



GCSE

4171/01

**ENGLISH/ENGLISH LANGUAGE
FOUNDATION TIER
UNIT 1 (READING)**

A.M. TUESDAY, 4 June 2013

1 hour

ADDITIONAL MATERIALS

Resource Material.

An 8 page answer book.

INSTRUCTIONS TO CANDIDATES

Use black ink or black ball-point pen.

Answer **all** questions.

Write your answers in the separate answer book provided.

INFORMATION FOR CANDIDATES

The total mark available for this unit is 40.

The number of marks in brackets will give you an indication of the time you should spend on each question or part-question.

Answer **all** of the following questions.

The **separate Resource Material** is a newspaper article, ‘Suspended: 12-year-old boy who earns £200 a day selling chocolate to pals at his school’.

On the opposite page is an extract from Alan Sugar’s autobiography, ‘What You See Is What You Get’.

Read the newspaper article in the separate Resource Material, ‘Suspended: 12-year-old boy who earns £200 a day selling chocolate to pals at his school’.

1. Using information in the newspaper article, answer the following questions:

- (a) What TV programmes gave Robbie his idea for earning money? [2]
- (b) List **four** ways Robbie has been punished for his business activities. [4]
- (c) List **two** things the school sells to its pupils. [2]
- (d) List **two** reasons the school gave for punishing Robbie. [2]

2. According to the newspaper article, what sort of person is Robbie Twigg?

You should write about:

- what the writer tells us about Robbie and his activities;
- the views of the people mentioned in the article. [10]

Now read the extract from Alan Sugar’s autobiography, ‘What You See Is What You Get’ on the opposite page.

3. What did Alan Sugar do to start up and then develop his own business? [10]

You should now use both texts to answer the next question.

4. Both texts are about people who have made money. Write about Alan Sugar and Robbie using the following headings:

- (a) what each of them sold;
- (b) problems they had.

In your answer make sure you make it clear which text you are referring to. [10]

In this extract from Alan Sugar's autobiography, he explains how he started his own business.

One Friday night, I came home and I said to the family, "I'm going to start working for myself. I've seen a second hand van for fifty quid and it's eight pounds for insurance. I'm going to buy some stuff to sell and get on my way." The following day I sprang into action. I withdrew £100 from my Post Office account, bought the van and started up as AMS Trading, which stood for Alan Michael Sugar. With the rest of my money I went to a wholesale supplier and bought about forty quid's worth of car aerials, which I'd learned were quite an easy sale.

By Thursday of that week, I'd sold my first batch of aerials and had been back to buy some more. I had made £60 profit. Now £60 profit was a huge amount at the time (nowadays it is perhaps the equivalent of someone earning £3,000 a week) but it became my weekly target to earn that by Wednesday. I quickly expanded my range beyond car aerials to transistor radios, but one problem that I faced was that I could only afford to buy one box at a time which might contain twenty radios. At first, my supplier would ask me to pay him in cash; he wouldn't even take a cheque.

I was coming back every couple of days to pick up more radios and eventually he accepted my cheques and over the course of a couple of months, he made the decision to let me buy aerials, radios and other goods on credit. That meant I could have the goods but pay for them later, and this allowed me to buy and then sell much larger quantities, and make even more money. He gave me goods on credit because I hadn't let him down. And I've never let anyone down since. It taught me an important lesson that it's what you do that gains you trust in business, not hype or empty promises. I guess it comes down to the old saying that actions speak louder than words.

I also began buying goods from an importer, but one day I went to see my old boss to say I was working for myself and, as a long shot, to see if there was any stuff I could buy from him. As we walked around his warehouse, I spotted piles of record-players that had come back from shops needing repairs. I offered him a ridiculous price for them, because not only did they need repairing, but also the cabinets needed cleaning up as well. To my surprise, he accepted my offer, about £1,000 in total. All that most of the record-players needed was the valves replacing, and the cabinets were soon cleaned up with a scrubbing brush and some household cleaner. Within a week or so, I'd sold the lot and I'd made something like 125% profit. The success that I'd had in making such a big profit drove me on to try to find a product nobody else had.

(from: 'What You See Is What You Get' by Alan Sugar)



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Resource Material

Suspended: 12-year-old boy who earns £200 a day selling chocolate to pals at his school



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ENTERPRISING: Some of Robbie Twigg's stock

A schoolboy has been suspended for selling chocolate and crisps to pupils. Robbie Twigg, 12, says he got the idea for his business from the TV show 'The Apprentice', and took inspiration from an episode which showed how to buy goods and then sell them on to make a profit.

His family says he was making up to £200 a day at his school. But the school has a strict healthy-eating policy and teachers say sales between pupils are banned.

Robbie first began selling the snacks bought from a retail park at the start of this term. He was sent home for a day and given a warning by teachers, but the budding businessman persisted in smuggling goods into the school – and has now had 10 days of suspensions, which most schools would use only for very serious behaviour issues.

His parents say they have tried to stop their son from selling the sweets – but believe his punishment is too harsh.

His dad said: "We are supporting the school and we've grounded him, and taken his phone off him as a punishment. We've told him not to do it and have checked his bag before he goes out, but he's only selling chocolate and the way they have dealt with it is far too harsh. The school has made it sound like he's selling cigarettes or something."

"At the end of the day, the school sets the rules and that's fair enough. But I think he's just showing a bit of business sense and he shouldn't be missing out on his education because of it."

The canteen at the school does not stock fizzy drinks or sweets, selling only healthy snacks and meals. Robbie buys his stock from bulk discount stores and wholesalers, selling to classmates at a higher price.

He said, “The school just sells water and dinners. I’ve been bringing in eighty chocolate bars and stuff like fizzy drinks each day and have been selling out.”

He added, “I’ve got a good business brain and when I watched ‘Dragon’s Den’ and then ‘The Apprentice’ it gave me the idea of what to do. I saw stuff was going cheap, so I bought about £30 worth and I would sell it in the playground – some days I would make up to £200.”

The headteacher at Robbie’s school said pupils were encouraged to develop their business skills through activities such as growing vegetables for sale but added, “The private selling of goods on school premises is not permitted. Any activities which undermine our healthy-eating policy cannot be tolerated.”

However, other people have supported Robbie’s enterprise. Commenting on the story, Charlie Mullins, a self-made millionaire who founded his own firm, said on an internet blog site, “What better example could there be of a young businessman than Robbie? When he leaves school, I’ll bet he’ll be the person from his class making most money, and he’ll also be creating jobs and employing his fellow pupils. The school needs some lessons in real life. The headteacher should have applauded Robbie’s efforts instead of punishing him.”



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A.M. TUESDAY, 4 June 2013

Resource Material

The Wonderful Games

The London Olympics of 2012 have been described as the most spectacular sporting occasion that Britain has ever staged. For two weeks in the summer it seemed that the whole country was captured by the excitement of the Olympic Games, from the spectacular, three hour opening ceremony to the musical extravaganza that closed the games. Twenty six sports were contested in thirty four venues, and athletes from two hundred and four countries took part. Sebastian Coe, chairman of the organising committee, summed it all up when he said, "Everyone will have their own memories of the 2012 London Olympics – magical memories that will last a lifetime." Who will ever forget that amazing Saturday night when, with an estimated television audience of seventeen million, Britain won three gold medals? Jessica Ennis won the heptathlon and Mo Farrah won the 10,000 metres, the first of his two gold medals. Then, most unexpected of all, Greg Rutherford won the long jump.



The BBC broadcast around 5,800 hours of Olympic Games coverage and an estimated four billion people around the world watched at least some of the Games on television. Almost every Olympic event was sold out and

attended by cheery, well-mannered spectators all wanting to have a nice time and to make sure everybody else did too.

The real excitement for British spectators started on 1st August when Helen Glover and Heather Stanning won a gold medal in the female rowing pairs. On the same day Bradley Wiggins, who a week earlier had won the Tour de France, won the individual time trial for cycling, the first of seven cycling events in which Britons won gold medals. Sir Chris Hoy thrilled spectators in the Velodrome, and those watching on television, as he won gold medals for the cycling team sprint and individual cycling sprint. Two days later came one of the most popular victories of all as Kath Grainger, along with her partner Anna Watkins, won gold in another rowing event, the double sculls. Kath had three silver medals already but at thirty six this was almost certainly her last chance to win that all important gold. Sir Steve Redgrave, proud winner of five rowing gold medals in previous Olympics, called it his single favourite moment of the whole games.



Britain's Mo Farrah celebrates with Jamaican athlete, Usain Bolt.

Almost every day there was another gold medal to celebrate. There were five British medals for boxing, three of them gold, including one for Nicola Adams, the girl from Leeds who fought so hard to win the first ever gold medal for women's boxing. Of course there was more to admire than just British success. The Jamaican athlete, Usain Bolt, thrilled the sporting world with his sprint double in the 100 metres and the 200 metres, and Kirani James in the 400 metres won Grenada's first ever gold medal.

The most demanding of all the athletic events, the triathlon, had a gripping ending as two brothers from England battled for first place. In the end it was older brother Alistair Brownlee who triumphed with the gold medal and younger brother Jonathan who took the bronze medal. Another unforgettable moment was when Jade Jones, the teenager from Wales, took off her helmet and treated us all to her golden smile of sheer delight as she realised she was the first Briton to win an Olympic taekwondo gold medal.



And then it was all over. Colin Jackson, a Welsh Olympic silver medallist and BBC commentator, said, "Commentators like me have been to Olympic Games around the world, but I don't think anyone has seen anything like London. It has taken our breath away."

The Olympic Games has left some lasting images: the 'lightning bolt' of the fastest man on earth, Mo Farrah's bizarre but memorable celebrations, and Nicola Adams punching the air in delight. Simon Barnes, *The Sunday Times* chief sports reporter, writing about Jessica Ennis, showed how important the Olympic Games were to us all. He wrote, "She has become a living symbol not just of the London Games but of the Britain we long to live in. She shows the virtues of hard work, decency, talent, modesty, kindness and intelligence, representing all races and all people."



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Answer all of the following questions.

The separate Resource Material is a newspaper article, 'The Wonderful Games'.

On the opposite page is a magazine profile: 'Ellie Simmonds - Superstar'.

Read the newspaper article, 'The Wonderful Games'.

1. List **ten** events in which British competitors won gold medals in the London Olympics, according to the newspaper article. [10]

2. How does the writer try to show that the 2012 London Olympics were a great success? [10]

You should write about:

- what the writer says about the Games;
- the words and phrases used;
- the pictures used;
- any other ways the writer tries to show the Games were a great success.

Read the magazine profile on the opposite page, 'Ellie Simmonds – Superstar'.

3. What do you learn about Ellie Simmonds from this profile? [10]

You should include:

- facts and details about her;
- the kind of person she is.

You should now use details from both texts to answer the following questions.

4. (a) According to the newspaper article and the magazine profile, which competitors won two or more gold medals in the London Olympics in 2012? [5]
- (b) In what ways were the London Olympics and Paralympics similar, according to the two texts? [5]

Ellie Simmonds – Superstar

After the great excitement created by the London Olympics it seemed that the Paralympics could only be an anti-climax. But it was nothing of the kind. This was because of the exciting events of the Paralympics and the dedication and determination of the competitors. There were huge crowds for events we had possibly never seen before, such as sitting volleyball and wheelchair basketball. New British sporting heroes were crowned, such as David Weir, a wheelchair racer who won four gold medals and thrilled television audiences. And nobody who followed the Paralympics will ever forget Ellie Simmonds who excelled in the swimming pool, winning two gold medals.

Ellie Simmonds was born in 1994 with achondroplasia, a medical condition which has severely restricted her growth. By her own admission Ellie recognises that she has always been a fierce competitor. As a young child she was determined not to be dominated, or beaten at anything, by her brother and three sisters. Her first memory is of being taken swimming in a 'little pool'. She soon learned to cope with others staring at her because of her condition. When Ellie began to display the talent and drive that would eventually win her gold medals her mum decided to move with Ellie to Swansea where there was a swimming pool with the facilities to allow her to train. This was tough for Ellie who had to leave behind her family and friends in order to further her swimming career. It also meant that every weekend Ellie and her mum would have to make the three hour tiring journey back to her home in Aldridge.

It was Ellie's age, not her disability that almost ruined her career. She was eleven and was considered too young to attend the intensive training camp. She kicked up a fuss, showed how good she was and was picked for the British team. It certainly paid off as she went to Beijing in 2008 and won two gold medals. When it came to London she was no longer the young unknown swimmer. Now she was the favourite to win gold medals and that put extra pressure on her.

For years Ellie's daily routine has been to wake up at 5.30am, be in the water by 6.00am, swim until 8.00am, school from 9.00am to 2.30pm and back swimming from 3.00pm to 5.00pm. She follows a punishing training regime for seven days a week. There are no relaxing weekends for Ellie. Even holiday times have to be carefully planned to fit in with competitions and training routines. She also has a strict diet, with no junk food, to build up her strength without putting on too much weight.

When it came to the London Olympics, Ellie knew her main rival was the American, Victoria Arlen. She had lost the use of her legs after contracting a viral disease but was much bigger and stronger than Ellie. The races were close but Ellie's fierce determination to win gained her two gold medals, and now there is a stamp bearing her picture and a Royal Mail post box in Aldridge High Street painted gold in her honour.