

Success

Christian

I've always been ambitious, which has certainly helped me to get to the top – I'm now the CEO of an acquisitions company. However, I strongly believe that there is more to success than a desire to be the best. Of course, the usual attributes such as being hard-working and motivated, having a willingness to make sacrifices, and working well under pressure all help. But, for me, the key thing is having the drive to

5 confront your fears. It is crucial to know when and how to embrace change, as the world around us is constantly changing. It is better to take an active part in shaping those changes instead of resisting them.

Alice

I own and run a small, independent craft shop in the village where I grew up. Business is good and I have lots of regular customers, as well as tourists from all over the country and abroad. Some people might say that I'm not particularly successful as I haven't moved to a bigger town or city, or because I don't have

10 the ambition to open larger premises or expand the business in other locations. The thing is, the local aspect of my business is fundamental to its success. Everything I sell is locally produced using sustainable materials from the region, and many of my customers say that this makes the products they buy more meaningful. Also, I'm surrounded by friends and family whose support is invaluable. There were times when I seriously doubted whether I could achieve my dreams, and they were always there to encourage

15 me and help out. I really couldn't have done it without them and the support of the community.

Johnny

To be successful, you need to play to your strengths. I believe mine are interpersonal skills such as patience and empathy – I always try to make time to listen to my employees and put myself in their shoes when they encounter problems. I'm a real people person, so managing a team of 20 people is one of the best parts of my job. It is important to take a genuine interest in your colleagues as individuals, rather than

20 just thinking of them as anonymous parts of the wider company.

Helen

In my opinion, it is impossible to underestimate the importance of education. Education isn't just about academic excellence, but about becoming a well-rounded person who is both willing and able to embrace the opportunities that life throws at them. Furthermore, it brings opportunities to people who, perhaps through factors such as cultural restrictions or poverty, have fewer prospects. While at university, I

25 volunteered for a charity in Uganda and saw first-hand the difference it made to the lives of people in

need. A few years later, I set up my own charity that focuses on education projects across the country. It has, of course, been great seeing the organization succeed, but the best part is all the success stories that have come out of it. That is, all the young men and women who have gone on to further education or vocational training, or who have established their own businesses and had the chance to travel overseas
 30 and see the world – just like my education allowed me to do. Education empowers people to take responsibility for their own futures.

1 Read the text and answer the questions.

1 In lines 1 to 4, Christian believes that to be successful ...

- a** being ambitious is the most important factor.
- b** making sacrifices is not necessary.
- c** wanting to be the best is not enough.

2 In lines 5 and 6, what is Christian's advice?

- a** respond positively to change
- b** resist changes whenever possible
- c** ignore the changes in the world

3 In line 10, *ambition* can be replaced by ...

- a** status.
- b** drive.
- c** appeal.

4 In line 10, *the thing is* is used to ...

- a** introduce an explanation.
- b** introduce a new topic.
- c** emphasize the success of the business.

5 Alice believes her success involves ...

- a** selling products in a big city.
- b** moving to a large, populated town.
- c** selling products that appeal to local customers.

- 6 In line 16, *play to your strengths* means to ...
- a use your best skills to your advantage.
 - b try and further improve on your strengths.
 - c have no weaknesses.
- 7 In line 17, *put myself in their shoes* means Johnny ...
- a imagines himself in his employees' position.
 - b solves his employees' problems for them.
 - c solves his employees' problems as quickly as possible.
- 8 For Helen, what is the most rewarding aspect of running a charity?
- a having the opportunity to travel overseas
 - b seeing other people succeed as a result of it
 - c proving that education isn't just about good grades

2 Talk to a partner and answer the questions.

- a Which of the people's views of success do you agree with most? Why?
- b Do you think men and women have different views of success? In what ways are they similar/different?

3 What job would you like to do after graduation? What are your strengths and how do they make you suitable for the job? Talk to a partner.