

AL Mustaqbal University

College of Arts and Human Sciences

Department of English Language and
Literature

*Select
Reading
(English
Language
for 1st class)*

Lecture 6: How to Be a Successful
Businessperson

prepared

By

Iltifat Aliwi Al-husseini

How to Be a Successful Businessperson

Chapter

6

Chapter Focus

CONTENT

Building a successful business

READING SKILL

Making inferences

BUILDING VOCABULARY

Learning word forms



**“If at first you don’t succeed, try,
try again.”**

—American expression

Reading Passage

How to Be a Successful Businessperson(adapted from The Wall Street Journal)

Have you ever wondered why some people are successful in business and others are not? Here's a story about one successful businessperson. He started out¹ washing dishes, and today he owns 168 restaurants.

Zubair Kazi was born in Bhatkal, a small town in southwest India. ⁵ His dream was to be an airplane pilot, and when he was 16 years old, he learned to fly a small plane.

At the age of 23 and with just a little money in his pocket, Mr. Kazi moved to the United States. He hoped to get a job in the airplane industry in California. Instead, he ended up working for a company ¹⁰ that rented cars.

While Mr. Kazi was working at the car rental company, he frequently ate at a nearby KFC restaurant. To save money on food, he decided to get a job with KFC. For two months, he worked as a cook's assistant. His job was to clean the kitchen and help the cook. "I didn't like it," Mr. Kazi says, ¹⁵ "but I always did the best I could."⁴

One day, Mr. Kazi's two co-workers failed to come to work. That day, Mr. Kazi did the work of all three people in the kitchen. This really impressed the owners of the restaurant. A few months later, the owners needed a manager for a new restaurant. They gave the job to Mr. Kazi. He worked hard as the manager, and soon the restaurant was making a profit

A few years later, Mr. Kazi heard about a restaurant that was losing money. The restaurant was dirty inside, and the food was terrible-greasy and undercooked. Mr. Kazi borrowed money from a bank and bought the restaurant. For the first six months, Mr. Kazi worked in the restaurant from 8 a.m. to 10 p.m., seven days a week. He and his wife cleaned up the restaurant, remodeled the front of the building, and improved the cooking. They also tried hard to please the customers. If someone had to wait more than ten minutes for their food, Mrs. Kazi gave them a free soda. Before long the restaurant was making a profit.

30 A year later, Mr. Kazi sold his restaurant for a profit. With the money he earned, he bought three more restaurants that were losing money. Again, he cleaned them up, improved the food, and retrained the employees. Before long? these restaurants were making a profit, too.

Today Mr. Kazi owns 168 restaurants, but he isn't planning to stop there. He's looking for more poorly managed restaurants to buy. "I love it when I go to buy a restaurant and find it's a mess," Mr. Kazi says. "The only way it can go is up."⁸

The Wall Street Journal is a leading business publication in the United States. It includes stock quotes, national and international business news and trends, and features articles such as this one on interesting people in the world of business.

Vocabulary

1. greasy with lots of oil; oily
2. remodeled fixed, changed, and painted

3. before long after a short amount of time
4. the only way it can go is up it can only get better, it can't get worse
5. started out began his career
6. he ended up working after much effort, he got a job
7. to save money on food to spend less money on food
8. did the best I could did as well as I was able; worked as hard as I could

Lecture 6: How to Be a Successful Businessperson

Introduction

Today, we'll explore the story of Zubair Kazi, a successful businessman who went from washing dishes to owning 168 restaurants. His journey teaches us valuable lessons about hard work, taking risks, and smart business strategies.

1. Starting Out: Humble Beginnings

Zubair Kazi started with little money and a dream of becoming a pilot. Instead, he moved to the United States at 23 and ended up working at a car rental company. His first job wasn't glamorous, but he made the most of it. This teaches us that success often comes from unexpected opportunities.

2. Hard Work Pays Off: From Dishwasher to Manager

Kazi worked at KFC as a cook's assistant, doing tasks like cleaning the kitchen. Although he didn't enjoy it, he always did his best. His hard work impressed the restaurant owners, and soon, he was promoted to manager.

3. Taking Risks: Turning Around a Failing Restaurant

Mr. Kazi bought a failing restaurant. He borrowed money, cleaned up the place, and improved the food. After months of hard work, the restaurant turned a profit.

4. Expanding the Business: Growth and Success

After selling his first restaurant for a profit, Kazi bought more failing restaurants, fixed them up, and made them profitable. Today, he owns 168 restaurants and continues to look for opportunities to grow.

5. Customer Focus and Leadership

Kazi focused on customer satisfaction and always made sure his restaurants were clean, and food was great. He also worked alongside his employees, showing leadership by example.

Conclusion

Zubair Kazi's journey shows that success in business comes from hard work, taking risks, continuous improvement, and focusing on customer satisfaction. Apply these principles, and you can achieve success in any field.

Questions & Discussion

What lessons from Zubair Kazi's story do you think are most important for success in business?

B. Vocabulary

Underline these words in the reading passage on pages 53-54. Then complete the sentences.

fail--frequently-- impressed-- improved-- profit-- wonder

1. Raul's work has really improved since he took that training class last month.

Maybe all of our employees should try it.

2. The managers were very impressed a better job. with Lara's work.

3. Sometimes I wonder if I should look for another job, but it's not easy to find one these days

4. If my staff members fail it tonight. to finish their work today, I'll have to finish

5. They are making more money and spending less than before. They've made a huge profit this year.

6. I see Bob in the restaurant frequently. He comes in at least four times