

## Networking for Introverts1

### Summary

Umemura confides in Breakstone that he feels (out of place) in the United States. That although he enjoys living and working there constantly being in a foreign environment is tiring. Breakstone says it is natural to be (tense in unfamiliar surroundings). But Umemura says his most significant problem lies in his (introverted) personality. Breakstone reassures Umemura that both she and her contacts in Japan think (highly of him).

### Words and Phrases

<b>(oddball)</b>	Umemura uses (oddball) as a noun to mean someone who is (strange),(peculiar),(misfit). It can also be adjective. For example that was as (oddball) presentation. The presenter started singing in the middle.
<b>(Fish out of water)</b>	(Fish) are not supposed to be (out of water) of course. So this idiom refers to a person who is doing activities or in an environment that is not usual for them. And they feel (uncomfortable), they (struggle) as a result. I would certainly be a (fish out of water) if I was assigned to cover scientific developments. I know very little about that.
<b>(Do not get me wrong)</b>	Umemura means "Do not misinterpret what I am saying". To be a little bit more formal he could have said "please do not (misunderstand me)".
<b>(Not to worry)</b>	This is another way to say "Do not worry. It is OK". Imagine you are going to an appointment and your colleague is concerned you will be late, you could reply ;(Not to worry). It is just around the corner. We will make it".
<b>(Be stressed out)</b>	Someone who is (stressed out) is under a lot of stress, a lot of tension. You could say "I am (stressed out) about my presentation". for example. I am worrying about it a good deal or "My presentation is (stressing me out)". Likewise we can use "(be knocked out)" or "(be wiped out)" to mean very tired, exhausted. For example, we have been walking around this electronic show for four hours. I am (knocked out). Or "After 5 hours Karaoke, I was (wiped out).
<b>(Be plunged into)</b>	Breakstone means that Umemura was suddenly cast into a certain situation or condition. I would say usually refers to (a negative situation) or condition, such as stock markets were (plunged into) turmoil by the bank's collapse. Or "The whole world was (plunged into) darkness by the blackout.
<b>(Born introvert)</b>	Umemura is using (born) to mean have a natural inherent tendency or ability for something. A person can be a (born) leader , a (born) writer. I personally am a (born) warrior.
<b>(Be hard on someone)</b>	Breakstone is using this to mean criticize or deal with someone severely. Something like, our boss was very (hard on) Susan about her mistake. He lectured her to be more careful for 20 minutes.
<b>(On one's way up the corporate ladder)</b>	Breakstone means that Umemura is moving up, rising in the business world. We also refer to the (bottom of the ladder) and the (top of the ladder), meaning the lowest and highest levels of something. For example, new employees just out of college usually have to start at the (bottom of the ladder).

## Networking for Introverts2

### Summary

Umemura tells Breakstone that he often has (difficulty starting conversations). Both with his people in his office and strangers at professional events. Breakstone tells him he needs to (develop networking skills) and offers her help. She says many people feel (out of place) at conventions and other professional (functions) but that learning to make connections is (crucial) to his career, self esteem and (personal stores of information).

### Words and Phrases

<b>(Strike up a conversation)</b>	Begin a conversation Umemura means. "(Strike up) a friendship" is also used a great deal. You could say, "He and I (strike up) a friendship at the conference last month".
<b>(Do not sweat it)</b>	Another way to say "Do not worry about it". It is also very common to say "(Sweat) something". For example, she is really (sweating) her presentations. She has to give it in front of the vice president of marketing. Or she is not (sweating) her presentation. She knows the material and she

	has had lots of time to practise.
<b>(Nine out of ten people)</b>	Rather than an actual percentage. Breakstone is using "(Nine of ten)" to mean "almost all", "the vast majority". Lately (nine out of ten people) use some kind of digital device during their daily commute.
<b>(At one's fingertips)</b>	When something is (at our fingertips). It is right at hand. We can access it quickly and easily. I love my smartphone because it puts the Internet, books, videos and games right (at my fingertips). And it does not have to be something you physically access. Imagine someone who is extremely well-informed about the Japanese economy. He can cite many different facts and statistics from memory. He has an enormous amount of information (at his fingertips).
<b>(At all costs)</b>	This means no matter how much difficulty effort or expense is involved, no matter what. So a company might need to improve its sales (at all costs).
<b>(Out of place)</b>	Breakstone means it is common to feel like one does not belong somewhere. I might feel (out of place) at an event where everybody else was very knowledgeable about computer technology. They are discussing things that I could not understand. (Out of place) can also mean "inappropriate" or "wrong" for a certain situation or place. People in different industries tend to dress differently for example. I'd imagine that flashy, eccentric clothes would be (out of place) in a bank.
<b>(Come out of one's shell)</b>	When a person (comes out of their shell) they become more sociable. more friendly. We also bring someone (out of their shell). For example, she hopes playing soccer will bring her daughter (out of her shell).
<b>(Get over oneself)</b>	Breakstone is using this expression to mean "overcome", "conquer some personal characteristic that is hindering us". Imagine someone who is very nervous about making mistakes. They lose sleep over it. They are very tense. A colleague could say, "He has got to (get over himself). All this worrying is not helping him". We also use expression in completely opposite situations. When someone thinks too highly of themselves, or behaves in a conceited or arrogant way, if someone in your office is always lecturing everyone else, always praising their own achievements. You might think, "Oh, (get over yourself)".

## Networking for Introverts3

### Summary

Breakstone confesses that she too is not a (natural networker), but relies on a number of techniques to (start conversation) in situations where she does not know anyone. These include complimenting (a person's appearance) or (saking their opinion of a discussion). Umemura says he also has difficulty (remembering people's name) at conferences and (what they discuss). To which, Breakstone suggests writing down notes on their (business cards).

### Words and Phrases

<b>(Wallflower)</b>	When talking about people, this expression originally refers to women sitting by a wall at parties because they had no one to dance with. Nowadays it is more broadly applied. It means someone who does not join in the activity of an event who hangs on the sidelines. Or shy, reserved in general. For example, Mary is a bit of a (wallflower). She hardly ever speaks up in meetings. Or John is no (wallflower). He walked right up to the president of the company and introduced himself.
<b>(In one's DNA)</b>	Breakstone is using this to mean something is an inherent part of our nature. Schemoozing is not (in her DNA). So it is not part of her inherent personality. (In one's DNA) is also used to refer to interests and talents etc. That runs in a family or nationality or something generically connects a group. You could say it is not surprising Tom became a doctor. His father, uncle and grandfather were doctors too.
<b>(Get the ball rolling)</b>	The image here is pretty clear. To (get the ball rolling) is to start some enterprise undertaking as if you start (a ball rolling) on the floor. Let's say, you want to obtain a qualification to boost your career. You could (get the ball rolling) by signing up for a class.
<b>(Comfort zone)</b>	A (comfort zone) is an area, a situation in which someone feels comfortable, confident in control. People are often out of their (comfort zone) when they travel to a foreign country for the first time. Someone promoted to their first management position might be out of their (comfort zone).
<b>(Try that on for size)</b>	This expression uses the image of trying on clothing to see if it fits. Breakstone means try something, and see how it goes, see if it suits you. You could say, "I think I will (try Yoga on for size), see if it is beneficial."

<b>(Keep one's head above water)</b>	The image is managing not to drown. Breakstone is using this expression to mean manage to keep up with something such as work, or other demands. You might say "I am really busy lately. I have to do a lot of overtime just to (keep my head above water). It is also used to mean manage to survive financially. He took a second job to (keep the family's head above water).
<b>(Tried-and-true)</b>	This means something has been used or done and proven itself to be effective, reliable. The company has stuck with its (tried-and-true) marketing strategy. Or diversifying one's investments is often described as a (tried-and-true) financial strategy.
<b>(Jog someone's memory)</b>	In addition to run, the verb can also mean to give something a slight push or shake. And (jog someone's memory) uses this metaphorically to mean stimulate your memory. So you will nudge your memory. Imagine two weeks have passed since a meeting, you might look at your notes to (jog your memory) about exactly what was said.