أسئلة الوزارة
اللغة الإنجليزية



الوحدة الثالثة

٣

Hard sell

٢١ سؤال من امتحانات الوزارة ٢٠٢٤–٢٠٢٦
مفحوصة من الكتاب

جيل ٢٠٠٩

✓ جرّب أولاً · الإجابات والشرح في آخر الملف

1A Vocabulary and Speaking: Business-related vocabulary, compound nouns, phrasal verbs

1 وزارة ٢٠٢٦ العام

When I looked at the ....., I almost passed out. It was so expensive!

A) sales gimmick	B) start-ups
C) price tag	D) impulse buys

2 وزارة ٢٠٢٥ العام

4) The captain was not willing to ..... taking his ship through the canals in such bad weather.

A) risk	B) post
C) enrol	D) import

3 وزارة ٢٠٢٥ العام

5) Certain organisations have been set up to guide young people through the process of business .....

A) create	B) creative
C) creation	D) created

4 وزارة ٢٠٢٥ العام

The customers usually listen carefully to the …… and try to assess the value of what is offered.

A) work experience	B) medical trial
C) sales pitch	D) identity fraud

2A Listening and Vocabulary: A discussion about psychological techniques for persuading people

5 وزارة ٢٠٢٦ العام

Omar **pressured** the team into taking responsibility.

The underlined word in the sentence above means ..... .

A) coaxed	B) urged
C) cajoled	D) enticed

6 وزارة ٢٠٢٦ العام

If cattle ..... on ecological grass, we ..... healthier meat and milk.

A) grazed / 'll have got	B) graze / 'd get
C) had grazed / 'll get	D) graze / 'll get

7 وزارة ٢٠٢٥ العام

I ---------- to London if I don't get a cheap flight.

A) hadn't travelled	B) didn't travel
C) won't travel	D) wouldn't travel

8 وزارة ٢٠٢٤ العام

I didn't visit the library yesterday. It is closed today. I wish I --------- the library.

A) have visited	B) hasn't visited
C) visit	D) had visited

3A Speaking: Negotiating

9 وزارة ٢٠٢٦ العام

Huda: **<u>Can we try and meet halfway on this</u>**? Would 7.50 dinars be OK?

Sameera: Yes, that works for me, thanks.

The underlined part of the above dialogue refers to ..... when negotiating.

A) asking for what you want	B) acknowledging another person's suggestions
C) refusing an offer	D) trying to get to a win-win situation

10 وزارة ٢٠٢٥ العام

When businessmen discuss important issues and try to do a deal, they ----------.

A) interpret	B) keen
C) negotiate	D) conflict

11 وزارة ٢٠٢٥ التكميلي

We need to ---------- a compromise when our team members disagree on priorities.

A) intern	B) negotiate
C) corporate	D) criticize

4A Reading and Vocabulary: Behavioural Economics and your daily life

12 وزارة ٢٠٢٦ العام

"**Constantly telling people how great you are**" means ..... .

A) conceited	B) pushy
C) defensive	D) hypocritical

13 وزارة ٢٠٢٦ العام

Possibly, the first thing we can take from economics is the importance of doing a cost-benefit analysis when making big decisions. Comfortable though we may be with making a list of pros and cons, we should recognise that it is actually a rather ineffective tool. Just one of the cons might easily outweigh all of the pros. A cost-benefit analysis is something altogether more sophisticated, which allows you to be more objective.

The text considers that making a list of pros and cons isn't very effective because.....

A) it doesn't take the relative importance into account.	B) it gives a false illusion of control over the outcome.
C) we only use it because we're used to doing it.	D) a problem isn't always just about two alternatives.

14 وزارة ٢٠٢٦ العام

The colts who live here are very good colts, but they are cart-horse colts, and of course they have not learned manners. You have been well-bred and well-born; **your father has a great name in these parts**, and your grandfather won the cup two years at the Newmarket races. I hope you will grow up gentle and good and never learn bad ways.

The underlined sentence from *Black Beauty* shows Black Beauty's father's .....

A) reputation
B) races
C) breeding
D) colts

15 وزارة ٢٠٢٦ العام

The child ..... his teeth in his sleep whenever he has a bad dream.

A) twirls
B) shrugs
C) flicks
D) grinds

16 وزارة ٢٠٢٦ العام

Najwa will keep leaving the lights on in every room. I have told her many times to switch them off.

The use of “will” in the sentence above indicates ..... .

A) presumption about the past
B) deduction about the present
C) promise in the future
D) annoying typical behaviour

17 وزارة ٢٠٢٦ العام

It was claimed that an Italian scientist discovered the formula, but it was actually a German.

The correct passive form of the sentence above is .....

A) An Italian scientist claimed to have discovered the formula, but actually it was a German.

B) An Italian scientist was claimed to discover the formula, but actually it was a German.

C) An Italian scientist was claimed to have discovered the formula, but actually it was a German.

D) An Italian scientist is claimed to have discovered the formula, but actually it was a German.

18 وزارة ٢٠٢٥ العام

Textbook writing can be a mentally and financially ……. activity for many people all over the world.

A) reward

B) rewarded

C) rewardingly

D) rewarding

5A Grammar: The Passive

19 وزارة ٢٠٢٥ العام

It ……. that our bodies will be in danger of ……. if we don't have the right daily amount of water in hot weather.

A) had proved / dehidration

B) had been proved / dahydration

C) has been proved / dehydration

D) has proved / dihydration

20 وزارة ٢٠٢٥ العام

The mathematics teacher has corrected our assignments carefully.

The sentence that has the correct passive form of the one above is .....

A) Our assignments had been corrected carefully by the mathematics teacher.

B) Our assignments have corrected carefully by the mathematics teacher.

C) Our assignments had corrected carefully by the mathematics teacher.

D) Our assignments have been corrected carefully by the mathematics teacher.

21 وزارة ٢٠٢٥ التكميلي

I would really like --------- by one of the giant tech companies.

A) had been employed

B) be employed

C) have been employed

D) to be employed

مفتاح الإجابات

1	C	2	A	3	C	4	C	5	B
6	D	7	C	8	D	9	D	10	C
11	B	12	A	13	A	14	A	15	D
16	D	17	C	18	D	19	C	20	D
21	D								

الحل والشرح

1 **C) price tag** A price tag shows what something costs, so seeing it explains 'It was so expensive!'. The others do not show a price.

2 **A) risk** The verb risk is followed by an -ing form, so "risk taking his ship" fits. The other options (post, enrol, import) do not make sense with "not willing to ... taking his ship through the canals".

3 **C) creation** After the noun-phrase 'the process of business', a noun is needed: 'creation' (business creation). Create is a verb, creative an adjective, and created a past form.

4 **C) sales pitch** A sales pitch is a talk that offers a product to customers, who listen and judge its value. Work experience, medical trial and identity fraud do not offer anything to customers.

5 **B) urged** To pressure someone means to push them to do something, so 'urged' is closest. Coaxed, cajoled and enticed mean persuading gently.

6 **D) graze / 'll get** This is a first conditional: a possible future situation uses present simple in the if-clause and will in the result: 'If cattle graze ..., we'll get ...'.

7 **C) won't travel** This is a possible future situation, so the book's First Conditional is used: if + present simple, will + verb. So won't travel is right.

8 **D) had visited** The speaker did not visit the library yesterday and wishes they had: wish + past perfect, 'had visited'.

9 **D) trying to get to a win-win situation** The phrase 'Can we try and meet halfway on this?' is listed in the book under 'Trying to get to a win-win situation'. Huda is offering a compromise, not refusing.

10 **C) negotiate** To negotiate means to discuss in order to reach an agreement or a deal. Interpret, keen and conflict do not mean this.

11 **B) negotiate** To negotiate a compromise means to discuss until both sides agree. Intern, corporate and criticize do not fit with 'compromise'.

12 **A) conceited** Conceited means 'excessively proud and vain', which fits someone who is constantly telling people how great they are. Pushy, defensive and hypocritical describe other behaviour.

13 **A) it doesn't take the relative importance into account.** The book says a pros-and-cons list is ineffective because just one con might outweigh all the pros. So the list ignores how important each item is, which is option A.

14 **A) reputation** The sentence says the colt's father 'has a great name in these parts', meaning he is well known and respected, so it shows his reputation.

15 **D) grinds** The book says 'my sister used to grind her teeth when she was asleep', and lists grind with the other body-habit verbs (flick, shrug, twirl). So the child grinds his teeth in his sleep.

16 **D) annoying typical behaviour** The book lists 'will' for typical behaviour that is irritating, as in 'He will leave his schoolbag on the floor'. So 'Najwa will keep leaving the lights on' shows annoying typical behaviour.

17 **C) An Italian scientist was claimed to have discovered the formula, but actually it was a German.** To show the discovery happened before the claim, the book uses a perfect infinitive: 'An Italian scientist was claimed to have discovered the formula'. A simple infinitive would not show the earlier time.

18 **D) rewarding** An adjective is needed after 'mentally and financially' to describe 'activity'. 'Rewarding' means giving satisfaction or benefit. 'Rewardingly' is an adverb.

19 **C) has been proved / dehydration** The book's pattern is It + passive form of reporting verb + that, as in 'It has been announced that there is an outbreak...'. So 'It has been proved that' is the passive reporting form; 'had proved' and 'has proved' are active, and the other options with 'had been proved' carry a misspelled noun. Only option C also spells dehydration correctly.

20 **D) Our assignments have been corrected carefully by the mathematics teacher.** The active sentence is present perfect, so the passive uses have/has been + past participle, as in "have been taken". Thus "have been corrected" is correct; "have corrected" lacks been.

21 **D) to be employed** The book shows the passive infinitive after expect: "Issa is expecting to be given a pay rise". After would like, the same form to be + past participle gives to be employed.

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