



**Choose the correct answer and mark it in your answer sheet:**

- 1- We seek to propose a conceptual model for building and maintaining effective relationships between ..... and principals  
a- customers      b- manufacturers reps      c- consumers      d- marketers
- 2- ..... is the business process of creating relationships with and satisfying customers.  
a- selling      b- delivering      c- marketing      d- buying
- 3- ..... is the digital variation of the old print advertorials and sponsored content.  
a- Online advertising      b- Poster      c- Brochure      d- Catalog
- 4- There is no product with a common trade mark without a .....  
a- special mark      b- special logo      c- good brand      d- special design
- 5- Who is the founder and chief of Dyson LTD?  
a- Kareem Rashid      b- Marie Dyson      c- Raymond Loewy      d- Games Dyson
- 6- Marketers are interested in ..... and understanding market opportunities to help design shape.  
a- identifying      b- discussing      c- expositing      d- developing
- 7- ..... is the inventor of the electric machine.  
a- Kareem Rashid      b- Games Dyson      c- Raymond Loewy      d- Marie Dyson
- 8- Which design Raymond made to win the Gordon Bennet cup?  
a- Table lamp      b- Alarm clock      c- Model aircraft      d- Vacuum cleaner
- 9- Proof of concept prototypes focus on the .....  
a- look      b- idea      c- material      d- feel
- 10- Why we using Reverse Engineering?  
a- To make new products      b- To repair defects products  
c- to clean the product and manufacture it      d- to Imitate products
- 11- The first step of application of reverse engineering is .....  
a- knowing a product and understanding it  
b- ignoring the characteristics of a product  
c- ignoring the design principles of a product  
d- developing the product without studying it
- 12- In the process of product testing, the researcher measures the product's .....  
a- performance      b- safety      c- compliance      d- all of them
- 13- When did the field of human factors emerged in the United States?  
a- In world war I      b- After world war I  
c- In world war II      d- After world war II

- 14- What is the most famous country of reverse engineering?  
**a- China                      b- Egypt                      c- England                      d- France**
- 15- Create product ..... to test ergonomic viability.  
**a- final design              b- prototype                      c- sketches                      d- none of them**
- 16- Prototype is an early sample of product built to test a/an .....  
**a- aspect                      b- design                      c- concept                      d- element**
- 17- One of the resources of sketch is .....  
**a- fictional idea              b- impossible idea                      c- an old idea                      d- teaching**
- 18- Sketch's success depends on.....  
**a- beauty                      b- choosing angels                      c- colors                      d- line thickness**
- 19- In brain storming, welcoming wild ideas .....  
**a- Delay the process                      b- put off the session                      c- Hinder the group creativity                      d- Put the whole project in a new prospective**
- 20- What is the colour that has important role in designs of Karim Rashid?  
**a- Black                      b- Blue                      c- Pink                      d- Yellow**
- 21- What's the most important Work for Johny I've?  
**a- I-Mac                      b- television                      c- the washer                      d- the fridge**
- 22- In Loewy's early years, he found works as.....  
**a- Carpenter                      b- window designer                      c- teacher                      d- Journalist**
- 23- Who is the father of industrial design?  
**a- Kaneshiro Aside                      b- Henry Dryfoos                      c- Wilhelm wagenfeld                      d- Raymond Loewy**
- 24- Where was Raymond born and where did he live?  
**a- Canada, England              b- New York, Paris              c- Paris, New York              d- Japan, Paris**
- 25- If you had taken your map, we ..... lost in the forest now.  
**a- would be              b- wouldn't be              c- would have been              d- wouldn't have been**
- 26- If you help me with my homework, I ..... the dishes for you.  
**a- will wash              b- won't wash              c- would wash                      d- wouldn't wash**
- 27- If dad ..... the car, we could go on a trip to the seaside.  
**a- repairs                      b- repair                      c- repaired                      d- had repaired**
- 28- If I were you, I ..... him to the party.  
**a- invite                      b- would invite                      c- invited                      d- would invited**
- 29- If you spoke louder, the audience ..... you.  
**a- heard                      b- would have heard                      c- would heard                      d- would hear**
- 30- The door will unlock, if you ..... the button.  
**a- press                      b- will press                      c- pressed                      d- would press**
- 31- I we had met on time, we ..... plenty of time to work together.  
**a- will have              b- would have                      c- would have had                      d- would had had**

- 32- I wish I ..... longer, but I can't.  
**a- couldn't stay    b- could stay    c- stay    d- will stay**
- 33- It is raining all day, I wish it ..... raining. I hate raining.  
**a- would stop    b- stopped    c- will stop    d- stop**
- 34- I can't play the piano. I wish that I ..... the piano.  
**a- could played    b- could play    c- could    d- couldn't play**
- 35- I'm ill, I wish I ..... ill.  
**a- wasn't be    b- was    c- wasn't    d- am not**
- 36- I wish that I ..... afford to go on holiday.  
**a- can't    b- couldn't    c- can    d- could**
- 37- A new road ..... near my house now.  
**a- is being planned    b- was planned    c- are planned    d- are being planned**
- 38- Three books ..... before Monday.  
**a- had written    b- had been written    c- was written    d- is written**
- 39- A letter ..... sent to the director.  
**a- has    b- have    c- has been    d- have been**
- 40- You ..... told later the whole truth.  
**a- will    b- would    c- would being    d- will be**
- 41- My friend might ..... delayed by the traffic.  
**a- have    b- have been    c- has    d- has been**
- 42- He ..... a book, if he went by train.  
**a- would read    b- read    c- will read    d- be read**
- 43- Should you see her, ..... her to get in touch with me?  
**a- would you ask    b- would you have asked    c- will you ask    d- asked**
- 44- If I liked it, I ..... it.  
**a- will buy    b- will bought    c- would bought    d- would buy**
- 45- The underlined letters in heat will be pronounced .....  
**a- /i:/    b- /I/    c- /ei/    d- /æ/**
- 46- The underlined letter in give will be pronounced .....  
**a- /i:/    b- /I/    c- /ei/    d- /æ/**
- 47- The underlined letter in late will be pronounced .....  
**a- /i:/    b- /I/    c- /ei/    d- /æ/**
- 48- The underlined letter in add will be pronounced .....  
**a- /i:/    b- /I/    c- /ei/    d- /æ/**
- 49- The underlined letter in newspaper will be pronounced .....  
**a- /ə/    b- /a:/    c- /ɒ/    d- /i:/**
- 50- The underlined letters in heart will be pronounced .....  
**a- /ə/    b- /a:/    c- /ɒ/    d- /i:/**

- 51- The underlined letter in sock will be pronounced .....
- |        |         |        |         |
|--------|---------|--------|---------|
| a- /ə/ | b- /ɑ:/ | c- /ɒ/ | d- /i:/ |
|--------|---------|--------|---------|
- 52- The underlined letters in piece will be pronounced .....
- |        |         |        |         |
|--------|---------|--------|---------|
| a- /ə/ | b- /ɑ:/ | c- /ɒ/ | d- /i:/ |
|--------|---------|--------|---------|
- 53- The underlined letters in fail will be pronounced .....
- |          |         |         |        |
|----------|---------|---------|--------|
| a- / ɒ / | b- /ɑ:/ | c- /ei/ | d- /æ/ |
|----------|---------|---------|--------|
- 54- The underlined letter in apple will be pronounced .....
- |          |         |         |        |
|----------|---------|---------|--------|
| a- / ɒ / | b- /ɑ:/ | c- /ei/ | d- /æ/ |
|----------|---------|---------|--------|
- 55- The underlined letter in cart will be pronounced .....
- |          |         |         |        |
|----------|---------|---------|--------|
| a- / ɒ / | b- /ɑ:/ | c- /ei/ | d- /æ/ |
|----------|---------|---------|--------|
- 56- The underlined letter in cot will be pronounced .....
- |          |         |         |        |
|----------|---------|---------|--------|
| a- / ɒ / | b- /ɑ:/ | c- /ei/ | d- /æ/ |
|----------|---------|---------|--------|
- 57- The underlined letter in cup will be pronounced .....
- |          |         |        |        |
|----------|---------|--------|--------|
| a- / ɒ / | b- /ei/ | c- /ʌ/ | d- /æ/ |
|----------|---------|--------|--------|
- 58- The underlined letter in class will be pronounced .....
- |          |         |        |        |
|----------|---------|--------|--------|
| a- / ɒ / | b- /ei/ | c- /ʌ/ | d- /æ/ |
|----------|---------|--------|--------|
- 59- The underlined letters in away will be pronounced .....
- |          |         |        |        |
|----------|---------|--------|--------|
| a- / ɒ / | b- /ei/ | c- /ʌ/ | d- /æ/ |
|----------|---------|--------|--------|
- 60- The underlined letter in rock will be pronounced .....
- |          |         |        |        |
|----------|---------|--------|--------|
| a- / ɒ / | b- /ei/ | c- /ʌ/ | d- /æ/ |
|----------|---------|--------|--------|

فقط مسموح بالإجابة في هذه الورقة

1	A	B	C	D
2	A	B	C	D
3	A	B	C	D
4	A	B	C	D
5	A	B	C	D
6	A	B	C	D
7	A	B	C	D
8	A	B	C	D
9	A	B	C	D
10	A	B	C	D
11	A	B	C	D
12	A	B	C	D
13	A	B	C	D
14	A	B	C	D
15	A	B	C	D
16	A	B	C	D
17	A	B	C	D
18	A	B	C	D
19	A	B	C	D
20	A	B	C	D
21	A	B	C	D
22	A	B	C	D
23	A	B	C	D
24	A	B	C	D
25	A	B	C	D
26	A	B	C	D
27	A	B	C	D
28	A	B	C	D
29	A	B	C	D
30	A	B	C	D

31	A	B	C	D
32	A	B	C	D
33	A	B	C	D
34	A	B	C	D
35	A	B	C	D
36	A	B	C	D
37	A	B	C	D
38	A	B	C	D
39	A	B	C	D
40	A	B	C	D
41	A	B	C	D
42	A	B	C	D
43	A	B	C	D
44	A	B	C	D
45	A	B	C	D
46	A	B	C	D
47	A	B	C	D
48	A	B	C	D
49	A	B	C	D
50	A	B	C	D
51	A	B	C	D
52	A	B	C	D
53	A	B	C	D
54	A	B	C	D
55	A	B	C	D
56	A	B	C	D
57	A	B	C	D
58	A	B	C	D
59	A	B	C	D
60	A	B	C	D

Answers :

- 1- **b- manufacturers reps**
- 2- **c- marketing**
- 3- **a- Online advertising**
- 4- **d- special design**
- 5- **d- Games Dyson**
- 6- **a- identifying**
- 7- **b- Games Dyson**
- 8- **c- Model aircraft**
- 9- **b- idea**
- 10- **c- to clone the product and manufacture it**
- 11- **a- knowing a product and understanding it**
- 12- **d- all of them**
- 13- **d- After world war II**
- 14- **a- China**
- 15- **b- prototype**
- 16- **c- concept**
- 17- **a- fictional idea**
- 18- **b- choosing angels**
- 19- **d- Put the whole project in a new prospective**
- 20- **c- Pink**
- 21- **a- I-Mac**
- 22- **b- window designer**
- 23- **d- Raymond Loewy**
- 24- **c- Paris, New York**
- 25- **d- wouldn't have been**
- 26- **a- will wash**
- 27- **c- repaired**
- 28- **b- would invite**
- 29- **d- would hear**
- 30- **a- press**
- 31- **c- would have had**
- 32- **b- could stay**
- 33- **a- would stop**
- 34- **b- could play**
- 35- **c- wasn't**
- 36- **d- could**
- 37- **a- is being planned**
- 38- **b- had been written**

- 39- **c- has been**
- 40- **d- will be**
- 41- **b- have been**
- 42- **a- would read**
- 43- **c- will you ask**
- 44- **d- would buy**
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- 55- **b- /a:/**
- 56- **a- / ɒ /**
- 57- **c- /ʌ/**
- 58- **d- /æ/**
- 59- **b- /ei/**
- 60- **a- / ɒ /**