




# Unit 1.1

**E**  **1.4**  **1.1** **LISTEN FOR MAIN IDEAS** Read the statements. Then listen to the podcast and write T for *true* or F for *false* for each statement.

1. \_\_\_\_\_ More young people today want to start their own businesses than in the past.
2. \_\_\_\_\_ The speaker advises young people to get jobs and settle down.
3. \_\_\_\_\_ Many people who want to start their own businesses are not realistic about their chances of success.
4. \_\_\_\_\_ The speaker does not think that most young people are qualified to become entrepreneurs.

**F**  **1.5** **LISTEN FOR DETAILS** Listen to each segment of the podcast. Fill in the missing information.

## Segment 1

1. Mark Zuckerberg started \_\_\_\_\_ when he was \_\_\_\_\_ years old. Today his wealth is estimated at approximately \_\_\_\_\_ dollars.
2. Nowadays, many people want to start businesses because of the \_\_\_\_\_ job market and \_\_\_\_\_ technological change.
3. *Shark Tank* is a \_\_\_\_\_ show on which entrepreneurs try to sell their ideas to \_\_\_\_\_.
4. Another reason so many people today want to become entrepreneurs is because of the success of people like Mark Zuckerberg and \_\_\_\_\_.

## Segment 2

5. Robert owns \_\_\_\_\_. He works \_\_\_\_\_ days a week.
6. He says that small business owners don't have any \_\_\_\_\_.

## Segment 3

7. About \_\_\_\_\_ of small business owners lose their businesses in the first year and about \_\_\_\_\_ fail within five years.
8. Gail Horvath and her husband ran a successful business for \_\_\_\_\_ years before the business went into \_\_\_\_\_.

## Segment 4

9. It can be difficult to have a happy \_\_\_\_\_ when you run your own business.
10. Tony and his wife ended up getting \_\_\_\_\_ because he \_\_\_\_\_ his business over his wife.

# Unit 1.2

## WATCH

**F** **1.2 WATCH FOR MAIN IDEAS** Watch the TED Talk, *5 Ways to kill your dreams* by Bel Pesce. Check [✓] the statements that Pesce would agree with.

- \_\_\_\_\_ Overnight success is the best kind of success.
- \_\_\_\_\_ Let other people make decisions for you.
- \_\_\_\_\_ When you become successful, set an even higher goal for yourself.
- \_\_\_\_\_ Many entrepreneurs fail because they do not take responsibility for their own mistakes.
- \_\_\_\_\_ Make sure you take time to celebrate when you are successful.
- \_\_\_\_\_ The goal is the most important thing.



Climbers celebrating at the top of Bertha's Tower in Antarctica

**G** **1.3 WATCH FOR DETAILS** Watch each segment of the TED Talk. Answer the questions.

### Segment 1

1. How did Pesce get into MIT? \_\_\_\_\_

### Segment 2

2. When Pesce says, "*The pipes are infinite and you're going to bump your head, and it's a part of the process,*" what do the pipes represent? \_\_\_\_\_
3. What does she mean by "*bump your head*"? \_\_\_\_\_
4. What is the process she is referring to? \_\_\_\_\_

### Segment 3

5. Was Pesce's first book successful? \_\_\_\_\_
6. Why did she decide to visit every state in Brazil to promote her second book? \_\_\_\_\_

### Segment 4

7. According to Pesce, if you don't find an investor or a buyer for your product or idea, whose fault is it? \_\_\_\_\_
8. What should you do when you meet a goal? \_\_\_\_\_