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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

All Words

IMPORTANT

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Session 1: Word List

pitch

n. the property of sound that varies with variation in the frequency of vibration; the degree of a slope, especially of a roof; short presentation for selling or sharing something

synonym : angle, gradient, slope

(1) make a **pitch** for a new product, (2) a low- **pitched** sound

Her voice gradually increased in **pitch**.

unexpected

adj. not anticipated or regarded as likely to happen

synonym : surprising, unanticipated, incredible

(1) an **unexpected** visitor, (2) some **unexpected** events

The **unexpected** rainstorm caused the collapse of the corral.

invest

v. to put money, effort, time, etc. into something to make a profit or achieve a result

synonym : fund, sponsor, support

(1) **invest** in stocks, (2) **invest** capital

The government should view children as national assets and actively **invest** in them.

countless

adj. too numerous to be counted or very many

synonym : innumerable, myriad, numerous

(1) **countless** hours, (2) answer **countless** questions
There are **countless** methods for dealing with stress.

founder

n. a person who establishes an organization, institution, or business; the structural component of a ship or boat that provides stability and resistance against capsizing

synonym: establisher, originator, architect

(1) **founder** of a company, (2) non-profit **founder**

The company's **founder** envisioned creating innovative technology that would change the world.

compelling

adj. arousing strong and irresistible interest, attention, or admiration

synonym: tempting, captivating, influential

(1) tell a **compelling** story, (2) new and **compelling** evidence

His **compelling** presentation deeply moved everyone.

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.

deck

n. a flat surface that is usually made of wood or other material and is attached to a building, vehicle, or other structure

synonym: platform, veranda, patio

(1) **deck** chairs, (2) hands on **deck**

She sat on the ship's **deck**, watching the sunset over the ocean.

buy-in

v. to buy something in large quantities for future use; to accept or adopt something

synonym : invest, buy, prepare

(1) **buy-in** bulk, (2) **buy-in** the idea

The shareholders were reluctant to **buy-in** the new project, but the presentation convinced them otherwise.

passion

n. intense, driving, or overpowering feeling or conviction

synonym : fervor, zeal, ardor

(1) **passion** hobby, (2) **passion** drive

Her **passion** for cooking is evident in every dish she prepares.

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.

nervous

adj. worried and anxious about something; relating to the nerves

synonym : neural, anxious, uneasy

(1) development of the **nervous** system, (2) get **nervous**

He suffers from **nervous** breakdowns.

smoothly

adv. in a way that is steady, even, or without problems; without interruption or difficulty; with ease

synonym :

efficiently, flawlessly, seamlessly

(1) **smoothly** transition, (2) **smoothly** operate

The project went **smoothly** and was completed ahead of schedule.

flip

v. to turn over into a different position quickly; to throw or toss with a light motion

synonym: throw, jump

(1) **flip** over the pork chop, (2) **flip** a coin

He **flipped** when he heard that he had been accepted into the university.

outward

adj. relating to the external appearance or surface of something; visible

synonym: external, surface, exterior

(1) an **outward** journey, (2) **outward** cheerfulness

The **outward** appearance of the building was impressive, but the inside was in dire need of repairs.

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.

start-up

n. a newly established company or business

(1) **start-up** business, (2) early-stage **start-up**

Our company's services are targeted at **start-up** executives.

venture

n. a business project or activity that is risky or daring

synonym: enterprise, undertaking, adventure

(1) **venture** capital, (2) a joint **venture**

The **venture** into the new market was risky, but it paid off.

capitalism

n. an economic system based on the private ownership of the means of production and their operation for profit

synonym : commercialism

(1) advance **capitalism**, (2) under the umbrella of **capitalism**

Capitalism also guarantees intellectual property rights and thus promotes innovation.

probable

adj. likely to happen or likely to be true

synonym : likely, possible, potential

(1) **probable** outcome, (2) **probable** cause of a fire

It seems **probable** that he has forgotten our scheduled meeting.

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**.

nonprofit

adj. not established for commercial profit

synonym : charitable

(1) a **nonprofit** organization, (2) **nonprofit** agency

Our law firm also focuses on **nonprofit** activities.

motivation

n. the reason or enthusiasm for acting or behaving in a particular way

synonym : inspiration, incentive, reason

(1) understand his **motivation**, (2) **motivation** for a change

A significant amount of **motivation** is required to be a teacher.

improve

v. to make or become better

synonym: enhance, ameliorate, enrich

(1) **improve** a process, (2) **improve** the test score

We want to **improve** ties between our two countries.

lasting

adj. durable and enduring over time; continuing or permanent in effect

synonym: enduring, permanent, persistent

(1) **lasting** impression, (2) **lasting** impact

Their marriage was built on a foundation of love and trust, which resulted in a **lasting** relationship that spanned over fifty years.

loyalty

n. the quality of being devoted or faithful to someone or something

synonym: faithfulness, devotion, allegiance

(1) **loyalty** program, (2) earn his **loyalty**

He has always shown great **loyalty** to his friends and family.

revenue

n. the income that a government receives from taxes or that a company earns from its business

synonym: earnings, payment, remuneration

(1) tax **revenue**, (2) annual **revenue**

This graph indicates the city's tourism **revenue** over five years.

promote

v. to encourage or persuade people to like, buy, use, do, or support something; to raise someone to a higher position or rank

synonym: boost, raise, advertise

(1) **promote** a better relationship, (2) **promote** bad behavior

The government should do more to **promote** sustainable agribusiness.

attain

v. to achieve or reach a goal or level of success

synonym: accomplish, achieve, reach

(1) **attain** success, (2) **attain** a complete victory

She is determined to **attain** her degree in computer science.

inevitable

adj. certain to happen and unavoidable

synonym: inescapable, unavoidable, sure

(1) **inevitable** changes of the seasons, (2) **inevitable** result

In times of recession, an increase in unemployment is **inevitable**.

hero

n. a person who is admired or idealized for courage, outstanding achievements, or noble qualities; a character in literature or history who is central to the plot and who exhibits heroic qualities

synonym: champion, protagonist, savior

(1) local **hero**, (2) unsung **hero**

The soldier who sacrificed his life for his country is considered a national **hero**.

chart

n. a visual display of information such as a diagram, lists of figures, etc.; a map designed to assist navigation by air or sea

synonym: diagram, graph, map

(1) a weather **chart**, (2) a statistical **chart**

This pie **chart** represents our market share.

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**.

introduction

n. a preliminary explanation or remarks given before the start of a text, performance, or event; the act of bringing something new into existence or introducing something

to a wider audience or new market

synonym: initiation, preamble, prologue

(1) **introduction** education, (2) self- **introduction**

The **introduction** to the new class was informative and engaging.

tension

n. a state of mental or emotional strain or excitement; the state of being stretched tight

synonym: stress, strain, anxiety

(1) **tension** headache, (2) a high- **tension** wire

The **tension** in the room was palpable as the team waited for their leader to speak.

conflict

n. a strong disagreement, argument, or a violent clash between two opposing groups or individuals

synonym: clash, discord, competition

(1) the **conflict** between good and evil, (2) the longstanding **conflict**

He and I often had **conflicts**, not only in personality but also in ideology.

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.

resolution

n. a firm decision or determination to do or not do something; the action of solving a problem, dispute, or conflict; the quality of being resolved or determined; the clarity and sharpness of an image or display

synonym: determination, decision, settlement

(1) **resolution** of a conflict, (2) display **resolution**

He made a New Year's **resolution** to exercise more and eat healthier.

highlight

v. to make something prominent, mainly so that people give it more attention

synonym: feature, emphasize, stress

(1) **highlight** a string in red, (2) **highlight** an important difference

The introduction **highlighted** the speaker's distinguished career as a consultant

arc

n. the shape of a portion of a circle or other curved line

synonym: turn, bow, angle

(1) the **arc** current, (2) an **arc** of a circumference

A ball flew in a big **arc**.

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.

gallon

n. a unit for measuring volume, in the US, it is equal to about 3.79 liters, and in the UK, Canada, and other countries, it is equal to about 4.55 liters

(1) 5- **gallon** square can, (2) ten- **gallon** hat

The imperial **gallon** was standardized legally by the British Empire.

roughly

adv. approximately but not precisely; with a violent manner

synonym: approximately, more or less, around

(1) **roughly** explain my idea, (2) **roughly** speaking
Five miles is **roughly** similar to eight kilometers.

gram

n. a metric unit of weight equal to one-thousandth of a kilogram

(1) centimeter- **gram-second** system, (2) **gram** amount
How much is it per one hundred **grams**?

equivalent

n. having the same value, quality, meaning, purpose, etc.
synonym: equal, counterpart, match

(1) **equivalent** amounts, (2) **equivalent** in meaning
The European Central Bank is Europe's **equivalent** of the Federal Reserve.

process

n. a series of actions or operations performed to achieve a particular outcome or goal; a systematic procedure or approach used to accomplish a specific task or objective; a method of treating milk to make it suitable for consumption or use in other dairy products

synonym: procedure, method, system

(1) **process** improvement, (2) decision-making **process**
The **process** for applying for a visa can be lengthy and complicated.

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.

engineer

n. a person whose job is designing, building, or maintaining something such as machines, structures, or software

synonym: architect, creator, builder

(1) a civil **engineer**, (2) **engineer** shortage
The **engineer** will repair my telephone tomorrow morning.

protein

n. a molecule made up of a long chain of amino acids, which is essential for the structure and function of the body's tissues

(1) stress **protein**, (2) **protein** synthesis

The body needs a certain amount of **protein** to build and repair tissues.

crop

n. a plant that is cultivated in large amounts, particularly for food

synonym: output, produce, product

(1) **crop** field, (2) **crop** herbicide

Sow early for an early **crop**.

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.

delicious

adj. exceptionally pleasing to taste or smell

synonym: appetizing, mouthwatering, delectable

(1) **delicious** breeze, (2) variety of **delicious** foods

We could grill the meat in a **delicious** way.

population

n. the total number of people in a country, region, or location

synonym: people, inhabitants, folk

(1) **population** change, (2) labor **population**

In just four years, the **population** has doubled.

sustainable

adj. able to continue or be continued for a long time

synonym: continuable, enduring, tolerable

(1) **sustainable** alternative fuel, (2) principles of **sustainable** development

The government should do more to support environmentally

sustainable agriculture.

environment

n. the natural world such as air, water, and land in which humans, animals, and plants live

synonym: atmosphere, surroundings, climate

(1) **environment** affairs, (2) chaotic **environment**

Every human is responsible for taking care of the Earth's **environment**.

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.

shore

n. the land along the edge of a sea, lake, broad river, or other large body of water; (verb) to support by placing against something solid or rigid

synonym: coast, seaside, beach

(1) a sandy **shore**, (2) **shore** up demand

The waves are beating against the **shore**.

identify

v. to recognize someone or something and say or prove who or what they are

synonym: determine, specify, recognize

(1) **identify** handwriting, (2) **identify** gene sequences

I will introduce you to how to **identify** the leading causes of the malfunction.

competitive

adj. involving competition or competitiveness

synonym: aggressive, ambitious, militant

(1) a **competitive** price, (2) **competitive** position

The mobile application industry is a **competitive** one.

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.

gloss

n. a smooth and shiny surface on a material, often achieved through the application of a coating or finish; a brief or superficial explanation or description, often used to make something seem better or more attractive than it actually is; (verb) to make something appear better or more positive than it really is, often by using vague or misleading language

synonym : shine, gleam, luster

(1) **gloss** over my mistake, (2) **gloss** of politeness

The shiny **gloss** on the new car made it look even more impressive.

skip

v. to move along lightly and quickly, making a step from one foot to the other with a hop or bounce; to intentionally fail to do something which would normally do

synonym : bounce, spring, neglect

(1) **skip** across the country, (2) **skip** breakfast

We **skipped** the topic because it was too complicated.

strength

n. the quality or state of being physically, or sometimes mentally, strong

synonym : resilience, power, muscles

(1) **strength** of the economy, (2) muscular **strength**

Health and **strength** are, above all, gold.

inspire

v. to make somebody fill with the desire, confidence, or enthusiasm, especially to do something creative

synonym : boost, encourage, enlighten

(1) **inspire** a feeling of curiosity, (2) **inspire** him to write a novel

The unique style of this martial arts **inspired** many action film

producers.

confidence

n. the feeling or attitude that one can trust or rely on the abilities or good qualities of someone or something

synonym: self-trust, certainty, belief

(1) **confidence** as a teacher, (2) boost my **confidence**

Skill and **confidence** are an unconquered army.

lean

adj. having a noticeably small amount of body fat; (verb) to bend or move from a straight to a sloping posture

synonym: skinny, slender, (verb) slant

(1) a **lean** horse, (2) **lean** athletic figure

Lean operational improvements often lead to better environmental performance.

amazing

adj. extremely surprising, especially in a way that you like or admire

synonym: exceptional, extraordinary, wonderful

(1) **amazing** advances, (2) the most **amazing** feeling

The golfer recorded an **amazing** distance.

Session 2: Spelling

1. 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
2. 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
3. ou____d cheerfulness *adj.* relating to the external appearance or surface of something; visible
4. make a pi__h for a new product *n.* the property of sound that varies with variation in the frequency of vibration; the degree of a slope, especially of a roof; short presentation for selling or sharing something
5. in____e a feeling of curiosity *v.* to make somebody fill with the desire, confidence, or enthusiasm, especially to do something creative
6. c__p field *n.* a plant that is cultivated in large amounts, particularly for food
7. id____fy gene sequences *v.* to recognize someone or something and say or prove who or what they are
8. status q_o politician *n.* the existing state or condition of something, especially in relation to a particular situation or issue
9. hands on d__k *n.* a flat surface that is usually made of wood or other material and is attached to a building, vehicle, or other structure

ANSWERS: 1. soybean, 2. swoop, 3. outward, 4. pitch, 5. inspire, 6. crop, 7. identify, 8. quo, 9. deck

10. sm____ly operate *adv.* in a way that is steady, even, or without problems; without interruption or difficulty; with ease
11. fo____r of a company *n.* a person who establishes an organization, institution, or business; the structural component of a ship or boat that provides stability and resistance against capsizing
12. pr____le cause of a fire *adj.* likely to happen or likely to be true
13. in____t capital *v.* to put money, effort, time, etc. into something to make a profit or achieve a result
14. self-int______ion *n.* a preliminary explanation or remarks given before the start of a text, performance, or event; the act of bringing something new into existence or introducing something to a wider audience or new market
15. a l__n horse *adj.* having a noticeably small amount of body fat; (verb) to bend or move from a straight to a sloping posture
16. pr____s improvement *n.* a series of actions or operations performed to achieve a particular outcome or goal; a systematic procedure or approach used to accomplish a specific task or objective; a method of treating milk to make it suitable for consumption or use in other dairy products
17. 5-ga____n square can *n.* a unit for measuring volume, in the US, it is equal to about 3.79 liters, and in the UK, Canada, and other countries, it is equal to about 4.55 liters

ANSWERS: 10. smoothly, 11. founder, 12. probable, 13. invest, 14. introduction, 15. lean, 16. process, 17. gallon

18. d__k chairs *n.* a flat surface that is usually made of wood or other material and is attached to a building, vehicle, or other structure
19. early-stage st____up *n.* a newly established company or business
20. muscular st____th *n.* the quality or state of being physically, or sometimes mentally, strong
21. at___n success *v.* to achieve or reach a goal or level of success
22. courtroom sto_____ing *n.* the act or art of narrating or writing stories
23. labor pop_____on *n.* the total number of people in a country, region, or location
24. a statistical ch__t *n.* a visual display of information such as a diagram, lists of figures, etc.; a map designed to assist navigation by air or sea
25. pr_____e a better relationship *v.* to encourage or persuade people to like, buy, use, do, or support something; to raise someone to a higher position or rank
26. the longstanding co_____ct *n.* a strong disagreement, argument, or a violent clash between two opposing groups or individuals
27. boost my con_____ce *n.* the feeling or attitude that one can trust or rely on the abilities or good qualities of someone or something
28. im_____e a process *v.* to make or become better

ANSWERS: 18. deck, 19. start-up, 20. strength, 21. attain, 22. storytelling, 23. population, 24. chart, 25. promote, 26. conflict, 27. confidence, 28. improve

29. decision-making pr_____s *n.* a series of actions or operations performed to achieve a particular outcome or goal; a systematic procedure or approach used to accomplish a specific task or objective; a method of treating milk to make it suitable for consumption or use in other dairy products
30. te_____n headache *n.* a state of mental or emotional strain or excitement; the state of being stretched tight
31. tax re_____e *n.* the income that a government receives from taxes or that a company earns from its business
32. 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
33. non-profit fo_____r *n.* a person who establishes an organization, institution, or business; the structural component of a ship or boat that provides stability and resistance against capsizing
34. la_____g impression *adj.* durable and enduring over time; continuing or permanent in effect
35. hi_____ht a string in red *v.* to make something prominent, mainly so that people give it more attention
36. in____d peace *adj.* directed or facing towards the inside; inside or inward-looking
37. the a_c current *n.* the shape of a portion of a circle or other curved line

ANSWERS: 29. process, 30. tension, 31. revenue, 32. instinct, 33. founder, 34. lasting, 35. highlight, 36. inward, 37. arc

38. f__p a coin *v.* to turn over into a different position quickly; to throw or toss with a light motion
39. the co_____ct between good and evil *n.* a strong disagreement, argument, or a violent clash between two opposing groups or individuals
40. sm_____ly transition *adv.* in a way that is steady, even, or without problems; without interruption or difficulty; with ease
41. get ne_____s *adj.* worried and anxious about something; relating to the nerves
42. ine_____le result *adj.* certain to happen and unavoidable
43. eq___e mistakes with failure *v.* to consider or describe one thing as similar, equal, or analogous
44. ind_____us worker *adj.* hardworking, diligent, and persistent in effort
45. a high-te_____n wire *n.* a state of mental or emotional strain or excitement; the state of being stretched tight
46. some une_____ed events *adj.* not anticipated or regarded as likely to happen
47. equ_____nt amounts *n.* having the same value, quality, meaning, purpose, etc.
48. f__p over the pork chop *v.* to turn over into a different position quickly; to throw or toss with a light motion
49. the most am_____g feeling *adj.* extremely surprising, especially in a way that you like or admire

ANSWERS: 38. flip, 39. conflict, 40. smoothly, 41. nervous, 42. inevitable, 43. equate, 44. industrious, 45. tension, 46. unexpected, 47. equivalent, 48. flip, 49. amazing

50. display res_____on *n.* a firm decision or determination to do or not do something; the action of solving a problem, dispute, or conflict; the quality of being resolved or determined; the clarity and sharpness of an image or display
51. annual re_____e *n.* the income that a government receives from taxes or that a company earns from its business
52. bu____n the idea *v.* to buy something in large quantities for future use; to accept or adopt something
53. di_____b his sleep *v.* to interrupt someone who is trying to work, sleep, etc.
54. st_____th of the economy *n.* the quality or state of being physically, or sometimes mentally, strong
55. company mo___o *n.* a phrase or slogan that expresses a guiding principle or goal
56. sl__k design *adj.* smoothly polished and shiny; cleverly and smoothly done; well-organized and efficient
57. new and com_____ng evidence *adj.* arousing strong and irresistible interest, attention, or admiration
58. sw__p up the escalator *v.* to rapidly or forcefully descend upon something or someone from a great height or distance; to rush or pounce upon
59. st_____up business *n.* a newly established company or business

ANSWERS: 50. resolution, 51. revenue, 52. buy-in, 53. disturb, 54. strength, 55. motto, 56. slick, 57. compelling, 58. swoop, 59. start-up

60. a sandy sh__e *n.* the land along the edge of a sea, lake, broad river, or other large body of water; (verb) to support by placing against something solid or rigid
61. a sl__k operation *adj.* smoothly polished and shiny; cleverly and smoothly done; well-organized and efficient
62. op_____ne occasion *adj.* suitable or happening at a time that is suitable or convenient for a particular purpose
63. answer co_____ss questions *adj.* too numerous to be counted or very many
64. s__p across the country *v.* to move along lightly and quickly, making a step from one foot to the other with a hop or bounce; to intentionally fail to do something which would normally do
65. an op_____ne remark *adj.* suitable or happening at a time that is suitable or convenient for a particular purpose
66. eq___e to legal responsibility *v.* to consider or describe one thing as similar, equal, or analogous
67. en_____er shortage *n.* a person whose job is designing, building, or maintaining something such as machines, structures, or software
68. ro_____y speaking *adv.* approximately but not precisely; with a violent manner
69. a com_____ve price *adj.* involving competition or competitiveness

ANSWERS: 60. shore, 61. slick, 62. opportune, 63. countless, 64. skip, 65. opportune, 66. equate, 67. engineer, 68. roughly, 69. competitive

70. ine_____le changes of the seasons *adj.* certain to happen and unavoidable
71. am_____g advances *adj.* extremely surprising, especially in a way that you like or admire
72. gl__s over my mistake *n.* a smooth and shiny surface on a material, often achieved through the application of a coating or finish; a brief or superficial explanation or description, often used to make something seem better or more attractive than it actually is; (verb) to make something appear better or more positive than it really is, often by using vague or misleading language
73. unsung h__o *n.* a person who is admired or idealized for courage, outstanding achievements, or noble qualities; a character in literature or history who is central to the plot and who exhibits heroic qualities
74. ind_____us student *adj.* hardworking, diligent, and persistent in effort
75. ro_____y explain my idea *adv.* approximately but not precisely; with a violent manner
76. a joint ve_____e *n.* a business project or activity that is risky or daring
77. private phi_____opy *n.* the practice of voluntarily helping the poor, especially by giving money
78. in___d cargo *adj.* directed or facing towards the inside; inside or inward-looking
79. env_____nt affairs *n.* the natural world such as air, water, and land in which humans, animals, and plants live

ANSWERS: 70. inevitable, 71. amazing, 72. gloss, 73. hero, 74. industrious, 75. roughly, 76. venture, 77. philanthropy, 78. inward, 79. environment

80. under the umbrella of cap_____sm *n.* an economic system based on the private ownership of the means of production and their operation for profit
81. in_____e him to write a novel *v.* to make somebody fill with the desire, confidence, or enthusiasm, especially to do something creative
82. gl__s of politeness *n.* a smooth and shiny surface on a material, often achieved through the application of a coating or finish; a brief or superficial explanation or description, often used to make something seem better or more attractive than it actually is; (verb) to make something appear better or more positive than it really is, often by using vague or misleading language
83. at____n a complete victory *v.* to achieve or reach a goal or level of success
84. phi_____opy organization *n.* the practice of voluntarily helping the poor, especially by giving money
85. ten-ga____n hat *n.* a unit for measuring volume, in the US, it is equal to about 3.79 liters, and in the UK, Canada, and other countries, it is equal to about 4.55 liters
86. irr_____ble force *adj.* impossible to resist or refuse; very attractive, appealing, or compelling
87. earn his lo_____y *n.* the quality of being devoted or faithful to someone or something
88. 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

ANSWERS: 80. capitalism, 81. inspire, 82. gloss, 83. attain, 84. philanthropy, 85. gallon, 86. irresistible, 87. loyalty, 88. soybean

89. understand his mot_____on *n.* the reason or enthusiasm for acting or behaving in a particular way
90. no_____it agency *adj.* not established for commercial profit
91. equ_____nt in meaning *n.* having the same value, quality, meaning, purpose, etc.
92. sus_____le alternative fuel *adj.* able to continue or be continued for a long time
93. the mo__o for safe traffic *n.* a phrase or slogan that expresses a guiding principle or goal
94. centimeter-g__m-second system *n.* a metric unit of weight equal to one-thousandth of a kilogram
95. pr_____le outcome *adj.* likely to happen or likely to be true
96. chaotic env_____nt *n.* the natural world such as air, water, and land in which humans, animals, and plants live
97. in___t in stocks *v.* to put money, effort, time, etc. into something to make a profit or achieve a result
98. local h__o *n.* a person who is admired or idealized for courage, outstanding achievements, or noble qualities; a character in literature or history who is central to the plot and who exhibits heroic qualities
99. sto_____ing performance *n.* the act or art of narrating or writing stories
100. int_____ion education *n.* a preliminary explanation or remarks given before the start of a text, performance, or event; the act of bringing something new into existence or introducing something to a wider audience or new market

ANSWERS: 89. motivation, 90. nonprofit, 91. equivalent, 92. sustainable, 93. motto, 94. gram, 95. probable, 96. environment, 97. invest, 98. hero, 99. storytelling, 100. introduction

101. pop_____on change	<i>n.</i> the total number of people in a country, region, or location
102. de_____us breeze	<i>adj.</i> exceptionally pleasing to taste or smell
103. bu____n bulk	<i>v.</i> to buy something in large quantities for future use; to accept or adopt something
104. stress pr_____n	<i>n.</i> a molecule made up of a long chain of amino acids, which is essential for the structure and function of the body's tissues
105. pr_____n synthesis	<i>n.</i> a molecule made up of a long chain of amino acids, which is essential for the structure and function of the body's tissues
106. pa_____n drive	<i>n.</i> intense, driving, or overpowering feeling or conviction
107. development of the ne_____s system	<i>adj.</i> worried and anxious about something; relating to the nerves
108. a civil en_____er	<i>n.</i> a person whose job is designing, building, or maintaining something such as machines, structures, or software
109. violent con_____ion	<i>n.</i> the act of facing or dealing with something directly and openly; a direct and often hostile encounter or disagreement
110. di_____b the peace	<i>v.</i> to interrupt someone who is trying to work, sleep, etc.
111. advance cap_____sm	<i>n.</i> an economic system based on the private ownership of the means of production and their operation for profit

ANSWERS: 101. population, 102. delicious, 103. buy-in, 104. protein, 105. protein, 106. passion, 107. nervous, 108. engineer, 109. confrontation, 110. disturb, 111. capitalism

112. a no_____it organization *adj.* not established for commercial profit
113. pa_____n hobby *n.* intense, driving, or overpowering feeling or conviction
114. sh__e up demand *n.* the land along the edge of a sea, lake, broad river, or other large body of water; (verb) to support by placing against something solid or rigid
115. s__p breakfast *v.* to move along lightly and quickly, making a step from one foot to the other with a hop or bounce; to intentionally fail to do something which would normally do
116. verbal con_____ion *n.* the act of facing or dealing with something directly and openly; a direct and often hostile encounter or disagreement
117. irr_____ble charm *adj.* impossible to resist or refuse; very attractive, appealing, or compelling
118. ve_____e capital *n.* a business project or activity that is risky or daring
119. c__p herbicide *n.* a plant that is cultivated in large amounts, particularly for food
120. principles of sus_____le development *adj.* able to continue or be continued for a long time
121. co_____ss hours *adj.* too numerous to be counted or very many
122. com_____ve position *adj.* involving competition or competitiveness

ANSWERS: 112. nonprofit, 113. passion, 114. shore, 115. skip, 116. confrontation, 117. irresistible, 118. venture, 119. crop, 120. sustainable, 121. countless, 122. competitive

123. an une_____ed visitor *adj.* not anticipated or regarded as likely to happen
124. q_o warranto *n.* the existing state or condition of something, especially in relation to a particular situation or issue
125. a low-pi__hed sound *n.* the property of sound that varies with variation in the frequency of vibration; the degree of a slope, especially of a roof; short presentation for selling or sharing something
126. a weather ch__t *n.* a visual display of information such as a diagram, lists of figures, etc.; a map designed to assist navigation by air or sea
127. tell a com_____ng story *adj.* arousing strong and irresistible interest, attention, or admiration
128. 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
129. an a_c of a circumference *n.* the shape of a portion of a circle or other curved line
130. lo_____y program *n.* the quality of being devoted or faithful to someone or something
131. an ou_____d journey *adj.* relating to the external appearance or surface of something; visible
132. mot_____on for a change *n.* the reason or enthusiasm for acting or behaving in a particular way
133. im_____e the test score *v.* to make or become better

ANSWERS: 123. unexpected, 124. quo, 125. pitch, 126. chart, 127. compelling, 128. instinct, 129. arc, 130. loyalty, 131. outward, 132. motivation, 133. improve

134. g__m amount *n.* a metric unit of weight equal to one-thousandth of a kilogram
135. res_____on of a conflict *n.* a firm decision or determination to do or not do something; the action of solving a problem, dispute, or conflict; the quality of being resolved or determined; the clarity and sharpness of an image or display
136. pr_____e bad behavior *v.* to encourage or persuade people to like, buy, use, do, or support something; to raise someone to a higher position or rank
137. hi_____ht an important difference *v.* to make something prominent, mainly so that people give it more attention
138. la_____g impact *adj.* durable and enduring over time; continuing or permanent in effect
139. l__n athletic figure *adj.* having a noticeably small amount of body fat; (verb) to bend or move from a straight to a sloping posture
140. con_____ce as a teacher *n.* the feeling or attitude that one can trust or rely on the abilities or good qualities of someone or something
141. variety of de_____us foods *adj.* exceptionally pleasing to taste or smell
142. id_____fy handwriting *v.* to recognize someone or something and say or prove who or what they are

ANSWERS: 134. gram, 135. resolution, 136. promote, 137. highlight, 138. lasting, 139. lean, 140. confidence, 141. delicious, 142. identify

Session 3: Fill in the Blanks

1. He and I often had _____ not only in personality but also in ideology.
n. a strong disagreement, argument, or a violent clash between two opposing groups or individuals

2. A ball flew in a big _____.
n. the shape of a portion of a circle or other curved line

3. The shareholders were reluctant to _____ the new project, but the presentation convinced them otherwise.
v. to buy something in large quantities for future use; to accept or adopt something

4. The body needs a certain amount of _____ to build and repair tissues.
n. a molecule made up of a long chain of amino acids, which is essential for the structure and function of the body's tissues

5. The _____ for applying for a visa can be lengthy and complicated.
n. a series of actions or operations performed to achieve a particular outcome or goal; a systematic procedure or approach used to accomplish a specific task or objective; a method of treating milk to make it suitable for consumption or use in other dairy products

6. She is determined to _____ her degree in computer science.
v. to achieve or reach a goal or level of success

7. Their marriage was built on a foundation of love and trust, which resulted in a _____ relationship that spanned over fifty years.
adj. durable and enduring over time; continuing or permanent in effect

ANSWERS: 1. conflicts, 2. arc, 3. buy-in, 4. protein, 5. process, 6. attain, 7. lasting

8. Tech billionaires often spend the majority of their time on _____.
- n.* the practice of voluntarily helping the poor, especially by giving money
9. Tourists frequently _____ the island's delicate natural balance.
- v.* to interrupt someone who is trying to work, sleep, etc.
10. She was skilled in _____ techniques, such as using different voices for other characters.
- n.* the act or art of narrating or writing stories
11. The mobile application industry is a _____ one.
- adj.* involving competition or competitiveness
12. The golfer recorded an _____ distance.
- adj.* extremely surprising, especially in a way that you like or admire
13. We want to _____ ties between our two countries.
- v.* to make or become better
14. He was known to be very _____ and would often work late into the night.
- adj.* hardworking, diligent, and persistent in effort
15. This graph indicates the city's tourism _____ over five years.
- n.* the income that a government receives from taxes or that a company earns from its business
16. He made a New Year's _____ to exercise more and eat healthier.
- n.* a firm decision or determination to do or not do something; the action of solving a problem, dispute, or conflict; the quality of being resolved or determined; the clarity and sharpness of an image or display

ANSWERS: 8. philanthropy, 9. disturb, 10. storytelling, 11. competitive, 12. amazing, 13. improve, 14. industrious, 15. revenue, 16. resolution

17. The company's _____ envisioned creating innovative technology that would change the world.
n. a person who establishes an organization, institution, or business; the structural component of a ship or boat that provides stability and resistance against capsizing
18. The _____ motion of the tide was gradually slowing down.
adj. directed or facing towards the inside; inside or inward-looking
19. He _____ when he heard that he had been accepted into the university.
v. to turn over into a different position quickly; to throw or toss with a light motion
20. Sow early for an early _____.
n. a plant that is cultivated in large amounts, particularly for food
21. Skill and _____ are an unconquered army.
n. the feeling or attitude that one can trust or rely on the abilities or good qualities of someone or something
22. It isn't very reasonable to _____ money with happiness.
v. to consider or describe one thing as similar, equal, or analogous
23. 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
24. The European Central Bank is Europe's _____ of the Federal Reserve.
n. having the same value, quality, meaning, purpose, etc.

ANSWERS: 17. founder, 18. inward, 19. flipped, 20. crop, 21. confidence, 22. equate, 23. confrontation, 24. equivalent

25. In just four years, the _____ has doubled.
n. the total number of people in a country, region, or location
26. The _____ appearance of the building was impressive, but the inside was in dire need of repairs.
adj. relating to the external appearance or surface of something; visible
27. The _____ into the new market was risky, but it paid off.
n. a business project or activity that is risky or daring
28. 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
29. The government should do more to _____ sustainable agribusiness.
v. to encourage or persuade people to like, buy, use, do, or support something; to raise someone to a higher position or rank
30. 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
31. The waves are beating against the _____.
n. the land along the edge of a sea, lake, broad river, or other large body of water; (verb) to support by placing against something solid or rigid
32. 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

ANSWERS: 25. population, 26. outward, 27. venture, 28. motto, 29. promote, 30. quo, 31. shore, 32. soybean

33. His _____ presentation deeply moved everyone.

adj. arousing strong and irresistible interest, attention, or admiration

34. In times of recession, an increase in unemployment is _____.

adj. certain to happen and unavoidable

35. We could grill the meat in a _____ way.

adj. exceptionally pleasing to taste or smell

36. This pie _____ represents our market share.

n. a visual display of information such as a diagram, lists of figures, etc.; a map designed to assist navigation by air or sea

37. Her voice gradually increased in _____.

n. the property of sound that varies with variation in the frequency of vibration; the degree of a slope, especially of a roof; short presentation for selling or sharing something

38. The project went _____ and was completed ahead of schedule.

adv. in a way that is steady, even, or without problems; without interruption or difficulty; with ease

39. _____ also guarantees intellectual property rights and thus promotes innovation.

n. an economic system based on the private ownership of the means of production and their operation for profit

40. The introduction _____ the speaker's distinguished career as a consultant

v. to make something prominent, mainly so that people give it more attention

ANSWERS: 33. compelling, 34. inevitable, 35. delicious, 36. chart, 37. pitch, 38. smoothly, 39. Capitalism, 40. highlighted

41. The imperial _____ was standardized legally by the British Empire.
- n.* a unit for measuring volume, in the US, it is equal to about 3.79 liters, and in the UK, Canada, and other countries, it is equal to about 4.55 liters
42. We _____ the topic because it was too complicated.
- v.* to move along lightly and quickly, making a step from one foot to the other with a hop or bounce; to intentionally fail to do something which would normally do
43. Every human is responsible for taking care of the Earth's _____.
- n.* the natural world such as air, water, and land in which humans, animals, and plants live
44. The _____ to the new class was informative and engaging.
- n.* a preliminary explanation or remarks given before the start of a text, performance, or event; the act of bringing something new into existence or introducing something to a wider audience or new market
45. How much is it per one hundred _____
- n.* a metric unit of weight equal to one-thousandth of a kilogram
46. I will introduce you to how to _____ the leading causes of the malfunction.
- v.* to recognize someone or something and say or prove who or what they are
47. The government should view children as national assets and actively _____ in them.
- v.* to put money, effort, time, etc. into something to make a profit or achieve a result
48. 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

ANSWERS: 41. gallon, 42. skipped, 43. environment, 44. introduction, 45. grams?, 46. identify, 47. invest, 48. instinct

49. Our company's services are targeted at _____ executives.
n. a newly established company or business
50. The government should do more to support environmentally _____ agriculture.
adj. able to continue or be continued for a long time
51. The unique style of this martial arts _____ many action film producers.
v. to make somebody fill with the desire, confidence, or enthusiasm, especially to do something creative
52. It seems _____ that he has forgotten our scheduled meeting.
adj. likely to happen or likely to be true
53. _____ operational improvements often lead to better environmental performance.
adj. having a noticeably small amount of body fat; (verb) to bend or move from a straight to a sloping posture
54. The soldier who sacrificed his life for his country is considered a national _____.
n. a person who is admired or idealized for courage, outstanding achievements, or noble qualities; a character in literature or history who is central to the plot and who exhibits heroic qualities
55. Health and _____ are, above all, gold.
n. the quality or state of being physically, or sometimes mentally, strong
56. There are _____ methods for dealing with stress.
adj. too numerous to be counted or very many

ANSWERS: 49. start-up, 50. sustainable, 51. inspired, 52. probable, 53. Lean, 54. hero, 55. strength, 56. countless

57. 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

58. The shiny _____ on the new car made it look even more impressive.

n. a smooth and shiny surface on a material, often achieved through the application of a coating or finish; a brief or superficial explanation or description, often used to make something seem better or more attractive than it actually is; (verb) to make something appear better or more positive than it really is, often by using vague or misleading language

59. The _____ rainstorm caused the collapse of the corral.

adj. not anticipated or regarded as likely to happen

60. The _____ in the room was palpable as the team waited for their leader to speak.

n. a state of mental or emotional strain or excitement; the state of being stretched tight

61. 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

62. Our law firm also focuses on _____ activities.

adj. not established for commercial profit

63. The phone rang at the most _____ time.

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

ANSWERS: 57. slick, 58. gloss, 59. unexpected, 60. tension, 61. swooped, 62. nonprofit, 63. opportune

64. He has always shown great _____ to his friends and family.
n. the quality of being devoted or faithful to someone or something
65. Her _____ for cooking is evident in every dish she prepares.
n. intense, driving, or overpowering feeling or conviction
66. The aroma of freshly baked cookies was _____ to her.
adj. impossible to resist or refuse; very attractive, appealing, or compelling
67. He suffers from _____ breakdowns.
adj. worried and anxious about something; relating to the nerves
68. She sat on the ship's _____ watching the sunset over the ocean.
n. a flat surface that is usually made of wood or other material and is attached to a building, vehicle, or other structure
69. The _____ will repair my telephone tomorrow morning.
n. a person whose job is designing, building, or maintaining something such as machines, structures, or software
70. A significant amount of _____ is required to be a teacher.
n. the reason or enthusiasm for acting or behaving in a particular way
71. Five miles is _____ similar to eight kilometers.
adv. approximately but not precisely; with a violent manner

ANSWERS: 64. loyalty, 65. passion, 66. irresistible, 67. nervous, 68. deck, 69. engineer, 70. motivation, 71. roughly