

Alice is pretty sad.



She's almost thirty and she's reflecting on her life. She likes baking, she likes staying with her family, she likes playing portal with her little brother Colin, and buying clothes with the money that she - normally - gets from her job at the postal office.



But now there's been a breakthrough: because nobody sends letters anymore, the government reprioritized and the postal office has just had big layoffs.

She has had to get a job at Dunking and she still needs to pay her college loans, so you could say that she's in debt. Also, Alice's friend Sasha just got the job of her dreams to be a fashion model in Paris after years of working as a secretary in a fashion Magazine.



So Alice is jealous, and overall there's a lot of things that Alice is unhappy with right now.

Alice realizes that she needs to put more effort into her life and she wants to get ahead. She doesn't know a lot about getting ahead but she's worked at a post office for long enough that she's seen enough magazine's with this guy's face.



So she figures that to arrive to the gates of success, she'll need to either meet this guy, or arrive to a similar status. She then does thorough research of more people who have been successful in life.

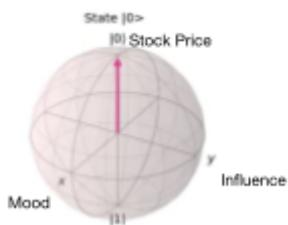


And she realizes that there are two common variables that can characterize success: net worth and role.

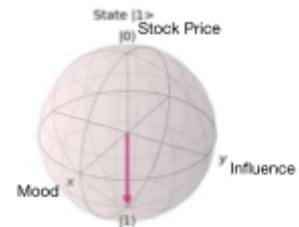
But Alice is interested in corporate success. So her goal is actually to get the most influential job at the most influential company. So she figures that the influence someone has in a company and their company's net worth. She's also dealt with enough angry customers that she knows that if people are not in a good mood, they are very unlikely to hire you. She also realizes that she wants to be in a better mood than she is at right now, so she will look for ways to improve in these three things, and hopefully meet Bill Gates in the process.



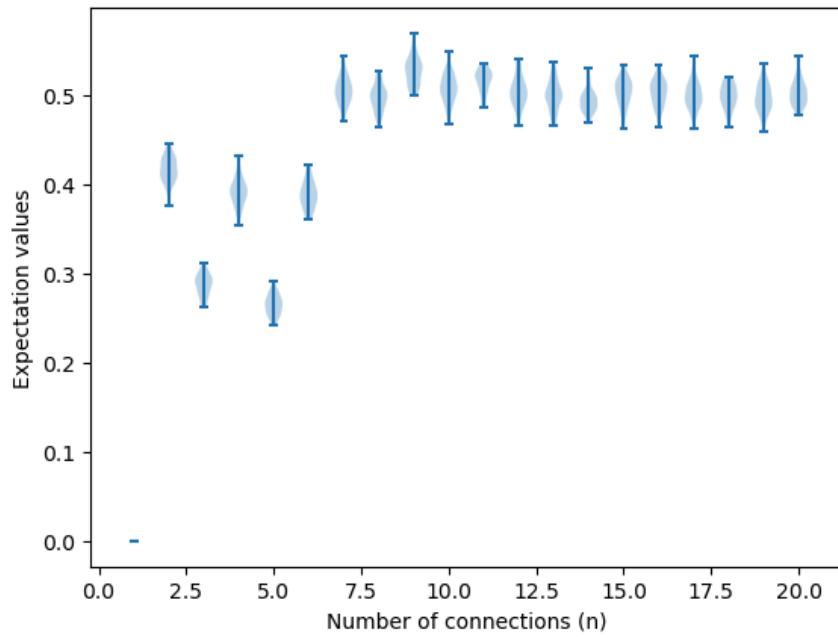
So Alice doesn't know anything about getting ahead, but seven years filing letters have made her pretty neat and visual. So she comes up with a neat way to visualize how people, and herself, are doing with respect to these three things she's measuring. So this is her



And this is where she wants to be.



Now that her friend Sasha has left, she needs to find more friends anyway, and she's heard that your network is your net worth. Because she wants to take this seriously she decides to perform a user study comparing people's success with how many contacts they have. She sees that the more contacts you have, the more likely it is that your performance averages out, which is a good proof that 1) not many people are selective in their friendships, and 2) more connections seems to increase your rating in this three variable scale.



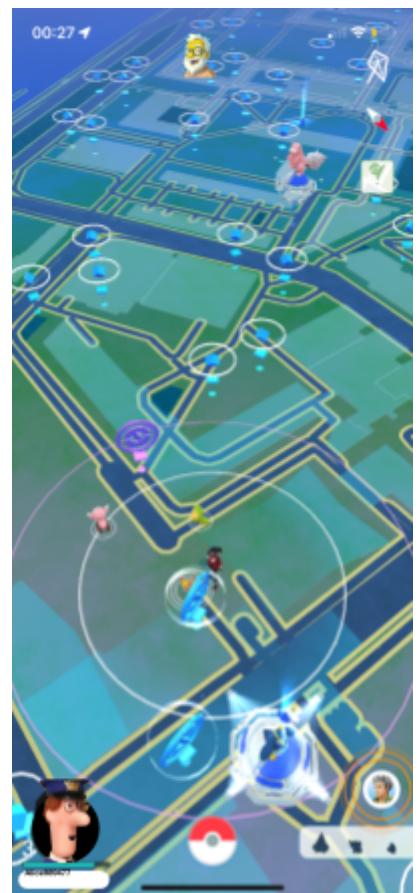
So because Alice wants to take this seriously, she thinks very hard about who to connect with so that she connects with the person with the highest combination of 'money', whose company's stock value is highest, and who's in the best mood, these things vary with the person so she will call them variables. This is her *objective*, and because her objective will be achieved in function of these varying variables, her objective is a function of the variables, and so she will call adding these three variables her objective function.

$$J(x, y, z) = x + y + z$$

So Alice sets out to broaden her network, but she has a limited sphere of influence.



And because she has a limited sphere of influence, she is only able to detect three people to potentially meet with





Peter Shor:

- mood: 0.708
- stock price (MIT): 0.866
- Role: 0.309



Dunking Donut Stufful:

- Mood: 0.058
- Stock Price (DD): 0.374
- Role: 0.0661



iQuHACK student Caterpie:

- Mood: 0.304
- Stock Price (self-made): 0.131
- Role: 0.129 (entrepreneur in training)

Because Peter Shor has the highest sum of corresponding entity stock price (equivalent), role and mood, Alice decides to connect with Peter Shor.

But Peter Shor was a far reach and establishing the connection took some effort.



Peter Shor was very busy and initially thought this was a strange interaction, but eventually, after persistence from Alice, the entanglement was established. However, lesson learned, it's better not to reach out to people too far out.



Alice is happy with her progress, she now has a deep, lasting connection with Shor, someone who knows someone who knows the google office in Boston is hiring a secretary. Alice gets very excited about the role and Professor Shor, who is in a good mood and with whom she shares this deep connection, recommends that Alice submits her resume.

Alice makes it to the interview round! And in the interview she meets Pauli, the hiring manager. In the interview Pauli tells Alice that there is absolutely only one role he can fill: that he's looking for someone with a specific kind of energy to hover around him continuously. So because Pauli says that hiring someone is mutually exclusive with hiring anyone else, Alice calls this the Pauli Exclusion principle. But Alice doesn't let this scare her because she's a bit more confident



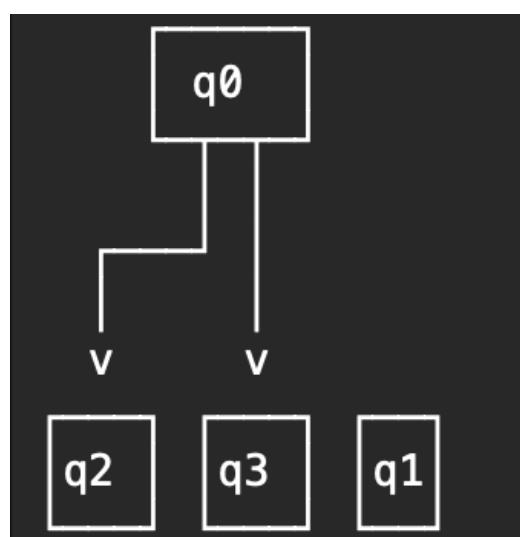
in her abilities, and is very professional in the interview. She gives off those vibrations that Pauli was looking for and Pauli sees that they're on the same wavelength: that Alice has the energy he's looking for.



So Alice gets the job, and because of Pauli's exclusion principle nobody else can get it and all other candidates have to find another job.

The job turns out to be quite busy, so she's too busy to connect with people while she works. But she does make it a point to meet someone new after every quarter. Since she's still new to this idea of optimizing your contacts, she reassesses whether to entangle with Dunking Donut Stufful and

iQuHACK student Caterpie at before assessing who to connect next and all other connections , even though each time she meets three new people from the connections of the person she last entangled with. And she's surprised because the sum of their mood, company stock price and influence is different from before.



So through this exercise Alice realizes that there are random events in life that change your valuations. She asks her manager about this and he says she should just learn to filter out the noise.



But she connects to two new people, and she begins to realize that when she starts a connection, it's almost as if their lives had become intertwined, entangled. They can talk and be connected even when they're far away, and Alice recognizes that she loses her individuality whenever she gets entangled with someone. She doesn't know anything about herself anymore, and she's not Alice anymore, now it's 'Alice AND Shor'.

By the end of the year, she decides to reassess whether all these entanglements are necessary. She has progressed significantly and wants to get some data about herself, which will require getting real and doing some harsh introspection. This is a pretty destructive process because to understand herself, she has to detach herself from the people she's entangled with. But she also realizes that she's very biased and that she's only going to say either yes she's made it to Gates' level or no, she's at the same point as before. So she decides to ask a bunch of people and get feedback, and she uses the average of that to determine how close she is to Bill Gates.

She does this and realizes that there's a lot of room for growth - she's not yet at Bill Gates' level. So she recognizes that she needs to level up.



She determines that this is now a lifestyle, it's not a new years resolution any more: meeting Bill Gates is her goal. So she's no longer looking at people's mood and whether it will affect her being hired: she's looking at people's personalities and whether they're likely to connect! Now she has a plan and nobody is going to stop her.



Two years have passed and now Alice has been meeting someone each quarter consistently, measuring her progress at the end of each year. And she's gotten so much ahead that now Alice has a glow up phase and she has gotten to state 1.



# The End



# Thank you, it's been quite a ride!



We acknowledge Postman Pat and Hedy Lamarr for the images of Alice before and after the transformation, respectively.