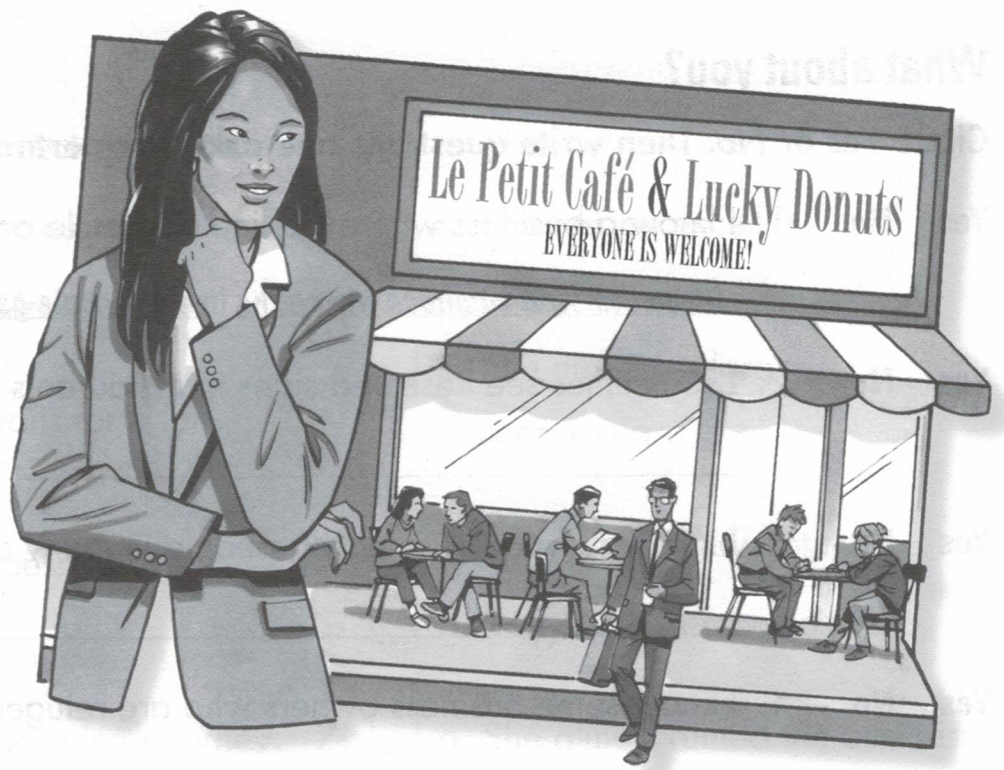


## Chapter 15 A Success



One year later, business at Le Petit Café and Lucky Donuts is stronger than ever. There are now tables and chairs outdoors. "It's lovely here," Soriya thinks. "It looks like a sidewalk café in Paris." In addition, she hires two more people. The shop needs extra help, especially because Heng and Nary are visiting Heng's sister again. After many years of very hard work, they can relax and spend more time with family. Besides, Soriya is an excellent manager and their employees are wonderful workers.

Soriya often thinks about ways to make her family's shop more successful. During her MBA program, she learned a lot about business expansion. So, Soriya has the exciting idea to open a second shop. She even finds a convenient location downtown. Soriya knows that there are risks in business. Still, she feels that it's the right time to make these changes—and bring Le Petit Café and Lucky Donuts into the future. Of course, she hasn't signed a lease yet. This is a big decision. She doesn't want to surprise her parents again. She wants to have their full support.



Soriya decides to call her parents. "Hello!" she says. "I hope you're having a good time with Auntie!"

"We are," says Nary. "She is doing well, and we'll be back in a few days."

"Great!" says Soriya. "We have a lot to talk about."

"What?" asks Nary. "Please don't think about changing the business model again."

"No, it's not that!" laughs Soriya. "I just want to do . . . uh . . . one or two things. You can trust me."

### Answer the questions.

1. How is business at Le Petit Café and Lucky Donuts one year later?
2. Where are there now tables and chairs? What does it look like?
3. How many more people does Soriya hire?
4. Why does the shop need extra help?
5. What can Heng and Nary do after many years of very hard work?
6. What kind of manager is Soriya? What kind of workers are their employees?
7. What does Soriya often think about? What did she learn about during her MBA program?
8. What exciting idea does Soriya have? What does she find downtown?
9. Where does Soriya know that there are risks? What does she still feel that it's the right time to do?
10. What hasn't she signed yet? What doesn't she want to do to her parents again? What does she want to have?

## Complete the sentences.

Auntie  
idea

decision  
lease

expansion  
location

future  
risks

1. During her MBA program, she learned a lot about business \_\_\_\_\_.
2. So, Soriya has the exciting \_\_\_\_\_ to open a second shop.
3. She even finds a convenient \_\_\_\_\_ downtown.
4. Soriya knows that there are \_\_\_\_\_ in business.
5. Still, she feels that it's the right time to make these changes—and bring Le Petit Café and Lucky Donuts into the \_\_\_\_\_.
6. Of course, she hasn't signed a \_\_\_\_\_ yet.
7. This is a big \_\_\_\_\_. She doesn't want to surprise her parents again.
8. Soriya decides to call her parents. "Hello!" she says. "I hope you're having a good time with \_\_\_\_\_!"

## Matching: Definitions

- |                      |   |
|----------------------|---|
| _____ 1. sign        | a. to shock; to do something unexpected |
| _____ 2. talk about  | b. to consider                          |
| _____ 3. surprise    | c. to have confidence in someone        |
| _____ 4. find        | d. to locate                            |
| _____ 5. think about | e. to write your name                   |
| _____ 6. trust       | f. to discuss                           |

## Talking About the Future

Practice the dialog with a partner.



- A. Hello! I hope you're having a good time with Auntie!
- B. We are. She is doing well. And we'll be back in a few days.
- A. Great! We have a lot to talk about.
- B. What? Please don't think about changing the business model again.
- A. No, it's not that! I just want to do . . . one or two things. You can trust me.

## Check the good ideas.

After a difficult time, your business is finally doing well. Then your daughter has the exciting idea to open a second shop. Check (✓) the things that are good to do. Write other ideas on the lines below.

- |  |   |
|--|---|
| <input type="checkbox"/> feel excited about her great idea | <input type="checkbox"/> analyze the market for the business  |
| <input type="checkbox"/> give her all the money to expand  | <input type="checkbox"/> trust her completely; she has an MBA |
| <input type="checkbox"/> sign a new lease immediately      | <input type="checkbox"/> borrow a lot of money from the bank  |
| <input type="checkbox"/> tell her to mind her own business | <input type="checkbox"/> think seriously about the investment |
| <input type="checkbox"/> calculate the costs of expansion  | <input type="checkbox"/> decide that two shops are too many   |
- \_\_\_\_\_
- \_\_\_\_\_

## Listening

Listen. Check (✓) the correct sentence.

1.  a. It looks like a sidewalk café.  
 b. It looks like Auntie's house.
2.  a. Max and Lucie left their jobs.  
 b. The shop needs extra help.
3.  a. They have to work full time.  
 b. They don't have to work full time.
4.  a. They can trust their workers.  
 b. They can't trust their workers.
5.  a. She wants to earn more money.  
 b. She wants to lose more money.
6.  a. She wants to cut back.  
 b. She wants to expand.
7.  a. She already signed a lease.  
 b. She hasn't signed a lease.
8.  a. She wants to surprise them.  
 b. She wants their full support.

## Pronunciation and Writing

Say the words from the story. Write the number of syllables in each word. Underline the stressed syllable.

- |                    |                     |                    |
|--------------------|---------------------|--------------------|
| 1. expansion _____ | 6. convenient _____ | 11. decision _____ |
| 2. support _____   | 7. especially _____ | 12. stronger _____ |
| 3. location _____  | 8. later _____      | 13. downtown _____ |
| 4. sidewalk _____  | 9. outdoors _____   | 14. changes _____  |
| 5. visiting _____  | 10. wonderful _____ | 15. addition _____ |

## What about you?

Circle **Yes** or **No**. Then write questions and ask your partner.

**Yes** **No** 1. I know a business with tables and chairs outdoors.

Do you know a business with tables and chairs outdoors?

**Yes** **No** 2. I know about sidewalk cafés in Paris.

\_\_\_\_\_

**Yes** **No** 3. I sometimes need extra help in my workplace.

\_\_\_\_\_

**Yes** **No** 4. I want to relax and spend more time with family.

\_\_\_\_\_

**Yes** **No** 5. I often think of ways to be more successful.

\_\_\_\_\_

## Topics for Discussion or Writing

1. What are some ways to expand a business without opening another shop?
2. What kinds of expenses will Heng, Nary, and Soriya have if they open a shop at another location? Do you think the risk is worth it?
3. Why is it important to discuss major business decisions with other people instead of surprising them, as Soriya did in the past?