

Part 1

Read **Passage A** carefully, and then answer **Questions 1** and **2** on the Question Paper.

Passage A: My career as a journalist begins

The narrator, now a successful journalist and broadcaster, remembers his childhood when he had recently moved with his mother, father and sister to the city.

I began working in journalism at eight years old. It was Mother's idea. She wanted me to make something of myself and, appraising my strengths, decided I'd better start young to have any chance of keeping up with the competition. Dissatisfied with my father's fourth-grade education, calloused hands and overalls, she determined I'd not grow up like him and his people, and tried to wean me early from the country life we'd left behind. Mother had fancier ideas of life's possibilities: desks, white collars and well-pressed suits.

She'd already spotted the flaw in my character. My ideal activity was lying prone listening to the radio. Mother was powerless to hide her disgust. 'You've got less gumption than a bump on a log,' she'd say.

My sister, Doris, had enough gumption for both of us, but back then elderly relatives only asked boys if they wanted to grow up to be president.

My grandfather asked, 'Well, what do you want to be then?'

I loved to rummage, collecting empty bottles with pretty labels, and discarded magazines. The most desirable job instantly sprang to mind. 'A garbage-man,' I said. Mother decided action could no longer be safely delayed.

When I returned from school that afternoon I was introduced to an executive of the Post Publishing Company, who bent low and shook my hand. Was it true, as my mother had told him, he asked, that I longed for the opportunity to conquer the world of business?

Mother replied that I was blessed with a rare determination.

'Have you the never-say-quit-spirit necessary to succeed in business?' he asked me.

Mother said I certainly did.

He eyed me silently. I'd heard, no doubt, of The Post?

'Heard of it?' Mother said. 'He reads it religiously.'

The executive announced my good fortune – I was to become a PPC representative. Next Tuesday, thirty freshly printed copies of The Post would be delivered at our door. I would place them, still warm with the heady ink of the presses, in a handsome canvas bag, sling it over my shoulder and set forth through the streets to bring the best in journalism to citizens whose happiness depended upon us soldiers of the free press. He had the bag with him, and presented it with reverence fit for my holy quest, draping the strap across my chest to leave my sword-arm free for swift extraction of copies. The following Tuesday I raced home from school, threw the bag on my shoulder, tilting left to balance its weight, and embarked upon the highway of journalism.

I headed for my designated street corner. For several hours I made myself highly visible, shifting position occasionally. At supper time, I walked back home.

'How many did you sell?' Mother asked.

‘None.’

‘What did you do?’

‘Stood on the corner.’

‘You just stood there?’

Father intervened, ‘I’ve been thinking for some time ... and I’ve decided to take The Post. Put me down as a regular customer.’ I handed him a magazine and he paid me.

Afterwards, Mother instructed me in sales technique: doorbell-ringing and addressing adults with charming self-confidence. I told her I’d changed my mind about wanting to succeed in the magazine business. Mother’s powers of persuasion ensured I set forth with my bag again promptly next day. I returned, soaked, without a single sale to report.

Mother beckoned Doris. ‘Leave your chores, go show Buddy how to sell those magazines,’ she said.

Brimming with zest, seven-year-old Doris dragged me back unceremoniously to the corner. She extracted a Post from the bag, strode to the nearest car waiting at the lights and hammered her small fist against its closed window. The driver, startled, lowered the window. Doris thrust the magazine at him, saying, ‘You need this.’ Awestruck, I watched Doris – a whirlwind of activity, a deluge of charming innocence – shift the entire batch within minutes. Far from humiliated, I bought us apples on the way home to celebrate.

Months later, Mother finally concluded I would never make something of myself in business and started considering careers demanding less competitive zeal. One evening she said, ‘Maybe you could be a writer.’

I clasped the idea to my heart. I’d never met a writer, had no burning urge to write, but loved listening to stories. What writers did couldn’t be classified as work. Writers didn’t have to trudge through town peddling from sacks, being rejected by surly strangers and savaged by the elements. I was enchanted by the vision. Writers didn’t need any gumption at all.

Part 2

Read **Passage B** carefully, and then answer **Question 3** on the Question Paper.

Passage B: It's never too late to change career

It usually hits people in their thirties – the feeling they have achieved most of what they wanted to in their current career, and yet depression at the prospect of continuing over the years to come.

So what should you do if you have decided it is time for challenge, for an exciting new project – a career change? 'Decide what you want,' says life coach Suzy Greaves.

'Astonishingly, 80% of us end up in the wrong job,' says Greaves, who runs a coaching business called The Big Leap. 'We finish school, and go through our twenties conforming to what other people want us to do; we tend to listen too much to other people's opinions of what we should do with our lives. We're encouraged to be successful, to go for money, status, the big car, but then it hits people they want to find fulfilment instead,' she says. 'Sometimes career change is thrust on them when their old job ceases to exist or just simply doesn't pay enough.'

'Changing career could be the best decision you ever make,' says David Thomas, Chief Executive at the Careers Research and Advisory Centre. 'For most people, a major career change is a positive experience and nearly always successful. If you're following your dream, the change will be reinvigorating and will restore your energy.'

Thomas has made two major career changes in his life, having originally been a teacher for 19 years. 'People worry that they are "giving everything up" if they leave a job they have worked at for years. In fact, they are often astonished when they realise that the skills they have acquired can move with them from job to job. What's important for you before you decide to move is to spend some time thinking about what you require from a job – get to know yourself better before you choose this time.'

He recommends you talk to someone you trust about your plans and ask their advice. If possible, choose someone who has made a major career change themselves – they will usually be happy to talk about it.

'Some people are scared to make the move, even when they feel undervalued or their family commitments change. They are frightened of failure,' says Greaves. 'I ask people to imagine that if they were to be run over by a bus in five years' time, what would they like to have done before. A life coach won't tell you what job you should be in or give any answers. They will ask tough questions and challenge you about what you want out of life.'

Changing your job doesn't necessarily mean finding a new employer; it can also be an opportunity to start your own business. That way, you can address those issues causing your dissatisfaction: organise your workload, escape the daily commute and enjoy the satisfaction of knowing that the fruits of your work come directly to you.

Adrian Wanless, 35, runs a successful web-design company. 'The best part of the job is the flexibility, being able to organise workload and avoid the two hours commuting every day,' he says. 'I know that if I do overtime, it benefits me directly. Running your own company also focuses your mind. There's no time to be bored.'

He builds websites for small businesses, from guest houses and holiday cottages to e-commerce sites for jewellers, venetian blind companies and firms selling crash helmets. 'Businesses which are too small for big web-development organisations to be interested in,' he explains.

Since his wife Sarah commutes every day, he tends to keep regular office hours too.

Establishing what you really want from life is essential if you intend a career change. You can explore and evaluate your key transferable skills with the help of specialist guides. All these approach career change and choice from different angles and help define what you are looking for from your job.

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