
Read the following text carefully, and then in your ANSWER BOOKLET answer all the questions that follow. Your answer should be based on the text.

Today, we talk to Mr. Ghanem, a businessman based in Amman who often visits China. We asked him when **he** first started doing business with China. „I’ve been doing business with China for many years. My first trip there was in 2004 CE, and it was not very successful.“

Why was it not successful?

„I worked for a small computer company in Amman. They sent me to China when I was quite young. If only the company had realised that the Chinese respect age and experience more than **youth!**“

Did you make any mistakes on that visit?

„Yes! I wish I had researched Chinese culture before I visited the country. In order to be successful in China, you need to earn their respect. Chinese business people will always ask about the company's successes in the past. However, because I worked for a new company, I could not talk about its track record. We did not do any business deals on that first trip.’

When did you learn how to be successful in China?

‘I joined a larger company and they sent me on a cultural awareness course. On my next visit China, it felt as if I hadn't anything on my first visit!’“

What advice can you give to people wanting to do business in China?

„Before I visit a company, I send recommendations from previous clients. I also send my business card with my job position and qualifications translated into *Chinese*.“

Can you tell us about your last meeting in China?

„Of course! I arrived on time. You must not arrive late, as this shows disrespect. Then, when I met the company director, I shook hands with **him** gently. I began the meeting by **making small talk** about my interesting experiences in China. During the meeting, I made sure that my voice and body language were calm and controlled. I never told a joke, as this may not be translated correctly or could cause offence.“

Was it a successful meeting?

„Yes, it was. I knew that the director had researched my business thoroughly before the meeting, so I was prepared for his detailed questions. When I began negotiating, I started with the important issues. The Chinese believe in avoiding conflict. It is always important to be patient. I was prepared to compromise, so in the end, the meeting was successful.

Question Number One (22 points)

1. Mr. Ghanem's first business trip to China was not successful for two reasons. Write down these two reasons.
2. During the last meeting in China, Mr. Ghanem never told a joke for two reasons. Write down these two reasons.

3. Mr. Ghanems states many essential things that should be considered at business meetings in china.
4. There are many things should be sent by businessmen before visiting a company in china Write down two of these things.
5. Mr. Ghanems states two pieces of advice to a void conflict with Chinese businessmen. Write them down.
6. Before making a sales pitch , sellers have to do a research for many things. Write down two of these things.
7. Quote the sentence which shows the year in which Mr. Ghanems visited China for the first time.
8. Quote the sentence which shows Mr. Ghanem's regret at not having enough knowledge about the culture of china.
9. Find a word in the text which means **"all of a person's or organizations past achievements, success or failure w2hich show how well they have done something.**
10. Find a word in the text which means **"people who are identified as possible as customers .**
11. What does the underlined word **" he "** refer to?
12. What does the underlined word **" him "** refer to?