

Introduction



Teresa Volpe

Teresa is Italian. She lives in L'Aquila, a beautiful town in the centre of Italy. She is nineteen and she finished school last month. At school she studied commerce, accounting, mathematics, Italian, and English. She doesn't really know what to do next.

She's qualified to work in an office, but she doesn't want to do that. A lot of her friends want to do business studies at university, but she doesn't want to do any more exams.

Her mother and father want her to look for a good secure job, but she wants to travel for a year to see if she can think of something more exciting. It's not easy to find an interesting job in L'Aquila.



Peter Clapton

Peter is Teresa's Australian cousin. He lives in Melbourne. Peter is twenty-one. He finished school three years ago. He enjoyed school. He studied English, French, social studies, politics, and geography. He is interested in sport and is a volleyball referee in his spare time. One day he would like to referee at international games.

After he left school Peter had a number of jobs. He delivered pizzas, worked in a shoe shop, and served in fast food places. Then he worked for a short time in an import-export office, but he didn't like it very much. He preferred the other jobs because he had more freedom. But he knows he can't deliver pizzas all his life.





Silvia Adario

Silvia is Spanish. She is twenty-four and she lives in Barcelona. After she finished school, she went to a commercial school and got a diploma in commerce.

Three years ago her parents wanted to sell their small gift shop because business was not good. Silvia told them that she could make the shop a success. So, they didn't sell it and Silvia started to manage it. At first she had some difficult times, but now the shop is very popular and business is good. She is always interested in new ideas for things to sell.

She enjoys going out with her friends in the evening. She also loves tennis, but she doesn't often have time to play because she works very hard.



Marek Staniuk

Marek is Polish. He is twenty-six. When he finished school, he wanted to work in a different country. He worked in a textile factory in Amsterdam for four years. Some of the people he worked with were British, so he learnt to speak English and Dutch. He saved his money and when he went back to Poland, he bought a small gift shop. His uncle invested some money in the shop and helped Marek to set up a small import-export agency.

Marek wants to export Polish goods because he feels that there are a lot of unusual and beautiful craft products in Poland. He has no formal business qualifications, but he is very energetic and hard-working. He enjoys going out with his friends and he loves watching football.

