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A Poker Mindset

Learnings from being a Poker Player



Why Poker and Business?

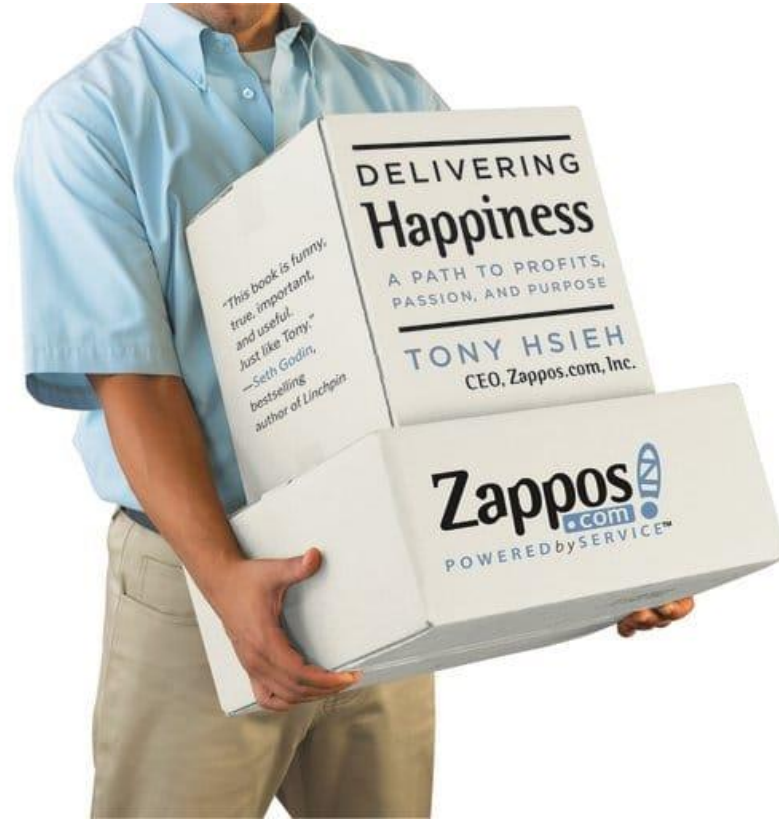


Table Selection - Evaluate Market Opportunities



VS



Your “brand” is important



- > Build your brand from the beginning
- > Use it to your advantage (marketing)
- > Help to shape stories about you (employer branding & reviews)



?

- > Don't think in risk - calculate expected value
- > Same Mind Set like a Venture Capitalist
-> Sometimes high risk, but possible return is worth the investment

- Remember that it's a long-term game. You will win or lose individual hands, but it's what happens in the long term that matters.





Don't play games that you don't understand, even if you see lots of other people making money from them

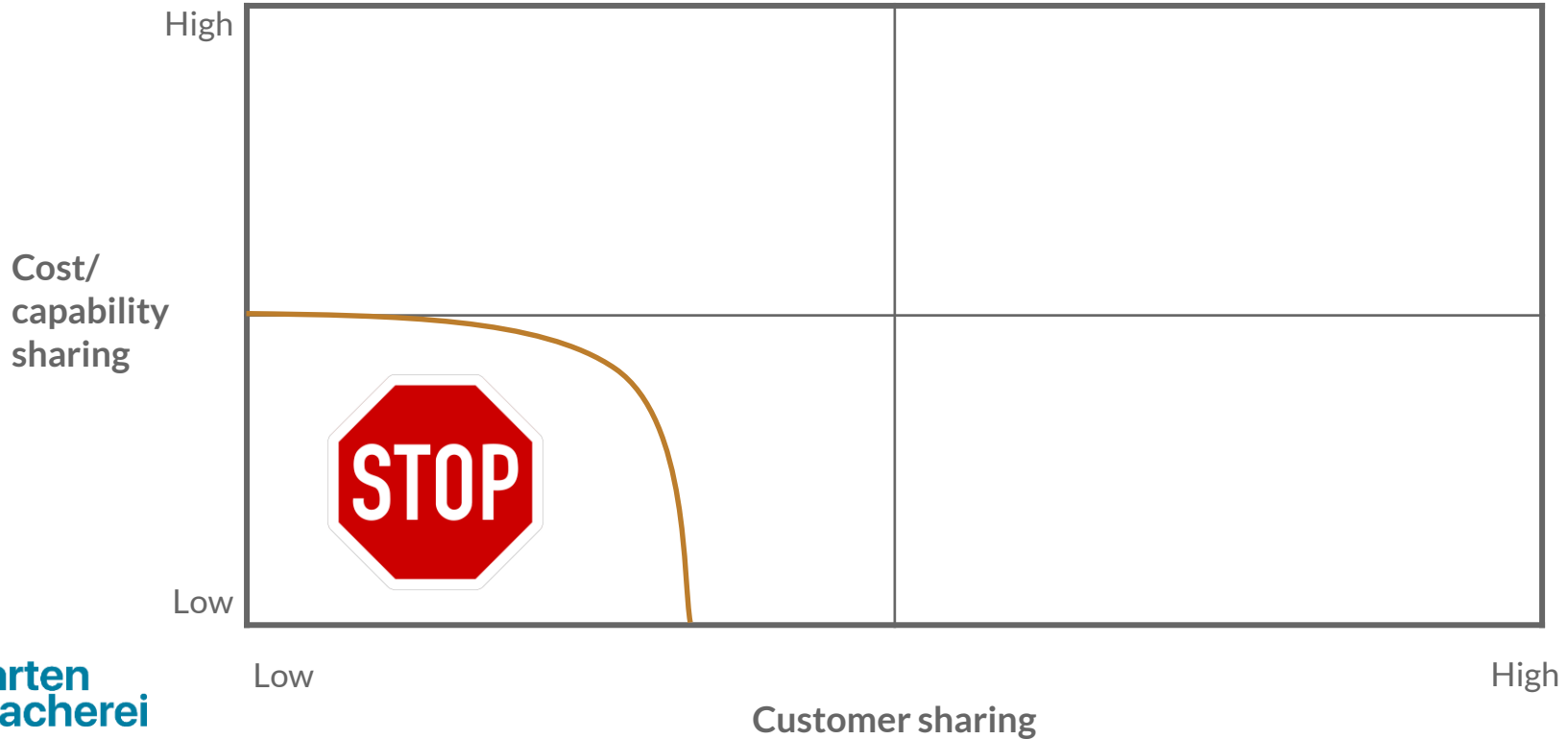
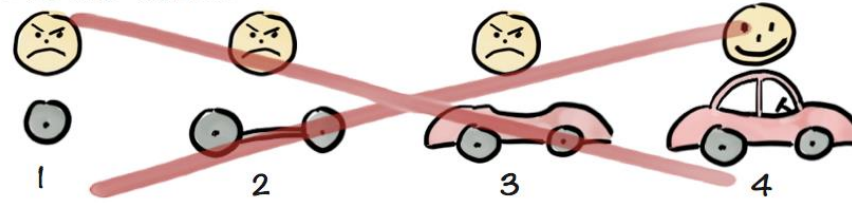


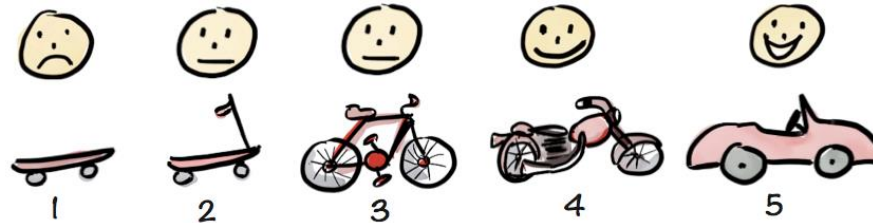


Figure out the game when the stakes aren't high!

Not like this....

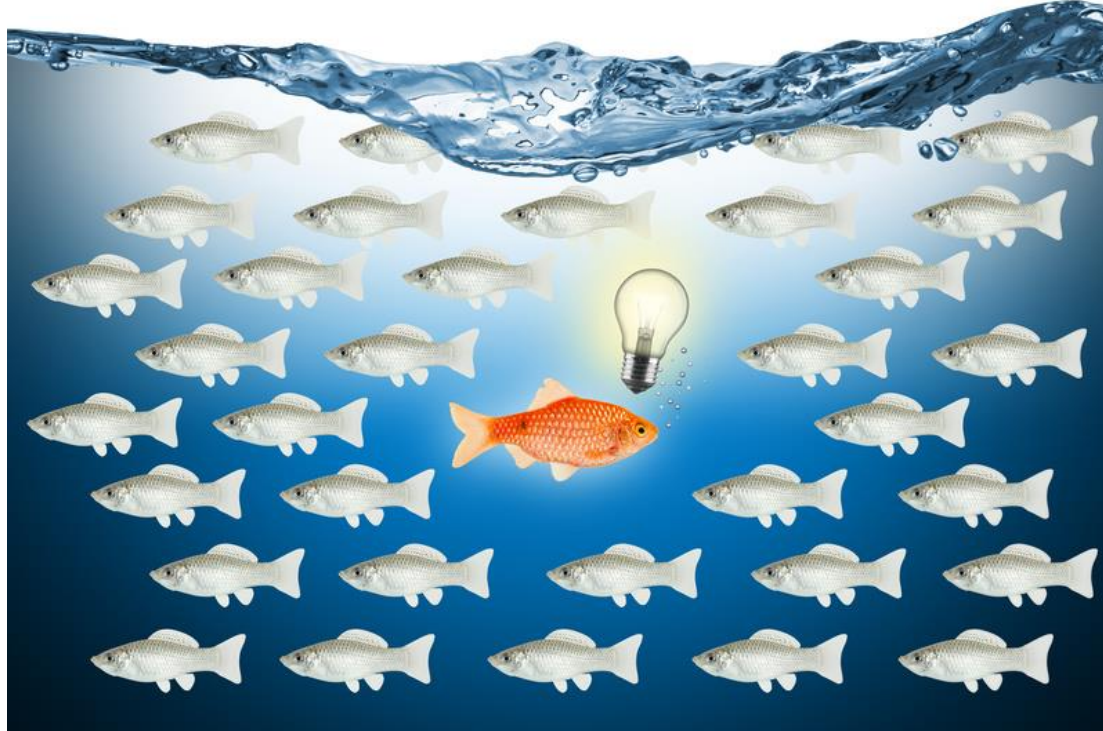


Like this!



by Henrik Kniberg

> Differentiate yourself. Do the opposite of what the rest of the table is doing.





Get better - opponents will learn and grow and close the gap (Nokia, Kodak, Blackberry)



> Don't be afraid to ask for advice! (Coldcalling, Cold-Emailing, Sparring, ...)



- > Learn by surrounding yourself with talented players (meetups, networking, ...)



Results-Oriented Thinking



Don't confuse the right decision with the individual outcome!

A weak player assumes he made everything right if he has won a hand and wrong if he lost a hand



> You've gotta love the game. To become really good, you need to live it and sleep it.



Example with incomplete information



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Thank You!

