



اليوم:

التاريخ: 2020 م

مدة الامتحان: 2:30

مجموع العلامات: (100) علامة

### Reading comprehension: (40 points)

#### Question Number One: (20 points)

Read the text and do the tasks below:

We asked three young business people about their experience of starting up in business. Here is what they said.

\* Pete Finn developed an app that was so popular that he sold it to a major IT company, giving him the money to spend on developing new ideas. His advice:

'I never had any training. I just jumped straight into things. After all, you don't want to spend a long time getting everything perfect and then find the market has disappeared. But my lack of experience meant that I made some expensive mistakes at first. In the end, someone warned me against putting all my profits into developing new ideas instead of keeping some back to pay tax. But before that I'd had some unpleasant moments.'

\* Anita Simons started out making jewellery for friends and now sells it to top fashion shops and direct to the public via her online company. She says:

'One of the most important things I've had to learn to do is decide the most effective way of spending money. You need to work out the financial figures and have them checked by someone who understands money. Luckily my parents are both in business themselves, so they advised me to spend more on marketing, less on product development, or whatever. Wherever it comes from, getting good advice is very important.'

\* Hashem Ali is the nineteen-year-old owner of a company that makes online music videos. His top tips:

'I think initially the key thing is to understand the market. Work out who your potential customers are, who your competitors are, what they offer and how you could do it better. It's easy these days to get professional help with this kind of market research. After that, just be determined and don't give up if things get difficult (which they almost certainly will at some point). Starting and running a business is hard work. If you think it is only going to be a nine-to-five job, you should go and do something else.'

#### A. Complete the table with the missing information:

(9 points)

The name	Their business	Tips they got or gave
Pete Finn	_____	Don't put all profits into _____, you should keep some back to _____
Anita Simons	_____	You should spend more money on _____, less on _____
Hashem Ali	_____	After doing market research you should be _____, and if things get difficult don't _____

#### B. Decide whether these statements are True or False:

(6 points)

- Pete's lack of experience caused him serious mistakes at first. ( )
- Anita talks about spending priorities. ( )
- Hashem advises people not to wait too long before starting business. ( )
- It's not necessary to understand the market according to Hashem. ( )

**C. Write what the following words might refer to:****(3 points)**

1. **Some** (line 8): \_\_\_\_\_
2. **Them** (line 13): \_\_\_\_\_
3. **It** (line 23): \_\_\_\_\_

**D. Choose the correct answer:****(2 points)**

1. All three people in the text agree on a very important step when starting a business, which is:
  - a. taking advice.
  - b. developing your product.
  - c. looking to the future.
2. Finding out if customers will buy your product is called \_\_\_\_\_
  - a. market value.
  - b. market share.
  - c. market research.

**Question Number Two: (20 points)****Read the text and do the tasks below:**

If you think of the jobs robots could never do, you would probably put doctors and teachers at the top of the list. It's easy to imagine robot cleaners and factory workers, but some jobs need human connection and creativity. In some cases, **they** already perform better than doctors at diagnosing illness. Also, some patients might feel more comfortable sharing personal information with a machine than a person.

Could there be a place for robots in education after all? British education expert Anthony Seldon thinks so. And he even has a date for the robot takeover of the classroom: **2027**. He predicts robots will do the main job of transferring information and teachers will be like assistants. Intelligent robots will read students' faces, movements and maybe even brain signals. Then they will adapt the information to each student.

It's not a popular opinion and it's unlikely robots will ever have feelings and the ability to really connect with humans like another human can. One thing is certain, though, a robot teacher is better than no teacher at all. In some parts of the world, there aren't enough teachers and 9-16% of children under the age of 14 don't go to school. That problem could be partly solved by robots because they can teach anywhere and won't get stressed, or tired, or move somewhere for an easier, higher-paid job.

Those negative aspects of teaching are something everyone agrees on. Teachers all over the world are leaving because **it** is a difficult job and they feel overworked. Office workers can use software to do things like organize and answer emails, arrange meetings and update calendars. Teachers waste more than 11 hours a week marking homework. If robots could cut the time teachers spend on non-teaching work like marking homework and writing reports, teachers would have more time and energy for the parts of the job humans do best.

**A. Complete the table from the text:****(4 points)**

Robots already help doctors in some cases like .....	1. _____ 2. _____
Robots may help teachers in non-teaching work like .....	1. _____ 2. _____

**B. Answer the following questions:****(4 points)**

1. What will intelligent robots do according to Anthony Seldon?

\_\_\_\_\_

2. How can software programs help office workers?

\_\_\_\_\_

\_\_\_\_\_

**C. Decide whether the following is True or False: (3 points)**

1. Anthony Seldon agrees that by 2027 there will be no teachers at all. ( )
2. One of robot teachers' advantages is that they don't need to rest. ( )
3. If robots could help in marking homework, teachers would do their jobs better. ( )

**D. Choose the best answer: (6 points)**

1. Anthony Seldon thinks teachers in the future will ....
  - a. help robots in class.
  - b. teach knowledge to students.
  - c. no longer found.
  - d. stay at home.
2. Robots are unlikely to be completely like teachers as they don't ....
  - a. mark homework.
  - b. have emotions towards students.
  - c. prepare lessons.
  - d. answer emails.
3. According to the text, some parts of the world ....
  - a. pay robots to teach.
  - b. already use robots in teaching jobs.
  - c. stopped using robots in teaching.
  - d. have a lack of teachers.
4. The best title for the text is ....
  - a. Factory robots
  - b. Cleaner robots
  - c. Robot teachers
  - d. Farming robots

**E. Write what the following words might refer to: (3 points)**

1. **They** (line3): \_\_\_\_\_
2. **2027** (line7): \_\_\_\_\_
3. **It** (line18): \_\_\_\_\_

**Vocabulary: (25 points)****Question Number Three:(25 points)****A. Fill in the following sentences by replacing the words in brackets with the appropriate words from the box: (5 points)**

worth	potential	employment	patting	justified
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1. He felt a million hands \_\_\_\_\_ him on the back and congratulating him on the job. (hitting gently)
2. Kind words \_\_\_\_\_ much and cost little. (giving good value)
3. The law required a detailed analysis of the \_\_\_\_\_ impact on the environment of a proposed project. (possibility for the future)
4. It's not easy to find an \_\_\_\_\_ in the countryside. (getting a job)
5. I don't think Amy's opinions were really \_\_\_\_\_. (the correct thing to do or believe)

**B. Complete the following sentences with words from the box: (5 points)**

impatient	graphic	personal	fear	colleague
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1. The scenes of \_\_\_\_\_ violence in the film were very frightening.
2. Unlike the rest of us, Dave had no \_\_\_\_\_ of snakes.
3. Please ensure you take all \_\_\_\_\_ belongings with you when you leave the train.
4. After waiting for an hour, the \_\_\_\_\_ customer stormed out and complained to the manager.
5. He left his job after an argument with his \_\_\_\_\_.

**C. Choose the correct answer:****(7 points)**

1. I don't think he stepped on your foot (**in purpose / on purpose**).
2. It's important to protect your skin (**from / for**) the harmful effects of the sun.
3. He refused to do it because it was not part of his (**job description / job security**).
4. I don't think many people can say they are (**satisfied in / satisfied with**) their salary.
5. The refugees believe that their lives are (**on danger / in danger**).
6. These products' advertisements are clear examples of their (**market share / marketing**) strategy.
7. I got stuck in traffic and arrived just (**on time / in time**) to catch my flight.

**D. Complete the sentences with suitable phrasal verbs from the box:****(5 points)**

break down	ran into	came across	turned out	take over
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1. People are wondering who's going to \_\_\_\_\_ when the old king dies.
2. I am afraid my computer will \_\_\_\_\_ if I use it for a long time.
3. I \_\_\_\_\_ a lovely little restaurant in the village.
4. Guess who I \_\_\_\_\_ in town today.
5. The bomb warning \_\_\_\_\_ to be a false alarm.

**E. Complete the sentences using the words in the box with ( co / mis ):****(3 points)**

heard	operation	use
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1. It seemed a strange question; I wondered if I had \_\_\_\_\_.
2. Because of the size of the task, combined \_\_\_\_\_ was important.
3. There is a concern that the judges might \_\_\_\_\_ their power.

**Language: (25 points)****Section A: (15 points)****Question Number Four: (15 points)****A. Complete the sentences with the correct tense of the verbs in brackets:****(6 points)**

1. The accident took place while the students \_\_\_\_\_ the street. (cross)
2. She \_\_\_\_\_ a bear before she moved to Alaska. (not/ see)
3. The passengers \_\_\_\_\_ (wait) for three hours, and the train \_\_\_\_\_ yet. (arrive)
4. Listen! What language \_\_\_\_\_ Ali's guests \_\_\_\_\_? (talk)
5. The teacher \_\_\_\_\_ the exam is complicated. (not /think)

**B. Circle the correct answer:****(4 points)**

1. Emad (**is going to study/is studying**) medicine when he enters the university.
2. The questions are very unclear, so he (**might well / may not**) answer them.
3. I (**felt/ was feeling**) much better after I'd taken the medicine.
4. She offered (**to carry / carrying**) the heavy bag for her grandmother.

**C. Rewrite the following using the words between brackets:****(5 points)**

1. 'How many times did you go to Jerusalem last year?' (I asked Ahmad's mother)  
\_\_\_\_\_
2. 'You shouldn't accept the first offer you get.' (He advised her)  
\_\_\_\_\_
3. 'Don't spend your money buying expensive clothes.' (He warned me against)  
\_\_\_\_\_
4. 'Are you planning to go to Deir Qruntil?' (She asked the tourists)  
\_\_\_\_\_
5. The earthquake damaged many houses. (Form a question for the given answer)  
\_\_\_\_\_ ? Many houses.

**Section B: (10 points)**

أجب عن قسمين من السؤال فقط (1,2,3) (10 points)

**Question Number Five: (10 points)****1. A. Circle the correct answer:****(3 points)**

1. Their team is better than most of the others, so it ( **may not/ may well** ) win the cup.
2. I've just missed the 8:0 lecture, but it's okay ( **I'll / I'm going to** ) wait for the tenth one.
3. Rula says she ( **is buying / is going to buy** ) an expensive dress for the graduation party.

**B. Rewrite the sentences replacing the underlined part with causative structure: (2 points)**

1. It is a good idea to ask someone to check the email before you send it.  
\_\_\_\_\_

2. He took his washing machine to the electrician and asked him to fix it.  
\_\_\_\_\_

**2. A. Choose the correct form of verbs between brackets:****(3 points)**

1. Never stop ( **to smile/ smiling** ) even when you're sad, someone might love your smile.
2. I must remember ( **to unplug / unplugging** ) the iron before I leave the house.
3. I haven't got any change. Would you mind ( **to lend / lending** ) me a coin for the coffee machine?

**B. Add question tags to the sentences below:****(2 points)**

1. Your neighbors never use their car, \_\_\_\_\_ ?
2. Rami hurt his hand while fixing the door, \_\_\_\_\_ ?

**3. Correct the following sentences: (There is only one mistake in each sentence).****(5 points)**

1. Everything went well until they wanted increasing their profits. \_\_\_\_\_
2. The Titanic was crossing the Atlantic when it hits an iceberg. \_\_\_\_\_
3. I'm not understanding English when native speakers talk fast. \_\_\_\_\_
4. She didn't get her teeth check. \_\_\_\_\_
5. Dad works in the afternoons, but today he takes my brother to the dentist. \_\_\_\_\_

**Writing: (10 points)****Question Number Six: (10 points)**

Choose ONE of the following topics:

اكتب موضوعا واحدا من احد الموضوعين

1. Dar AL Kalema College has started registration for an advanced course in **Making Sweets**. Write **an application form** for this course explaining the following points:

- Your reasons for choosing this course (why you are applying).
- Your experience in the field.
- How you expect your interest in the subject to develop.

2. Write a **formal letter** to a company asking to do work experience. Use the following ideas:

- |  |  |
|--|--|
| A- Explain why you are writing.                | B- Introduce yourself.                         |
| C- Give the dates you are interested in.       | D- Say what you are studying.                  |
| E- Say that you might accept any kind of work. | F- Offer to provide more details if necessary. |

**The End**