

Answers to Exercises

C) Key Words from Context

1. To cause an emotion, an event or a situation: **to trigger**
*"His comments **triggered** / **will trigger** / **are triggering** anger among the participants in the meeting."*
*"The pandemic **triggered** a short-term market crash."*
2. To increase very quickly: **to soar**
*"Inflation is **soaring** at the moment."*
3. To fail to notice something: **to overlook**
*"The CEO completely **overlooked** the competition, and started to fall behind as competitors developed superior technology. "*
4. To not be conscious of something, or to refuse to notice something: **to be blind to**
*"The government is completely **blind to** the problems of the poorer people in our society."*
5. Hidden dangers or difficulties of something: **pitfalls**
*"We need to consider the potential **pitfalls** of this strategy before we decide to implement it."*
6. To be in a straight line with something, to be agreement with something: **to align**
*"We decided to work together because our values **align** really closely."*
7. To fall or decrease extremely quickly: **to plummet**
*"Our company's profits **plummeted** during the coronavirus pandemic."*
8. To improve or perfect something (especially a skill or a strategy) over a period of time: **to hone**
*"My lessons are helping me to **hone** my English skills."*
9. To establish an idea, attitude or habit in someone's mind: **to instil**
*"I want to **instil** a sense of confidence in my team."*
10. To become better, increase or improve gradually: **to pick up**
*"The weather is **picking up**."*

*“Our profits are finally **picking up** after a difficult period.”*

11. To reach the lowest or worst point before beginning to rise or improve: **to bottom out**

*“The price of oil **bottomed out** last month, before picking up in the last few weeks.”*

12. To behave foolishly because of someone or something: **to be led astray**

*“We were **led astray** by an influencer who encouraged us to invest in very risky assets.”*

D) Comprehension

1. Why does confidence in your ability soar so quickly when you learn something new?
Because you are completely unaware of how much you still don't know.
2. Why do people feel depression and frustration during the process of learning a skill?
Because after the initial excitement, you start to realise how far you still have to go in order to master a skill.
3. What 2 pieces of advice does one of the psychologists behind the Dunning-Kruger experiment give?
Think about how you could possibly be wrong about something, and find real experts for criticism.
4. When listening to people talk about a topic that you are trying to learn, what are 2 things that you should be careful of?

Be careful not to think that experts are being over-cautious when they explain that something is difficult. On the other hand, be careful when listening to beginners in something who may appear to be really confident that they know it all, but really they are themselves at the top of “Mount Stupid”

5. What are the 2 main reasons why people are unlikely to quit something when they reach the “Valley of Despair”?
 - **Because they have already put so much effort into something that they might not want to quit.**
 - **Because they have already formed habits which will help them to continue to make progress.**

E) Key Words in a New Context

Become an entrepreneur in 7 easy steps!

Picture this: As an individual with a business idea and dreams of conquering the business world, you come across a very interesting online course: "Learn Entrepreneurship in 7 Easy Steps!" it declares in bold, vibrant letters. This immediately **triggers** intense excitement. This course is just what you have been looking for!

After covering the 7 modules in the course, you will be ready to put your idea out there. The course costs around \$1000, but once you follow the 7 simple steps, your income will start to **soar** anyway, so why not dive straight in!

Here is another example of the Dunning Kruger effect in action. As someone who has never tried entrepreneurship before, it is impossible to understand what it takes to be successful. It is likely that you will be completely **blind** to the numerous **pitfalls** of this career path, and the person selling you the entrepreneurship course may conveniently **overlook** the years of hard work, stress, financial strain that many entrepreneurs have to come through to make their idea work.

What's more, cautious words from parents and other more experienced people might fail to **instil** any sense of caution for several reasons. Firstly, cautiousness is boring; secondly, people may have extensive experience, but they are from a different era and everything has changed now; thirdly, their caution may be perceived as them failing to believe in your abilities or your idea.

The Dunning Kruger effect can therefore also cause consumers to be **led astray**, especially for products which sell success. People marketing their own courses are fully aware that anyone buying a course doesn't know a lot about the topic, so it is easy for consumers to be seduced by promises of how something can be achieved with very little time and effort.