



Part One: Comprehension 40 points

Passage One 20 points

Read the following passage then answer the questions below: (20 points)

It used to be thought that friendship was something that just happened between people. However, many studies by social scientists have shown that becoming friends with another person is a complex process but one that can be learnt Making (and keeping) friends isn't easy - **it** takes effort. Here are the top five tips for turning someone you know into a lasting friend.

1- _____: Everyone has acquaintances - people we know, but who aren't (yet) friends. To take your relationship a further than just discussing the weather, you need to show an interest in their lives. Ask them questions (but don't get too personal at first). Even more importantly, listen to their answers and **remembers** the information for the next time you meet.

2- _____: Maybe **you made** a joke that annoyed your new friend, or forgot to call when you promised to it's Almost inevitable that something will go wrong at some point, but it's how you react to the situation that **may be** more important **than the** initial error An honest apology and making the effort not to let **it happen** again are usually **all that's** needed.

3- _____: When **making** arrangements, **there are** two opposite ways of behaving that can harm a friendship. The **first is** forcing the other person to make all the decisions by saying things like I don't mind, you **choose** ' or ' Whatever you want. The other is being too particular and inflexible about what you **want to happen, or where, or when.** Try to find a middle way between the two extremes.

4- _____: It's understandable that **you want** to impress a new friend and make them aware of your good points, but **don't go** too far. Research shows that most of us tend to like people who don't boast about **their** achievements or take themselves too seriously.

5- _____: If someone **tells** you something in confidence, it means just that they are confident that **you won't** tell anyone else. In other words, they trust you. If you then pass on this information to another person, that trust is broken. Even if your friend doesn't find out what you've done, **this** kind of behavior can easily destroy a friendship over time.

Question One: Read the text quickly then choose the best title for each paragraph: (5 points)

- a- *Be clear, but not too demanding* b- *Keep secrets to yourself* c- *Be interested.*
d- *Don't let one mistake get in the way* E- *Don't try too hard.*

Question Two: Answer the following questions. (5 points)

1. What did the studies find out about friendships?

2. What happens if you pass on secrets to others?

3. What are the two extremes that may harm friendship?

a- _____

b- _____

Question Three: Decide if the following sentences are True / False (4 points)

- 1- Making and keeping friends is a very hard task. _____
- 2- Studies show that people like people who boast. _____
- 3- It is advisable to ask your new friend personal questions. _____
- 4- Your acquaintances are your friends. _____

Question Four: What do the following refer to: (3 points)

- 1- It: (line 3): _____
- 2- their (line 20): _____
- 3- this (line 24): _____

Question Five: Complete the table: (3 points)

The problem	Advice
<i>I said something silly, and my friend is upset.</i>	Don't worry, _____ _____
<i>Should I say what I want or let others decide</i>	_____ _____
<i>Should I tell people about my big expensive house</i>	_____ _____

Passage Two: 20 points

Read the following passage then answer the questions below.

The success of every business depends on certain factors. Some of **which** are accurate analysis, choosing the right technology and the future vision. A survey in Palestine in the last two decades showed that organizations that invest in technology and choose the path of innovation increase **their** market share, profits, and ability to surpass others. Information technology IT is the only technology which provides you the opportunity to analyze specific data and plan your business journey accordingly. It also provides you many tools which can solve complex problems and plan the future growth of your business. However, the lack of experience and need for faster internet wavebands are the main challenges which may face online IT business in Palestine. In the modern age, it is proved that digital marketing is a great tool which let young people businessmen promote their products or services to the global market while sitting in the comfort of their remote office or homes just having an internet and a laptop. And thanks to the cloud computing and modern communication which enable you to form a global, manage and monitor its virtual offices all over the world.

A. Circle the best title. (2 points)

- a. The different levels of business
- b. Digital marketing
- c. The importance of IT in Business
- d. types of business in Palestine

B. Decide whether the following sentences are true (T) or false (F). (4 points)

1. The survey in the text was made in Palestine two years ago. ()
2. Through digital marketing, you can promote your products worldwide. ()

C- Complete the following diagrams: (10 points)

1- To succeed, every business relies on



2- Challenges that IT business face



3- All what you need for digital marketing is



4- The only way to analyze specific data and plan your business is _____

5- Digital marketing helps young businesspeople by _____

D. What do the underlined nouns or noun phrases refer to? (4points)

1. Which (line 1) _____

2. their (line 3) _____

Part Three: Vocabulary 25 Points

A: Replace the underlined parts of the sentences with words from the box: (5 points)

make a living the latter priorities potential tragedies

1. The law required a detailed analysis of the possibility for the future impact on the environment of a proposed project. _____.
2. The new book contain sad stories of young players who lost their career. _____.
3. Most people believe that health and happiness are the most important in life. _____.
4. Sami decided to work overtime to earn enough money to survive. _____.
5. While discussing the ideas of our project the last one mentioned is the. _____.

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

attempt , reluctant , borders , participate , inevitable

- 1- Unfortunately, his English isn't good enough to _____ in academic discussions.
- 2- We all make mistakes sometimes, so it's _____ that you will too.
- 3- Most women are _____ to answer questions about their age.
- 4- During our train journey we crossed four international _____.
- 5-The police closed the road in an _____ to reduce the traffic in the city.

C: Complete the sentences with the suitable phrasal verbs from the box: (6 points)

pass on, breakthrough . run into, hand over

- 1- While I was sopping downtown, I _____ one of my old classmates.
- 2- The old manger _____ the company to the new manager.
- 3- Never _____ secrets to another person, it destroys relations.
- 4- The prisoners _____ the fence and escaped.

D: Choose the correct answer:

(9 points)

- 1 I hope we get there **in time / on time** to see the beginning of the film.
2. For her, **job satisfaction / job prospects** are more important than a high salary.
3. I'm sorry, but the manager is away **in business / on business** until next Thursday.
4. Doctors wear white coats when they are **in duty / on duty**.
5. These products advertisement are clear examples of their **market share/marketing** strategy.
6. He didn't expect to **come across / put up** his friend's name by chance in the newspaper.
7. The two men are **co-founders / co writers** of the university
8. The careers adviser can make aware **from / of** students job opportunities.
9. A nurse's work is useful, but their salaries are low. I think they're **underpaid/ overpaid**.

Part Four: Language 25 points

Section A: 15 points

A. Complete the sentences with the correct form of the verb in brackets. (5 points)

- 1- We _____ (know) the Hadad's for many years now.
- 2- They _____ (decide) to go for a walk as the sun _____ (shine)
- 3- Rami _____ (live) in this city since he was born.
- 4- When she came in the room, she found that her children _____ (sleep)
- 5- His face is pale, he _____ well. (not/ look)

B. 1- Report the following. (3 points)

- 1- 'What subjects are you studying?'
Her mother asked her _____
- 2- 'Is this still true?'
The student asked himself _____
- 3- 'At what time did the film start?'
The manger asked _____

2-Rewrite the following sentences using reduced relative clauses. (2 points)

- 1- The students who don't use dictionaries should set back.

- 2- Sometimes people's real intentions are different from those that were first presented.

C. 1- Rewrite the following sentences using the given words and phrases. (2 points)

- 1- 'You shouldn't spend all your money buying candies.'
His older brother warned him _____
- 2- 'Don't forget that business is hard work.'
A friend told that _____

2-Add the suitable question tag. (3 points)

- 1- He's never usually late, _____?
- 2- She comes to work on foot, _____?
- 3- He'd put on the coat before it rained, _____?

Section B: 10 points (A B C) اجب/ي عن سؤالين من هذا القسم

A- Circle the correct answer. (3 points)

- 1- We **won't / will** be in time now. It's too late.
- 2- He's quite popular, so he **probably won't / will probably** win the election.
- 3- That wall doesn't look safe. **It's going to fall / is falling** over one day.

2- Complete the sentences with the infinitive or -ing form of the verbs in brackets. (2 points)

- 1- They would hate _____ with noisy people. (work)
- 2- Mothers keep _____ children to study. (encourage)
- 3- Remember _____ your ID card with you. (take)
- 4- Hani decided _____ the meeting next week. (not / attend)

B- 1- Rewrite the following sentences using the starters between brackets. (3 points)

- 1- He didn't work very hard at school and failed his exams. (He regrets)

- 2- We lost the match because we were overconfident. (I wish)

- 3- I know she was angry, so she shouted at me. (She shouldn't)

2- Make sentences using causative structure have / get + object + P.P of a verb in the box. (2 points)

notice , check , sign

- 1- Mustafa wanted (his products) by customers all over the world.

- 2- I must (these letters) by the manager before he leaves.

C-1- Complete the sentences using the past participle or the ing forms. (2 points)

- 1- It's a very _____ story. It made me quite sad. (move)
- 2- I hope she's successful in her _____ career. (choose)

2- Correct the mistakes in each sentence. There is only one mistake. (3 points)

- 1- Luckily, we arrived at the agreeing time for the meeting. _____
- 2- Ali is remembering his first day at school. _____
- 3- I asked him that he wanted to go to see the film. _____

Part Four: Writing 10 points.

Write about One of the following topics.

- 1- Write about a **strange coincidence** happened to you.
think about these points: Who are the people in the story? What happened, where and when.
- 2- You are Sami Ahmad, purchasing manager of Electronics Company. **Write a business letter** to Mr. Mustafa Jawad the sales manager of ICT company asking about the following, products they offer, prices, time of delivery, guarantee, and ways of payments.

Good Luck

Answers

Passage one:

A1- be interested 2 don't let one mistake get in the way 3- be clear not too demanding
4- don't try too hard 5- keep secrets to yourself

B- 1- becoming friends with another person is a complex process

2- the trust is broken

3- The first is forcing the other person to make all the decisions

. The second is being too particular and inflexible about what you want to happen, or where, or when.

Question three:

1- T 2 F 3 F 4 F

Questions four:

1 making and keeping friends. 2- people 3- pass on information to another person

Question Five: 1- give your friend an apology . never do it again

2- Say what you want but don't be inflexible

3- It is OK but don't boast

Passage two

A- 1- C

B- 1- F 2- T

C- 1 accurate analysis choosing the right technology the future vision

2- The lack of experience The need for faster internet wavebands

3- an internet a laptop

4- Information technology IT

5- letting young people businessmen promote their products or services to the global market

1- certain factors 2- organizations

Vocabulary

A- 1- potential 2- tragedies 3- priority 4- make a living 5- the latter

B- 1- participate 2- inevitably 3- reluctant 4- borders 5- attempt

C- Ran into 2- hand over 3- pass on 4- break through

D- 1 I hope we get there **in time** / **on time** to see the beginning of the film.

2. For her, **job satisfaction** / **job prospects** are more important than a high salary.
3. I'm sorry, but the manager is away **in business** / **on business** until next Thursday.
4. Doctors wear white coats when they are **in duty** / **on duty**.
5. These products advertisement are clear examples of their **market share/marketing** strategy.
6. He didn't expect to **come across** / **put up** his friend's name by chance in the newspaper.
7. The two men are **co-founders** / **co writers** of the university
8. The careers adviser can make aware **from** / **of** students job opportunities.
9. A nurse's work is useful, but their salaries are low. I think they're **underpaid/ overpaid**.

Language :

Section one :

A- 1- have known 2- decided / was shining 3- has been living 4- had slept 5- doesn't look

B- 1- what subjects she was studying.

2- if that was still true.

3- at what time the film had started

2- 1 not using 2- first presented

C- 1- not to spend all his money / against spending all his money

2- nosiness was hard work.

2- 1- is he 2- doesn't she 3- hadn't he

Section two

A-

1- We **won't** / **will** be in time now. It's too late.

2- He's quite popular, so he **probably won't** / **will probably** win the election.

3- That wall doesn't look safe. **It's going to fall** / **is falling** over one day.

1- To work 2- encouraging 3- to take 4- not to attend

B- 1- not working hard

2- I wish we hadn't been so confident

3- She shouldn't have shouted at me

2- 1- Mustafa wanted to have/ get his products noticed by

2- I must have/ get these letters signed by

C- 1- 1- caring 2- chosen

2- 1- agreed time

2- remembers 3- I asked if he ...