

**Pearson Edexcel
Functional Skills**

English

Level 2

Component 2: Reading

13 – 17 March 2017

Text Booklet

Paper Reference

E202/01

Do not return this Text Booklet with the question paper.

Information

- This Text Booklet contains the three texts required for the Level 2 Component 2: Reading examination.
- This Text Booklet must be securely destroyed by the centre immediately after the exam has been completed.
- Learners must not therefore write any responses to questions in this Text Booklet.
- Only answers given in the answer paper booklet will be marked.

Advice

- Read all three texts before you attempt to answer the questions.

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Text A

Enter the Dragons

Got a great idea for a business but can't secure funding from a bank? Then maybe you should consider entering the Dragons' Den.

You would have three minutes to sell your business concept to five wealthy investors, known as 'the Dragons'. You would do this to try to obtain their cash in return for a share in your business. You might be able to secure a sum as big as the £250,000 pledged to one innovator's website idea. The drawback is you would have to make your case in front of a massive TV audience rather than just the bank manager. You should also expect a grilling from the Dragons.



The biggest Dragons' Den success story is sauce supremo Levi Roots who, in 2007, secured a £50,000 investment from the Dragons for his 'Reggae Reggae Sauce'. The profits from his sauces mean that Levi is now worth over £30 million. Have you got what it takes to join him as a Dragons' Den millionaire?

Children's drama, dance and singing franchise 'Razzamataz' also attracted £50,000 of the Dragons' money. Other successes include 'Magic Whiteboard', which is a portable whiteboard in a roll, and 'Rapstrap' plastic straps.

Not every idea wins investment but some that don't have still gone on to make money. In 2006, Rob Law pitched his children's luggage idea, 'Trunki'. He was offered funding of £100,000 but turned it down as he thought the Dragons wanted too big a stake in his business. However, his ride-on kids' suitcases have gone on to sell in their millions. His factory employs around 80 people who help him make his dreams a reality.

Dragons' Den offers not only the chance to secure investment, but also the opportunity to show you have the drive, commitment and willingness to work 24/7 to make your business succeed. You can demonstrate you possess nerves of steel when trying to convince the ferocious Dragons in front of a huge TV audience. Fortune favours the brave, so facing the Dragons may be a small price to pay as your first step to making a million.



Text B

Radio interview transcript: Charity Shops

Jitesh: Even in a world where cash is king, not all businesses just help their owners get rich quick. Some enterprises make money for good causes. Charity shop manager Lucy Jones is here in the studio to tell me more. Lucy, how long have charity shops been with us?

Lucy: Well, Jitesh, one of the earliest started in 1899 and the Red Cross opened its first shop in 1947.

Jitesh: How many are there today?

Lucy: The Charity Retail Association has around 379 members with about 8,000 shops. These can be found on most high streets and sell both used and new items. Many employ paid managers like myself but also rely heavily on their 218,000 or so volunteers. In total, these shops generate profits of around £300 million a year.

Jitesh: Do charities just run shops?

Lucy: By no means. The Big Issue street newspaper, for example, was launched in 1991, with backing from the Body Shop. It now has over 2,000 sellers who buy copies for £1.25 and then sell them for £2.50. Around 100,000 are sold each week and, in 2013, sales generated over £5 million. Others, such as Save the Children, issue mail order catalogues to sell their products.

Jitesh: I hear that cafés are also helping to make money.

Lucy: Yes. In Scotland, for example, five Social Bite cafés have been set up to help the homeless. A government grant of £10,000 provided initial funding. Nearly one third of the 45 workers are homeless people. All profits are donated to the homeless.

Jitesh: How does this idea work? Tell me more.

Lucy: Customers can pay for food or a hot drink for a homeless person when they place their own order. They can also have a 'selfless' loyalty card, which attracts points on each café purchase. The points obtained after ten visits then earn a free meal or hot drink for a homeless person.

Jitesh: What a great idea!

Lucy: Even George Clooney thinks so. He visited one of the cafés recently to show his support.



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Text C

Nina's no dreamer!

Nina Devani set up her own small business – DevaniSoft – aged just 14. Specialising in computer security software, Nina launched the company's first app 'Prompt Me Nina' after her father's Facebook account was hacked. Like many of us he was having trouble remembering his various different passwords. Nina came up with a brilliant idea – an app that prompts users on both their usernames and passwords, without having to reveal their actual password.

Nina raised £10,000 to start her business and says her enterprise has been 'profitable since launch'. However, it is her get-up-and-go attitude that commands praise. This energetic entrepreneur says that business has been her passion since she was really young and believes in making things happen rather than dreaming about them. 'Starting a business at such a young age wasn't easy,' says Nina. 'It took hard work and perseverance to turn those dreams into a reality.'

With five employees and an additional ten consultants working for her, Nina appears to possess the business skills that will see her go far. She's currently working on new ventures that she hopes will be a huge success and plans to expand her skillset in the future by studying economics at university.

Nina was shortlisted for the NatWest Everywoman Awards 2014 and is the award's youngest ever nominee. She points out that being so young has meant fewer people take her seriously as a businesswoman, but she still advises others to follow in her footsteps. She believes it really sets you on the right path for the future and seeing your ideas materialise develops a strong sense of independence and satisfaction.

Whether or not Nina will make millions from DevaniSoft remains to be seen but with so much commitment, ambition and bravery Nina Devani is a person we'll definitely be hearing more of in the future.

(Source: adapted from <http://startups.co.uk/young-entrepreneurs-nina-devani-devanisoft/>)

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Write your name here

Surname

Other names

**Pearson Edexcel
Functional Skills**

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English

Level 2

Component 2: Reading

13 – 17 March 2017

Time: 60 minutes

Paper Reference

E202/01

**You MUST have the correct Text Booklet.
You may use a dictionary.**

Total Marks

My signature confirms that I will not discuss the content of the test with anyone until the end of the 5 day test window.

Signature: _____

Instructions

- Use **black** ink or ball-point pen.
- **Fill in the boxes** at the top of this page with your name, centre number and candidate number.
- Sign the declaration.
- Answer **all** questions.
- Answer the questions in the spaces provided
– *there may be more space than you need.*

Information

- The total mark for this paper is 30.
- The marks for each question are shown in brackets
– *use this as a guide as to how much time to spend on each question.*
- This question paper assesses your reading skills, not your writing skills.

Advice

- Read all three texts in the Text Booklet before you attempt to answer the questions.
- Read each question carefully before you start to answer it.
- Keep an eye on the time.
- Check your answers if you have time at the end.

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Context

You are interested in starting your own business and wish to know more.

Instructions

Read Text A, Text B and Text C in the Text Booklet, then answer questions 1 – 13.

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DO NOT WRITE IN THIS AREA



Answer question 1 with a cross ☒. If you change your mind about an answer, put a line through the box ☒ and then mark your new answer with a cross ☒.

1 The writer of Text A believes that the Dragons are:

- A only happy to invest in food products
- B a tough audience to convince
- C the main source of business finance
- D TV stars rather than investors

(Total for Question 1 = 1 mark)

2 In Text A, what do the following phrases suggest about facing the Dragons?

'expect a grilling'

(1)

'nerves of steel'

(1)

(Total for Question 2 = 2 marks)

3 What is the **main** purpose of Text A?

(Total for Question 3 = 1 mark)



4 Give **one** reason why Text B is the most suitable for finding out about how charities make money.

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(Total for Question 4 = 1 mark)

Answer questions 5 and 6 with a cross in the box ☒. If you change your mind about an answer, put a line through the box ☒ and then mark your new answer with a cross ☒.

5 In Text B, the paragraph beginning 'The Charity Retail Association...' suggests that charity shops:

- A raise a lot of money
- B only employ volunteers
- C are on every high street
- D only sell used items

(Total for Question 5 = 1 mark)

6 In Text B, 'Tell me more' is an example of:

- A the rule of three
- B a slogan
- C a command
- D a rhetorical question

(Total for Question 6 = 1 mark)

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7 Identify **two** language and/or layout features the writer of Text C uses to present ideas about Nina Devani.

Give an example to support each answer.

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(2)

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(2)

(Total for Question 7 = 4 marks)

8 Your friend believes that new businesses or enterprises hardly ever succeed.

Using Text A and Text B, give your friend information about successful businesses or enterprises.

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(Total for Question 8 = 5 marks)



9 Give **one** quotation from Text A and **one** quotation from Text B showing that businesses or charities can make a lot of money.

Quotation from Text A

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(1)

Quotation from Text B

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(1)

(Total for Question 9 = 2 marks)

10 Use Text A and Text C to answer this question.

Explain how these texts contain similar ideas about what it takes to be successful in business.

Give examples from **both** texts to support your answer.

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(Total for Question 10 = 5 marks)

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11 You are preparing a talk about young business people.

Which text is the **most** useful when preparing your talk?

Give **one** reason for your choice and **one** example to support your answer.

Text (1)

Reason (1)

Example (1)

(Total for Question 11 = 3 marks)

12 You are interested in the number of people who work in different organisations.

Identify **one** piece of evidence from **each** of the three texts about the number of people who work in different organisations.

Text A (1)

Text B (1)

Text C (1)

(Total for Question 12 = 3 marks)



Answer question 13 with a cross in the box ☒. If you change your mind about an answer, put a line through the box ☒ and then mark your new answer with a cross ☒.

13 Which statement below is an accurate summary of points made in the texts?

- A Texts A and C both show that families help set up businesses.
- B Texts A and B both show how businesses can aid the homeless.
- C Texts A and C both show how businesses need investment.
- D Texts B and C both show that businesses rely on charities.

(Total for Question 13 = 1 mark)

TOTAL FOR PAPER = 30 MARKS

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