

Reading

A. Read the statements below. What do they mean? Do you agree with them?

a. Winners are always part of the answer	↔	Losers are always part of the problem
b. Winners learn from mistakes	↔	Losers forget their mistakes
c. Winners see opportunities	↔	Losers have doubt
d. Winners find answers	↔	Losers only see difficulties
e. Winners follow their heart	↔	Losers settle for second best
f. Winners are a part of the team	↔	Losers are apart from the team

B. Read the text quickly and find the correct headings from above to match with the stories (1-4). There are two extra headings which you will not need to use.

Winners | Losers

Everybody enjoys winning. However the concept of victory is so mysterious. Those who are successful make it seem so simple that we are all curious about how it's done. Perhaps that's why we love success stories. Here are a few snippets of success:



1

A reporter once asked a bank president what the secret of his success was. "Two words," said the bank president. "Right decisions." When asked how he learned to make these, the bank president gave a one-word response. "Experience." Hoping for a more satisfying answer, the reporter asked him how he got his experience. "Two words," said the bank president. "Wrong decisions!"

2

In another interview, a farmer who grew award-winning corn revealed that he shared his best seeds with his neighbors. The reporter was surprised that the farmer was risking being outdone by his neighbors. "I know it seems irrational, but if I don't share, then the risk is greater," explained the farmer. "When the wind picks up pollen from the corn, it blows it from field to field. If my neighbors grow bad corn, I will too. Unless I help them, I won't be able to grow good corn. We are all connected."

**3**

A shoemaker once sent two salesmen to investigate the market of a developing country. "Nobody will buy shoes here," said the first salesman confidently. "They don't wear them." "We will have sold thousands of shoes by the end of the year," reported the second salesman, a winner by nature. "They are all barefoot!"

4

In a fable by cartoonist James Thurber, there was a little moth that fell in love with a star. "If I were you, I wouldn't set such an unrealistic goal," said his mother. "You will be much happier if you fall in love with a candle."

"I'm going to reach my star!" said the little moth while the other moths made fun of him. Unaffected by their laughter, the dreamy moth left. He kept flying up high as the other moths below were getting burned by candles and street lights. The moth must have been miles and miles away when he looked down and realized that he was the only moth of his family that was still alive. "Without you I wouldn't exist now!" the moth said to the beloved star that had saved his life.



L Read again and answer the questions. Choose a, b, c or d.

1. Why does the writer suggest that we like success stories?
 - a. They make us feel like winners.
 - b. The lives of winners have secrets.
 - c. We want to find out how to win.
 - d. Their stories make us enthusiastic about winning.

2. What was it that made the bank president a successful man?

- a. Making decisions at the right time.
- b. Blaming others for mistakes.
- c. Learning from experience.
- d. It is not mentioned.

3. Why did the farmer give his best seeds to his neighbors?

- a. He didn't care about the competition.
- b. He liked challenges when competing.
- c. He was a good neighbor and a risk-taker.
- d. He wanted to be sure that he would get corn of the best quality.

4. Why was the second salesman a winner by nature?

- a. He refused to be realistic in his report.
- b. He saw the positive side of things.
- c. He did better research than the first.
- d. He sold more shoes to the people.

5. How did the moth survive?

- a. He took his mother's advice.
- b. He tried to avoid candles and street lights.
- c. He was helped by other moths.
- d. He went after his dream.

6. According to the whole text, which of the following people aren't winners?

- a. Those who believe in themselves and think they know everything.
- b. Those who aren't afraid of taking risks when others see danger.
- c. Those who keep trying and are eager to learn from their mistakes.
- d. Those who dream of achieving a goal that may not be realistic.