



GETTING INTO THE SUCCESS MINDSET





Lesson 4

CAT, PIG, AND FROG BY MATTHEW CUA



The Cat

To Start . Be a copycat

Nothing is purely original everything is based on something existing.



The Pig

Piggy Bank

Build upon existing trends, technologies and Even companies!



The Frog

Leap Frog !

Pushing the boundaries of what is known, Possible and even allowed.



CAT

- Find a successful venture and a successful copycat
- In what way did the copycat improve on the original venture?

PIG

- Identify a trend (social, environment, technological, economic)
along with a venture that is successfully piggybacking on that trend.

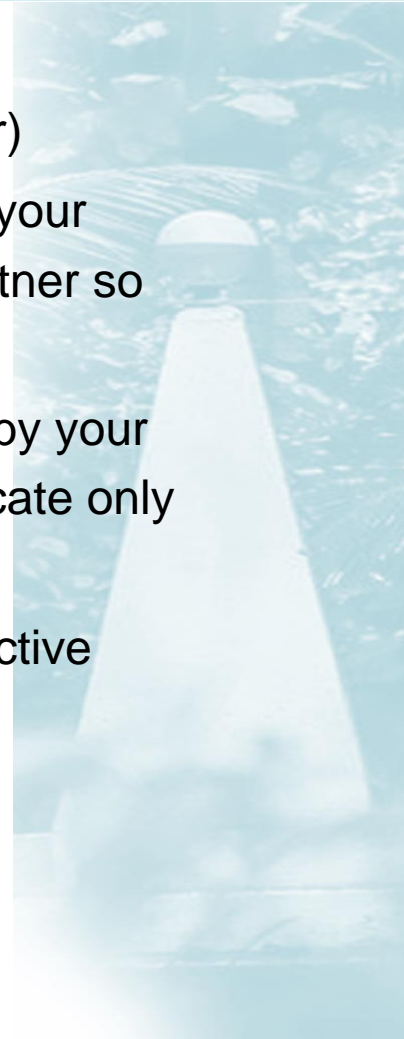




BEHAVIOR	STATEMENT
Pay It Forward	"Agree that you will get help from others, and pay it forward."
Storytelling	"Realize a something new by induction, and then learn to communicate the story with a new language."
Friend or Foe	"If you can't tell: Learn to trust others without expecting anything in return."
Seek Fairness	"Make deals that seek fairness (in positive sum transactions), not advantages (in zero sum transactions)."
Plain to Fail	"It is necessary to be wrong sometimes. Plan to experiment. Plan to Fail. (Fail Fast) Analyze, adapt and repeat. The smarter you think you are, the harder this is going to be."
Diversity	"Diversity your networks. Connect to people you would not normally, then go and listen. Open up. And connect them to others."
Believe	"Believe that you can change the world."
Good Enough	"Perfection is no good but good enough is perfect."
Role Model	"Be role model for other entrepreneurs and innovators."
Collaboration	"Individual vs team and competition vs partners."



- ❑ Pair up and sit with your backs against each other (i.e. facing away from each other)
- ❑ Person A: Receive and review the drawing from the facilitator but do not show it to your partner. You have 5 minutes to communicate the drawing to your partner so they can try to repeat the drawing from your descriptions.
- ❑ Person B: Bring out your pencil and paper. Listen to the description of the drawing by your partner and try to reconstruct the drawing from this description. You may communicate only verbally with your partner (i.e, asking questions).
- ❑ After 5 minutes, compare your replica to the original. Answer the following retrospective questions and share them with the class.
 - What went well? What practices helped?
 - What didn't go well? What practices were not effective?
 - What can be done differently?





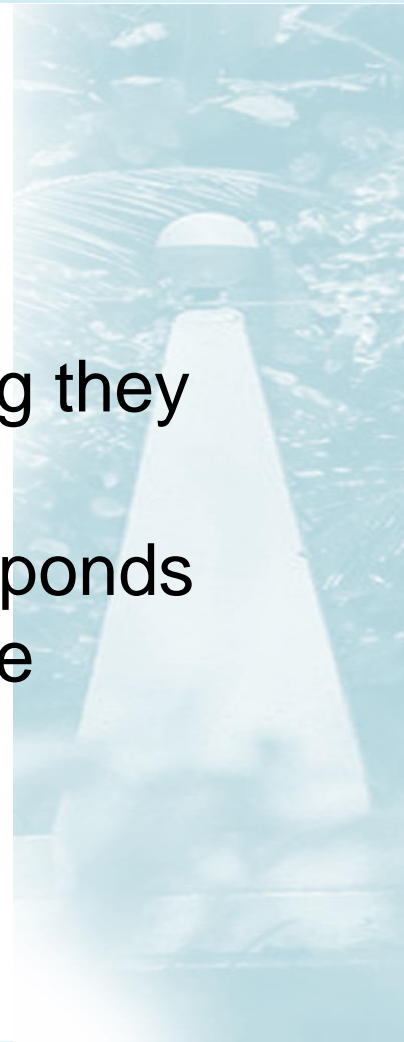
- ❑ <http://www.youtube.com/watch?v=ViFzHThoMKc>
- ❑ Form circles of eight people each
- ❑ One person starts by saying a word
- ❑ The person on the right checks out the last letter of the word and says a new word that starts with that letter
- ❑ Keep repeating the process until you make 5 rounds.



<https://blog.ganttpro.com/en/waterfall-vs-agile-with-adav>



- ❑ <https://www.youtube.com/watch?v=Qc2a3ppacUK>
- ❑ Form circles of eight people each
- ❑ One person starts by saying something about something they did recently
- ❑ The person on the right listens to the statement and responds with a “Yes, and ...”, i.e. to agree with it and to add more detail.
- ❑ Keep repeating the process until you make 5 rounds.





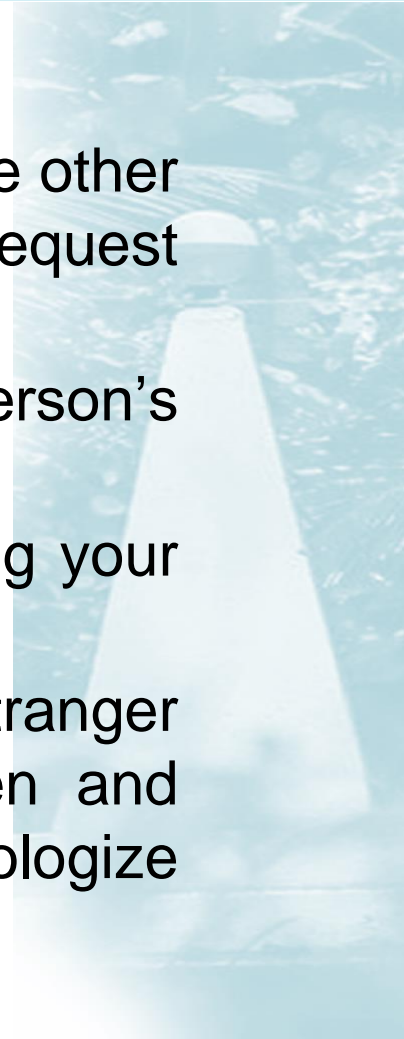
- ❑ Pick a partner from the class.
- ❑ Each of you should write down requests that you likely to be turned down for
 - Examples
 - Get a good discount on purchases of services or products
 - Sell something to them for rather high price
 - Take a picture with a stranger (for no reason)
- ❑ Try to get rejected: Attempt one of the requests above with your partner as witness. Ask your partner to record your attempt on video.
 - If they say yes, pick a harder requests and repeat the process
 - If they say no, nod graciously and accept the answer.
- ❑ Review your last attempt with your partner nothing your body language and your reaction before, during, and after the reaction. Also discuss how you felt before, during, and after the reaction. What will you do differently in future attempt?





Tips

- Be considerate and polite with your requests. Be conscious of the other person's boundaries, and make it clear that this is a casual request (with no pressure).
- Keep all your requests and comments respectful of the other person's body. Don't say anything sexual or rude about their appearance.
- Take no for an answer. If the person says no, say "okay", shrug your shoulders, and walk away.
- Recognize that some people have a very strong sense of stranger danger (particularly move vulnerable groups, such as women and disabled people). If the person seems too uncomfortable, apologize and leave.





Lesson 4

IDEA VS EXECUTION



IDEA



EXECUTION



BUSINESS

☹️	AWFUL IDEA	=	-1
😞	WEAK IDEA	=	1
😐	SO-SO IDEA	=	5
😊	GOOD IDEA	=	10
😄	GREAT IDEA	=	15
😁	BRILLIANT IDEA	=	20

☹️	NO EXECUTION	=	\$1
😞	WEAK EXECUTION	=	\$1000
😐	SO-SO EXECUTION	=	\$10,000
😊	GOOD EXECUTION	=	\$100,000
😄	GREAT EXECUTION	=	\$1,000,000
😁	BRILLIANT EXECUTION	=	\$10,000,000