



# Unit 3.2: Want to help someone, shut up and listen


**E**  **1.11 WATCH FOR MAIN IDEAS** Watch segments 1, 2, 3, and 4 from the edited TED Talk. Choose the letter of the phrase that describes Sirolli's main purpose in each segment. Two phrases won't be used.

- |                                   |  |
|-----------------------------------|--|
| 1. Segment 1 <input type="text"/> | a. to describe a situation that changed his way of thinking        |
| 2. Segment 2 <input type="text"/> | b. to explain how his method can improve local communities         |
| 3. Segment 3 <input type="text"/> | c. to give specific examples of clients whom his method has helped |
| 4. Segment 4 <input type="text"/> | d. to name the people who influenced him early in his career       |
|                                   | e. to introduce a method for helping people that he developed      |
|                                   | f. to summarize why so few people are successful entrepreneurs     |


**F**  **1.12 WATCH FOR DETAILS** Watch segment 3 again. Complete each statement by writing in the two missing details.

\$15 per kilo	27 projects	300 communities
40,000 businesses	first client	five fishermen
one year	three days	

- Ernesto Sirolli found his \_\_\_\_\_ after \_\_\_\_\_ in Esperance in Western Australia.
- Sirolli helped \_\_\_\_\_ sell tuna to Japan for \_\_\_\_\_ instead of 60 cents per kilo.
- In \_\_\_\_\_, Sirolli was working on \_\_\_\_\_, and the government asked for his advice.
- Sirolli and his team have started \_\_\_\_\_ in \_\_\_\_\_ around the globe.

**G**  **1.13 DRAW CONCLUSIONS** Watch segment 5, which includes three excerpts from the edited TED Talk. Does each answer summarize something Sirolli states directly, or is it a conclusion you can draw? Write D for *directly stated* points or C for *conclusions*.

- 1a. \_\_\_\_\_ Ernesto Sirolli has written more than one book.
- 1b. \_\_\_\_\_ The Italians thought money would motivate people.
- 2a. \_\_\_\_\_ Sirolli helped some people sell their products overseas at a much higher price.
- 2b. \_\_\_\_\_ The people Sirolli helped were spreading the word about what he could do.
- 3a. \_\_\_\_\_ Entrepreneurs are concerned about sharing information about their business ideas.
- 3b. \_\_\_\_\_ Entrepreneurs will not work with people unless they promise to keep their secrets.

**I**  **1.14 WATCH FOR HUMOR** Work with a partner. Watch segment 6, which includes excerpts from the edited TED Talk. Discuss why each excerpt is funny and check (✓) the reason(s).

	<u>Sirolli Says Something Humorous</u>	<u>Sirolli Says Something Humorously</u>
1. Excerpt 1	<input type="checkbox"/>	<input type="checkbox"/>
2. Excerpt 2	<input type="checkbox"/>	<input type="checkbox"/>
3. Excerpt 3	<input type="checkbox"/>	<input type="checkbox"/>
4. Excerpt 4	<input type="checkbox"/>	<input type="checkbox"/>
5. Excerpt 5	<input type="checkbox"/>	<input type="checkbox"/>