

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.

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|-----------------------------------|--|
| 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	☐	☐
2. Excerpt 2	☐	☐
3. Excerpt 3	☐	☐
4. Excerpt 4	☐	☐
5. Excerpt 5	☐	☐