

Section 1: Reading Comprehension (40 Marks)

Passage number one: (20 Points)

Read the following paragraph then Answer the questions:

The results of a new poll show that financial problems have taken over from the environment as the main concerns for young people. The survey asked over **12,000** people aged between 14 and 18 what they were most worried about. The clear 'winner' was 'finding a job', while the environment was only the seventh greatest worry. **This** compares with similar polls in the last fifteen years, when environmental worries came first.

One of the poll's organisers commented that the results demonstrated a clear change in attitude. 'It's not just that getting a job is the main worry,' he said. 'Also included in the top six worries were getting into debt (6th) and passing exams (4th=). **I**'m convinced that there's a connection. Because of changes in the job market, there is more and more pressure on young people nowadays to pass exams and go on to university in the hope of finding a good job. Rising university fees make it inevitable that many students graduate from university with huge debts'. Other concerns mentioned by large numbers of young people also tended to be personal rather than social, including worries about relationships (2nd), health (3rd) and 'fitting in with peers' (4th=). Annette Coleman, director of the Green Earth organisation, said yesterday that **she** was 'disappointed, but not surprised' at the fall in the number of young people concerned about the environment 'It's not that environmental concerns are less urgent than before – quite the opposite in fact. It's just that after decades of publicity on topics like climate change, so little has actually changed. A lot of people get the feeling that there's nothing we can do about it, and young people in particular tend to be impatient. Of course, the other thing is that in times of economic difficulty, people are more likely to focus on worries that are more immediate and have an impact on their daily lives.'

A. Complete the notes about the new poll from the text

(4 Points)

1. Who was the target group? (number / age)	
2. What did it ask about?	
3. What did the results show?	
4. How did the results differ from previous polls?	

B. Answer the following questions:

(4 Points)

1. Why is it important for young people to go to university?

2. Why are young people becoming less concerned about the environment?

C. Complete the following sentences.

(2 Points)

1. The results of the poll show that _____ is the main concern these days though _____ was the first concern fifteen years ago.

2. Mention two of the personal concerns according to the poll's results:

1. _____. 2. _____

D. What do the highlighted pronouns and number in the text refer to :

(4 Points)

1. **12000** "line 2" ----- 2. **This** "line 3" -----
3. **I** "line 7" ----- 4. **She** "Line 12" -----

E. Decide whether each of the following statements is True (T) or False (F):

(6 Points)

1. Environmental problems are more important nowadays than fifteen years ago. ()
2. According to a poll's organiser, the change in the results explained a change in people's interests. ()
3. The director was surprised and disappointed at the fall in the number of young people interest about the environment. ()

Passage Number Two: (20 Marks)

Read the following paragraph then Answer the questions:

In order for a business to survive in today’s world, it is important that we regularly revise what we are doing and how we are doing it. By considering new ideas and new ways of doing things and trying to create, we can improve on our products and services, increase sales, reduce costs and make our processes more effective and efficient. Creativity is the key to increasing profits. There are several ways a company can be creative with its products and services. In this article, we’ll look at two main important ways which are: using the latest technology and responding to customer demands .

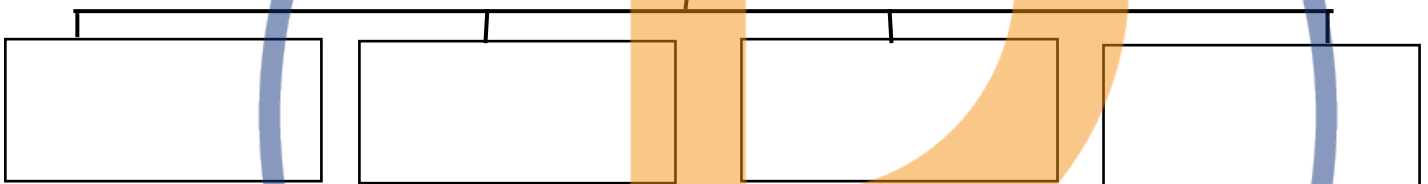
Using the latest technologies to improve your products, while they might be impressive, we should not use **them** just because they are available. It is important to consider how the technology can make a difference to our customer or product.

The other way is how to respond to customers’ demands by changing what is on offer. By listening to customers’ feedback, we can get their opinion on how we are doing and find out about what is that they want. We also need to be aware of changes in customer demands and keep up with times. When fast-food McDonald’s restaurants realized that the market wanted healthier choices, they introduced fruit and salads, while removing the ‘ super-size’ option from their menus.

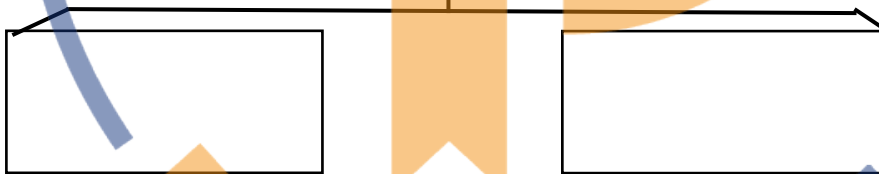
A. Complete the following diagram:

(9 points)

1- The results of considering new ideas and ways in business are:



2- Ways a company can be creative with its products and services:



B. Decide whether these sentences are True or False:

(6 points)

1. It’s essential to revise our business regularly to survive it. ()
2. Latest technologies should be used in business because they’re available. ()
3. Listening to customers’ feedback helps in finding out what they want. ()
4. McDonald’s restaurants have not changed their menu since they started. ()

C. Circle the correct answer:

(2 points)

1. The best title of this text is:

- A. Technology nowadays. B. Creativity in business. C. Business News

2. The underlined pronoun them (line 9) refers to:

- A. technologies B. customers C. products

D. Complete the following sentences with words from the text:

(3 points)

1. We should change what is on offer to respond to customers’ _____.
2. We need to be aware of changes in customer demands and keep up with _____.

Section 2: Vocabulary (25 Marks)

A. Complete the sentences with a suitable words from the box: (5 Points)

fantasy stuck reluctant objective vary

1. I'm ----- to spend all that money on such a small project.
2. Prices ----- widely from shop to shop. Some are expensive, others are cheaper.
3. Her preferred reading was horror and ----- stories.
4. A man should be fair and ----- when judging his son's work.
5. We were ----- at the airport for twelve hours because of the bad weather

B. Replace the underlined parts of the sentences with words from the box: (5 Points)

revision creative patting hub guarantee

1. He's very good at making artistic things. Apart from writing poetry and songs. _____
2. Jerusalem is the central point of all Palestine. _____
3. While I was hitting gently my friend's cat, it bit me. _____
4. There is no way to be sure that higher production will keep prices stable. _____
5. Studying before an exam can be very stressful, but it is useful. _____

C. Complete the sentences with the suitable phrasal verbs from the box: (5 Points)

put up work out passed on catch up came out

1. Committee members met to _____ a compromise about the new project.
2. After her death, it _____ that she'd lied about her poverty.
3. Let's go to a cafe – I need to _____ with you all.
4. All media _____ the sad news about the death of the famous singer.
5. We were _____ at a small hotel for the night after a long travel.

D. Complete the sentences using the words in the box with (co, mis, over, under): (5 Points)

charge cooked work operation behave

1. There's very little _____ between the two neighboring countries.
2. The gift shop in Paris usually _____ tourists. They raise the prices a lot.
3. Students always get in trouble when they _____ at school.
4. People may become infected after eating tough and _____ meat.
5. When you _____ more than 12 hours, you look exhausted.

E. Circle the correct answer: (5 Points)

1. If you're going to come over to our house, please let me know (**in debt/ in advance**).
2. His job (**description /opportunity**) allows him to ask about these matters.
3. Sorry, we were late because we had a (**breakdown / breakthrough**) in the car while driving to the office)
4. If you don't hurry up, we won't be (**in time / on time**) to catch the train
5. The company has a large (**marketing / market research**) department that designs advertisements to help customers to choose the suitable brand.

Section 3: Language (25 Marks)

Section A: (15 Points)

A. Complete the sentences with the correct tense of the verbs in brackets: (4 points)

1. My father has been in business for thirty years and he _____ yet. (**retire**)
2. Her grandfather still _____ the day when the dam broke. (**remember**)
3. I passed the exam easily because I _____ a long time studying. (**spend**)
4. When I got home in the evening I _____ that I had left the TV on. (**notice**)

B. Rewrite these sentences keeping to the meaning:

(4 points)

1. The player was too expensive and he only scored one goal in 20 matches.

They wish _____

2. He had a chance to pass the ball, but he didn't do it.

He should _____

3. We lost the match because we were overconfident.

We regret _____

4. It's not a good idea to neglect your studies just to get a part-time job.

My father warned me that _____

C. 1: Rewrite the following sentences using *reduced relative clauses*:

(4 points)

a. The city centre was full of cars which blocked the road.

b. Passengers who were hurt in the accident were taken to hospital.

2: Circle the correct answer:

a. All what you have done is _____. Everyone got angry. (**disappointing** \ **disappointed**)

b. We usually try to buy local products rather than _____ ones. (**importing** \ **imported**)

D. Report the following questions:

(3 Points)

1. "When will your teachers come to the party?"

He asked Sarah _____

2. "Did Palestinian students choose technical subjects?"

The director asked _____

3. "How much money does your young sister's jacket cost?"

Her friend asked _____

Section B: (10 points)

From this section answer two parts only: (1, 2, 3) اجب عن قسمين من هذا السؤال فقط

1.A: Complete the following sentences with the correct form of the verb (to-infinitive or _ing)

(3 Points)

1. My sister refused _____ what our father suggested. (**do**)

2. I must remember _____ this letter while I'm in town. (**post**)

3. The most important thing is that we shouldn't give up _____. (**try**)

1.B: Circle the correct answer:

(2 Points)

1. _____ drove the car downtown? Ahmad (**What** \ **Who**)

2. _____ music do you prefer? Pop music (**What kind of** \ **How long**)

2.A: Circle the correct answer:

(3 Points)

1. Sorry, I can't see you tonight, I am _____ for my exam. (**reading** \ **going to read**)

2. There are blue patches in the sky, I think it _____ rain. (**will** \ **may**)

3. He is quite unpopular so he _____ win the election. (**may not** / **may well**)

2. B: Add question tags to the sentences below:

(2 Points)

1. They usually cut these branches in March, _____?

2. My grandmother's sickness made it difficult for her to move, _____?

3.A Correct the mistakes in the sentences. There is only one mistake:

(3 Points)

1. It's getting dark; we should leave half an hour ago. _____

2. What films have you watched last night? _____

3. He had five cups of coffee, wouldn't he? _____

3. B. rewrite the following sentences using have/get + object + past participle.

(2 Points)

1. My brother will ask a dentist to clean his teeth tomorrow.

2. You need a haircut before you go to the interview.

Section 4: Writing (10 Marks)

Choose ONE of the following topics

اكتب موضوعا واحدا من الموضوعين

1. You are **Noor Omar**, you are interested in embroidery and sewing in general. Write **an application form** to Dar Al-Ibda' Centre applying for a "Hand-made crafts" foundation course.

These notes may help you:

*Explain the reasons for choosing this course.

*Write about your experience in this field.

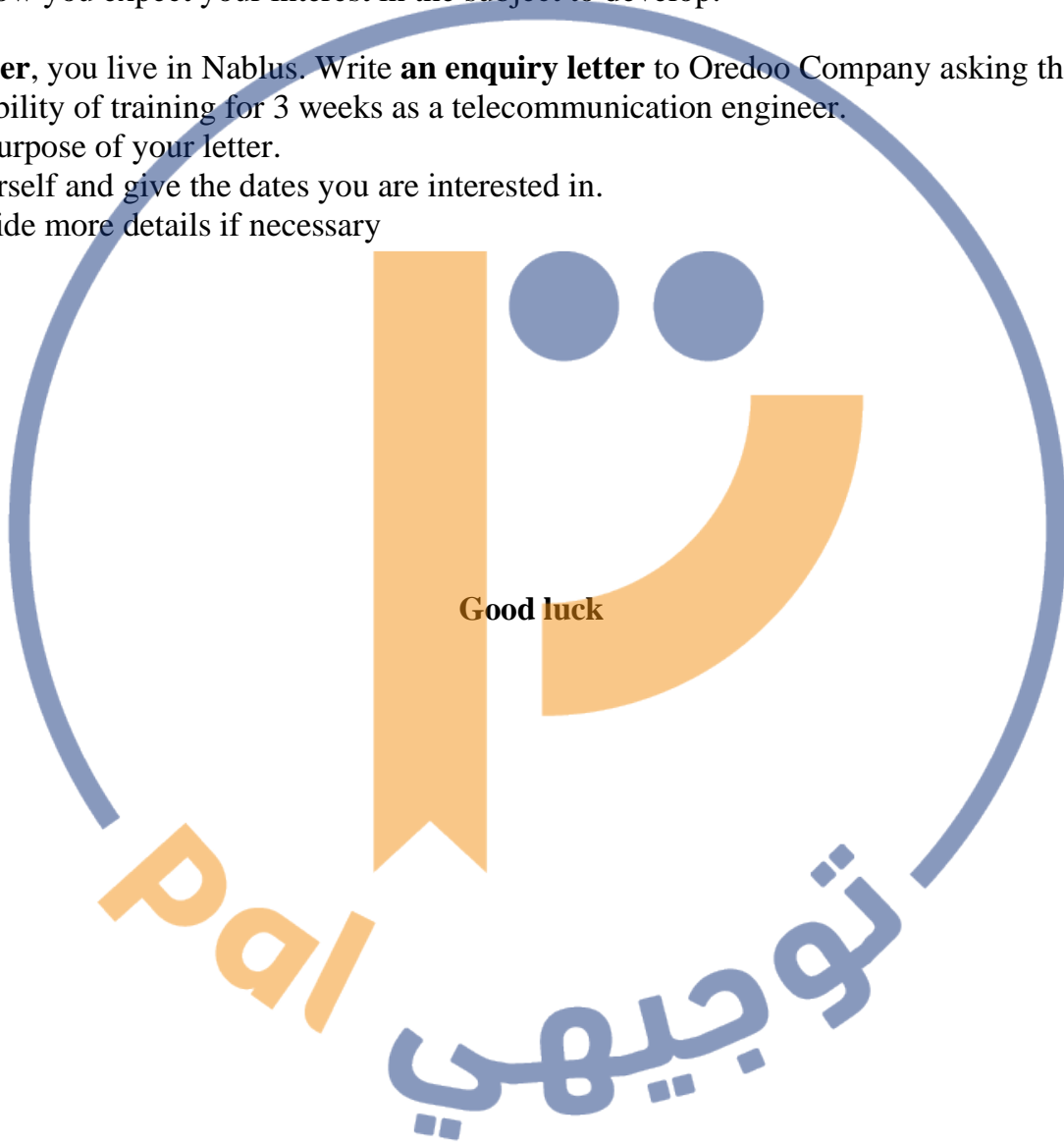
*Write about how you expect your interest in the subject to develop.

2. You are **Ameer**, you live in Nablus. Write **an enquiry letter** to Oredoo Company asking them about the possibility of training for 3 weeks as a telecommunication engineer.

* Explain the purpose of your letter.

*Introduce yourself and give the dates you are interested in.

* Offer to provide more details if necessary





Section 1: Reading Comprehension (40 Marks)

Passage number one: (20 Points)

Read the following paragraph then Answer the questions:

The results of a new poll show that financial problems have taken over from the environment as the main concerns for young people. The survey asked over **12,000** people aged between 14 and 18 what they were most worried about. The clear 'winner' was 'finding a job', while the environment was only the seventh greatest worry. **This** compares with similar polls in the last fifteen years, when environmental worries came first.

One of the poll's organisers commented that the results demonstrated a clear change in attitude. 'It's not just that getting a job is the main worry,' he said. 'Also included in the top six worries were getting into debt (6th) and passing exams (4th=). **I**'m convinced that there's a connection. Because of changes in the job market, there is more and more pressure on young people nowadays to pass exams and go on to university in the hope of finding a good job. Rising university fees make it inevitable that many students graduate from university with huge debts'. Other concerns mentioned by large numbers of young people also tended to be personal rather than social, including worries about relationships (2nd), health (3rd) and 'fitting in with peers' (4th=). Annette Coleman, director of the Green Earth organisation, said yesterday that **she** was 'disappointed, but not surprised' at the fall in the number of young people concerned about the environment 'It's not that environmental concerns are less urgent than before – quite the opposite in fact. It's just that after decades of publicity on topics like climate change, so little has actually changed. A lot of people get the feeling that there's nothing we can do about it, and young people in particular tend to be impatient. Of course, the other thing is that in times of economic difficulty, people are more likely to focus on worries that are more immediate and have an impact on their daily lives.'

A. Complete the notes about the new poll from the text

(4 Points)

1. Who was the target group? (number / age)	12000 / between 14 and 18
2. What did it ask about?	what they were most worried about.
3. What did the results show?	financial problems have taken over from the environment as the main concerns
4. How did the results differ from previous polls?	the environment was only the seventh greatest worry.

B. Answer the following questions:

(4 Points)

1. Why is it important for young people to go to university?

In the hope of finding a good job.

2. Why are young people becoming less concerned about the environment?

Because of the financial problems.

C. Complete the following sentences.

(2 Points)

1. The results of the poll show that **finding a job** is the main concern these days though **environment** was the first concern fifteen years ago.

2. Mention two of the personal concerns according to the poll's results:

1. relationships

2. fitting in with peers

D. What do the highlighted pronouns and number in the text refer to :

(4 Points)

1. **12000** "line 2" young people

2. **This** "line 3"

new poll / finding a job

3. **I** "line 7" One of the poll 's organisers

4. **She** "Line 12"

Annette Coleman

E. Decide whether each of the following statements is True (T) or False (F):

(6 Points)

1. Environmental problems are more important nowadays than fifteen years ago. (F)

2. According to a poll's organiser, the change in the results explained a change in people's interests. (T)

3. The director was surprised and disappointed at the fall in the number of young people interest about the environment. (F)

Passage Number Two: (20 Marks)

Read the following paragraph then Answer the questions:

In order for a business to survive in today’s world, it is important that we regularly revise what we are doing and how we are doing it. By considering new ideas and new ways of doing things and trying to create, we can improve on our products and services, increase sales, reduce costs and make our processes more effective and efficient. Creativity is the key to increasing profits. There are several ways a company can be creative with its products and services. In this article, we’ll look at two main important ways which are: using the latest technology and responding to customer demands .

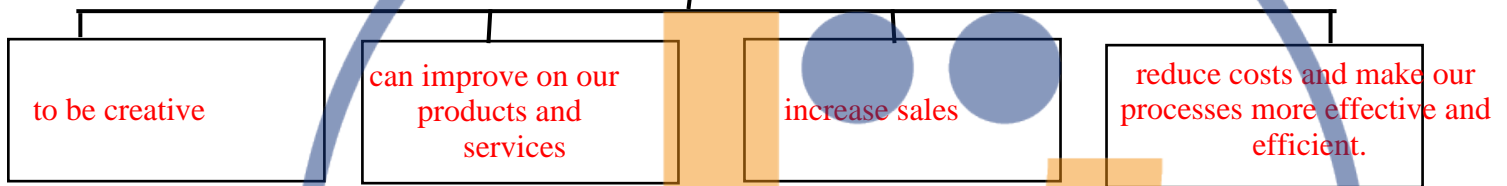
Using the latest technologies to improve your products, while they might be impressive, we should not use **them** just because they are available. It is important to consider how the technology can make a difference to our customer or product.

The other way is how to respond to customers’ demands by changing what is on offer. By listening to customers’ feedback, we can get their opinion on how we are doing and find out about what is that they want. We also need to be aware of changes in customer demands and keep up with times. When fast-food McDonald’s restaurants realized that the market wanted healthier choices, they introduced fruit and salads, while removing the ‘ super-size’ option from their menus.

A. Complete the following diagram:

(9 points)

1- The results of considering new ideas and ways in business are:



2- Ways a company can be creative with its products and services:



B. Decide whether these sentences are True or False:

(6 points)

1. It’s essential to revise our business regularly to survive it. (**T**)
2. Latest technologies should be used in business because they’re available. (**F**)
3. Listening to customers’ feedback helps in finding out what they want. (**T**)
4. McDonald’s restaurants have not changed their menu since they started. (**F**)

C. Circle the correct answer:

(2 points)

1. The best title of this text is:

- A. Technology nowadays. B. Creativity in business. C. **Business News**

2. The underlined pronoun them (line 9) refers to:

- A. **technologies** B. customers C. products

D. Complete the following sentences with words from the text:

(3 points)

1. We should change what is on offer to respond to customers’ **demands**.
2. We need to be aware of changes in customer demands and keep up with **times**.

Section 2: Vocabulary (25 Marks)

A. Complete the sentences with a suitable words from the box: (5 Points)

fantasy stuck reluctant objective vary

1. I'm **reluctant** to spend all that money on such a small project.
2. Prices **vary** widely from shop to shop. Some are expensive, others are cheaper.
3. Her preferred reading was horror and **fantasy** stories.
4. A man should be fair and **objective** when judging his son's work.
5. We were **stuck** at the airport for twelve hours because of the bad weather

B. Replace the underlined parts of the sentences with words from the box: (5 Points)

revision creative patting hub guarantee

1. He's very good at making artistic things. Apart from writing poetry and songs. **creative**
2. Jerusalem is the central point of all Palestine. **hub**
3. While I was hitting gently my friend's cat, it bit me. **patting**
4. There is no way to be sure that higher production will keep prices stable. **guarantee**
5. Studying before an exam can be very stressful, but it is useful. **revision**

C. Complete the sentences with the suitable phrasal verbs from the box: (5 Points)

put up work out passed on catch up came out

1. Committee members met to **work out** a compromise about the new project.
2. After her death, it **came out** that she'd lied about her poverty.
3. Let's go to a cafe – I need to **catch up** with you all.
4. All media **passed on** the sad news about the death of the famous singer.
5. We were **put up** at a small hotel for the night after a long travel.

D. Complete the sentences using the words in the box with (co, mis, over, under): (5 Points)

charge cooked work operation behave

1. There's very little **co-operation** between the two neighboring countries.
2. The gift shop in Paris usually **overcharge** tourists. They raise the prices a lot.
3. Students always get in trouble when they **misbehave** at school.
4. People may become infected after eating tough and **undercooked** meat.
5. When you **overwork** more than 12 hours, you look exhausted.

correct answer:

(5 Points)

1. If you're going to come over to our house, please let me know (**in debt/ in advance**).
2. His job (**description /opportunity**) allows him to ask about these matters.
3. Sorry, we were late because we had a (**breakdown / breakthrough**) in the car while driving to the office)
4. If you don't hurry up, we won't be (**in time / on time**) to catch the train
5. The company has a large (**marketing / market research**) department that designs advertisements to help customers to choose the suitable brand.

E. Circle the

Section 3: Language (25 Marks)

Section A: (15 Points)

A. Complete the sentences with the correct tense of the verbs in brackets: (4 points)

1. My father has been in business for thirty years and he **hasn't retired** yet. (retire)
2. Her grandfather still **remembers** the day when the dam broke. (remember)
3. I passed the exam easily because I **had spent** a long time studying. (spend)
4. When I got home in the evening I **noticed** that I had left the TV on. (notice)

B. Rewrite these sentences keeping to the meaning:

(4 points)

1. The player hadn't been too expensive and he only scored one goal in 20 matches.

They wish the player was too expensive and he only scored one goal in 20 matches.

2. He had a chance to pass the ball, but he didn't do it.

He should have passed the ball.

3. We lost the match because we were overconfident.

We regret being overconfident.

4. It's not a good idea to neglect your studies just to get a part-time job.

My father warned me that it was not a good idea to neglect my studies just to get a part-time job.

C. 1: Rewrite the following sentences using *reduced relative clauses*:

(4 points)

a. The city centre was full of cars which blocked the road.

The city centre was full of cars blocking the road.

b. Passengers who were hurt in the accident were taken to hospital.

Passengers hurt in the accident were taken to hospital.

2: Circle the correct answer:

a. All what you have done is _____. Everyone got angry. (**disappointing** \ **disappointed**)

b. We usually try to buy local products rather than _____ ones. (**importing** \ **imported**)

D. Report the following questions:

(3 Points)

1. "When will your teachers come to the party?"

He asked Sarah when her teachers will come to the party

2. "Did Palestinian students choose technical subjects?"

The director asked if the Palestinian students had chosen technical subjects

3. "How much money does your young sister's jacket cost?"

Her friend asked

Section B: (10 points)

From this section answer two parts only: (1, 2, 3) اجب عن قسمين من هذا السؤال فقط

1.A: Complete the following sentences with the correct form of the verb (to-infinitive or _ing)

(3 Points)

1. My sister refused **to do** what our father suggested. (**do**)

2. I must remember **to post** this letter while I'm in town. (**post**)

3. The most important thing is that we shouldn't give up **trying**. (**try**)

1.B: Circle the correct answer:

(2 Points)

1. _____ drove the car downtown? Ahmad (**What** \ **Who**)

2. _____ music do you prefer? Pop music (**What kind of** \ **How long**)

2.A: Circle the correct answer:

(3 Points)

1. Sorry, I can't see you tonight, I am _____ for my exam. (**reading** \ **going to read**)

2. There are blue patches in the sky, I think it _____ rain. (**will** \ **may**)

3. He is quite unpopular so he _____ win the election. (**may not** / **may well**)

2. B: Add question tags to the sentences below:

(2 Points)

1. They usually cut these branches in March, **don't they?**

2. My grandmother's sickness made it difficult for her to move, **didn't it?**

3.A Correct the mistakes in the sentences. There is only one mistake:

(3 Points)

1. It's getting dark; we should leave half an hour ago. **should have left**

2. What films have you watched last night? **did you watch**

3. He had five cups of coffee, wouldn't he? **didn't it**

3. B. rewrite the following sentences using have/get + object + past participle.

(2 Points)

1. My brother will **ask a dentist to clean his teeth** tomorrow.

My brother will have his teeth cleaned tomorrow.

2. You need a **haircut** before you go to the interview.

You need have hair cut before you go to the interview.

Section 4: Writing (10 Marks)

Choose ONE of the following topics

اكتب موضوعا واحدا من الموضوعين

1. You are **Noor Omar**, you are interested in embroidery and sewing in general. Write an **application form** to Dar Al-Ibda' Centre applying for a "Hand-made crafts" foundation course.

These notes may help you:

*Explain the reasons for choosing this course.

*Write about your experience in this field.

*Write about how you expect your interest in the subject to develop.

2. You are **Ameer**, you live in Nablus. Write an **enquiry letter** to Oredoo Company asking them about the possibility of training for 3 weeks as a telecommunication engineer.

* Explain the purpose of your letter.

*Introduce yourself and give the dates you are interested in.

* Offer to provide more details if necessary

