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Consell Interuniversitari de Catalunya
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Llengua estrangera
Anglès

Sèrie 1 - A

	Qualificació	Etiqueta de qualificació
Comprensió escrita		
Redacció		
Comprensió oral		

Etiqueta identificadora de l'alumne/a

Ubicació del tribunal .....

Número del tribunal .....

STARTING EARLY

One night, 18-year-old Ritesh Agarwal was locked out of his apartment in Delhi. It was an unfortunate minor incident that would change his life. Forced to check into a hotel, he found himself in a situation he had already experienced several times while travelling in India. "The receptionist was sleeping, electrical **sockets** did not work, the bathroom was leaking, and at the end they wouldn't let me pay by card. I felt if this was my problem, this had to be a problem for many travellers. Why can't India have a good standard of hotel rooms at a reasonable price?" he says.

Four years later, at the age of 22, Mr Agarwal is the founder and chief executive of Oyo Rooms, a network of 3,000 hotels operating in 140 cities across India, with monthly **revenues** of $3.5 million and 1,500 employees. The firm works with independent hotels to improve their **facilities** and train staff, renames them with the Oyo **brand**, and from then on takes a percentage of the hotel's revenues. The owner of the hotel benefits from a higher occupancy rate, thanks to the new brand name. As part of the business, Mr Agarwal has also developed an app, which guests can use to book rooms, get directions to the hotel and order room service.

Despite such rapid growth, he says the early days were "extremely difficult." "Nobody would believe this could be a technology business in the future," he says. But some people did believe in him. The idea won him a **fellowship** which pays for 20 teenagers to stop studying and set up a business instead. He used the money from the fellowship to start the business.

The firm launched in 2013 with just $900 a month, working with one hotel near Delhi. "I used to be the manager, engineer, receptionist, and I also delivered stuff in hotel rooms," says Mr Agarwal. "At night I would write codes to develop our app and improve our website. But at the same time I was also building strong teams because I wanted the project to grow."

The only way he could persuade investors was to show them just how bad some **budget hotels** in India were. "I took our first investor to our hotel and to other hotels where there were many problems. He saw the conviction in us and agreed we could make a difference," recalls Mr Agarwal. Now that the business has grown, it has become much easier to attract investors, including banks.

Mr Agarwal's journey from college **dropout** to business owner may seem smooth, but he admits starting a business at 17 was not easy. "Normal things like getting a bank account or hiring staff were more challenging. Some people also saw my age as a chance to take advantage, but I met some very good people, too. Overall, my experience was quite positive," he says.

He has ambitious plans for the firm, which he wants to expand abroad. Currently, his focus is on making improvements based on customer feedback and he is optimistic about expanding the company at home, saying India's increasing smartphone and internet penetration offers "huge potential."

For those keen to emulate his success, his advice—unsurprisingly—is to "start early." "Start really fast and, if you fail, you will learn and the chances of success in the next venture will increase," he says.

Text adapted from *BBC News* (September 6, 2015)

socket: endoll / enchufe
revenue: benefici / beneficio
facilities: instal·lacions / instalaciones
brand: marca
fellowship: beca
budget hotel: hotel de baix cost / hotel de bajo coste
dropout: persona que abandona els estudis / persona que abandona los estudios

Part 1: Reading comprehension

Choose the best answer according to the text. Only ONE answer is correct.

[4 points: 0.5 points for each correct answer. Wrong answers will be penalized by deducting 0.16 points. There is no penalty for unanswered questions.]

	Espai per al corrector/a		
	Correcta	Incorrecta	No contestada
1. Ritesh Agarwal got the idea to start his own business ☐ when he was travelling around India. ☐ when he couldn't pay by credit card in a hotel. ☐ when he saw that travellers were having problems in India. ☐ when he couldn't enter his flat one night.	☐	☐	☐
2. Mr Agarwal's company ☐ buys and sells unbranded hotels. ☐ mainly develops apps for hotel guests. ☐ benefits from other hotels' occupancy rates. ☐ improves hotels and gives them its brand.	☐	☐	☐
3. The beginning of Oyo Rooms was difficult because ☐ few people thought this business had a future. ☐ some people thought technology was not a good business. ☐ Agarwal's fellowship demanded that he stopped studying. ☐ the money from the fellowship was not enough to start out.	☐	☐	☐
4. Which sentence is NOT true? In his first hotel, Mr Agarwal ☐ had to do all sorts of jobs. ☐ was in charge of the hotel's website and app. ☐ already had the idea to make the project big. ☐ had a team of people to work for him.	☐	☐	☐
5. The investors were convinced ☐ when they compared an Oyo hotel to other, unimproved ones. ☐ when they saw that all Indian hotels had many problems. ☐ after the banks were also interested in the project. ☐ after seeing budget hotels that were as good as the Oyo hotel.	☐	☐	☐
6. Mr Agarwal admits that ☐ he couldn't open any bank accounts in the beginning. ☐ everyone took advantage of his young age. ☐ leaving college at seventeen was easier than it might have seemed. ☐ his experiences with good people exceeded the bad ones.	☐	☐	☐
7. At present, Mr Agarwal ☐ is expanding his hotel network to other countries. ☐ pays little attention to customer feedback. ☐ is improving the potential of smartphones for his business. ☐ hopes to expand in India thanks to the wider use of the internet.	☐	☐	☐
8. His advice to other people is to start a business young because ☐ if you fail, what you learn will be useful for your next attempt. ☐ it is easier for young people to find investors to support their ideas. ☐ studying is the key to success in the business world. ☐ if you fail, you still have time to go back to school.	☐	☐	☐

	Correctes	Incorrectes	No contestades
Recompte de les respostes			

Nota de comprensió escrita

Part 2: Writing

Choose ONE topic. Write about number 1 or 2. Minimum length: 100 words.
[4 points]

1. Imagine that you have set up a successful business before the age of 25. Write a biography of yourself and include a description of the company and the steps you took to make the company successful.

2. In many places, such as Canada and most states in the United States, the minimum driving age is 16. The legal driving age for automobiles in most European countries is 18. Write an opinion essay about lowering the legal driving age in Spain to 16. Your essay should mention both some advantages and some disadvantages of lowering the driving age.

Grammar	
Vocabulary	
Text	
Maturity	
Total	
Nota de la redacció	

Part 3: Listening comprehension

BUILDING FOR A BETTER WORLD

In the following conversation you are going to hear some new words. Read and listen to them. Make sure you know what they mean.

environment: medi ambient / medio ambiente
sustainable: sostenible
soil: sòl / suelo
damage: espatllar / estropear
pavements: voreres / aceras
renewable: renovable

Ready?

Now read the questions on the following page. Read them carefully before listening to the conversation.

Interviewer: Last year a new building project located outside Amsterdam started. It's called the 20/20 Park Project. The idea is to have buildings that have a positive, beneficial impact on the **environment**. We asked the architect, Mr Zicari, to discuss the 20/20 Park Project with us.

[Now listen to the interview.]

QUESTIONS

Choose the best answer according to the recording. Only ONE answer is correct.

[2 points: 0.25 points for each correct answer. Wrong answers will be penalized by deducting 0.08 points. There is no penalty for unanswered questions.]

	Espai per al corrector/a		
	Correcta	Incorrecta	No contestada
1. Where did the idea of building for a better world come from? ☐ It is an evolution from his interest in green architecture. ☐ It originated in Ireland where the first solar house was built. ☐ It came from a group of students at Yale University. ☐ It came from a NASA theory when designing a solar house.	☐	☐	☐
2. What is the difference between green architecture and Mr Zicari's idea of architecture? ☐ Green architecture cares for the environment and his architecture tries to improve it. ☐ His architecture is more popular than green architecture. ☐ His architecture takes care of the materials we build with and green architecture does not. ☐ Green architecture is continuously improving and his architecture never changes.	☐	☐	☐
3. What is the most important part of a project for Mr Zicari? ☐ The location of the buildings. ☐ The time needed for construction. ☐ The person's well being. ☐ The things that are thrown away.	☐	☐	☐
4. What did Mr Zicari worry about when he started the project? ☐ He was concerned about people who put the environment in danger on purpose. ☐ He was only worried about the soil and the water. ☐ He wanted to give something back to the environment. ☐ He wanted to sell all the houses in the development.	☐	☐	☐
5. Which of these sentences is NOT correct? ☐ People living in the buildings find them comfortable. ☐ All the buildings in the project are complete. ☐ Mr Zicari thinks the project is a big success. ☐ The financial crisis does not seem to have affected the whole project.	☐	☐	☐
6. Which of these things about green architecture is NOT mentioned in the text? ☐ Green roofs. ☐ Permeable pavements. ☐ Green infrastructures. ☐ Green façades.	☐	☐	☐
7. Which are the most important things in the 20/20 Park Project? ☐ Quality and beauty. ☐ Beauty and energy. ☐ Biodiversity and clean energy. ☐ Business and quality.	☐	☐	☐
8. What is Mr Zicari's ultimate goal? ☐ To earn a lot of money. ☐ To build for rich people. ☐ To try to change the world a little bit. ☐ To make people rich.	☐	☐	☐

	Correctes	Incorrectes	No contestades
Recompte de les respostes			

Nota de comprensió oral

Etiqueta del corrector/a

Etiqueta identificadora de l'alumne/a

Institut d'Estudis Catalans

L'Institut d'Estudis Catalans ha tingut cura de la correcció lingüística i de l'edició d'aquesta prova d'accés