

A self-made man

1 DARNO SETIADI is one of the top richest men in Indonesia-not bad for someone who was born into a huge family in a tiny village in the middle of nowhere.Mr SETIADI runs his own business,importing machinery from Europe and selling it all over the country.He employs over three hundred people and lives in a mansion in a nice suburb of Jakarta,the capital city.However,as he will tell you,he had to travel down a long ,hard road to get to where he is today.Building up a business takes a lot of hard work and effort,especially in a developing country.



2 "I'm a self -made man and I built this business up from nothing through my own hard work and brains" said Darno."I come from a very poor family in a rural part of Indonesia and I've got thirteen brothers and sisters .My dad died when I was only fourteen and I had to go out to work to support the rest of my family .To begin with ,I sold ice creams in the street ;then I got a job selling cloth door-to-door in my town. After that ,I started travelling all over the island selling things to people and slowly I started getting ideas about what kind of products the different markets wanted, and I started making contacts. When I was twenty one ,I left my wife and two children at home and moved to Jakarta to set up my own business, selling all kinds of machines ,but particularly propellers for boats. There are over thirteen thousands islands in Indonesia, so there is a huge market for that kind of thing."

3 "It was really hard work .I didn't have any money of my own ,so I lied and told the bank I had a contract ,so that they would lend me money .I told the companies I wanted to order from I had money ,so that they would sell to me .I even had to tell the companies I wanted to sell to that I had suppliers ,so that they would order from me .I was telling many lies that it was really difficult trying to remember who I had told what! Luckily for me ,I had some friends in high places and I had a word with them and they helped me get import licences ,which meant I ended up cornering the market in propellers .Business was booming and I could finally afford to bring my wife and family over to join me.That wasn't the end of the story ,though."

4 "First of all ,I've had to do all the things every businessman has to do :pay taxes and wage bills, meet deadlines, deal with workers and officials. On top of all that ,though ,I've also had to deal with all sorts of other problems too :my shops have been attacked and burned in anti-Chinese riots and the economy has not been very good ,either .The last ten years have not been the most stable! How are you supposed to run a business with things like that going on ?It 's madness!

5 "Anyway ,here I am today- a wealthy man! The only real problem I've got now is who's going to take over the business when I retire .I'd like my son to run it! I think perhaps his childhood was too easy,and that's made him a bit soft to do work like this !"

I-COMPREHENSION

(15pts)

A-READ THE TEXT AND ANSWER THESE QUESTIONS 3pts

1-What kind of business does Darno do?

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.....

2-What was the first thing Darno did when his father passed away?

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.....

3-Why did Darno lie to companies?

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.....

B- ARE THESE SENTENCES TRUE OR FALSE ? JUSTIFY 3pts

1-Darno came from a tiny family.

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2-The Chinese and Indonesians lived together in perfect harmony.

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3-Darno is confident his son will run his business after his death.

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.....

C-COMplete THE SENTENCES WITH INFORMATION FROM THE TEXT 3pts

1-Darno did not bring his family over to join him until.....

2-Darno ended up cornering the market in propellers thanks to.....

D-FIND IN THE TEXT WORDS MEANING THE SAME AS 3 pts

1-very large(paragraph1).....

2-create(paragraph2).....

E-WHAT DO THE UNDERLINED WORDS IN THE TEXT REFER TO ? 3 pts

1-he (paragraph1).....

2-his (paragraph5).....

II-LANGUAGE

(15pts)

A-PUT THE VERBS BETWEEN BRACKETS IN THE RIGHT TENSE. 3pts

- 1-What a difficult exercise! I (do).....it for forty minutes now.
- 2-Ali had already left the house when his friend (arrive).....
- 3-I (watch).....the CLASSICO on TV for one hour when the light went out.

B-PUT THE WORDS BETWEEN BRACKETS IN THE RIGHT FORM. 3pts

- 1-ANASSI is one of the most crowded (residence)areas in Casablanca.
- 2-Nowadays,the rate of (employ)..... is rising in Morocco.That is due to the deep recession companies are undergoing.
- 3-AIDS is a (die).....disease.

C-FILL IN THE BLANKS WITH THE RIGHT PHRASAL VERB FROM THE LIST. PAY ATTENTION TO TENCES 2pts

go down - pick up - set up - set off - get over - go up

- 1-My family and I are travelling to Tetwane next week.We willat 5 a.m.
- 2-My grand fatherSpanish when he was living in Barcelona.
- 3-Prices usually.....during the period of sales.
- 4-Although she has taken a lot of medicine,my mothernot.....flu yet.

D- COMPLETE THE FOLLOWING TABLE WITH THESE WORDS 4pts

Furniture – renovating – wage - high heel – hiking - electric appliance – adversary – pitch - service station - strike - redundant – cellar – tournament – show – strap - safari.

| SPORT | TRAVEL | FASHION | WORK | HOUSING |
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E-RE-WRITE THESE SENTENCES STARTING WITH THE WORDS GIVEN. 3pts

- 1-Dieting and exercising are obligatory for obese people.
Obese people.....
- 2-The secretary looks exhausted.It is desirable that she takes a day off.
The secretary.....
- 3-The law prohibits smoking in public places.

