

12th Grade Advanced Unit 3: Hard Sell

Vocabulary

(1): VOCABULARY:

	WORDS	DEFINITIONS	
1	quote	The estimated price that will be charged for a service	عرض سعر (السعر التقديري الذي يُطلب مقابل خدمة)
2	USP (Unique Selling Point)	The feature that makes a product different from and better than anything else	الميزة التي يتميز بها المنتج عن غيره
3	cost-effective	Good value for money	فعال من حيث التكلفة / اقتصادي (فيها قيمة مقابل السعر المدفوع)
4	launching	Making a new product available to be sold	إطلاق (منتج، مشروع)
5	venture	A new business that is risky	مشروع جديد فيه مخاطرة
6	turnover	The amount of business a company does in a set period of time	الدوران المالي
7	branching out	Extended or expanded on the work normally done	التوسع (في نشاطات أو أسواق جديدة)
8	price tag	The amount that something costs	تكلفة
9	business concept	An idea for a business	فكرة عمل أو مشروع
10	bricks-and-mortar	Buildings such as houses, offices, factories	مباني من طوب وأسمنت
11	bargain basement	Extremely cheap	رخيص
12	bespoke	Specially made for a particular person	مفصل حسب الطلب / مخصص
13	Profit margins		هامش الربح
14	Luxury goods		السلع الكمالية أو البضائع الفاخرة

- _____ means "the estimated price that will be charged for a service."
A) Launching B) Quote C) Price tag D) Turnover
- _____ means "the feature that makes a product different from and better than anything else."
A) Bespoke B) USP (Unique Selling Point) C) Business concept D) Bargain basement
- _____ means "good value for money."
A) Venture B) Quote C) Cost-effective D) Turnover
- _____ means "making a new product available to be sold."
A) Launching B) Branching out C) Business concept D) USP
- _____ means "a new business that is risky."
A) Venture B) Quote C) Bespoke D) Price tag

6. _____ means "the amount of business a company does in a set period of time."
A) Turnover B) Branching out C) Bricks-and-mortar D) Bargain basement
7. _____ means "extended or expanded on the work normally done."
A) Price tag B) Branching out C) Business concept D) Launching
8. _____ means "the amount that something costs."
A) Quote B) Price tag C) Turnover D) Bespoke
9. _____ means "an idea for a business."
A) USP B) Venture C) Business concept D) Quote
10. _____ means "buildings such as houses, offices, factories."
A) Bargain basement B) Bricks-and-mortar C) Launching D) Branching out
11. _____ means "extremely cheap."
A) Bargain basement B) Quote C) Turnover D) Bespoke
12. _____ means "specially made for a particular person."
A) Business concept B) Venture C) USP D) Bespoke
13. He has unusually large feet so he needs _____ shoes.
A) business concept B) venture C) USP D) bespoke
14. After working for the company for a few years, she decided to _____ her own business.
A) launch B) branching out C) business concept D) USP
15. The _____ may be lucrative, but it's also risky.
A) venture B) quote C) bespoke D) price tag
16. Once we've worked out what our _____ is, the rest will be plain sailing.
A) bespoke B) USP (Unique Selling Point) C) business concept D) bargain basement
17. I was surprised by how high their _____ was.
A) turnover B) branching out C) bricks-and-mortar D) bargain basement
18. You can't expect to get good quality at _____ prices.
A) bargain basement B) quote C) turnover D) bespoke
19. Everything is online now so I think the days of _____ shops are over.
A) bargain basement B) bricks-and-mortar C) launching D) branching out
20. When I looked at _____, I almost passed out. It was so expensive
A) Quote B) price tag C) turnover D) bespoke
21. I asked several companies to give me a _____ for remodeling the kitchen.
A) launching B) quote C) branching out D) turnover
22. It isn't _____ to heat the whole house if you're only working in one room.
A) venture B) quote C) cost-effective D) bespoke
23. Our _____ is the high quality of our materials and our bespoke customer service.
A) bespoke B) USP (Unique Selling Point) C) business concept D) bargain basement
24. The price _____ is missing. How much is it?
A) turnover B) venture C) tag D) quote
25. He was wearing a _____ suit which clearly wasn't cheap.
A) bargain basement B) bespoke C) launching D) turnover
26. Starting a new business is always a risky _____, but it can also bring big rewards.
A) venture B) start-up C) concept D) USP
27. Advertising can be expensive, so many businesses look for more _____ ways to promote themselves.
A) cost-effective B) USP C) launch D) start-up

28. Before entering a crowded market, you need a clear _____ .
 A) USP B) concept C) launch D) venture
29. Entrepreneurs must decide how to successfully _____ their business.
 A) launch B) cost-effective C) word-of-mouth D) venture
30. Many small businesses grow mainly through _____ recommendations.
 A) venture B) word-of-mouth C) bespoke D) launch
31. A new business usually starts with an original _____ .
 A) launch B) concept C) USP D) venture
32. Some people prefer to open an online store, while others choose a _____ business.
 A) bricks-and-mortar B) venture C) start-up D) concept
33. It took a lot of creative meetings before we came up with a new business _____ for a chain of bakeries.
 A) concept B) gimmicks C) margins D) spree
34. The company's profit _____ are low this year, so they will be hoping for better sales next year.
 A) concept B) impulse C) margins D) goods
35. You would imagine that in a recession, the sale of luxury _____ would be the first to suffer, but that is not always the case.
 A) concept B) impulse C) margins D) goods

Answers:

1:B, 2:B, 3:C, 4:A, 5:A, 6:A, 7:B, 8:B, 9:C, 10:B, 11:A, 12:D, 13:D, 14:A, 15:A, 16:B, 17:A, 18:A, 19:B, 20:B, 21:B, 22:C, 23:B, 24:C, 25:B, 26:A, 27:A, 28:A, 29:A, 30:B, 31:B, 32:A, 33:A, 34:C, 35:D

(2): Compound nouns الأسماء المركبة

ACTIVE VOCABULARY | Compound nouns الأسماء المركبة

A compound noun is created by joining two or more words together to create a single idea.

يتم إنشاء الاسم المركب عن طريق جمع كلمتين أو أكثر معًا لتكوين فكرة واحدة

Compound nouns can be spelled:

- as separate words: **sales gimmick**
- with a hyphen.: **mother-in-law**
- as one word: **toothpaste**

	Compound nouns	الأسماء المركبة		Compound nouns	الأسماء المركبة
1	Impulse buy	شراء عفوي أو اندفاعي	4	upfront investment	استثمار مبدئي
2	sales gimmick	حيلة ترويجية أو خدعة تسويقية	5	start-up	شركة ناشئة
3	word-of-mouth	الدعاية الشفوية			

1. They're giving away free toys with children's meals as a part of a sales _____
 A) buy B) gimmick C) investment D) start-up
2. Planes are expensive to design and make, so require a lot of upfront _____
 A) buy B) gimmick C) investment D) start-up
3. My friend has just established a new _____ which uses AI to help businesses.
 A) buy B) gimmick C) investment D) start-up

4. I wasn't planning on getting a new shirt today, it was a bit of an impulse _____
A) buy B) gimmick C) investment D) start-up
5. Shops sometimes put sweets by the cash desk to encourage impulse _____
A) buys B) goods C) investments D) start-up
6. If you have positive word-of- _____, you may not need to advertise.
A) -reputation B) -mouth C) concept D) start-up
7. It was a _____, so we used the kitchen as an office at first.
A) concept B) goods C) investments D) start-up
8. They're offering free cinema tickets as a sales _____
A) buy B) gimmick C) investment D) effective
9. Sports cars are luxury _____
A) goods B) gimmick C) start-up D) effective
10. They spend far too much on _____ such as perfume and jewellery.
A) start-ups B) impulse buys C) luxury goods D) sales gimmicks
11. I try to avoid _____ by taking a shopping list to the supermarket.
A) luxury goods B) impulse buys C) word-of-mouth D) start-ups
12. Inevitably, most _____ will fail in their first year.
A) sales gimmicks B) start-ups C) upfront investments D) luxury goods
13. There are little plastic toys in the cereal, given away as a _____.
A) word-of-mouth B) upfront investment C) sales gimmick D) impulse buy
14. There will be a significant _____, but it will be well worth the money in the long run.
A) start-up B) upfront investment C) sales gimmick D) luxury goods
15. We get most of our work through _____ referrals and recommendations.
A) impulse buys B) word-of-mouth C) luxury goods D) start-ups
16. Every successful _____ requires time, dedication, and energy.
A) start-up B) launch C) USP D) cost-effective
17. Renting a shop or office often requires a large _____.
A) USP B) upfront investment C) word-of-mouth D) concept
18. The shops need to keep coming up with new sales _____ to encourage people to go in.
A) spree B) impulse C) margins D) gimmicks
19. I have to return this jacket. It was an _____ buy when I was browsing online last week and I can't afford it.
A) spree B) impulse C) margins D) gimmicks

ANSWERS:

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

good
things
are
going
to
happen

(3): PHRASAL VERBS

	Phrasal verbs	المعنى		Phrasal verbs	المعنى
1	break into	يقتحم / يدخل مجال معين لأول مرة	5	set up	يؤسس / يُنشئ
2	build up	يُنمِّي / يُقوِّي	6	sign up	يسجل / ينضم
3	knock (something) off	يخفض السعر / يقلل من القيمة	7	win over	يقنع / يكسب تأييد
4	pass up	يرفض فرصة / يفوت			

- So, what gave you the idea to _____ the business?
A) break into B) set up C) pass up D) win over
- It seemed like it might be a good market to _____
A) break into B) set up C) pass up D) win over
- It was too good an opportunity to _____
A) build up B) sign up C) pass up D) win over
- We often get new customers _____ on the spot.
A) build up B) sign up C) pass up D) win over
- We'd been _____ customer loyalty in that area.
A) building up B) signing up C) passing up D) winning over
- Eventually, we did manage to _____
A) knock them off B) set them up C) win them over D) sign them up
- We had to _____ the price.
A) knock quite a lot off B) set quite a lot up C) win quite a lot over D) sign quite a lot up

ANSWERS:

| 1 B | 2 A | 3 C | 4 B | 5 A | 6 C | 7 A |

	WORD	المعنى		WORD	المعنى
1	budget	ميزانية	5	owe	يدين بـ / عليه دين
2	collapse	ينهار / انهيار	6	refund	استرداد / يُعيد المال
3	discount	خصم تخفيض في السعر	7	value	قيمة
4	finance	تمويل	8	withdraw	يسحب (مال من بنك مثلاً)

- Issa took out a loan to set up his business, so now he _____ the bank money every month.
A) budgeting B) owes C) discounted D) valued
- Suha made so much money in her business that she _____ her younger brother's new business at the beginning.
A) budgeting B) owes C) refunding D) financed
- The shop has _____ all of its prices for the holidays, so you should go and look now.
A) budgeting B) owes C) discounted D) valued
- Hamza has been _____ every month to make sure he can save enough money for university.
A) budgeting B) owes C) refunding D) financed

5. After I complained about the quality of the shirt, the company will be _____ all of the full price back to me.
A) budgeting B) owes C) refunding D) financed
6. The dealership has _____ my car at 10,000 dinars, but I think it's probably worth more than that.
A) budgeting B) owes C) discounted D) valued

ANSWERS:

| 1 B | 2 D | 3 C | 4 A | 5 C | 6 D |

	WORD	المعنى		WORD	المعنى
1	crafty	ماكر / داهية	6	ingenious	مبتكرة
2	credulous	ساذج / سريع التصديق	7	naive	غير متمرس
3	cunning	مخادع / بارع بالمكر	8	shrewd	ذكي / فطن
4	devious	ماكر / ملتف	9	trusting	واثق بالناس
5	gullible	ساذج / ينخدع بسهولة	10	unsuspecting	غير مرتاب / لا يشك

Synonyms for the verb **persuade**: مرادفات الفعل "persuade" يقنع

A	strong persuasion without much choice: "إقناع قوي يُمارس على الشخص بحيث لا يترك له خيار حقيقي"
	1. coerce : يجبر شخصًا على فعل شيء بالقوة
	2. incite: يُحرّض أو يُشجّع على الفعل العنيف أو السلبي
	3. pressure : يضغط / يلحّ على شخص للقيام بشيء
	4. urge: يحثّ بشدة أو يشجّع
B	persuading by being extra nice إقناع من خلال اللطف الزائد أو التودد
	1. cajole : يُقنع بالتملق واللطف
	2. coax : يُقنع بلطف ورفق
	3. entice : يُغري بشيء مرغوب
C	neutral: convince إقناع بأسلوب محايد
	1. sway: تؤثر على شخص ما بحيث يغير رأيه أو قراره بين خيارين أو أكثر

1. I'm not always very _____ when I meet new people. It takes me time to feel safe with them.
A) gullible B) trusting C) shrewd D) ingenious
2. I was quite _____ about how much work I needed to do to pass my exams.
A) naive B) trusting C) shrewd D) ingenious
3. My cousin has always been a _____ businesswoman and runs several companies now.
A) naive B) trusting C) shrewd D) ingenious
4. In 1925, the Eiffel Tower in Paris was sold to a _____ businessman by Victor Lustig, an American conman.
A) gullible B) trusting C) shrewd D) ingenious

5. I loved the film! I thought the story was _____ and I've never seen anything like it before.

- A) gullible B) trusting C) shrewd D) ingenious

6. Which word has the sense of tempting someone to do something?

- A) coerce B) pressure C) incite D) entice

7. Which word has the sense of persuading people to choose between two things?

- A) coerce B) sway C) incite D) entice

8. Which word has the sense of persuading someone to do something violent or unpleasant?

- A) cajole B) coax C) incite D) entice

9. **She convinced the child to clean her teeth.**

The sentence that has a similar meaning to the one above is:

- A) She coaxed the child into cleaning her teeth. B) She coerced the child to clean her teeth.
C) She pressured the child into cleaning her teeth. D) She incited the child to clean her teeth.

10. **The company encouraged her to leave her job with promises of a better salary.**

The sentence that has a similar meaning to the one above is:

- A) They pressured her into leaving her job with promises of a better salary.
B) They enticed her into leaving her job with promises of a better salary.
C) They incited her into leaving her job with promises of a better salary.
D) They coerced her into leaving her job with promises of a better salary.

11. **She persuaded us to work late.** The sentence that has a similar meaning to the one above is:

- A) She coerced us into working late. B) She pressured us into working late.
C) She incited us into working late. D) She cajoled us into working late.

12. **She pressured the team into taking responsibility.**

The sentence that has a similar meaning to the one above is:

- A) She swayed the team into taking responsibility. B) She urged the team into taking responsibility.
C) She enticed the team into taking responsibility. D) She incited the team to take responsibility.

13. **He tried to coerce his brother into doing it.**

The sentence that has a similar meaning to the one above is:

- A) He tried to incite his brother into doing it. B) He tried to coax his brother into doing it.
C) He tried to cajole his brother to do it. D) He tried to entice his brother into doing it.

ANSWERS:

| 1 B | 2 A | 3 C | 4 A | 5 D | 6 D | 7 B | 8 C | 9 A | 10 B | 11 D | 12 B | 13 A |

You are
capable of
AMAZING
things.

	PHRASES	المعنى		PHRASES	المعنى
1	snare	فخ	12	persevere	يُثابر / يواصل العمل رغم الصعوبات
2	pitfall	فخ	13	plough on	يُثابر / يواصل العمل رغم الصعوبات
3	trap	فخ	14	persist	يُثابر / يواصل العمل رغم الصعوبات
4	cancel out	ينفي / يُبطل / يُلغي	15	bear in mind	يأخذ بعين الاعتبار
5	negate	ينفي / يُبطل / يُلغي	16	take into account	يأخذ بعين الاعتبار
6	outweigh	يتفوق على / يُبطل	17	tendency	ميل
7	dispassionate	محايد / موضوعي	18	propensity	ميل / نزعة (غالباً لشيء سلبي)
8	objective	محايد / موضوعي	19	concept	فكرة / مفهوم
9	impartial	محايد / موضوعي	20	notion	فكرة / مفهوم
10	detrimental	ضار / مُؤدِّ			
11	damaging				

1. Just one of the cons might easily **outweigh** all of the pros.

The word that can replace the underlined one is

A) negate B) persist C) snare D) trap

2. A cost-benefit analysis allows you to be more **objective**.

The word that can replace the underlined one is

A) notion B) pitfall C) detrimental D) dispassionate

3. There are also other costs to **take into account**, such as the cost in your time.

The phrase that can replace the underlined one is

A) cancel out B) plough on C) bear in mind D) impartial

4. People have a **tendency** to overvalue immediate rewards.

The phrase that can replace the underlined one is

A) propensity B) outweigh C) persist D) trap

5. Another **trap** is the sunk-cost fallacy. مغالطة التكلفة الغارقة.

The word that can replace the underlined one is

A) notion B) pitfall C) detrimental D) dispassionate

6. Because you have already invested, you should **persist** no matter what.

The word or phrase that can replace the underlined one is

A) cancel out B) plough on C) bear in mind D) impartial

7. After a certain point, investing more money does not lead to increased benefits, and may even have a **damaging** impact. **The word that can replace the underlined one is**

A) notion B) pitfall C) detrimental D) dispassionate

8. Nowadays, it's worth considering this **concept** when it comes to free social media sites.

The word that can replace the underlined one is

A) notion B) pitfall C) detrimental D) dispassionate

ANSWERS: | 1 A | 2 D | 3 C | 4 A | 5 B | 6 B | 7 C | 8 A |

(4): COLLOCATIONS

	COLLOCATIONS	المعنى		COLLOCATIONS	المعنى
1	display their wares	يعرض (بضاعته) بطريقة ملفتة لجذب الزبائن	5	buy in bulk	يشترى بالجملة
2	go on a shopping spree	ينطلق في جولة تسوق	6	mooching around the shops	التمسّي في المحلات فقط للتسلية أو الملل
3	shop around for the best deals	يتسوق من عدة أماكن بحثًا عن أفضل العروض	7	run errands	يقضي مشاوير أو مهام بسيطة (مثل الذهاب للبنك أو شراء حاجيات)
4	stocking up on essentials	شراء كميات من الحاجات الضرورية	8	carry the products	يوقّر المنتجات أو يبيع المنتجات في المتجر

- You can usually find a good price if you _____ for the best deal.
A) run errands B) shop around C) stock up D) display
- It's much cheaper to _____ if you have a place to put it.
A) run errands B) display ware C) mooch around D) buy in bulk
- I need to _____ a few errands this morning, but we can meet later.
A) run B) display C) mooch D) carry
- I usually do a big shop at the supermarket, but then _____ on essentials locally.
A) run errands B) shop around C) stock up D) display
- When I'm bored, I like to _____ the shops, even if I have no money.
A) run errands B) display ware C) mooch around D) buy in bulk
- Just because it's pay day, you shouldn't _____ a shopping spree and spend it all.
A) buy B) go on C) mooch D) carry
- I love to walk around the souk and look at how the salespeople _____ their wares.
A) run B) display C) mooch D) carry
- It's a huge department store, so it should definitely _____ the products you're looking for
A) run B) display C) mooch D) carry
- When someone wins a large amount of money, they usually go on a shopping _____ and splash out on things they've always dreamed about.
A) spree B) impulse C) margins D) gimmicks
- If you buy a lot of things at once, you can often save money.**

The sentence that has the same meaning as the above one is:

- It can be a good idea to carry the products if you want to save money.
- It can be a good idea to go on a shopping spree if you want to save money.
- It can be a good idea to run errands if you want to save money.
- It can be a good idea to buy in bulk if you want to save money.

- Some children help their parents out by doing a few things for them.**

The sentence that has the same meaning as the above one is:

- It is helpful for some parents when their children go on shopping gimmicks for them.
- It is helpful for some parents when their children run errands for them.
- It is helpful for some parents when their children impulse buys for them.
- It is helpful for some parents when their children mooch around for them.

ANSWERS: | 1 B | 2 D | 3 A | 4 C | 5 C | 6 B | 7 B | 8 D | 9 A | 10 D | 11 B |

(5): SPEAKING/ Negotiating

SPEAKING/ Negotiating التفاوض (SB P.29)

A	Asking for what you want	طلب ما تريده
1	This is a bit awkward, but ...	هذا الأمر محرج قليلاً، ولكن...
2	Would you be prepared to ...?	هل ستكون مستعداً أن ...؟
3	I'm wondering if there's any flexibility ...?	كنت أتساءل إن كان هناك أي مرونة في ...؟
4	How about if we were to?	ما رأيك لو كنا سنقوم ب...؟
B	Refusing an offer	رفض عرض
1	I'd like to say yes, but ...	كنت أحب أن أقول نعم، لكن...
2	I'm afraid that's a bit out of my price range / budget / a bit less than I'd be willing to accept.	أخشى أن هذا خارج نطاق ميزانيتي / أعلى مما أستطيع دفعه / أقل مما يمكنني قبوله.
3	The bottom line is ...	الخلاصة هي...
4	At the end of the day ...	في نهاية المطاف...
5	It has to be a 'no'.	لازم يكون الجواب "لا".
C	Accepting an offer	قبول عرض
1	Great, you've got yourself a deal.	رائع، تم الاتفاق.
2	Let's shake on that, then.	خلينا نتصافح على هالشي إذاً.
3	OK, I can live with that.	تمام، أقدر أقبل بهيك عرض
D	Trying to get to a win-win situation	محاولة الوصول لحل يرضى الطرفين (Win-Win)
1	I can see what you're saying, but ...	فاهم عليك، بس...
2	Is there any room for compromise?	في مجال نتوصل لحل وسط؟
3	Provided you ..., I see no reason why I couldn't ...	إذا أنت (قمت ب/وافقت على) ...، لا أرى سبب يمنعني أن
4	Can we try and meet halfway on this?	ممکن نحاول نلتقي بالنص بهالموضوع؟
5	How does that sound?	شورأيك بهيك اقتراح؟

- Which expression can be used for asking for what you want?
A) I'd like to say yes, but ... B) Would you be prepared to ...?
C) It has to be a 'no'. D) Great, you've got yourself a deal.
- Which expression can be used for refusing an offer?
A) I'd like to say yes, but ... B) How about if we were to ...
C) Let's shake on that, then. D) Is there any room for compromise?
- Which expression can be used for accepting an offer?
A) I'm afraid that's a bit out of my budget B) I'd like to say yes, but ...
C) Can we try and meet halfway on this? D) Great, you've got yourself a deal.

4. Which expression can be used for trying to reach a win-win situation?
 A) **Is there any room for compromise?** B) **It has to be a 'no'.**
 C) **Would you be prepared to ...?** D) **Great, you've got yourself a deal.**
5. Which expression can be used for asking for what you want?
 A) **OK, I can live with that.** B) **I'm wondering if there's any flexibility ...?**
 C) **Provided you ..., I see no reason why I couldn't ...** D) **It has to be a 'no'.**
6. Which expression can be used for trying to reach a win-win situation?
 A) **Would you be prepared to ...?** B) **Great, you've got yourself a deal.**
 C) **I'd like to say yes, but ...** D) **Can we try and meet halfway on this?**
7. Which expression can be used for accepting an offer?
 A) **Let's shake on that, then.** B) **Can we try and meet halfway on this?**
 C) **This is a bit awkward, but ...** D) **I can see what you're saying, but ...**

ANSWERS :

| 1 B | 2 A | 3 D | 4 A | 5 B | 6 D | 7 A |



(6): Pronunciation

ACTIVE PRONUNCIATION/ Words that drop a syllable كلمات يُحذف منها مقطع صوتي عند النطق

In British English, vowels tend to be left out in natural speech and the word loses an unstressed syllable. This usually happens before:

في اللغة الإنجليزية البريطانية، تميل الحروف المتحركة (vowels) إلى الحذف أثناء الكلام الطبيعي، وتفقد الكلمة مقطعاً غير مشدد (unstressed syllable) وغالباً ما يحدث هذا الحذف قبل:

- **/r/** (e.g., *different, interesting, necessary, complimentary*).
- **/l/** (e.g., *especially, dreadfully, family, marvellous*).
- **/n/** (e.g., *happening, educational, definite, prisoner*).

In a few words, the dropped syllable comes before a consonant (e.g., *vegetable, medicine, suppose*).
 في بعض الكلمات، يُحذف المقطع (syllable) قبل حرف ساكن (consonant) مثل: *vegetable, medicine, suppose*.

1. How many syllables does the word "**different**" have?
 A) 1 B) 2 C) 3 D) 4
2. How many syllables does the word "**interesting**" have?
 A) 1 B) 2 C) 3 D) 4

3. How many syllables does the word "family" have?
A) 1 B) 2 C) 3 D) 4
4. How many syllables does the word "necessary" have?
A) 1 B) 2 C) 3 D) 4
5. How many syllables does the word "happening" have?
A) 1 B) 2 C) 3 D) 4
6. How many syllables does the word "especially" have?
A) 1 B) 2 C) 3 D) 4
7. How many syllables does the word "complimentary" have?
A) 1 B) 2 C) 3 D) 4
8. How many syllables does the word "suppose" have?
A) 1 B) 2 C) 3 D) 4
9. Which (vowel) sound is left out in the word "correct"?
A) correct B) correct C) correct D) correctt
10. Which (vowel) sound is left out in the word "frightening"?
A) frightening B) frightening C) frightening D) frightening
11. Which (vowel) sound is left out in the word "national"?
A) national B) national C) national D) national
12. Which vowel(vowel) sound is left out in the word "secondary"?
A) secondary B) secondary C) secondary D) secondary
13. Which (vowel) sound is left out in the word "memory"?
A) memory B) memory C) memory D) memory
14. Which (vowel) sound is left out in the word "thankfully"?
A) thankfully B) thankfully C) thankfully D) thankfully
15. Which (vowel) sound is left out in the word "perhaps"?
A) perhaps B) perhaps C) perhaps D) perhaps
16. Which (vowel) sound is left out in the word "mystery"?
A) mystery B) mystery C) mystery D) mystery

ANSWERS:

| 1 B | 2 C | 3 B | 4 C | 5 B | 6 C | 7 D | 8 B | 9 A | 10 C | 11 D | 12 B | 13 A | 14 C | 15 A | 16 B |

Better
things
are coming