

Read the article quickly. What do Riya Karumanchi and Henry Patterson have in common?

- 1 They made something.
- 2 They earned lots of money.
- 3 They starred in a film or TV programme.

 **20** Read the article and answer the questions.

- 1 How did Riya get the idea for her product?
 - a She noticed a problem.
 - b By doing a school project.
 - c A friend gave her the idea.
- 2 How did Henry's sweets help him?
 - a He was popular at school.
 - b He learned how to sell products.
 - c He became rich and famous.

TWO YOUNG BUSINESS PEOPLE

Riya Karumanchi, a 14-year-old schoolgirl from Burlington, near Toronto in Canada, was visiting a friend's house when she met her friend's grandma there. The grandmother couldn't see very well because she was partly blind. She used a long white stick, or cane, to help her walk around. Riya noticed that the cane helped her friend's grandmother to detect things on the floor, but not things in other places. While they were talking, Riya had an

3 Read the article again. Is the information about Riya (R), Henry (H) or both (B)?

Who ...

- | | |
|---|-----------|
| 1 made something to help people? | R / H / B |
| 2 started their own company? | R / H / B |
| 3 got their idea from a family member? | R / H / B |
| 4 uses and designs technology? | R / H / B |
| 5 travels to different countries? | R / H / B |
| 6 started with one product and later created a different product? | R / H / B |
| 7 was a teenager when they had their first idea for a product? | R / H / B |

4 Match the underlined words in the text to the meanings.

- 1 technology that tells you where you are
- 2 make small, fast movements you can feel
- 3 know what someone or something is
- 4 small unit of money in the UK
- 5 cannot see
- 6 small pieces of food with sugar in them



Critical thinkers

5 What are three ways in which the SmartCane is different from a traditional cane?

friend's grandmother to detect things on the floor, but not things in other places. While they were talking, Riya had an idea. Why not add some useful technology to the cane?

Riya made a model cane for a science competition and won. Later, she worked with others to create a cane that vibrates when it's near an object. The project won a prize and Riya started her own business, SmartCane. Now, she works with a team of engineers, designers and computer programmers. The SmartCane has GPS technology to help people walk around and a computer to help identify people. She gives talks at international conferences on how to help people using technology.



Henry Patterson, from Buckinghamshire in the south of England, was nine when he got the idea for his business. One day, he was listening to his mother telling him a story about her childhood. When she was a child, she loved riding her bike to the sweet shop to get some sweets for 50 pence. Henry really liked the story, so he went up to his room and designed six jars of sweets and started selling them to family, friends and students at his school. Then a journalist wrote an article about him for a local newspaper and suddenly his sweets were incredibly popular!

This showed him how to sell, so he started a company and sold his sweets online. His company's name is Not Before Tea. He got the name from his grandmother because she always told him not to eat sweets before tea (dinner). But he didn't stop there. Henry wrote a storybook for children, *The Adventures of Sherb the Owl and Pip the Mouse*. He stopped selling sweets and he started selling children's products using the animal characters from his book. Now his products sell online and in about 50 shops across the UK. He travels all over the world and gives talks to young people about how to start their own business.