, none of these are nearly as long as the school year in countries like Japan and South Korea. South Koreans attend school for for 220 days per year, and in Japan, the school year numbers 243 days.

كان هذا لانه وجد أن طلاب المدارس الثانوية في الولايات المتحدة الأمريكية والمملكة المتحدة يقضون وقت قليل في المدرسة، حيث يبلغ متوسط العام الدراسي 187 يوماً. والعام الدراسي الأردني النموذجي هو أطول من ذلك ومع ذلك، ولا واحدة من هذه الدول فيها السنة الدراسية طويلة مثل اليابان وكوريا الجنوبية. الكوريون يلتحقون بالمدارس لمدة ٢٢٠ يوماً في السنة، وفي اليابان العام الدراسي ٢٤٣ يوم

According to a study by the organization for Economic Co-operation and Development (OECD), students in Japan, Indonesia and South Korea spend the most time studying in the world. They (students in Japan, Indonesia and South Korea) want to learn as much as they (students in Japan, Indonesia and South Korea) can to ensure excellent exam grades. They go to school for about nine hours, although this (going to school for about 9 hours) includes optional after-school tuition and activities. They also spend about three hours on homework everyday, which (They also spend about three hours on homework everyday) is three times as much as many other countries. Their high academic achievements do suggest that the longer you study, the better you do in final exams.

وفقاً لدراسة أجرتها منظمة التعاون الاقتصادي والتنمية، الطلاب في اليابان واندونيسيا وكوريا الجنوبية يقضون معظم وقتهم في الدراسة في العالم. إنهم يريدون أن يتعلموا قدر ما في وسعهم لضمان درجات ممتازة في الامتحان. يذهبون إلى المدرسة لمدة تسع ساعات، على الرغم من أن هذا يشمل برنامج اختياري وأنشطة بعد المدرسة. كما أنها يقضون حوالي ثلاث ساعات لحل الواجبات المنزلية كل يوم، وهو ثلاثة أضعاف العديد من البلدان الأخرى. الإنجازات العالية الأكاديمية لهم تشير إلى أنه كلما درست فترة أطول، ستقدم أفضل في الامتحانات النهائية.

In Finland, however, students are usually given less than half an hour of homework per night, and they (students in Finland) attend school for fewer and shorter days than 85 % of other developed nations. Despite this (attend schools for) , they (students in Finland) achieve top marks in subjects like

Maths and Science. In addition, most students also speak at least two, and often three, languages fluently.

ومع ذلك ، في فنلندا، عادة ما يتم منح الطلاب أقل من نصف ساعة لحل الواجبات كل ليلة، و يذهبون إلى المدرسة لأيام أقل وأقصر من ٨٥ ٪ من الدول المتقدمة الأخرى. على الرغم من هذا، فإنهم يحققون أعلى الدرجات في المواد الدراسية مثل الرياضيات والعلوم. وبالإضافة إلى ذلك، فإن معظم الطلاب أيضا يتكلمون لغتين على الأقل وغالبا ثلاث بطلاقة

The contradictory views of the study suggest that the number and length of school days is not the only factor in determining whether students will succeed at school or not .

وتشير آراء متناقضة من الدراسة أن عدد وطول أيام الدراسة ليست هي العامل الوحيد في تحديد ما إذا كان الطلاب سوف ينجحون في المدرسة أم لا.

الاسئلة

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Listen to and read the study's findings again and answer the questions.

1.What change has recently taken place in some American schools, and why has this occurred?

.....

2.Who does more homework on average: students in the USA or students in Japan?

.....

3.How many days a year do most students in the USA attend school?

.....

4.Is it compulsory to do after-school activities in Japan and South Korea?

.....

5.What is interesting about Finland's fewer and shorter school days?

.....

6. In which countries students spend the most time studying?

.....

7.Do you think that a longer school day would result in better grades for most students?

Why/Why not? Justify your answer.

.....

الإجابات

The time we spend at school

4/ SB page 45

- 1. They have started making the school year longer because they were one of the countries in which children were spending the least amount of time in school.**
- 2. Students in Japan do more homework on average.**
- 3. Most students attend school 187 days per year.**
- 4. No, it isn't; it is optional.**
- 5. Despite the shortness of the time pupils spend at school, they achieve top marks in subjects like Maths and Science, and can speak at least two, and often three, languages fluently.**
- 6. Japan, Indonesia and South Korea**
- 7. Suggested answer:**

A longer school day, depending on how it was constructed, might improve students' grades. It would necessitate well-structured timetables, with time spent on individual study during the day and less homework at night. It would also need to include a lot of subjects such as Physical Education, Drama and Music, and even some activities that are seen as extra-curriculum, such as crafts and creative writing

مدرسة الفضاء **Space school**

Astrophysics	the study of the chemical structure of the stars and the forces that influence them	فيزياء فلكية
qualifications	official record of achievement	مؤهلات
pioneering	introducing new and better methods or ideas for the first time	ريادي
tutorials	a period of intensive teaching and discussion given by a tutor to an individual student or a small group of students	دروس خصوصية
tailor made	custom-made; made to fit exactly	مصمم خصيصا
undertake	to commit yourself to do something and to start to do it	يلتزم

Studio schools are pioneering schools which receive funding as well as support from private businesses, and which seek to encourage young people to undertake a less conventional form of secondary education. These schools often specialise in one specific area, whilst understanding that the same broad range of skills and qualifications should be made available to all young people.

مدارس الاستوديو هي مدارس رائدة تتلقى التمويل والدعم من مؤسسات القطاع الخاص ، والتي تسعى إلى تشجيع الشباب على اتخاذ نمط تعليم ثانوي غير تقليدي. هذه المدارس غالبا ما تتخصص في مجال واحد محدد مع فهم أنه يجب توفير نفس القدر من المهارات والمؤهلات لجميع الشباب

One such school has recently opened to educate fourteen- to eighteen-year-olds who have a special interest in working in the space industry. Students

follow a tailor-made curriculum at the school, including subjects such as Astronomy and Astrophysics. Lessons are a mixture of small-class tutorials, with projects supervised by leading companies in both the space and technology industries.◌

وقد فتحت مدرسة واحدة من هذا القبيل لتعليم الأطفال الذين هم في سن 14 إلى 18 سنة الذين لديهم اهتمام خاص بالعمل في صناعة الفضاء. يتبع الطلاب منهجًا مصممًا خصيصًا في المدرسة ، بما في ذلك مواضيع مثل علم الفلك والفيزياء الفلكية. الدروس هي مزيج من مجموعات دراسية صغيرة تعمل على مشاريع تشرف عليها شركات رائدة في صناعة الفضاء و التكنولوجيا

Prominent scientists and engineers are brought in as guest lecturers, with students aiming to achieve top grades in their Maths and Science exams. When they leave school, they will be well-placed to take any number of different career paths. ‘They don’t have to become astronauts!’ says a spokesperson for the school. ‘Excellent grades in science and technology subjects can open many doors and lead to a variety of career opportunities

يتم جلب العلماء والمهندسين البارزين كمحاضرين ضيوف ، حيث يهدف الطلاب إلى تحقيق أعلى الدرجات في امتحانات الرياضيات والعلوم. عندما يغادرون المدرسة ، سيكونون مهينون لمسارات وظيفية مختلفة يقول المتحدث باسم المدرسة إنه ليس من الضروري أن يصبحوا رواد فضاء. الدرجات الممتازة في موضوعات العلوم والتكنولوجيا يمكن أن تفتح العديد من الأبواب وتؤدي إلى مجموعة متنوعة من الفرص الوظيفية

الاسئلة

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How are the following groups of people involved in space schools?

1.leading companies in the space and technology industries
.....

2.prominent scientists and engineers

Quotation / Read the quotation.

Do you agree with it? Why/Why not?

**‘Live as if you were to die tomorrow. Learn as if you were to live forever.
Mahatma Gandhi (1869 CE–1948 CE)’**
.....

الاجابات

Space Schools

4/ SB page 46 1. The companies supervise projects given to students.

2. The scientists and engineers are brought in as guest lecturers.

Quotation / SB page 46

I agree with this quotation because you need to keep learning in order to keep up with what is happening in the world. It’s not only school subjects that Gandhi is talking about. He is thinking about the changing world and how we need to keep up with it. So he is advising us to take advantage of everything there is and embrace learning in order to have a better life.

A visiting student's / Anita's blog post

منشور مدونة للطالب الزائر

أنيتا Anita

colloquial (adjective)	used mainly in informal conversations rather than in writing or formal speech	عامي
fluently (adverb)	speaking a language very well, like a native speaker	بطلاقه

Two summers ago, I spent five months studying Arabic at the German-Jordanian University near Madaba. As my father is originally from Jordan, I grew up speaking Arabic as well as German. However, I had never studied Arabic formally, and when the opportunity came up for me to spend a year in Jordan studying Arabic, I didn't hesitate for one moment.

قبل صيفين ، قضيت خمسة أشهر في دراسة اللغة العربية في الجامعة الألمانية الأردنية بالقرب من مادبا. بما أن والدي أصله من الأردن ، فقد نشأت وأنا أتحدث اللغة العربية والألمانية. ومع ذلك ، لم أكن أدرس اللغة العربية بشكل رسمي ، وعندما أتحت لي الفرصة لقضاء عام في الأردن في دراسة اللغة العربية ، لم أتردد في لحظة واحدة

I have relatives in Jordan and they arranged for me to stay with a wonderful family who live just outside Madaba. I was amazed by the number of international students there, who were not only from Germany, but from all over the world. Most of them had studied Arabic to a high level. I'm very familiar with colloquial Arabic, which is what my family speaks and understands. The Arabic class, in Modern Standard Arabic, was challenging, especially the grammar. Every week, we had to learn a vocabulary list of around 50 words. We covered many topics. Living with a family helped to

improve my Arabic-speaking skills because, while all the students heard Arabic in the classroom and streets, I could also practise it at home. I really put my back into it, and I earned an 'A' on the course.

لدي أقارب في الأردن ورتبوا لي البقاء مع أسرة رائعة تعيش خارج مادبا مباشرة. لقد دهشت بعدد الطلاب الدوليين هناك ، الذين لم يكونوا من ألمانيا فقط ، ولكن من جميع أنحاء العالم. معظمهم درسوا اللغة العربية إلى مستوى عالٍ. أنا على دراية باللغة العربية العامية ، وهو ما تحدثه عائلتي وتفهمه. كانت حصة اللغة العربية ، باللغة العربية الفصحى المعاصرة ، مثيرة للتحدي ، خاصة القواعد. كل أسبوع ، كان علينا أن نتعلم قائمة مفردات من حوالي 50 كلمة. غطينا العديد من المواضيع. ساعدت العيش مع أسرة على تحسين مهاراتي في التحدث باللغة العربية لأنه ، بينما سمع جميع الطلاب اللغة العربية في الفصول الدراسية والشوارع ، الا انني استطعت ممارستها في المنزل. لقد بذلت قصارى جهدي فيها حقًا ، وحصلت على "أ" في الدورة

What impressed me most about students in Jordan was their behaviour and their attitude to studying. All the students who I met appreciated the importance of their university education and the opportunities it would give them to contribute to their country's prosperity. They also showed extremely positive values. Everybody was honest, and people discussed problems rather than getting angry if they disagreed with each other.

كثير ما أثار إعجابي حول الطلاب في الأردن هو سلوكهم وموقفهم تجاه الدراسة . يقدر جميع الطلاب الذين قابلتهم أهمية تعليمهم الجامعي والفرص التي سيمنحها للمساهمة في ازدهار بلادهم. هم ايضا أظهروا قيم ايجابية للغاية. كان الجميع صادقين ، وناقش الناس المشاكل بدلا من الغضب إذا اختلفوا مع بعضهم البعض.

As someone who enjoys delicious food, beautiful places and friendly, hospitable people, studying in Jordan was one of the best decisions I have made in my life. I made many new friends. I also improved my Arabic speaking, writing and reading skills. My dream is to be fluent in Arabic one day – and as I intend to return to Jordan as often as I can, I know I'm going to make this dream a reality.

كشخص يتمتع بالطعام اللذيذ والأماكن الجميلة والناس الودودين والمضيافين ، كانت الدراسة في الأردن واحدة من أفضل القرارات التي اتخذتها في حياتي. لقد كونت صداقات عديده . كما حسنت مهاراتي في

التحدث والكتابة والقراءة باللغة العربية. حلمي هو أن أتحدث العربية بطلاقة في يوم من الأيام – ولأنني أنوي العودة إلى الأردن كلما أمكن ذلك ، فأنا أعلم أنني سأجعل هذا الحلم حقيقة

الاسئلة

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Read the blog again and answer the questions.

1. Why was Anita so willing to go to Jordan to study Arabic?

.....

2. What impressed Anita about her fellow students at the university?

.....

3. What does the idiom in bold in the text mean?

الاجابات

A visiting student's / Anita's blog post

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1. Her father is Jordanian and she has always spoken Arabic at home, but she had never studied it formally. She also had family in Jordan who could help her.

2. Their behaviour and attitude to studying was very good. They fully understood the importance of studying and how it would help them and their country.

3. tried extremely hard.

بعد المدرسة **After school**

debts	money you owe	ديون
degree	a qualification that is given to you when you have successfully completed a course of study	درجه علميه
fees	costs ,charges	رسوم
financial	relating to money	امور ماليه
minority	not many ,the opposite of majority	الاقليه
halls of residence	accommodation provided by a university or college	سكن الجامعه
motive	reason for doing something	حافز

In England, almost 50% of school leavers go on to higher education. The figure has not always been as high as this. Twenty years ago, it was closer to 30%, and thirty years before that, it was only about 5%. Another huge change has been financial. Before 1998 CE, higher education in the UK was completely free for UK citizens. Since then, tuition fees have been introduced. Most students borrow this money from the government. They don't have to repay it immediately. Instead, they pay it back slowly out of future earnings.

في إنجلترا ، يذهب حوالي 50٪ من خريجي المدارس إلى التعليم العالي. الرقم لم يكن دائما مرتفعا كما هذا. قبل عشرين عامًا ، كانت النسبة تقارب 30٪ ، وقبل ذلك بثلاثين عامًا ، كانت النسبة تقارب 5٪. تغيير كبير آخر كان ماليًا. قبل عام 1998 م ، كان التعليم العالي في المملكة المتحدة مجانيًا تمامًا لمواطني المملكة

المتحدة. منذ ذلك الحين ، تم فرض رسوم التعليم. يقترض معظم الطلاب هذه الأموال من الحكومة. وهم ليسوا مضطرين لسدادها على الفور. بدلاً من ذلك ، فإنهم يدفعونها على مهلهم مما سيكسبونه في المستقبل

Despite the high cost, most students choose to study away from home. A recent survey of 17,000 students revealed that only 7% wanted to stay at home while they studied for their degree. Of course for most young people, living away from home means borrowing even more money from the government. So why don't students choose to avoid debt by staying at home, where they don't have to pay rent? Most of them say that they want to move to the university of their choice, rather than the nearest one. Another strong motive is the desire to live in a new culture. Where do these students live? Many have rooms in halls of residence, especially in their first year; others rent flats or houses.

A lucky minority live in property that their parents have bought for them. Most of them need to learn to cook, do their own washing and manage their time and money.

على الرغم من التكلفة العالية ، يختار معظم الطلاب الدراسة بعيداً عن المنزل. كشفت دراسة استقصائية حديثة شملت 17000 طالب أن 7 ٪ فقط يريدون البقاء في المنزل أثناء دراستهم للحصول على شهادتهم. بالطبع بالنسبة لمعظم الشباب ، فإن العيش بعيداً عن المنزل يعني اقتراض المزيد من الأموال من الحكومة. فلماذا لا يختار الطلاب تجنب الديون عن طريق البقاء في المنزل ، حيث لا يتعين عليهم دفع الإيجار؟ يقول معظمهم إنهم يريدون الانتقال إلى الجامعة التي يختارونها ، بدلاً من الجامعة الأقرب. الدافع القوي الآخر هو الرغبة في العيش في ثقافة جديدة.

أين يعيش هؤلاء الطلاب؟ العديد من الغرف في قاعات السكن ، وخاصة في عامهم الأول ؛ آخرون يستأجرون الشقق أو المنازل. تعيش أقلية محظوظة في العقارات التي اشتراها آباؤهم لهم. يحتاج معظمهم إلى تعلم الطهي والقيام بغسلهم وإدارة الوقت والمال

الاسئلة

8 / AB page 33

Read the text quickly. Use the context to guess the meaning of the underlined words and match them with their meanings. The first one is done for you.

1. accommodation provided by a university or college:halls of residence

2. reason for doing something:

.....

3. not many, the opposite of

„majority“:.....

4. costs,

charges:.....

5. money you

owe:.....

6. relating to

money:.....

9 / AB page 33 Are these statements true (T) or false (F)? Correct the false statements.

1.The number of school leavers who go to university in England has greatly increased in the past 30 years.

.....

2.It’s more expensive to go to university than it used to be.

.....

3.University students have to pay before they study.

.....

4. Most university students choose the cheapest option.
.....

10 / AB page 33

Answer the following questions.

1. What does the word it in bold refer to in the first paragraph?
.....

**2. The first paragraph contains the phrase in bold another huge change.
What was the first huge change?**
.....

**3. How are students able to afford to leave home? Which part of the text tells
you this?**
.....

الاجابات

After school ...

8 / AB page 33

1. halls of residence 2. motive 3. minority 4. fees 5. debt 6. financial

9 / AB page 33 1. T 2. T

3. F: They pay the government back out of future earnings.

4 F: Most students choose to study away from home.

10 / AB page 33

1. the percentage of school leavers going on to higher education

2. the change over 50 years of the percentage of school leavers going on to higher education increasing by ten times (from 5 to 50%)

3. They borrow money from the government(lines 10–11)

Shadi Amro

UNIT SEVEN

Lifelong learning

التعلم مدى الحياة

How to revise for exams

كيفية مراجعة للامتحانات

diet	the kind of food that a person or animal eats each day	نظام غذائي
dehydration	dehydration the state of having drunk too little water	جفاف
circulation	the movement of blood around the body when it is pumped by the heart; also air ~, the movement of air	دوره دموية
concentration	attention, or attention span	جفاف
memory	someone's ability to remember things, places and experiences	ذاكرة
nutrition	the process of getting the right kind of food for good health and growth	التغذية

A. Do you know if it's too late to start revising now?

أ: هل تعرف ما إذا كان الوقت قد فات للبدء في المراجعة الآن؟

No, it's never too late to start revising! The first thing I would do is to draw up a revision timetable.

لا، لم يفت الأوان أبداً للبدء في المراجعة! أول شيء أود القيام به هو وضع جدول زمني للمراجعة

B. Do you mind telling me how I should draw up a timetable?

ب. هل تمانع أن تخبرني كيف يجب أن أعد جدولاً زمنياً؟

Look at all the subjects you have to do, and work out when you are going to work on each one. It's a good idea to change the order of the subjects in your timetable for each day. Try doing a little English, followed by some Maths, then Biology, and so on. This way, by changing the focus of your revision, you keep your mind fresh

انظر إلى جميع المواضيع التي يجب عليك القيام بها ، وحدد الوقت الذي تستطيع دراسة كل منها . انها فكرة جيدة لتغيير ترتيب المواضيع في الجدول الزمني الخاص بك لكل يوم. حاول دراسة قليلا من اللغة الإنجليزية ، تليها بعض الرياضيات ، ثم علم الأحياء ، وهلم جرا. بهذه الطريقة، من خلال تغيير التركيز من المراجعة الخاصة بك، يمكنك الحفاظ على عقلك جديدة

C. Do you know whether it's best to get up early, or to revise late at night?

ج. هل تعرف ما إذا كان من الأفضل الاستيقاظ مبكرًا، أو المراجعة في وقت متأخر من الليل؟

The earlier you start in the morning, the more beneficial your revision will be, because that's when you feel most awake and your memory is at its best. I'd also recommend studying for 30-minute periods, and then taking a break. It's been proved that concentration starts to decrease after half an hour, so frequent breaks will help the brain to recover and concentration to return

كلما بدأت في الصباح في وقت مبكر ، كلما كان مراجعتك أكثر فائدة ، لأن ذلك الوقت الذي تكون فيه متيقظا وذاكرتك في أفضل حالاتها. كنت أوصي أيضا بالدراسة لفترات 30 دقيقة ، ومن ثم أخذ قسط من الراحة. لقد ثبت أن التركيز يبدأ في الانخفاض بعد نصف ساعة ، لذلك فإن الفواصل المتكررة ستساعد الدماغ على التعافي والتركيز للعودة

D. Could you explain what you mean by frequent breaks?

د. هل يمكنك شرح ما تعنيه بفترات الراحة المتكررة؟

By a break, I mean any change of activity from studying. It could be something as simple as just getting up from your desk and listening to some music, or walking around for ten minutes

الاستراحة , أعني أي تغيير في النشاط عن الدراسة. يمكن أن يكون شيئا بسيطا مثل النهوض من مكتبك أو الاستماع إلى بعض الموسيقى، التجول لمدة عشر دقائق

E. Could you tell me how much exercise I need?

هل يمكن أن تخبرني كم من التمارين التي أحتاجها؟

Physical activity is very important, of course, especially when you are studying. Exercise will make a huge difference to the way you feel. The physical activity will increase your heart rate and, in turn, that will increase your blood circulation. It also sends more oxygen to the brain, which makes you revise more efficiently!

النشاط البدني مهم جدا، بطبيعة الحال، خاصة ان كنت تدرس. التمرين سوف يحدث فرقا كبيرا في الطريقة التي تشعر بها. النشاط البدني سيزيد من معدل ضربات القلب و بالتالي يزيد دورتك الدموية . كما أنه يرسل المزيد من الأوكسجين إلى الدماغ، مما يمكنك من المراجعة بشكل أكثر فعالية

F. Do you mind giving me some advice about diet?

هل تمانع في إعطائي بعض النصائح حول النظام الغذائي؟

Nutrition is very important. You should try to eat as much fresh fruit and vegetables as you can. It's essential not to become dehydrated, so drink lots of water

التغذية مهمة جدا. يجب أن تحاول تناول أكبر قدر من الفواكه والخضروات الطازجة قدر الامكان . من الضروري ألا تصاب بالجفاف، لذا اشرب الكثير من الماء .

الاسئلة

How do you revise for exams ?

.....

الاجابات

1 / SB page 50

*** Draw up a revision timetable / Work out when you are going to work on each subject/ Start studying in the morning / take frequent breaks / exercise and eat healthy food**

Shadi Amro

Learning a foreign language

تعلم لغة اجنبية

mother tongue	the first and the main language that you learnt when you were a child	اللغة الام
multilingual	speaking, reading or writing in more than two languages	متعدد اللغات
multitask	to do several things at the same time	متعدد الوظائف
memory	someone's ability to remember things, places and experiences	ذاكره
simulator	any device or system that simulates specific conditions or the	مشابه
utterance	something that is said, such as a statement	قول - حديث

speaking a foreign language, it is claimed, improves the functionality of your brain in several different ways.

Learning new vocabulary and grammar rules provides the brain with beneficial _exercise', which improves memory. As well as exercising the brain, it is thought that learning a new language also presents the brain with unique challenges.

These include recognising different language systems and ways to communicate within these systems. These skills improve your chances of success in other problem-solving tasks as well.

It is said that students who study foreign languages do better, on the whole, in general tests in maths, reading and vocabulary than students who have only mastered their mother tongue.

التحدث بلغة أجنبية، حسب ما يزعم، يحسن وظائف الدماغ في عدة طرق مختلفة.

تعلم مفردات جديدة وقواعد اللغة يزود الدماغ بتمارين مفيدة مما يحسن الذاكرة. الى جانب تدريب الدماغ، ويعتقد أن تعلم لغة جديدة يعرض الدماغ لتحديات فريدة من نوعها.

وتشمل التعرف على أنظمة اللغة المختلفة وطرق التواصل داخل هذه الأنظمة. هذه المهارات تحسن فرصك في النجاح في مهام أخرى لحل المشاكل كذلك.

يقال أن الطلاب الذين يدرسون اللغات الأجنبية يكون أداءهم أفضل ، على العموم ، في الاختبارات العامة في الرياضيات والقراءة والمفردات من الطلاب الذين يتقنون لغتهم الأم فقط.

According to a study carried out by Pennsylvania State University, USA, multilingual people are able to switch between two systems of speech, writing, and structure quite easily. It has been proved that they are also able to switch easily between completely different tasks.

One experiment required participants to operate a driving simulator while carrying out separate tasks at the same time. The experiment showed that multilingual participants were less distracted by the other tasks and therefore made fewer driving errors.

وفقا لدراسة أجرتها جامعة ولاية بنسلفانيا، الولايات المتحدة الأمريكية، الناس متعددي اللغات قادرة على التبديل بين نظامين من الكلام والكتابة و التراكيب بسهولة تامة. وقد ثبت أنها قادرة أيضا على التبديل بسهولة بين مهام مختلفة تماما. تطلب إحدى التجارب من المشاركين تشغيل جهاز محاكاة القيادة أثناء تنفيذ مهام منفصلة في نفس الوقت. وأظهرت التجربة أن المشاركين متعددي اللغات كانوا أقل تشتتا بالقيام بالعمل الاخر من قبل المهام الأخرى، وبالتالي بأخطاء أقل أثناء القيادة

It is believed that language learning can also improve your decision-making skills.

When you speak a foreign language, you are constantly weighing up subtle differences in meaning of a word or the way that an utterance is made. This process is then transferred subconsciously to other situations in which judgment is called for, and decisions have to be made.

ويعتقد أن تعلم اللغة يمكن أيضا أن يحسن مهارات اتخاذ القرار الخاص بك . عندما تتحدث لغة أجنبية، فأنت تزن باستمرار الاختلافات الدقيقة في معنى كلمة أو الطريقة التي يتم بها النطق. ثم يتم نقل هذه العملية لا شعوريا إلى الحالات الأخرى التي تحتاج لأصدار أحكام و اتخاذ القرارات .

Finally, learning a foreign language can also improve your ability to use your mother tongue more effectively. As you become more aware of the way that a language works, you begin to apply it to the language that you use every day. The skills you obtain from learning a foreign language, therefore, can make you a better speaker and writer in your own language.

وأخيراً، يمكن أن يؤدي تعلم لغة أجنبية إلى تحسين قدرتك على استخدام لغتك الأم بفعالية أكثر. فعندما تصبح أكثر وعياً بالطريقة التي تعمل من خلالها اللغة، فيمكنك البدء في تطبيق ذلك على اللغة التي تستخدمها كل يوم. المهارات التي تحصل عليها من تعلم لغة أجنبية ، يمكنها أن تجعلك متكلم و كاتب أفضل في لغتك الخاصة.

الاسئلة:

1 / SB page 52

What are the benefits of learning a foreign language?

.....

3 / SB page 52:

Read the essay again and explain how learning a foreign language improves your:

1.memory

.....

2.problem-solving skills

.....

3.use of your mother tongue

.....

4.ability to multitask

.....

5.decision-making

6 / SB page 53

Read these statements. Are they true or false? Discuss in pairs.

1.The left-hand side and the right-hand side of the brain have different functions. For each of us, either the left-hand side or the right-hand side of the brain is used more than the other.

.....

2. People only remember 10% of what they read, but they remember 90% of what they see, hear and do.

3. Practice makes perfect.

الاجابات

1 / SB page 52

Learning a foreign language provides the brain with beneficial exercise, which improves memory. It challenges the brain by making it recognise different language systems, and communicate within these systems. Learning a foreign language also improves problem-solving and decision-making skills, as well as making the user more effective at multitasking and in using and understanding their own mother tongue.

3 / SB page 52

1. It exercises the brain and so improves your memory.
2. It presents the brain with unique challenges such as recognising different language systems and communicating within these systems. These skills improve problem-solving skills.
3. As you learn a foreign language, you become more aware of the way language works, which helps you to understand your own language better.
4. Multilingual people are able to switch between two or more languages easily. This transfers to other activities, making multilingual people more able to multitask.
5. When you speak a foreign language, you have to constantly decide between differences in language. This decision-making skill is transferred to other situations.

6 / SB page 53 1. False 2. False 3. True

التعليم في الاردن Education in Jordan

optional	available as a choice / elective	اختياري
compulsory	obligatory; required	اجباري
academic	connected with education, especially at college or university level	أكاديمية
vocational	used to describe a particular job and the skills involved	مهني / حرفي
public university	a university that is funded by public means, through a government	جامعة حكومية
private university	a university not operated by a government	جامعة خاصة
undergraduate	someone who has not yet completed their first degree	طالب جامعي
post graduate	someone who has finished their first degree and is continuing to study either a Master's or a PhD; ~ degree a second degree of Master's or PhD level	خريج
Master's degree	a period of one or two years of study which takes place after the completion of a Bachelor's degree	شهادة الماجستير
PhD	a doctorate; the highest degree awarded by a university faculty	شهادة الدكتوراه
diploma	either a document showing that someone has successfully completed a course of study or passed an examination, or the name of that course	شهادة الدبلوم
enrol	to officially arrange to join a school, university or course	يسجل

Our country has a high standard of education. This is mainly due to the fact that the government considers education a necessity. All schools, from kindergarten to secondary, are the responsibility of the Ministry of Education (MOE). Pre-school and kindergarten education is optional, followed by ten years of free, compulsory education. For higher education, students enter university, either for academic or vocational courses.

بلدنا لديه مستوى عال من التعليم. هذا يرجع أساسا إلى حقيقة أن الحكومة تعتبر التعليم ضرورة. جميع المدارس ، من رياض الأطفال إلى الثانوية ، هي مسؤولية وزارة التربية والتعليم (التعليم قبل المدرسي ورياض الأطفال اختياري ، يليه عشر سنوات من التعليم الإلزامي المجاني. بالنسبة للتعليم العالي ، يلتحق الطلاب بالجامعة إما للتعليم الأكاديمي أو المهني

Students can attend one of ten public universities, or one of nineteen private universities. A large number of Jordanian students choose to study at these institutions, as well as foreign students from all over the world. These are undergraduates studying for a first degree , or postgraduates studying for a Master's degree, a PhD or a higher diploma.

يمكن للطلاب الالتحاق بواحدة من عشر جامعات عامة ، أو واحدة من 19 جامعة خاصة. يختار عدد كبير من الطلاب الأردنيين الدراسة في هذه المؤسسات ، وكذلك الطلاب الأجانب من جميع أنحاء العالم. هؤلاء الطلاب الجامعيين الذين يدرسون للحصول على درجة أولى ، أو طلاب الدراسات العليا الذين يدرسون للحصول على درجة الماجستير أو الدكتوراه أو الدبلوم العالي.

The three universities with the most undergraduates are the University of Jordan in Amman, Yarmouk University in Irbid and Al Balqa Applied University in Salt. These are all public universities. An example of a newer university is the German-Jordanian University in Amman, which was set up in 2005 CE. It is a collaboration between the MOHE and Germany's Federal

Ministry of Education and Research, and it follows Germany's model of education in Applied Sciences.

الجامعات الثلاث التي تحظى بأكثر عدد طلاب هي الجامعة الأردنية في عمان جامعة اليرموك في اربد وجامعة البلقاء التطبيقية في السلط. هذه كلها جامعات حكومية. مثال على الجامعات الأحدث هي الجامعة الألمانية الأردنية في عمان ، التي أنشئت في عام 2005 م. وهي نتيجة تعاون بين وزارة التعليم العالي والفيدرالية الألمانية ووزارة التعليم والبحث الاتحادية الألمانية ، وتتبع نموذج التعليم في ألمانيا في العلوم التطبيقية.

For students who wish to complete their university studies while working at the same time, it is also possible in some Jordanian universities to enrol onto online distance learning programmes. In the future, this option will become available in many other universities.

للطلاب الذين يرغبون في إكمال دراساتهم الجامعية أثناء العمل في نفس الوقت ،فانه من الممكن في بعض الجامعات الأردنية التسجيل في برامج التعليم عن بعد عبر الإنترنت. في المستقبل ، سيصبح هذا الخيار متاحًا في العديد من الجامعات الأخرى

الاسئلة

2 / SB page 54

Read the article about education in Jordan. Find the best type of course or institution for the following people:

1.a child who is too young to start primary school.

.....

2.an undergraduate who wants to get a first degree.

.....

3.someone who wants a degree from a non-fee-paying university.

.....

. 4.a postgraduate with a first degree, who wants to study further .

.....

5.a postgraduate with a Master's degree, who wants to study further .

.....

6.someone who is unable to attend university but wants a degree .

.....

3 / SB page 55

Read the following statements. Do they refer to face-to-face learning or distance learning via the Internet?

1.You don't have to attend classes.....

2.You can earn money while you are studying.....

3.You can do undergraduate as well as postgraduate degrees.....

4.There are a lot of opportunities for group discussions.....

5.There is a lot of support from lecturers and tutors

5 / SB page 55

Discuss these questions in pairs.

1.Which would you prefer to do: a face-to-face course at a college or university, or an online course?
.....

2.Would you prefer to do an academic or a vocational course when you finish school? Why?
.....

3.What other advantages and disadvantages of both face-to-face and distance learning courses can you think of?
.....

Quotation / SB page 55

Read the quotation. Do you agree with it? Why/Why not? —Anyone who stops learning is old, whether at twenty or eighty. Anyone who keeps learning stays young. Henry Ford (1863 CE–1947 CE)‖
.....

الاجابات

2 / SB page 54

1. pre-school or kindergarten
2. public or private university
3. a public university
4. Master's degree at a public or private university
5. a PhD at a public or private university
6. online distance learning

3 / SB page 55

1 and 2 distance learning 3, 4 and 5 distance learning and face-to-face learning

5 / SB page 55 1.I _d prefer to do a face to face course.

2.I _d prefer to do a vocational course because I like practical jobs

3. Advantages of distance learning course are that you can manage your time in a comfortable way .Also you can work in a job and make money while studying .On the other hand , face –to-face courses may be more interesting and you can have real socialising . Moreover, you are pushed to study hard to keep up with your teachers and other students.

Quotation / SB page 55

I agree with it because Ford's quotation refers to the fact that the world is moving forwards, so people need to keep up with progress. It also refers to the brain being _trainable', i.e. if you practise learning, you will learn more effectively.

How to acquire a language

كيفية الحصول على لغة

immerse	to be deeply involved in something and spend most of your time doing it	ينهمك/ينشغل بشكل كبير في عمل ما
tailor made	custom-made; made to fit exactly	مصمم خصيصا
academic	connected with education, especially at college or university level	أكاديمي
vocational	used to describe a particular job and the skills involved	مهني/حرفي
tuition	teaching, especially in small groups	التعليم في مجموعات صغيرة
undergraduate	someone who has not yet completed their first degree	طالب جامعي
post graduate	someone who has finished their first degree and is continuing to study either a Master's or a PhD; ~ degree a second degree of Master's or PhD level	خريج

تعلم اللغة الإنجليزية بسرعة - بالطريقة الطبيعية! Learn English fast – the natural way!

It is said that the best way to acquire a language is to immerse yourself in it, and that's what we offer at Extreme English: total immersion.

يقال إن أفضل طريقة لاكتساب اللغة هي غمر نفسك بها ، وهذا ما نقدمه في (الانجليزية المطلقة) انغماس تام

2. What exactly do you mean by „total immersion“?

ماذا تقصد بالضبط بـ "الانغماس التام"؟

You will stay in one of our beautiful apartments. You'll hear and speak English all day long. You can either join a small group of other students of a similar level, or request a _tailor- made' course. For example, you may require a course in academic English to prepare you for undergraduate or postgraduate studies, or a vocational course to help you with your career. Either way, you will live and work together as a family.

سوف تبقى في واحدة من شققنا الجميلة. سوف تسمع وتحدث الإنجليزية طوال اليوم. يمكنك إما الانضمام إلى مجموعة صغيرة من الطلاب الآخرين من مستوى مشابه ، أو طلب دورة "مخصصة". على سبيل المثال ، قد تحتاج إلى دورة في اللغة الإنجليزية الأكاديمية لإعدادك للدراسات الجامعية أو الدراسات العليا ، أو دورة مهنية لمساعدتك في حياتك المهنية. وفي كلتا الحالتين ، سوف تعيشون وتعملون معًا كعائلة.

3. What will I be doing? ماذا سأفعل؟

̄ In the mornings, after breakfast, one or more of our trained and experienced teachers will arrive, and you will have three hours of intensive tuition. Then, after enjoying lunch together around the table, you'll visit local places of interest, go shopping, take part in sports, etc.

In the evenings, there will be a choice of cultural activities, for example the theatre or a concert, or you may prefer to relax at home and chat (in English, naturally!). Whatever you do, your teachers will be with you, acting as guides, tutors and friends.

في الصباح ، بعد الإفطار ، سيصل معلم أو أكثر من مدرسينا المدربين وذوي الخبرة ، وسيكون لديك ثلاث ساعات من التعليم المكثف. بعد ذلك ، بعد الاستمتاع بالغداء معًا حول الطاولة ، ستقوم بزيارة الأماكن المحلية ذات الاهتمام ، أو التسوق ، أو المشاركة في الألعاب الرياضية ، إلخ.

في المساء ، سيكون هناك خيار من الأنشطة الثقافية ، مثل المسرح أو الحفلة الموسيقية ، أو قد تفضل الاسترخاء في المنزل والدراسة (بشكل طبيعي باللغة الإنجليزية!). أيا كان ما تفعله ، فسيقوم معلمك بالاتصال بك كمرشدين ومعلمين وأصدقاء.

4. How long are the courses?

كم مدة الدورات ؟

Some people just come for a week, and they are usually amazed by how much progress they make in such a short time. Others come for two, three, even four weeks. It's up to you. You can be sure of one thing – we'll do our very best to give you a first-class experience and send you home thinking and dreaming in English.

بعض الناس يأتون لمدة أسبوع فقط ، وعادة ما يندهشون من مقدار التقدم الذي يحرزونه في مثل هذا الوقت القصير. يأتي البعض الآخر لمدة أسبوعين أو ثلاثة أو أربعة أسابيع. الأمر متروك لك. كن متأكدا من شيء واحد - سنبذل قصارى جهدنا لنمنحك تجربة من الدرجة الأولى ونعيدك الى وطنك و انت تفكر وتحلم باللغة الإنجليزية.

الاسئلة

10 / AB page 37

Answer the questions.

1.The text says that students will be living as a family. Give two examples from the text that illustrate this.

.....

2.Which part of the day will be the most formal? What happens then?

.....

3.What do you think a tailor-made course means, in paragraph 2?

.....

4.Students have a lot of options on these courses. However, there are two decisions they have to make before they arrive. What are they?

.....

5.Imagine you joined a small group of students on a course like this. Think of three positive aspects, and three possible problems you might face.

.....

6.Would you go on a course like this? Why/Why not?

.....

11 / AB page 37

Complete the sentences with the words in bold in the text.

1. After Nasser completes his first degree, he's hoping to do a degree.

2. Mariam is an excellent student. She gets top marks in subjects like History, Arabic and Maths.

3. My brother has just left school. Now he's a university

4. My cousin is an electrician. Instead of going to university, he did a course at a local training college.

الاجابات

10 / AB page 37

1. The students eat and socialise together.

2. the morning, when there are three hours of intensive tuition

3. Suggested answer: a course designed to meet the specific needs of an individual student

4. the duration of the course they wish to attend and the nature of the course (academic or vocational)

5. and 6. Students' own answers

11 / AB page 37 1. postgraduate 2. academic 3. undergraduate 4. vocational

UNIT NINE

The world of the business

عالم الأعمال

Doing business in China

ممارسة الأعمال التجارية في الصين

do a deal	to arrange an agreement in business	يعقد صفقة
tell a joke	to say something to make people laugh	يخبر نكتة (يمزح)
shake hands	to move someone's hand up and down in a greeting	يصافح باليد
track record	all of a person's or organisation's past achievements, successes or failures which show how well they have done something	سجل الاداء
negotiate	to discuss something in order to reach an agreement, especially in business or politics	يفاوض
qualifications	official records of achievement awarded upon the successful completion of a course of training or passing an exam	مؤهلات

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.

اليوم ، نتحدث إلى السيد غانم ، وهو رجل أعمال مقيم في عمان ويزور الصين في كثير من الأحيان. سأله متى بدأ التعامل مع الصين لأول مرة.

‘I’ve been doing business with China for many years. My first trip there was in 2004 CE, and it was not very successful.’

لقد تم التعامل مع الصين لسنوات عديدة. كانت رحلتي الأولى هناك في عام 2004 م ، ولم تكن ناجحة للغاية.

Why was it not successful?

لماذا لم تكن ناجحة؟

‘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 realised that the Chinese respect age and experience more than youth!’

عملت لدى شركة كمبيوتر صغيرة في عمان. أرسلوني إلى الصين عندما كنت لا أزال صغيرًا. لو ان الشركة أدركت أن الصينيين يحترمون العمر والخبرة أكثر من الشباب! ”

Did you make any mistakes on that visit? هل ارتكبت أخطاء في تلك الزيارة ؟

‘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.’

نعم! أتمنى لو كنت قد بحثت في الثقافة الصينية قبل زيارتي للبلاد. لكي تكون ناجحًا في الصين ، تحتاج إلى كسب احترامهم. سيسأل رجال الأعمال الصينيون دائمًا عن نجاحات الشركة في الماضي. ومع ذلك ، لأنني عملت لدى شركة جديدة ، لم أستطع التحدث عن سجلها. لم نقم بأي صفقات تجارية في تلك الرحلة الأولى.

متى تعلمت كيف تكون ناجحاً؟ When did you learn how to be successful in China?
في الصين؟

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!

-- انضممت إلى شركة أكبر وأرسلوني في دورة للتوعية الثقافية. في زيارتي القادمة للصين ، شعرت كما لو أنني لم أعرف شيئاً في زيارتي الأولى!

What advice can you give to people wanting to do business in China?

ما النصيحة التي يمكنك تقديمها للأشخاص الذين يرغبون في القيام بأعمال تجارية في الصين؟

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.

قبل أن أزور شركة ، أرسل توصيات من عملاء سابقين. أود أيضاً إرسال بطاقة العمل الخاصة بي مع منسوبي الوظيفي والمؤهلات المترجمة إلى الصينية.

Can you tell us about your last meeting in China?

هل يمكن أن نخبرنا عن آخر اجتماع لك في الصين؟

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.

بالطبع بكل تأكيد! وصلت في الوقت المحدد. يجب ألا تصل متأخراً ، لأن هذا يدل على عدم الاحترام. ثم ، عندما قابلت مدير الشركة ، صافحته بلطف. بدأت الاجتماع بحديث بسيط عن تجربتي المثيرة في الصين. خلال الاجتماع ، تأكدت من أن صوتي ولغة جسدي كانت هادئة ومسيطره. لم أخبر نكتة أبداً ، فقد لا تتم ترجمة هذا بشكل صحيح أو قد يسبب استياء.

Was it a successful meeting?"

هل كان اجتماعًا ناجحًا؟

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.

نعم لقد كان هذا. كنت أعرف أن المدير قد بحث في عملي تمامًا قبل الاجتماع ، لذلك كنت مستعدًا " لأسئلته المفصلة. عندما بدأت التفاوض ، بدأت مع القضايا الهامة. يؤمن الصينيون بتجنب الصراع. من المهم دائمًا التحلي بالصبر. كنت على استعداد لتقديم تنازلات ، لذلك في النهاية ، كان الاجتماع ناجحًا.

الاسئلة

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Listen to and read the interview again and answer the questions.

1. Why was Mr Ghanem's first business trip to China not successful?

.....

2. What do you think is a "track record"?

.....

3. What does the word "his" in bold in the text refer to?

.....

4. What changed when Mr Ghanem visited China for the second time?

.....

5. What similarities do you think there are, in terms of expectations at business meetings, between China and Jordan?

.....

6. Do you think that you would be a successful business person in China? Why/Why not?

.....

الاجابات

4 / SB page 64

1. It wasn't successful because he didn't have enough knowledge about the culture of China, and he was too young.

2. A "track record" is your reputation based on the things you have done or not done in the past.

3. the director

4. He had been on a cultural awareness course and so he knew how to do business in China.

5 Suggested answers: the need to be culturally aware, the need for preparation, the need to listen carefully and negotiate

6. No, I don't think I would be successful business person now because I have no experience.

Shadi Amro

Our country's imports and exports

واردات بلادنا وصادراتها

export	goods sold to another country	يصدر
import	goods bought from other countries	يستورد
goods	things that are produced in order to be sold	بضائع
reserve	something kept back or set aside, especially for future use	مخزون
extraction	the process of removing and obtaining something from something else	استخراج
fertiliser	a substance that is put on the land to make crops grow	سماد
minerals	a substance that is present in some foods and is needed for good health; a substance that is found naturally in the earth	معادن
dominate	to be the most important feature of something	يسيطر على
knitwear	clothing made from wool	ملابس صوفيه
pharmaceuticals	companies which produce drugs and medicine	شركة الصناعات الدوائية
agreement	an arrangement or promise to do something, made by two or more people, companies or organisations	اتفاق

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. (1) 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. (2) 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.

في هذا التقرير ، سوف نلقي نظرة على البلدان التي يتعامل معها الأردن والسلع التي يصدرها ويستوردها. أولاً ، دعنا ننظر إلى الصادرات. الأردن غني بالبوتاس والفوسفات ، وصناعة الاستخراج لهذه المعادن هي واحدة من أكبر الصناعات في العالم. (1) ليس من المستغرب أن اثنين من أكبر صادرات الأردن هي المواد الكيميائية والأسمدة. تمثل الصناعات الدوائية والصناعات الأخرى 30 ٪ من الناتج المحلي الإجمالي للأردن ، ويتم تصدير 75 ٪ من الأدوية الأردنية. (2) ومع ذلك ، فإن غالبية (65 ٪) من الاقتصاد يهيمن عليها الخدمات ، ومعظمهم السفر والسياحة. تذهب معظم صادرات الأردن إلى العراق والولايات المتحدة والهند والمملكة العربية السعودية

Now let's look at imports. Unlike some other countries in the Middle East, Jordan does not have large oil or gas reserves. (3) 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.

الآن دعونا ننظر إلى الواردات. على عكس بعض الدول الأخرى في الشرق الأوسط ، لا يمتلك الأردن احتياطات كبيرة من النفط والغاز. (3) لذلك ، يتعين على الأردن استيراد النفط والغاز لتلبية احتياجاته من الطاقة. ومن الواردات الرئيسية الأخرى السيارات والأدوية والقمح. في عام 2013 م ، كانت 23.6 ٪ من واردات الأردن من المملكة العربية السعودية. تبع ذلك الاتحاد الأوروبي ، حيث استورد 17.6 ٪ من وارداته. تأتي واردات أخرى من الصين والولايات المتحدة.

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. (4) Trade with the EU and North Africa in particular is likely to grow.

لدى الأردن اتفاقيات تجارة حرة أكثر من أي دولة عربية أخرى ، وتتبادل تجاريا بحرية مع

العديد من البلدان ، بما في ذلك الولايات المتحدة الأمريكية وكندا وماليزيا.

ما هي المناطق الأخرى المهمة لتجارة الاردن؟

وقع الأردن لأول مرة اتفاقية تجارية مع الاتحاد الأوروبي في عام 1997 م. انها وقعت مجانا اتفاقية التجارة مع مصر والمغرب وتونس عام 2004 م. في عام 2011 م ، تجارة أخرى تم الاتفاق عليها مع الاتحاد الأوروبي ومصر والمغرب وتونس. (4)

من المحتمل أن تنمو التجارة مع الاتحاد الاوروبي و شمال إفريقيا على وجه الخصوص.

الاسئلة

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Work in pairs. Discuss these questions.

1. Why do countries need to export and import goods?

.....

2. Why should our community buy Jordanian goods?

.....

3. Which of the following goods do you think Jordan exports?

.....

fertiliser, gas, knitwear, minerals, oil, pharmaceuticals ,vegetables

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Read the report again and answer the questions.

1. What does the article suggest that many of Jordan's fertilisers are made from?

2. Why does Jordan import a lot of oil and gas?

.....

3. Which country supplies Jordan with most of its imports?

.....

4 .Why is trade with the EU and North Africa likely to grow?

.....

Quotation / SB page 67

Read the quotation. Do you agree with it? Why/Why not?

‘Unless the exchange be in love and kindly justice, it will but lead some to greed and others to hunger.’ Gibran Khalil Gibran (1883 CE–1931 CE)

.....

الاجابات

Our country’s imports and exports

2 / SB page 66

- 1. They export goods to make money ,and they import goods that they don’t grow or manufacture themselves.**
- 2. In order to support Jordanian economy.**
- 3. fertiliser, knitwear, minerals, pharmaceuticals ,vegetables**

5 / SB page 67

- 1. They are made from potash and phosphate, as this is what Jordan is rich in.**
- 2. Jordan imports a lot of oil and gas because it does not have enough of its own reserves for the needs of the country.**
- 3. Saudi Arabia**
- 4. Trade with these areas is likely to grow because Jordan has signed trade agreements with both areas.**

Quotation / SB page 67

I agree with this quotation because Gibran refers to that some people do not have the ethics and values of trade and this leads to greed and hunger on a

large scale among societies because greedy people are looking only on how to benefit themselves.

Shadi Amro

كيف تعمل ترويج سلع How to make a sales pitch

sales pitch	a presentation made by someone who is trying to sell a product	ترويج سلع
target market	people who are identified as possible customers	السوق المستهدف
marketing	the study of selling products to the appropriate customer	تسويق
machinery	machines, especially large ones; a system or set of processes for doing something	اليه
corporate	belonging to or relating to a corporation, a big company or a group of companies acting together as a single organization	شراكه
age group	a set of people of similar age	مجموعه من نفس العمر
package holiday	an organized trip with everything included in the price (travel, accommodation, food)	اجازة مغطاة التكاليف
department store	a large shop that sells many different types of things	متجر كبير
extensively	in a way to cover or affect a large area	ممتد

replicate	to produce a copy of something	عمل نسخه مطابقه
evolve	to develop gradually	يطور

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 ...

سواء كنت تباع نوعاً جديداً من معجون الأسنان لسلسلة من الصيدليات ، أو كنت تباع احدث برمجية .. كمبيوتر لمدرسة أو نوع جديد من الاجازات المغطاة الكلفة الحزمة لوكالة سفر .فانت تحتاج إلى معرفة

قم بالبحث **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. (1) 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.

(2) 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 neighbourhood, be ready to explain why your particular product would suit customers who do not have lots of money.(3) 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!

لا ترجع عن عرض تسويقي املا انك قد تكون مستعداً بشكل أفضل. من الضروري أن تعرف كل شيء عن منتجك.

(1) هل تعرف متى تم تطويره ، وأين ينتج ؟ تحتاج أيضًا إلى معرفة السوق المستهدف - على سبيل المثال ، الفئة العمرية أو دخل الأشخاص الذين قد يشترونها. ليس ذلك فحسب ، بل يجب أن تعرف كل شيء عن المنافسة - أي المنتجات المماثلة في السوق.

(2) لماذا منتجك متفوق على الآخرين ولماذا يكون له قيمة أفضل؟ بالإضافة إلى ذلك ، يجب أن تعرف بالضبط الأشخاص الذين تتحدث معهم وما هي احتياجاتهم. على سبيل المثال ، إذا كانت تمثل متجراً متعدد الطبقات في حي متواضع ، فكن على استعداد لشرح سبب ملاءمة منتجك الخاص للعملاء الذين ليس لديهم الكثير من المال.

(3) ما الذي يجعل منتجك مثاليًا لهم؟ الأهم من ذلك كله ، عليك أن تؤمن بما تبيعه ، وأفضل طريقة للقيام بذلك هي استخدامه!

2. Prepare and practice **استعد و تدرّب**

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. ◦

خطط للعرض التقديمي بعناية ، وليس فقط ما ستقوله ، ولكن كيف ستقول ذلك. هل سوف تقرأها كلمة كلمة أو تستخدم الملاحظات أو تتذكرها ؟ بغض النظر عن ما تقرره ، من الأفضل دائمًا الحصول على قائمة بالنقاط الرئيسية ، في حالة مقاطعة أي شيء لك ، أو ببساطة تتجمد الأعصاب (و هذا يحدث !). ثم مارسه ، إن أمكن ، أمام الزملاء. قم بإجراء تغييرات وممارسة ذلك مرة أخرى.

Be professional

كن محترفا

Keep your presentation short and simple. Start with some friendly comments. (5) 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. (6) 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. I wish I had known all this when I started out in business! Good luck!

اجعل العرض التقديمي قصيرًا وبسيطًا. ابدأ ببعض التعليقات الودية. (5) على سبيل المثال ، أشكر مضيفك على السماح لك بالتحدث إليهم ، وامتدح رفقتهم . تذكر أن تتحدث ببطء وبوضوح. من المهم أن تبدو واثقا (حتى لو كنت عصبيا!). أثناء التحدث ، لا تبقِ رأسًا الى أسفل. (6) بدلاً من ذلك ، انظر حول الغرفة واجعل العين على اتصال مع جمهورك. ابتسامة! عندما تنتهي من التحدث ، افسح مجال للأسئلة. إذا كنت لا تعرف الإجابات ، فلا تتظاهر بمعرفتها! أشكر السائل وعده لمعرفة الجواب (وقم بذلك فعلا!). أخيرًا ، اعد ملخصًا للعرض التقديمي جاهزًا للتوزيع في نهاية الجلسة. أتمنى لو كنت أعرف كل هذا عندما بدأت في العمل! حظا سعيدا!

الاسئلة

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Find the expressions 1–5 in the text, then match them with their meanings.

1. package holiday

2. sales pitch

3. target market

4. age group

5. department store

a. people who are identified as possible customers

b. a set of people of similar age

c. a large shop that sells many different types of things

d. a presentation made by someone who is trying to sell a product

e. an organised trip with everything included in the price (travel, accommodation, food)

الاجابات

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1. e 2.d 3. a 4. b 5. c

UNIT TEN

Career choices **خيارات الوظيفة**

My job as an interpreter **وظيفتي كمترجم فوري**

qualifications	official record of achievement	مؤهلات
degree	a qualification that is given to you when you have successfully completed a course of study	درجة
seminar	a class on a particular subject, usually given as a form of training	ندوة
secure	safe; free from danger	امن
concentration	attention, or attention span	تركيز
fond of	having an affection or liking for someone or something	مغرم ب
regional	relating to a particular region or area	اقليمي
giving personal satisfaction	giving personal satisfaction	مجزي
interpreter	someone who translates spoken words from one language into another	مترجم
headphones	a piece of equipment that you wear over your ears to listen privately to the radio, music, etc.	سماعات الراس
translation	expressing of something in different language	ترجمه

My name is Fatima Musa and I have worked as an interpreter for five years. Many students have emailed me about my work because they want to know what it would be like to do my job. So here is my reply.

اسمي فاطمة موسى وعملت كمترجم فوري لمدة خمس سنوات. العديد من الطلاب راسلوني عبر البريد الإلكتروني مستفسرين عن عملي لأنهم يريدون معرفة ما طبيعة عملي. لذلك هذا ردي.

I have always been fond of languages. My father worked in many different countries when I was young and we usually travelled with him. When we visited a country, I always wanted to learn the language.

At school I was very good at English. Therefore, I decided on a career as an interpreter. ا

لقد كنت دائما مولعة باللغات. لقد عمل والدي في العديد من البلدان المختلفة عندما كنت صغيرة وغالبا ما سافرنا معه. عندما زرنا بلداً ، كنت أرغب دائماً في تعلم لغتها. في المدرسة كنت أجيد اللغة الإنجليزية. لذلك ، قررت العمل كمترجم فوري.

My job now involves going to important conferences and seminars around the world. When a person speaks in English at a conference, I listen to what they say through headphones. I then translate into Arabic while the speaker is talking. I give the translation through headphones to other people at the meeting.

This means that anyone in the room who speaks Arabic can understand what people are saying.

يتضمن عملي الآن الذهاب إلى مؤتمرات وندوات مهمة في جميع أنحاء العالم.
عندما يتحدث شخص ما باللغة الإنجليزية في مؤتمر ، أستمع إلى ما يقولونه عبر سماعات الرأس.
ثم أترجم إلى العربية بينما يتحدث المتحدث. أعطي الترجمة من خلال سماعات الرأس لأشخاص آخرين في الاجتماع. وهذا يعني أن أي شخص في الغرفة يتحدث اللغة العربية يمكن أن يفهم ما يقوله الناس

Is it an easy job? Not at all. English is not the same in all English-speaking countries.

For example, the English words that are used in India are sometimes different to the words that people use in the UK, the USA or Australia.

As well as knowing regional English, you also need to know a lot of specialist language. Some of the words that are used to talk about business, science or law, for example, make it almost a different language!

هل هي وظيفة سهلة؟ لا على الاطلاق. اللغة الإنجليزية ليست هي نفسها في جميع البلدان الناطقة باللغة الإنجليزية. على سبيل المثال ، تختلف الكلمات الإنجليزية المستخدمة في الهند في بعض الأحيان عن الكلمات التي يستخدمها الناس في المملكة المتحدة والولايات المتحدة الأمريكية أو أستراليا.

بالإضافة لمعرفة اللغة الإنجليزية الإقليمية ، أنت تحتاج أيضا إلى معرفة الكثير من اللغة المتخصصة. بعض الكلمات المستخدمة للحديث عن العمل أو العلوم أو القانون ، على سبيل المثال ، تجعلها لغة مختلفة تقريبا!

Unless you have a language degree, you will not be able to become an interpreter. Provided that you have a postgraduate qualification, you will probably get a job as an interpreter quite quickly. If you get an interview for a job, you will need to show that you have good listening skills and a clear speaking voice. You will also need to show that you can think quickly and that you are able to concentrate for long periods of time. If you are successful, it is a secure and rewarding job. You will probably need to travel a lot, but that is not a problem as long as you enjoy visiting other countries.

ما لم يكن لديك شهادة لغة ، فلن تكون قادراً على أن تصبح مترجماً فورياً. إذا
لديك مؤهل دراسات عليا ، من المحتمل أن تحصل على وظيفة كمترجم فوري تماماً

بسرعة.

إذا حصلت على مقابلة لوظيفة ، فسوف تحتاج إلى إظهار أن لديك مهارات استماع جيدة وصوت واضح. سوف تحتاج أيضاً إلى إظهار أنه يمكنك التفكير بسرعة وأنك قادر على التركيز لفترات طويلة من الزمن. إذا كنت ناجحاً ، فهي وظيفة آمنة و مجزية. ربما تحتاج إلى السفر كثيراً ، لكن هذه ليست مشكلة طالما أنك تستمتع بزيارة بلدان أخرى.

It is a very responsible job. I am aware that if I translate things badly, it could affect an important law or trade agreement between countries. However, you get a huge feeling of satisfaction when you know that people understand everything that you translate.

إنها وظيفة فيها مسؤولية للغاية. أنا أدرك أنه إذا قمت بترجمة الأشياء بشكل سيئ ، فقد يؤثر ذلك على قانون مهم أو اتفاق تجاري بين الدول. ومع ذلك ، تحصل على شعور كبير من الارتياح عندما تعلم أن الناس يفهمون كل ما تقوم بترجمته

الأسئلة

1 / SB page 72

At international conferences, how do people from different countries understand each other?

.....

5 / SB page 73

**Do you think you have the necessary qualifications to be an interpreter?
Would you like to be an interpreter? Why/Why not? Discuss with a partner.**

.....

8 / SB page 73

Work in pairs and discuss the following questions. 1. When do you get a huge feeling of satisfaction?

.....

2. What are examples of jobs that you will not get unless you have a degree?

.....

3. What do you think you will need to show if you have an interview for a job?

.....

4. Do you think that it is more important to be secure, or to be happy in your job? Why?

.....

5. How useful do you think languages are?

.....

Research box / SB page 72

What are the six official languages used at the United Nations?

.....

Quotation / SB page 74

Read the quotation. Do you agree with it? Why/Why not? —I've learned that making a living is not the same thing as making a life.‖ Maya Angelou (1928 CE–2014 CE)

.....
.....
.....
.....

الاجابات

1 / SB page 72

At international conferences people from different countries talk to each other through interpreters . The interpreter listens to what is said through headphones and then translates it into the listeners native language while the speaker is talking . The interpreter gives the translation through headphones to other people at the meeting.

5 / SB page 73

2- Yes I think I have the necessary qualifications to be an interpreter one day because I good listening skills and a clear speaking voice . Also, I can think quickly and have the ability to concentrate

8 / SB page 73

- 1. When I work hard and achieve my ambition.**
- 2. doctor , teacher , lawyer , dentistetc**

3. I think I need to show my self confidence and ability to do tasks perfectly.

4. I think being happy in my job leads to secure because you can do your job better and earn the confidence of others.

5. I think learning languages is very important in order to be able to communicate with others easily

Research box / SB page 72

The six official languages of the United Nations are Arabic, Chinese, English, French, Russian and Spanish. They are the mother tongue or second language of 2.8 billion people, nearly half the world's population.

Quotation / SB page 74

I agree with this quotation because making a living refers to your job and the money you earn to live on. You may or may not enjoy your job; your job may or may not be good. Making a life is creating a way of living that you want. You do the work in order to be able to have that, but it also depends on your friends and family, and how you decide to behave. So _making a life' is not totally dependent on the money you earn. COMPREHENSION

Curriculum Vitae

السيرة الذاتية

Curriculum Vitae	CV a short, written description of a person's qualifications, skills and work experience that they send to potential employers	سيره ذاتيه
work experience	a period of time that someone spends working in a particular place	خبرات العمل
adaptable	able to adapt to new conditions or situations	قابل للتكيف
attribute	a quality or feature that is considered to be good or useful (in a person)	ميزه
competent	having enough skill or knowledge to do something to a satisfactory standard	كفوف
conscientious	showing a lot of care and attention (to a task)	واعي
enclosed	surrounded, especially by a fence or wall	مرفق
enthusiastic	showing a lot of interest and excitement about something	متحمس
keen	having or showing eagerness or interest	مهتم
reference	a person who provides information about your character and abilities	مرجع
voluntary	done or given by choice	تطوعي

Dear Sir/Madam, I would like to apply for the position of researcher at your pharmaceutical company. As can be seen from the enclosed curriculum vitae that I have a degree in Chemistry. Furthermore, I have worked as a shop assistant at a chemist's, so I know a lot about this industry.

سيدي العزيز / سيدتي ، أود التقدم بطلب للحصول على منصب باحث في شركة الأدوية الخاصة بك. كما هو مبين من السيرة الذاتية المرفقة ان لدي شهادة علمية في الكيمياء. علاوة على ذلك، لقد عملت كمساعد صيدلي ، لذلك أعرف الكثير عن هذه المهنة.

I also have a qualification in Journalism and have worked previously for a scientific journal. I have excellent research skills. In my spare time, I help elderly people, and I can see the difference that medicines can make to their lives. I am very keen to join a company that can really help people.

لدي أيضاً مؤهل في الصحافة وعملت سابقاً في مجلة علمية. لدي مهارات بحثية ممتازة. في وقت فراغي ، أساعد كبار السن وأستطيع أن أرى الفرق الذي يمكن أن تحدثه الأدوية في حياتهم. أنا حريص جداً على الانضمام إلى شركة يمكنها حقاً مساعدة الناس.

I look forward to hearing from you concerning the next stage of my application.

. وأتطلع إلى سماع الرد منكم فيما يتعلق بالمرحلة التالية من طلبي

Yours faithfully, Tareq Hakim

Dear Mr Rahhal,

I am very interested in the position of researcher at your pharmaceutical company. You will see from the enclosed curriculum vitae that I have worked in sales for a large pharmaceutical company for many years. I have been very successful in this job and I was Salesperson of the Year in 2013 CE.

عزيزي السيد رحال، أنا مهتم جداً بمنصب الباحث في شركة الأدوية الخاصة بك. حيث سوف ترون من السيرة الذاتية المرفقة أنني قد عملت في المبيعات لشركة ادويه كبيرة لسنوات عديدة. لقد كنت ناجحاً جداً في هذا المنصب وقد حصلت على لقب رجل المبيعات في عام 2013 م.

I would now like a new challenge and would be interested in moving into research. I have a degree in Physics. I am a competent and adaptable worker and I believe that I can be successful in any position. I like reading and camping. I also like travelling. References are available on request. I look forward to hearing from you.

أرغب الآن بخوض تحديّ جديدٍ و أجد نفسي مهتماً بمجال البحث . انا املك شهادة في الفيزياء. أنا عامل كفؤ وقابل للتكيف وأعتقد أنه يمكنني النجاح في أي وظيفة . أحب القراءة والتخييم. أنا أيضاً أحب السفر. المراجع متوفرة عند الطلب. إنني أتطلع بشوق إلى سماع الرد.

Yours sincerely, Hisham Khatib

الاسئلة

4 / SB page 76

Read the requirements of the pharmaceutical company for the position that both Hisham and Tareq have applied for. Who do you think is the best applicant for the job, and why? How could their applications be improved?

.....

الاجابات

4 / SB page 76

Tareq might be the best applicant for someone starting out in his career, but Hisham has more relevant experience.

Shadi Amro

Stepping into the business world

يخطو إلى عالم الأعمال

recruiting	finding suitable employees	توظيف
marketing	promoting your product; finding customers	تسويق
pensions	money you save over your lifetime to pay for your old age	رواتب تقاعديه
calculations	maths; work with numbers	عمليات حسابيه
web inquiries	online questions	استفسارات على الانترنت

Business Studies is a popular choice for students who are choosing a degree course in the UK. After graduating, some go on to further study, but most of them take up employments. Many large companies offer graduate training schemes, which are a kind of apprenticeship.

We went to meet twenty-two-year-old Ricky Miles, who is about to graduate in the subject.

دراسات الاعمال هي خيار شائع للطلاب الذين يختارون تخصص جامعي في المملكة المتحدة.

بعد التخرج ، يستمر البعض في الدراسة ، لكن معظمهم يشغل وظائف. كثير من الشركات الكبيرة تقدم مخططات تدريب الخريجين ، و التي هي نوعاً من التدريب المهني.

ذهبنا للقاء ريكي مايلز البالغ من العمر اثنين وعشرين عامًا ، وهو على وشك التخرج .

How long have you been studying Business Studies, Ricky ?

منذ متى و انت تدرس الاعمال يا ريكي ؟

It's a four-year course, including two periods of work experience. Each one lasted six months, but they weren't in the same year.

انها دورة مدتها أربع سنوات ، بما في ذلك فترتين من الخبرة العملية. استمرت كل واحدة ستة أشهر ، لكنهما لم يكونا في نفس السنة

What exactly have you studied over those four years?

ما الذي درسته بالضبط خلال هذه السنوات الأربع؟

Quite a lot! Maths, of course, Accounting, Finance and Economics. Oh yes, Marketing and Sales, too. I also did a course in Management, which is about recruiting and managing staff, and how to deal with conflict, and a course in Advertising. We all had to do IT, too, because computer skills are essential.

كثيرا نوعا ما! الرياضيات ، بالطبع ، المحاسبة والمالية والاقتصاد. أوه نعم ، التسويق والمبيعات ، ايضا. كما أنني درست دورة في الإدارة ، وهي عبارة عن تعيين وإدارة الموظفين ، وكيف تتعامل مع المشكلات ، ودورة في الإعلان. كان علينا جميعاً ان ندرس تكنولوجيا المعلومات ، أيضاً ، لأن مهارات الكمبيوتر ضرورية.

What did you most enjoy about the degree?

ما هو اكثر شيء استمتعت به في برنامج الشهاده ؟

The work experience, definitely. I learnt so much, both times, and of course it looks great on my curriculum vitae. One of the companies offered me paid work last summer, so I managed to get even more experience that way. Also, I wouldn't have had much money last year if I hadn't had that job!

خبرة العمل ، بالتأكيد.

لقد تعلمت الكثير في كلتا الفترتين وبالطبع تبدو رائعة في سيرتي الذاتية. قدمت لي إحدى الشركات العمل بأجر في الصيف الماضي ، لذلك تمكنت من الحصول على المزيد من الخبرة بهذه الطريقة. أيضا ، لم يكن لدي الكثير من المال العام الماضي لو لم يكن لدي هذا العمل!

What kind of company was that, and what did you do there

أي نوع من الشركات كان ذلك ، وماذا فعلت هناك؟

It was a company that provides financial products - savings and pensions, mostly. At first I just 'shadowed' different people watching what they were doing. Then I did quite a lot of checking for them - you know, checking their calculations. When I went back in the summer, I was in the sales department. My job was to follow up web inquiries, and send out further information to possible clients. I enjoyed it, and I wouldn't have had that opportunity if I hadn't done the work experience first.

كانت شركة تقدم منتجات مالية - المدخرات والمعاشات التقاعدية ، في الغالب. في البداية أنا فقط "أنتبع" أشخاصًا مختلفين أراقب ما كانوا يفعلونه. ثم قمت بالكثير من التدقيق عليهم - كما تعلمون ، أتحقق من حساباتهم. عندما عدت في الصيف ، كنت في قسم المبيعات. كانت وظيفتي هي متابعة استفسارات الويب وإرسال المزيد من المعلومات إلى العملاء المحتملين. لقد استمتعت بها ، ولم تكن لنتاح لي هذه الفرصة لو لم يكن لدي خبرة عمل مسبقا ..

What are you planning to do next ?

ماذا تخطط للقيام بعد ذلك؟

I've just applied for a job with a bank. I have the right qualifications, but I know there will be a lot of other applicants. I'll just have to wait and see if I get an interview. If I do, I'll have to prepare really carefully.

لقد تقدمت للتو للحصول على وظيفة مع أحد البنوك. لدي المؤهلات المطلوبه ، لكنني أعلم أنه سيكون هناك الكثير من المتقدمين الآخرين. علي فقط الانتظار لمعرفة ما إذا كنت سأحصل على مقابلة. إذا قمت بذلك ، يجب علي ان استعد بجد حقا

الاسئلة

10 / AB page 51

Read the text again and answer the questions.

.1What is the name of Ricky's degree?

.....

2. How did he spend a quarter of his time as a student?

.....

3. What kind of company did he work for last summer, and what was his job?

.....

4. What is he waiting to find out?

.....

5. Would you like to do the same kind of degree course as Ricky? Why/Why not? Write two or three sentences .

.....

الاجابات

10 / AB page 51

1. Business Studies

2. doing work experience

3. It was a company providing financial products, and his job was to follow up web enquiries.

4. whether or not he will get an interview

5. yes , it is important to study business administration because you can obtain many skills that help you in different career fields

Revision B / SB , pages 79-80

Doing an internship 1. Read the first part of this article carefully, and then answer the questions which follow.

Finding work in a crowded job market can be challenging sometimes, especially for graduates who do not have any work experience. Many employers are looking for people with a proven track record in a particular area of work. However, you need to have a job in order to get experience. Doing an internship is a good way to get around this problem.

العثور على عمل في سوق عمل مكتظ يمكن أن يكون باعثا على التحدي أحيانا ,خصوصا للخريجين الذين لايملكون أي خبرة عمل .العديد من أصحاب العمل يبحثون عن أشخاص لهم سجل مهني معتبر في مجال معين من العمل مع ذلك ,تحتاج لان يكون لديك وظيفة لكي تحصل على خبرة .التدريب طريقة جيدة لتجاوز هذه المشكلة

Internships provide work experience for university students, graduates and people considering careerchanges. Although they are not usually paid, interns do get many benefits. The most important benefit is considered to be the opportunity to get valuable work experience.

توفر فترة التدريب خبرة عمل لطلاب الجامعة و الخريجين و الاشخاص الذين يفكرون بتغيير مهنتهم , على الرغم ان فترة التدريب عادة غير مدفوعة الاجر الا ان المتدربين يتلقون الكثير من الفوائد و اهم فائدة هي فرصة الحصول على خبرة عما ذات قيمة

الاسئلة

1. Why is it sometimes challenging for graduates to get their first job?
.....
2. What does the phrasal verb „get around‘ mean?
.....
3. What does the pronoun **they**‘ in bold refer to?
.....
4. What does the writer feel is the main reason for doing an internship?
.....

الاجابات :

- 1.1. They don't have any work experience and employers are looking for people who can show evidence of what they have done previously.
2. It means overcome or find a solution to.
3. 'They' refers to interns.
4. The main reason is to get valuable work experience.

World memory championships

بطولة العالم للذاكرة

A. The world memory championship is an annual three-day event that has been held

in different locations all over the world since 1991 CE. There are ten contests, each one testing different uses of short-term memory.

بطولة العالم للذاكرة هو حدث سنوي يقام لمدة ثلاث أيام في مواقع مختلفة في جميع انحاء العالم منذ 1991 هنالك عشرة مسابقات كل مسابقة تختبر الاستخدامات المختلفة للذاكرة قصيرة الامد

B. The contests include listening to numbers spoken out loud and then recalling

them (the world record is 364), memorising a sequence of abstract images in fifteen minutes (the world record is 492), memorising lists of worlds, etc. A

German man achieved a world record of 501 numbers in random order during the

2013 CE championship. At the same event, a welsh man managed to recall for only 15 minutes.

المسابقات تشمل الاستماع للأرقام ثم قولها بصوت عالٍ ثم يتم تذكرها (الرقم القياسي العالم هو 364 ,حفظ سلسلة من الصور المجردة في 15 دقيقة) (الرقم القياسي العالمي هو 495 ,وتذكر قوائم كلمات .
..رجل ألمان حقق رقما قياسيا عالميا من 501 رقم وضعت في ترتيب عشوائي خلال بطولة عام 2013. في نفس الحدث تمكن رجل ويلزي من تذكر 224 كلمة عشوائية بعد ان درسها لمدة 15 دقيقة فقط

C. In 2001 CE, the interval between the numbers was shortened from two seconds to one. Even with this change, the records still reveal great achievements. The slogan on the world memory championships says 'human potential is infinite'.

With the evidence of the championships' results, perhaps that is true.

ففي عام 2013، تم اختصار الفترة الزمنية الفاصلة بين الأرقام من ثانيّتين إلى ثانية واحدة. حتى مع هذا التغيير، لا تزال السجلات تكشف عن إنجازات عظيمة. يقول شعار بطولة العالم للذاكرة "الإمكانات البشرية بلا حدود" مع وجود الأدلة من نتائج البطولة، ربما كان ذلك صحيحاً.

B) Replace the words and phrases in bold with words from the box. One word is not needed.

compulsory tuition	الزامي دروس	contradictory optional	تناقض اختياري	دولة متقدمة بطلاقة
-----------------------	----------------	---------------------------	------------------	-----------------------

1- A wealthy country is a country that's economically and socially advanced.

2- Is Maths a subject that you have to do? _____

3- You don't have to stay after school for the chess club – it's your choice.

4- Do you have music lessons at the weekend? _____

5- Those statements are on different sides of the argument

Complete this paragraph with the appropriate words in the box.

Increasingly / prospects / global / proficiency / lifelong / abroad
بشكل متزايد مجالات عالمي كفاءة مدى الحياة في الخارج

If you do a degree in Medicine or law, you will find that your job (1) _____ are better than if you do a more general degree. However, language (2) _____ is becoming (3) _____ important for anyone who wants to travel or work (4) _____ for a large (5) _____ company or organisation. Remember, it's never too late to study or change career direction. Studying is a (6) _____ activity- you're never too old to start!

Fill in the gaps with the appropriate university subjects.

العلوم المالية و المصرفية	اللغويات	الفنون الجميلة	التاريخ	الفيزياء	القانون
banking and finance	linguistics	fine arts	history	physics	law

1. You should study _____ if you're interested in learning about the legal system. I studied it because I wanted to help people, and now I have a great job in an office.

2. Studying _____ lets me focus on love of language in an analytical way. It has introduced me to ideas about language that I never thought of before.

3. Maths has always been my strongest subject, and I feel that by studying _____ I can use my strengths to solve practical problems.

4. _____ is a subject that I've always been interested in. Learning about ancient and modern civilisations is fascinating. Studying it at a higher level means really understanding how different cultures interacted in the past.

5. Economics and the global market have always interested me, but I wanted to study a subject with a clear career path, so I chose _____. After I graduate, I want to begin a career in investment.

Complete the sentences with the words in the box.

postgraduate	vocational	undergraduate	academic
--------------	------------	---------------	----------

1- After Nasser completes his first degree, he's hoping to do a _____ degree.

2- Mariam is an excellent student. She gets top marks in _____ subjects like History, Arabic and Maths.

3- My brother has just left school. Now he's a university _____

4- My cousin is an electrician. Instead of going to university, he did a _____ course at a local training college.

C. Complete the following summary with words from the text.

potential, achievements, records, short-term, event

The World Memory Championship is an (1) that is held every year. It has different contests which test (2) - memory. World (3) have been broken by participants of different nationalities. The (4) are becoming greater every year. This championship proves how limitless human (5) is.

الاجابات

1.event 2.short-term 3.records 4.achievements5.potential

B. These sentences have the wrong word in bold. Correct them by using one of the words in the box below

work experience, undergraduate, tailor-made, small talk ,tuition

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

الاجابات

1.work experience 2.tuition 3.small talk4.tailor-made 5.undergraduate

C. Choose the correct word to complete the sentences.

1. You can choose to do a course / an internship at a company before settling on a certain career.
2. If you keep working hard to improve your English, you will reach a level of proficiency / multilingual in a few years.
3. Keen university students who are doing their first degree can go on to study postgraduate / academic degrees.
4. In many schools, studying a foreign language is competent / optional, but it is often a good idea to continue learning a second language.
5. Most university teaching is done in groups, called seminars / conferences, in which all students discuss the subject freely.

الاجابات :

1.an internship 2.proficiency 3.postgraduate 4 optional 5 seminars

1 / AB page 35

Complete the sentences with words from the box. One word is not needed. The first one is done for you.

circulation, memory, concentration, beneficial, diet, dehydration, nutrition

1. I used to eat too much junk food, but now I have a much healthier diet.
2. It's to take regular breaks when revising.
3. It's important to drink a lot of water in order to avoid
.....
4. Don't sit still for too long – move around frequently to increase your
.....
5. Zainab listens to music while she's working. It helps her
.....
6. Adnan never forgets anything! He's got an amazing
.....

الإجابات:

1. diet 2. beneficial 3. dehydration 4. circulation 5. concentration 6. Memory

4 / AB page 44

Complete the explanations with words from the box. One word is not needed.

Compromise, conflict, negotiate, patient, prepared, previous, track record

1. When you talk about business and try to do a deal, you
2. When you are ready for something, you are for it.
3. When you can prove that you have experience, you have a
4. When two sides disagree and argue, there is
5. When each side changes their position a little so that they can agree, they have managed to
6. When you stay calm and take your time, you are being

الاجابات

1. negotiate 2. prepared 3. track record 4. conflict 5. compromise 6. Patient

1 / AB page 49

Complete the sentences with words or phrases from the box. One word or phrase is not needed. The first one is done for you.

career, headphones, interpret, seminar, regional, rewarding, translation

1. Please listen to the music through headphones, so that you don't disturb anybody.

2. I have just read a _____ of a book by a Japanese author.

3. In the UK, there is a central government, but there are also _____ councils around the country.

4. My uncle is fluent in several languages. He is often able to _____ for us during conversations with foreigners.

5. Nada made a successful presentation at a _____ in Irbid last month.

6. Doing volunteer work can be a very _____ experience.

الاجابات :

1. headphones 2. translation 3. regional 4. interpret 5. seminar 6. Rewarding

كلمات الاشتقاق للفصل الثاني

Verb	Noun	Adjective	Adverb
educate	education	educational	
succeed	success	successful	successfully
repeat	repetition	repeated	
compete	competition	competitive	
manage	management	managerial	
achieve	achievement		
develop	development		
dehydrate	dehydration	dehydrated	
contradict	contradiction	contradictory	
circulate	circulation		
diet	diet	dietary	
advise	advice/ advisor		
correct	correction	correct	
	academy	academic	academically
	agriculture	agricultural	
depend	dependence	dependent	
dominate	dominance	dominant	
experience	experience	experienced	
organise	organisation		
agree	agreement		
enrol	enrolment		
Verb	Noun	Adjective	Adverb
qualify	qualifications	qualified	
recommend	recommendation	recommended	
	youth	young	

Verb	Noun	Adjective	Adverb
	awareness	aware	
memorise	Memory memorisng	memorable	
	nutrient nutrition	nutritious	
		particular	particularly
compete	competition	competitive	
know	knowledge		
		ideal	ideally
create	creation		
teach	teaching		
	critic	critical	
engineer	engineer engineering		
enrol	enrolment		
	fluency	fluent	fluently
immerse	immersion		
	linguistics linguist	linguistic	
marketing market	market		
	multilingualism	multilingual	
	Pharmacy pharmaceuticals	pharmaceutical	
pioneer	pioneer	pioneering	
	proficiency	Proficient	

Verb	Noun	Adjective	Adverb
	Psychology	psychological	
domesticate	domesticity	domestic	
dominate	dominance	dominant	
simulate	simulator simulation		
tutor	tutorial tutor		
undertake	undertaking		
utter	utterance		
	vocation	vocational	vocationally
agree	agreement		
blame	blame		
corporate	corporation		
	dialect	dialectal	
export	export exportation		
extend	extension	extensive	extensively
extract	extraction		
fertilise	Fertilizer fertilisation	fertile	
import	import importation	imported	
intend	intention	intentional	
	mineral	mineral	
negotiate	negotiation	negotiable	
replicate	replicate		
reserve	reserve		
spill	spill		
adapt	adaptation	Adaptable	

Verb	Noun	Adjective	Adverb
	competence	competent	
	conscience	conscientious	
enclose		enclosed	
	enthusiasm	enthusiastic	
intern	Internship intern		
interpret	interpreter interpretation		
refer	reference		
	region	regional	regionally
reward	reward	rewarding	
secure	security	secure	
survey	surveyor survey		
volunteer	volunteer	voluntary	voluntarily
	sociology	sociological	
	nerve	nervous	
		deep	deeply
	care	careful	carefully
instruct	instructions		
design		designed	
answer		answered	
	confidence	confident	
		previous	previously
discuss	discussion		
frighten	fright		
atribute	atribution		
	ambition	ambitious	

body idioms عبارات ترتبط بالجسم

get cold feet	to lose your confidence in something at the last minute	يفقد الثقة في شيء في آخر لحظة / اصبح خائف جداً ان يكمل المحاولة
put (my) back into	tried extremely hard (to put a lot of effort into something)	حاول بجد كبير
get it off (your) chest	to tell someone about something that has been worrying you	تخبر شخص بشيء يقلقك
keep your chin up	to remain cheerful in difficult situations ; (of encouragement)	عبارة للتشجيع ان يبقى مبتهج في المواقف الصعبة
play it by ear	to decide how to deal with a situation as it develops	ينتظر ويرى كيف يتطور الموقف / ينتظر ويقرر لاحقاً
have a head for figures	to have a natural mental ability of maths / numbers	ان يكون لديك قدرة عقلية طبيعية للرياضيات و الارقام

A) Complete the sentences with the following body idioms.

get it off your chest	get cold feet	play it by ear
keep your chin up	have a head for figures	

1. I'm too nervous to do a parachute jump. I think that I'll _____ at the last minute.

2. If you've got a problem, talk to someone about it. It helps to _____
3. I don't think I'd be a very good accountant. I don't really _____
4. _____ ! I'm sure everything will be fine in the end.
5. I'm not sure if it'll be warm enough to have a barbecue. We'll have to _____

B) Study the following sentences then answer the questions that follow each:

1. I'm nervous to do a parachute jump. I think that I'll play it by ear at the last minute. Replace the underlined misused idiom with the correct one.

2. I'm sure everything will be fine in the end, so have your chin up. Replace the underlined misused verb with the correct one.

3. I'm not sure if it'll be warm enough to have a barbecue. We'll have to decide how to deal with that as it develops. Replace the underlined words with the correct body idiom that has the same meaning.

الاجابات

Answers: A) 1. get cold feet 2. get it off your chest 3. have a head for figures
4. keep your chin up 5. play it by ear B) 1. get cold feet 2. keep 3. play it by ear

أسئلة وزارة

Study the following sentence and answer the question that follows:

Majed is too nervous to do a parachute jump. I think that he will lose his confidence at the last minute. Replace the underlined phrase with the correct body idiom. _____

Study the following sentence and answer the question that follows

I don't think I'd be a very good accountant. I don't really get cold feet. Replace the underlined body idiom with the correct one. _____

Study the following sentence and answer the question that follows:

I am not sure if it will be warm enough to have a barbecue. We have to keep our chin up. Replace the underlined body idiom with the correct one.

متلازمات

do exercise	keep fit	يعمل تمارين
do a subject	study	يدرس موضوع
make a start	begin	يبدأ
make a difference	change something	يحدث فرق
take a break	relax	يسترخي/ يأخذ استراحة
draw up a timetable	write a schedule	ينظم جدول مواعيد

A) Use the correct collocation to complete each of the following sentences.

- 1- If you want to lose weight, you should _____ every day.
- 2- The deadline is tomorrow, and you haven't done anything yet! You really must _____
- 3- If you send money to charity, you will _____ to a lot of lives.
- 4- You look tired. Why don't you _____? I need to organize my time better. I think I'll _____

الاجابات

Answers: A) 1. do exercise 2. make a start 3. make a difference 4. take a break 5. draw up a time table

أسئلة وزارة

B) Replace the underlined misused collocation in the following sentence with the correct one:

If you send money to charity, you will do exercise to a lot of lives.

متلازمات :

make a mistake	يرتكب خطأ	make small talk	يجري محادثه
shake hands	يصافح	do business	يمارس عمل
ask questions	يسأل أسئلة	join s company	ينضم لشركه
earn respect	يكسب احترام	cause offence	يسبب اساءة