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Vocabulary Builder Reference from...

Mar Hershenson: The secret to successfully pitching an idea | TED Talk

https://www.ted.com/talks/mar_hershenson_the_secret_to_successfully_pitching_an_idea

Advanced Words Only

IMPORTANT

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Session 1: Word List

equate

v. to consider or describe one thing as similar, equal, or analogous

synonym: associate, liken, relate

(1) **equate** mistakes with failure, (2) **equate** to legal responsibility

It isn't very reasonable to **equate** money with happiness.

slick

adj. smoothly polished and shiny; cleverly and smoothly done; well-organized and efficient

synonym: smooth, polished, shiny

(1) a **slick** operation, (2) **slick** design

The politician gave a **slick** speech, but it was full of empty promises.

storytelling

n. the act or art of narrating or writing stories

synonym: narrating, relating, recounting

(1) **storytelling** performance, (2) courtroom **storytelling**

She was skilled in **storytelling** techniques, such as using different voices for other characters.

inward

adj. directed or facing towards the inside; inside or inward-looking

synonym: internal, introspective, interior

(1) **inward** peace, (2) **inward** cargo

The **inward** motion of the tide was gradually slowing down.

motto

n. a phrase or slogan that expresses a guiding principle or goal

synonym: slogan, catchphrase, phrase

(1) the **motto** for safe traffic, (2) company **motto**

The company's **motto** is "Innovation and Service," which is reflected in its products and customer support.

opportune

adj. suitable or happening at a time that is suitable or convenient for a particular purpose

synonym: suitable, timely, practical

(1) **opportune** occasion, (2) an **opportune** remark

The phone rang at the most **opportune** time.

philanthropy

n. the practice of voluntarily helping the poor, especially by giving money

synonym: altruism, benevolence, generosity

(1) **philanthropy** organization, (2) private **philanthropy**

Tech billionaires often spend the majority of their time on **philanthropy**.

quo

n. the existing state or condition of something, especially in relation to a particular situation or issue

synonym: status, condition, state

(1) status **quo** politician, (2) **quo** warranto

The company has been successful in maintaining the status **quo**.

confrontation

n. the act of facing or dealing with something directly and openly; a direct and often hostile encounter or disagreement

synonym: face-off, conflict, competition

(1) violent **confrontation**, (2) verbal **confrontation**

The **confrontation** between the two nations escalated into a

full-blown war.

swoop

v. to rapidly or forcefully descend upon something or someone from a great height or distance; to rush or pounce upon

synonym: dart, pounce

(1) **swoop** down the water slide, (2) **swoop** up the escalator
The eagle **swooped** down from the sky to catch its prey.

disturb

v. to interrupt someone who is trying to work, sleep, etc.

synonym: agitate, bother, intrude

(1) **disturb** the peace, (2) **disturb** his sleep

Tourists frequently **disturb** the island's delicate natural balance.

industrious

adj. hardworking, diligent, and persistent in effort

synonym: diligent, hardworking, assiduous

(1) **industrious** worker, (2) **industrious** student

He was known to be very **industrious** and would often work late into the night.

soybean

n. a legume crop widely cultivated for its nutritious seeds, often ground into meal or pressed into oil for food products, with other uses including animal feed, fuel, and industrial applications

synonym: soya, edamame

(1) **soybean** oil, (2) **soybean** production

The farmer harvested his **soybean** crop and took it to market.

irresistible

adj. impossible to resist or refuse; very attractive, appealing, or compelling

synonym: resistless, overpowering, compelling

(1) **irresistible** charm, (2) **irresistible** force

The aroma of freshly baked cookies was **irresistible** to her.

instinct

n. an inborn behavioral pattern that is often responsive to specific stimuli; an innate feeling that causes you to act

or believe that something is true

synonym : intuition, aptitude, feeling

(1) **instinct** for self-preservation, (2) aggressive **instinct**

When faced with a dangerous situation, his initial **instinct** was to flee.

Session 2: Spelling

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|---------------------------------|---------------------------------------------------------------------------------------------------------------------------------|
| 1. sw__p up the escalator | <i>v.</i> to rapidly or forcefully descend upon something or someone from a great height or distance; to rush or pounce upon |
| 2. the mo__o for safe traffic | <i>n.</i> a phrase or slogan that expresses a guiding principle or goal |
| 3. ind_____us worker | <i>adj.</i> hardworking, diligent, and persistent in effort |
| 4. eq___e mistakes with failure | <i>v.</i> to consider or describe one thing as similar, equal, or analogous |
| 5. q_o warranto | <i>n.</i> the existing state or condition of something, especially in relation to a particular situation or issue |
| 6. verbal con_____ion | <i>n.</i> the act of facing or dealing with something directly and openly; a direct and often hostile encounter or disagreement |
| 7. phi_____opy organization | <i>n.</i> the practice of voluntarily helping the poor, especially by giving money |
| 8. status q_o politician | <i>n.</i> the existing state or condition of something, especially in relation to a particular situation or issue |
| 9. an op_____ne remark | <i>adj.</i> suitable or happening at a time that is suitable or convenient for a particular purpose |
| 10. ind_____us student | <i>adj.</i> hardworking, diligent, and persistent in effort |

ANSWERS: 1. swoop, 2. motto, 3. industrious, 4. equate, 5. quo, 6. confrontation, 7. philanthropy, 8. quo, 9. opportune, 10. industrious

11. irr_____ble force *adj.* impossible to resist or refuse; very attractive, appealing, or compelling
12. irr_____ble charm *adj.* impossible to resist or refuse; very attractive, appealing, or compelling
13. so_____n production *n.* a legume crop widely cultivated for its nutritious seeds, often ground into meal or pressed into oil for food products, with other uses including animal feed, fuel, and industrial applications
14. aggressive in_____ct *n.* an inborn behavioral pattern that is often responsive to specific stimuli; an innate feeling that causes you to act or believe that something is true
15. violent con_____ion *n.* the act of facing or dealing with something directly and openly; a direct and often hostile encounter or disagreement
16. in____d peace *adj.* directed or facing towards the inside; inside or inward-looking
17. private phi_____opy *n.* the practice of voluntarily helping the poor, especially by giving money
18. sto_____ing performance *n.* the act or art of narrating or writing stories
19. di_____b the peace *v.* to interrupt someone who is trying to work, sleep, etc.
20. so_____n oil *n.* a legume crop widely cultivated for its nutritious seeds, often ground into meal or pressed into oil for food products, with other uses including animal feed, fuel, and industrial applications

ANSWERS: 11. irresistible, 12. irresistible, 13. soybean, 14. instinct, 15. confrontation, 16. inward, 17. philanthropy, 18. storytelling, 19. disturb, 20. soybean

21. in____ct for self-preservation *n.* an inborn behavioral pattern that is often responsive to specific stimuli; an innate feeling that causes you to act or believe that something is true
22. company mo__o *n.* a phrase or slogan that expresses a guiding principle or goal
23. a sl__k operation *adj.* smoothly polished and shiny; cleverly and smoothly done; well-organized and efficient
24. di____b his sleep *v.* to interrupt someone who is trying to work, sleep, etc.
25. in___d cargo *adj.* directed or facing towards the inside; inside or inward-looking
26. sl__k design *adj.* smoothly polished and shiny; cleverly and smoothly done; well-organized and efficient
27. op_____ne occasion *adj.* suitable or happening at a time that is suitable or convenient for a particular purpose
28. sw__p down the water slide *v.* to rapidly or forcefully descend upon something or someone from a great height or distance; to rush or pounce upon
29. courtroom sto_____ing *n.* the act or art of narrating or writing stories
30. eq___e to legal responsibility *v.* to consider or describe one thing as similar, equal, or analogous

ANSWERS: 21. instinct, 22. motto, 23. slick, 24. disturb, 25. inward, 26. slick, 27. opportune, 28. swoop, 29. storytelling, 30. equate

Session 3: Fill in the Blanks

1. When faced with a dangerous situation, his initial _____ was to flee.
n. an inborn behavioral pattern that is often responsive to specific stimuli; an innate feeling that causes you to act or believe that something is true

2. The farmer harvested his _____ crop and took it to market.
n. a legume crop widely cultivated for its nutritious seeds, often ground into meal or pressed into oil for food products, with other uses including animal feed, fuel, and industrial applications

3. Tourists frequently _____ the island's delicate natural balance.
v. to interrupt someone who is trying to work, sleep, etc.

4. She was skilled in _____ techniques, such as using different voices for other characters.
n. the act or art of narrating or writing stories

5. The _____ between the two nations escalated into a full-blown war.
n. the act of facing or dealing with something directly and openly; a direct and often hostile encounter or disagreement

6. The _____ motion of the tide was gradually slowing down.
adj. directed or facing towards the inside; inside or inward-looking

7. The aroma of freshly baked cookies was _____ to her.
adj. impossible to resist or refuse; very attractive, appealing, or compelling

8. The phone rang at the most _____ time.
adj. suitable or happening at a time that is suitable or convenient for a particular purpose

ANSWERS: 1. instinct, 2. soybean, 3. disturb, 4. storytelling, 5. confrontation, 6. inward, 7. irresistible, 8. opportune

9. The company's _____ is "Innovation and Service," which is reflected in its products and customer support.

n. a phrase or slogan that expresses a guiding principle or goal

10. It isn't very reasonable to _____ money with happiness.

v. to consider or describe one thing as similar, equal, or analogous

11. The company has been successful in maintaining the status _____.

n. the existing state or condition of something, especially in relation to a particular situation or issue

12. The politician gave a _____ speech, but it was full of empty promises.

adj. smoothly polished and shiny; cleverly and smoothly done; well-organized and efficient

13. The eagle _____ down from the sky to catch its prey.

v. to rapidly or forcefully descend upon something or someone from a great height or distance; to rush or pounce upon

14. He was known to be very _____ and would often work late into the night.

adj. hardworking, diligent, and persistent in effort

15. Tech billionaires often spend the majority of their time on _____.

n. the practice of voluntarily helping the poor, especially by giving money

ANSWERS: 9. motto, 10. equate, 11. quo, 12. slick, 13. swooped, 14. industrious, 15. philanthropy