

على المترشح أن يختار أحد الموضوعين التاليين:
الموضوع الأول

PART ONE: Reading

(15 points)

A) Comprehension

(08 points)

Read the text carefully and do the activities.

According to Webster's Dictionary, advertising is the activity of calling something to the attention of the public, especially by paid announcements. In the U. S., people who have products or services to sell usually advertise them through television, radio, newspapers, World Wide Web, magazines, books or through words and pictures on various objects found in the world around us. Advertisers master the power of argument. They do this by convincing the public that the product they are advertising will improve their lives.

Persuasion, which is the objective of advertising, is defined as the ability to convince others of your own opinion. Therefore, in a way, good persuaders have mastered the power of argument. Each year, U.S. businesses spend 135 billion dollars on TV, radio, and print ads. About one fourth of every television hour consists of advertising, and over 50% of most magazines and billboards consist of advertising. Advertising helps us attain feelings of youth, social acceptance, intimacy and power. It uses images and words to get these themes across.

1. Are the following statements true or false?

- a) In the USA, people selling products never advertise through the media.
- b) The power of argument is mastered by advertisers to convince the public.
- c) Persuasion is the capacity of convincing others.
- d) Less than 50% of magazines and billboards consist of advertising.

2. Answer the following questions according to the text.

- a) What is advertising?
- b) How can advisers convince the public that the product they are selling will improve their lives?
- c) What does advertising use to reach the feelings of youth?

3. In which paragraph is it mentioned that persuasion is convincing?

4. What or who do the underlined words refer to in the text?

- a) them (§1)
- b) which (§2)
- c) It (§2)

B) Text Exploration**(07 points)**

1. Find in the text words that are closest in meaning to the following.

- a) persuading (§1) b) item (§1) c) aim (§2) d) reach (§2)

2. Complete the following chart as shown in the example.

VERB	NOUN	ADJECTIVE
Example: to produce	production/ product	productive
.....	persuasion	
to consume		
.....		various

3. Rewrite sentence (b) so that it means the same as sentence (a).

- 1.a) "Advertisers master the power of argument." he says.
 1.b) He says that
 2.a) Persuasion is defined as the ability to convince others of your own opinion.
 2.b) We

4. Classify the following verbs according to the pronunciation of their final 'ed'.

described - persuaded - helped - defined - produced - consisted

/t/	/d/	/id/

5. Imagine what A says and complete the dialogue.

- A:?
 B: People who have products or services to sell.
 A:?
 B: By paid announcements through TV, radio and newspapers.
 A:?
 B: To convince the public that the product will improve their lives

PART TWO: Written Expression**(05 points)**

Choose **ONE** of the following topics:

Topic One: Using the notes below, write a composition of 120 to 150 words on the following topic:

What should be done to make the Algerian products more competitive?

- quality of products
- reasonable prices
- giving importance to packaging
- good marketing
- efficient advertising

Topic Two: You bought the last genuine expensive mobile. Later you discovered it was a counterfeit product. You are disappointed and you decide to complain. Write the letter of complaint. Send it to Mr. Amrouche, Head of the department store. [Sign it Mohamed Benokba].

PART ONE: Reading

(15 points)

A) Comprehension

(08 points)

Read the text carefully and do the activities.

Scientists announced tonight that they have “buckets” of water on the Moon following the analysis of data from a spacecraft that was deliberately crashed into a lunar crater last month.

The researchers said the evidence for the existence of significant bodies of water ice hidden in polar craters on the Moon is “definitive” and that the total quantities could be big enough to support a permanently-manned lunar base.

It is the first time that the US National Aeronautics and Space Administration (NASA) have been so categorical about the discovery of water on the Moon. Previous studies had only suggested that the presence of water might be possible and then only in trace amounts.

One of the unsolved questions is how the water could have got to the Moon. One theory is that it arrived on a comet and never evaporated in the shaded polar craters where temperature is minus 220C.

NASA estimates that there are 12,500 square kilometers of permanently- shadowed terrain on the Moon and if the top one meter of this area were to hold just 1% by mass of water, this would still produce thousands of liters of water.

1. Are these statements true or false?

- a) Scientists announced the existence of water on the Moon.
- b) Previous studies suggested that water might exist in abundance.
- c) One of the mysteries is how water could exist on the Moon.
- d) Due to the warm climate the water never evaporated.

2. Answer the following questions according to the text.

- a) How could scientists know about the existence of water on the Moon?
- b) How could water have got to the Moon?

3. In which paragraph is it mentioned that scientists have already studied the problem of water on the Moon ?

4. Who or what do the underlined words refer to in the text?

- a) they (§1)
- b) it (§4)
- c) where (§4)

5. Copy the title you think is the most appropriate.

- a. Life on the Moon
- b. Water on the Moon
- c. A Trip to the Moon

B) Text Exploration

(07 points)

1. Find in the text words that are opposite to the following:

- a) shown (§2)
- b) recent (§3)
- c) plus (§4)
- d) temporarily (§5)

2. Divide the following words into roots and affixes.

deliberately – unsolved – categorical – shadowed

Prefix	Root	Suffix

3. Rewrite sentence (b) so that it means the same as sentence (a).

1.a) "Can we live on the Moon?" she asks.

1.b) She asks

2.a) Scientists discovered water on the Moon.

2.b) Water.....

4. Classify the following words according to the number of their syllables.

moon – discover – crater – space – evidence - previous

1 Syllable	2 Syllables	3 Syllables

5. Fill in the gaps with words from the list below.

workers – job – build – spacecraft

Space walking seems like a really exciting....., but astronauts called space walkers the construction of outer space. When an astronaut goes outside of his it is usually to repair or to something on the outside of the spaceship.

PART TWO: Written Expression

(05 points)

Choose **ONE** of the following topics:

Topic One: Using the notes below, write a composition of about 120 to 150 words on the following:

Can Man one day live on the Moon? Say why?

- not enough water
- not enough oxygen
- no interesting places to visit
- no amenities
- no entertainment , etc

Topic Two: In what sense is water vital to man, plants and animals?

العلامة		عناصر الإجابة (الموضوع الأول)												
المجموع	مجزأة													
		Part 1 : Reading (15 points) A/ Comprehension : - 08 pts -												
2 pts	0,5x4	1. a) F b) T c) T d) F												
3,5 pts	1 1,5 1	2. a) Averstising is the activity of calling something to the attention of the public b) by the mastering of the power of argument / through persuasion c) by using images and words												
1 pt	1	3. in § 2												
1,5 pt	0,5x3	4. a) products or services b) persuasion c) advertising												
		B/ Text Exploration : - 07 pts -												
1 pt	0,25x4	1. a) convincing b) product c) objective d) attain												
1,5 pt	0,25x6	2. <table border="1"> <thead> <tr> <th>Verb</th><th>Noun</th><th>Adjective</th></tr> </thead> <tbody> <tr> <td>to persuade</td><td>.....</td><td>Persuasive-persuadable</td></tr> <tr> <td>.....</td><td>Cosumption/ consumer</td><td>Consuming</td></tr> <tr> <td>to vary</td><td>variety</td><td>.....</td></tr> </tbody> </table>	Verb	Noun	Adjective	to persuade		Persuasive-persuadable		Cosumption/ consumer	Consuming	to vary	variety	
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1,5 pt	0,75x2	3. 1.b) He says that advertisers master the power of argument. 2.b) We define persuasion as the ability to convince others of your own opinion.												
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/t/	/d/	/id/												
helped	described	persuaded												
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1,5 pt	0,5x3	5. A.1) Who uses advertising ? A.2) How do they advertise their products ? A.3) Why do they do so ? (accept any suitable rejoinders)												
5 pts		Part 2 : Written Expression : (05 points) Topic 1 : form = 3 pts content = 2 pts Topic 2 : form = 2,5 pts Content = 2,5 pts												

العلامة		عناصر الإجابة (الموضوع الثاني)															
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1 pt	1	3. § 3															
1,5 pts	0,5x3	4. a) scientists b) water c) craters															
0,5 pt	0,5	5. Water on The Moon.															
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1 pt	0,25x4	1. a) hidden b) previous c) minus d) permanently															
2 pts	0,5x4	2. <table border="1"> <thead> <tr> <th>Prefix</th><th>Root</th><th>Suffix</th></tr> </thead> <tbody> <tr> <td>de</td><td>liberate</td><td>ly</td></tr> <tr> <td>un</td><td>solve</td><td>d</td></tr> <tr> <td>/</td><td>category</td><td>cal</td></tr> <tr> <td>/</td><td>shadow</td><td>ed</td></tr> </tbody> </table>	Prefix	Root	Suffix	de	liberate	ly	un	solve	d	/	category	cal	/	shadow	ed
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