



Episode 8: The Spanish startup scene is heating up

This is the worksheet for Episode 8 of the Smart Startup English Podcast.

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Warm-up questions

What Spanish cities come to mind when you think of innovation and a good startup ecosystem? What cities are leading the way in startup friendliness in Spain?

Vocabulary 1

Match the words on the left (a-g) with the correct definition on the right (1-7).

- | | |
|-------------------|---------------------------------------|
| a. to jumpstart | 1. get established in one place |
| b. to take off | 2. an entry point |
| c. thriving | 3. to develop very quickly |
| d. to set up shop | 4. ambitious and developing fast |
| e. a gateway | 5. to get to the same point |
| f. up-and-coming | 6. very successful and prosperous |
| g. to catch up | 7. to start or restart something slow |

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Vocabulary 2

Complete the sentences with the correct form of the words from the list. One word is extra.

**shop hub jumpstart rush gateway waters go-getter counterpart
skyrocket**

1. After a long period of economic slowdown, a generous infusion of capital helped to _____ the Spanish startup world.
2. Sarah's very ambitious and not afraid to take calculated risks. She's definitely a _____.
3. Due to the low cost of living and the high quality of life, a lot of foreign entrepreneurs and digital nomads set up _____ in Spain.
4. The venture capital investments in Spain _____ from about €150 million in 2013 to almost €800 million in 2017.
5. The beauty of the Spanish startup scene is that it's not as concentrated in one city as London, Paris and Berlin, its _____ in the UK, France and Germany.
6. Valencia is a relative newcomer to the startup scene. However, this city is already gaining fame as a hot Spanish startup _____, the central point where everything happens.
7. Being based in Spain allows entrepreneurs to test the _____ for the entire Latin American market. They're trying to find out people's opinions or reactions to their business idea before fully committing to it.
8. After the recession, the _____ of money into the Spanish economy helped jumpstart the investments in the local startups.

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Vocabulary 3

Choose the correct answer to complete the sentences below.

1. The beauty of the Spanish startup scene is that it's not as concentrated in one city _____ its counterparts in the UK, France and Germany.

- A. like
- B. as
- C. such

2. Barcelona and Madrid are currently the largest startup hubs in Spain, but other cities are catching _____.

- A. up
- B. out
- C. on

3. Once there was a rush of money into the local economy, the results didn't take too long to show _____.

- A. at
- B. on
- C. up

4. One major factor that plays a big role in the country's startup success is good access _____ a well-educated workforce.

- A. at
- B. in
- C. to

5. The high quality of life coupled with the low cost of living make Spain very attractive _____ foreign founders.

- A. to
- B. through
- C. between

Speaking prompt

In this episode, we've mentioned three factors that helped the Spanish startup scene thrive: good access to money, a well-educated workforce, and a high quality of living coupled with a low cost of living. Which of these three factors would be the most important one for you if you decided to set up shop in Spain?

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Writing prompt

You and your co-founders are currently working on your startup remotely. However, you have all agreed that you should set up shop in a European country. Your co-founders are looking at London and Paris as the best options, but you'd like to set up a business in Spain. In an email, explain to them the advantages and the disadvantages of choosing Spain as your headquarters.

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Answer key

Vocabulary 1

a - 7
b - 3
c - 6

d - 1
e - 2
f - 4

g - 5

Vocabulary 2

1 - jumpstart
2 - go-getter
3 - shop

4 - skyrocketed
5 - counterparts
6 - hub

7 - waters
8 - rush

Vocabulary 3

1 - B
2 - A
3 - C

4 - C
5 - A

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