

11차시

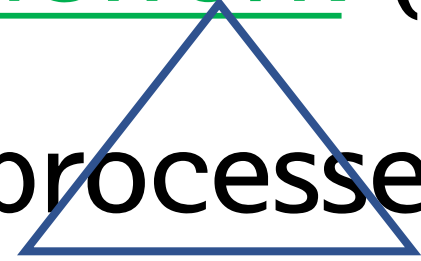
37번, 39번

37번

- Framework: 틀
- Process: 처리하다, 작업
- Internalize: 내면화하다
- Experiment with: ...을 실험하다
- Analyze: 분석하다
- Yield: 산출하다
- Conscious: 의식적인
- Identify: 발견하다
- Element: 요소
- Desired: 바랬던, 훌륭한
- Rehearse: 연습하다
- Permanently: 영구적으로
- On demand: 언제든지
- Transfer: 변화시키다
- Intuitive: 직관적인
- Automatic: 자동적인
- Serve as: ...의 역할을 하다
- Perfect: 숙달하다

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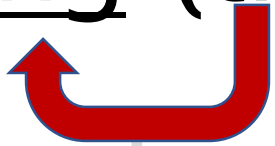
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This is a conscious, left-brain process.

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swing (that produce the desired results),
we rehearse them over and over again in
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일단 한번...하면



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"muscle memory."
반복해서
...하려는 시도로, ...하기 위해

In this way, we internalize the swing as a kinesthetic feeling (that we trust) to recreate the desired swing on demand.



This internalization **transfers** the swing **from** a consciously controlled left-brain function **to** a more intuitive or automatic right-brain function.

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39번

- Profitable: 수익성이 있는
- Probably: 아마도
- Tremendous: 엄청난
- Business people: 사업가들
- Supplier: 제공자
- Marketing campaign: 마케팅 전략
- Under-the-table: 비밀리의
- Inform: 알려주다, 정보를 주다
- Strategic: 전략적인
- Push: 강요하다, 요구하다
- Hold off (on): 미루다
- Launch: 상품 출시

You're probably already starting to see the tremendous value of network analysis for businesspeople.


In the business world, information is money:
a tip about anything from a cheap supplier to
a competitor's marketing campaign to an
under-the-table merger discussion can
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You might catch it on TV or in the newspaper, but that's information everyone knows.

The most profitable information likely comes through network connections (that provide “inside” information.)



And it isn't just information that travels
through network connections – it's
influence as well.
또한

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So clearly, any businessperson wants to
increase their personal network.