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*Portrait of an entrepreneur*

**Student A**

**Business World Profile**

*Portrait of an entrepreneur: Jeff Fairley*

**Jeff Fairley** was born in \_\_\_\_\_ in 1970. His father was a \_\_\_\_\_ and his mother was a businesswoman who owned her own restaurant. 'I've always been influenced by \_\_\_\_\_,' he says, 'she's a very hardheaded sort of person, but she still enjoys life. And of course I've inherited a love of food from her'.

He studied French literature at Oxford, but left at \_\_\_\_\_. Speaking of his brief university days he says, '\_\_\_\_\_.'

After leaving university, he got a job in a supermarket, \_\_\_\_\_ in the evenings and qualified as an accountant. One year later he was a store manager. Jeff soon realised that he was too young to be promoted any higher and began to \_\_\_\_\_. He felt that there was a market for a French delicatessen in his district and opened the first branch of La Bouffe in 19\_\_\_\_. At first he continued working for the supermarket but soon he was able to concentrate full time on La Bouffe. He has been in business for himself since 1991 and says he has no regrets. Since then Jeff has opened \_\_\_\_\_ branches.

La Bouffe is a private company so the extent of his wealth is a mystery. He has bought a \_\_\_\_\_ in Provence and another in the centre of London. He has also started a second business as a \_\_\_\_\_ and has recently begun to invest in French vineyards.

'I've always been interested in French food and wine and I love business,' he told us, 'so this is really the perfect life for me. I think \_\_\_\_\_.'



**Student B**

**Business World Profile**

*Portrait of an entrepreneur: Jeff Fairley*

**Jeff Fairley** was born in London in 19\_\_\_\_. His father was a doctor and his mother was a \_\_\_\_\_ who owned her own restaurant. 'I've always been influenced by my mother,' he says, 'she's a very hardheaded sort of person, but she still enjoys life. And of course I've inherited \_\_\_\_\_ from her'.

He studied \_\_\_\_\_ at Oxford, but left at the end of the first year. Speaking of his brief university days he says, 'I simply wasn't interested in what they were teaching'.

After leaving university, he got a job in \_\_\_\_\_, studied in the evenings and qualified as \_\_\_\_\_. One year later he was a \_\_\_\_\_. Jeff soon realised \_\_\_\_\_ to be promoted any higher and began to look around. He felt that there was a market for \_\_\_\_\_ in his district and opened the first branch of La Bouffe in 1990. At first \_\_\_\_\_ for the supermarket but soon he was able to concentrate full time on La Bouffe. He has been in business for himself since 19\_\_\_\_ and says he has no regrets. Since then Jeff has opened 35 branches.

La Bouffe is a private company so the extent of his wealth is a mystery. He has bought a house in Provence and another in \_\_\_\_\_ of London. He has also started a second business as a wine importer and has recently begun to invest in \_\_\_\_\_.

'I've always been interested in \_\_\_\_\_ and I love business,' he told us, 'so this is really the perfect life for me. I think I've been very lucky.'

# Portrait of an entrepreneur

## Worksheet

13

### ACTIVITY

Pairwork: reading, speaking

### AIM

To ask and answer questions to complete a text.

### GRAMMAR AND FUNCTIONS

Questions in the present simple, past simple and present perfect

### VOCABULARY

*businesswoman, hardheaded, to get a job, to qualify as, accountant, branch, a market for something, to be in business for yourself, wealth, to invest in something*

### PREPARATION

Make a copy of the worksheet for each pair of students in the class and cut it up as indicated.

### TIME

15 minutes

### PROCEDURE

1 Tell the students that they are going to do a speaking activity about a successful businessman.

2 Write the following on the board:

Henry Ford was born in 18\_\_\_\_\_

Instead of Henry Ford, you may prefer to substitute someone more relevant to the students. Ask what information is missing (the date of birth). Elicit the question they must ask to get the information: *When was Henry Ford born? (1863).*

3 Divide the class into pairs of Student A and Student B and give out the relevant sections of the worksheet. Ask each student to look only at his or her own copy.

4 Explain the task. The information which is missing from Student A's text is in Student B's text and vice versa. Each student completes the article about Jeff Fairley by asking his or her partner appropriate questions.

5 Write these rules on the board and draw attention to them.

Complete the text by asking questions.  
Speak only in English.  
Do not show your worksheet to your partner until it is complete.

6 Allow a minute or two for reading, checking vocabulary and mental preparation and then ask them to begin the task.

### FOLLOW-UP

Ask the students to interview each other and write profiles for the magazine *Business World*.