

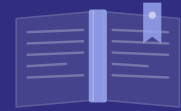
From Garage to Global: A Startup's Journey

COMPREHENSION • VOCABULARY • DISCUSSION

INTERACTIVE ONLINE TEST

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<https://www.esl-tests.com/reading/b2/from-garage-to-global-startup-journey>



Reading Passage

Read the passage carefully. Each paragraph is labelled with a letter for easy reference.

- A** In 2010, two college friends, Sarah and Tom, embarked on a journey that would profoundly change their lives and the lives of many small business owners. They started a small tech company in Sarah's garage, developing a software application aimed at improving productivity for small businesses. With limited funds and resources, they worked long hours, often sacrificing their social lives and personal time to focus on their dream. Their breakthrough came when they secured a modest investment from a local entrepreneur, which allowed them to hire their first employee and expand their product offerings significantly. The app quickly gained traction, attracting attention from larger companies and potential investors who recognized its value.
- B** By 2015, their startup had transformed into a thriving business with clients across the globe, showcasing their innovative solutions. They moved out of the garage and into a modern office space in downtown San Francisco, which provided them with a professional environment to foster creativity and collaboration. The team grew to twenty employees, and they launched a comprehensive marketing campaign that showcased their success stories and the positive impact of their software on various businesses. Sarah and Tom often spoke at tech conferences, sharing their inspiring journey and encouraging future entrepreneurs to pursue their own dreams. Today, their company is valued at over \$50 million, a testament to their hard work and vision. They continue to innovate, always looking for new ways to enhance their software and help businesses succeed in an ever-changing market. Their story illustrates the power of determination, creativity, and the importance of seizing opportunities when they arise.

Vocabulary Glossary

Key words and phrases from the passage. Study them before attempting the exercise below.

WORD / PHRASE	DEFINITION	EXAMPLE SENTENCE
embarked	to start a journey or project	<i>They embarked on a long trip across the country.</i>
profoundly	deeply or greatly	<i>The book profoundly changed how I see the world.</i>
traction	gaining support or interest	<i>The idea started to gain traction among the team.</i>
modest	not very large or expensive	<i>They live in a modest house in the suburbs.</i>
foster	to help something grow or develop	<i>The teacher tried to foster a love of reading in her students.</i>
vision	an idea or plan for the future	<i>He has a vision to improve the city with more parks.</i>
innovate	to create new ideas or products	<i>The company wants to innovate and bring new products to market.</i>
seizing	quickly taking an opportunity	<i>She is good at seizing chances to learn new skills.</i>

Vocabulary Exercise — Fill in the Blank

Use one word or phrase from the glossary above to complete each sentence. Each item is used only once. Answers are on the final page.

1. They decided to _____ on a new business journey together.
2. The new product began to gain _____ in the market.
3. She made a _____ income from her part-time job.
4. The manager wants to _____ teamwork among the employees.
5. His _____ for the company includes expanding internationally.
6. They are known for their ability to _____ in technology.

Comprehension Questions

These questions are different from the online practice test. Choose the best answer (A, B, C, or D). Answers and explanations are on the final page.

Question 1

What was the initial setting for Sarah and Tom's startup?

- A. A modern office in San Francisco.
- B. Sarah's garage.
- C. A local coffee shop.
- D. An incubator space.

Question 2

What major event helped them hire their first employee?

- A. Launching a new product.
- B. Receiving an investment.
- C. Winning a tech award.
- D. Opening a new office.

Question 3

How did the office space in San Francisco benefit the company?

- A. It was cheaper than the garage.
- B. It offered a creative and collaborative environment.
- C. It was close to their main clients.
- D. It was a temporary solution.

Question 4

What role do Sarah and Tom play at tech conferences?

- A. They sell their products.
- B. They share their journey.
- C. They recruit new employees.
- D. They invest in other startups.

Question 5

What quality does their story highlight as important for success?

- A. Wealth
- B. Connections
- C. Determination
- D. Luck

Discussion & Writing Prompts

Each prompt references a specific detail from the passage above. Use for classroom discussion or a short written response (150–200 words).

1. In Paragraph 1, Sarah and Tom started their business with limited funds. What challenges do you think small businesses face when starting with little money?

2. Paragraph 2 describes how they moved to a modern office in San Francisco. How important do you think the work environment is to a company's success?

3. The passage mentions their company is now valued at over \$50 million. What factors do you believe contribute to a startup reaching such a high valuation?

Answer Key

COMPREHENSION QUESTIONS

Q1 B

Q2 B

Q3 B

Q4 B

Q5 C

VOCABULARY EXERCISE

FIB1 embark

FIB2 traction

FIB3 modest

FIB4 foster

FIB5 vision

FIB6 innovate

Comprehension Question Explanations

Why the correct answer is right — and why each wrong option is incorrect.

1. What was the initial setting for Sarah and Tom's startup?

✓ B — Sarah's garage. The passage states the company started in Sarah's garage.

✗ A — A modern office in San Francisco. They moved to an office later, not initially.

✗ C — A local coffee shop. A coffee shop is not mentioned as their starting point.

✗ D — An incubator space. The passage does not mention an incubator space.

2. What major event helped them hire their first employee?

✓ B — Receiving an investment. The passage explains they secured an investment to hire their first employee.

✗ A — Launching a new product. The event was not related to launching a product.

✗ C — Winning a tech award. There is no mention of winning an award.

✗ D — Opening a new office. They opened an office later in their journey.

3. How did the office space in San Francisco benefit the company?

✓ B — It offered a creative and collaborative environment. The passage mentions the office provided a professional environment for creativity and collaboration.

✗ A — It was cheaper than the garage. There is no mention of cost comparisons.

✗ C — It was close to their main clients. Client proximity is not discussed.

✗ D — It was a temporary solution. The passage does not describe the office as temporary.

4. What role do Sarah and Tom play at tech conferences?

✓ B — They share their journey. The passage states they speak at conferences to share their journey.

✗ A — They sell their products. Selling products is not mentioned as their role.

✗ C — They recruit new employees. Recruiting is not highlighted in the passage.

✗ D — They invest in other startups. Investing in startups is not mentioned.

5. What quality does their story highlight as important for success?

✓ **C — Determination** The passage emphasizes determination as part of their success.

✗ **A — Wealth** *Wealth is not highlighted as key to their success.*

✗ **B — Connections** *Connections are not the focus of the passage.*

✗ **D — Luck** *Luck is not identified as a significant factor.*

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