

# ISP-2021 EQ Hardcore Games

**Day 1: The Awareness & Stress Day**

January 12, 2021

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Skoltech

# Welcome to 2021 !



# Culture of Skoltech

- Speak English
    - Use every opportunity to become fluent
  - CAP: Courteous, Actionable (non-descriptive), Positive
    - “It is raining outside so I need 10 mins to find an umbrella and then I join you”
    - “If you are really depressed by the color of my tie, you may consider bringing to me another one and convince me of its merits”
    - Rephrase and practice
  - Reply and copy emails
  - Check Canvas
  - Turn on your camera
    - ZOOM culture +
    - Use the opportunity to train it !
- If you have any question, immediately raise your hand at any time: there are no stupid or inappropriate questions  
→ asking & sharing is unique learning opportunity: volunteer often
- Any digital activity in most classes (unless explicitly stated otherwise) is an illegal addiction that:
  - destroys your and your classmates learning experience
  - harms your leadership and innovation potential
  - leads to stress and possibly failure



# Welcome to 100% online

## ➤ GOOD NEWS:

- Online education as well as online job gives you some new tools and features
  - e.g. better pace and structure
  - of course, it lacks some things (see below), but if you master both worlds (online and offline), you are a Jedi
- It is very good for your future job interviews
  - Many professions will stay online forever
  - It is your job to prove that you are efficient online

## ➤ BAD NEWS:

- *H. sapiens* needs physical contact
  - Meet weekly in epidemiologically-correct ways
    - Pub on the 2<sup>nd</sup> day of this course
  - Be aware of your mental state
- Tangible prototyping is complicated
  - Employ deliveries
- Sitting all day is very bad for health
  - Jog outside twice a day



# 100% online culture

- Emerging indicators of a remote work idiot:
  - Video off (request to be questioned often)
    - If you can not secure good connection and environment, you create dangerous precedent for life
  - Talking without invitation:
    - But ! You must fight for your invitation through all info channels (chat + call) ! (lifetime learning)
    - In the online world everything has a chat and if you care you must be in this chat
    - Yes, you must prioritize



# Canvas and E-mail are your lifelines

- Check it everyday to receive crucial messages
  - reply and copy stakeholders
- Follow Skoltech requirements on proper emailing
  - e.g. clearance for medical leave
- Four MUSTs of writing the letter:
  1. name yourself
  2. explain your issue
  3. suggest the possible solution
  4. request feedback

People who are funny and smart and return phone calls get much better press than people who are just funny and smart.

Howard Simons

# Full time attendance requirement



- In Soft Skill courses you learn from the designed experience, not from the book
- If you do not show up, you steal learning not only from yourself, but also from your classmates
- Hence your full time attendance is crucial
- Your full attendance is also mandated by the Skoltech Regulation on attendance
- ISP attendance will be carefully monitored:
  - If you must leave for 2 hours, email DK & TA
    - If you just disappear, we just fail you

# On mandatory attendance

## Attendance

Every class and T-group session is **mandatory**

Unexcused absences **drop grade 1 full level**

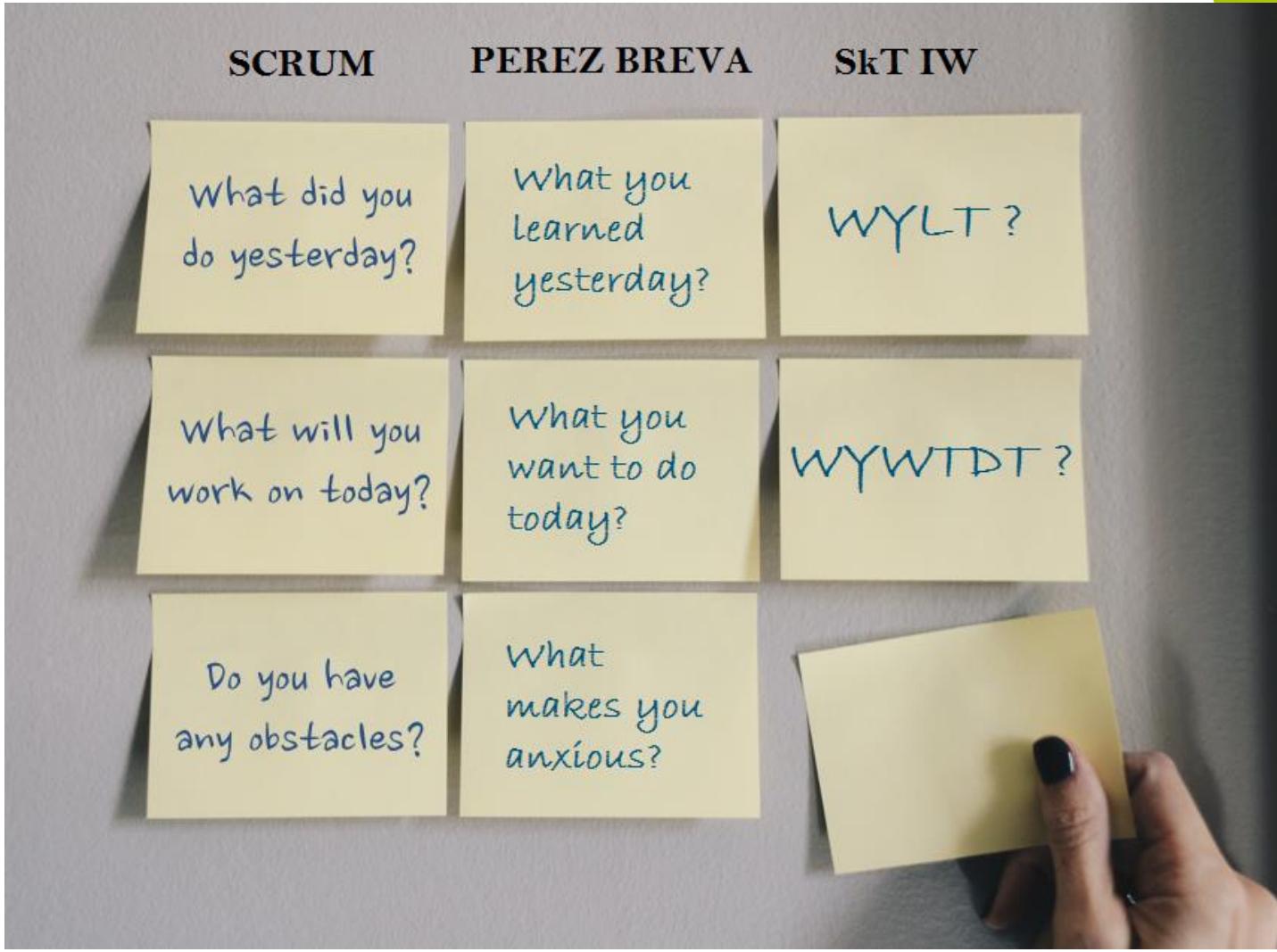
**No allowances** for interviews, recruiting,  
other classes, weddings, family events or...

# Our TA

- Ask questions.  
Leadership is 50% verbal  
(the rest is non-verbal)
  
- Our TA is  
**Anastasia Monakova**
  - LS MS-1
  - actively participated in BMEI and knows what is going on

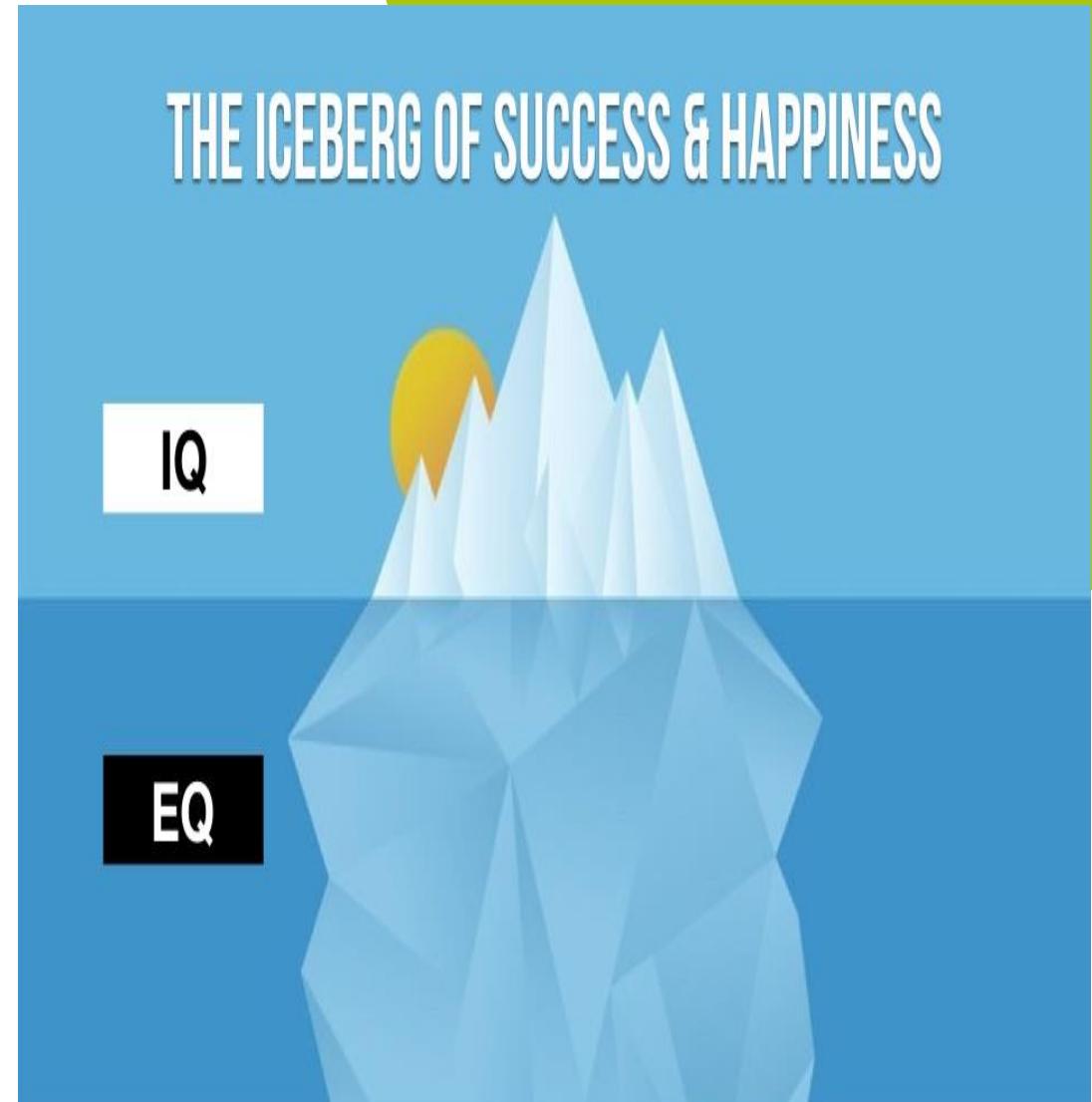
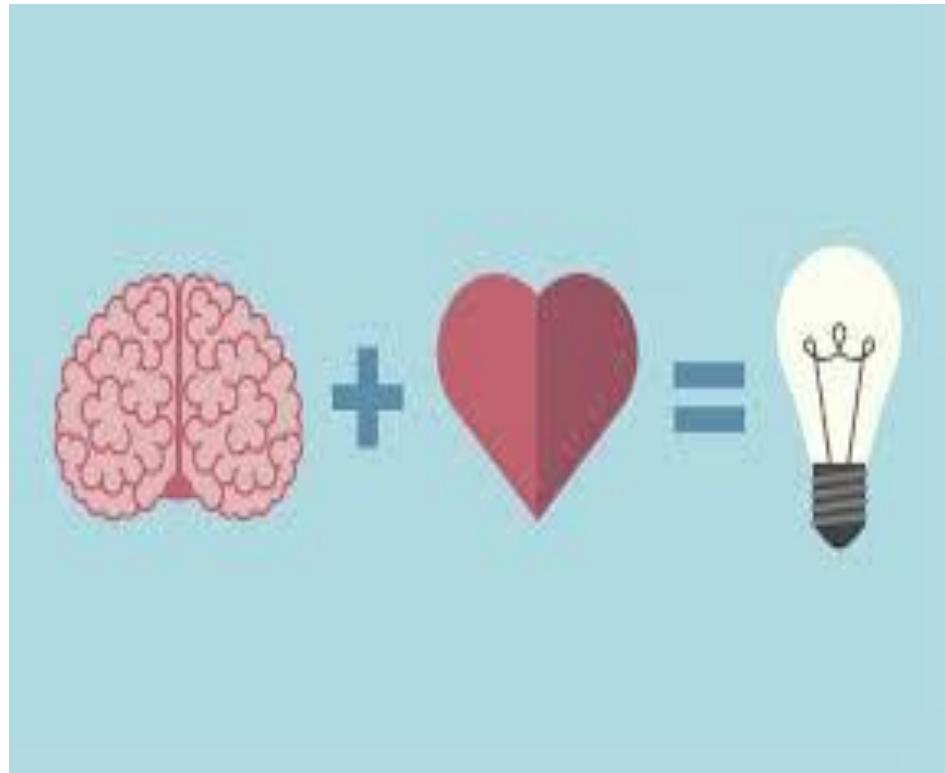


# What we do here



# Soft Skills are hard to define

- e.g. *Soft Skill master makes the same mistakes under pressure*



# Soft Skills do exist

## 1. DISCIPLINARY KNOWLEDGE AND REASONING

*UNESCO PILLAR: LEARNING TO KNOW*

- 1.1 KNOWLEDGE OF MATHEMATICS AND SCIENCES
- 1.2 KNOWLEDGE OF APPLIED SCIENCE AND ENGINEERING SCIENCE
- 1.3 KNOWLEDGE OF INNOVATION AND ENTREPRENEURSHIP
- 1.4 INTERDISCIPLINARY THINKING, KNOWLEDGE STRUCTURE AND INTEGRATION
- 1.5 KNOWLEDGE AND USE OF CONTEMPORARY METHODS AND TOOLS

## 2. PERSONAL ATTRIBUTES – THINKING, BELIEFS AND VALUES

*UNESCO PILLAR: LEARNING TO BE*

### 2.1 COGNITION AND MODES OF REASONING

- Analytical reasoning and problem solving
- System thinking
- Creative thinking
- Decision making (with ambiguity, urgency etc)
- Critical thinking and meta-cognition

### 2.2 ATTITUDES AND LEARNING

- Initiative and the willingness to take appropriate risks
- Willingness to make decisions in the face of uncertainty
- Responsibility, intensity, perseverance, urgency and will to deliver
- Resourcefulness, flexibility and an ability to adapt
- Self-awareness and a commitment to self-improvement, lifelong learning and educating

### 2.3 ETHICS, EQUITY AND OTHER RESPONSIBILITIES

- Ethical action, integrity and courage
- Social responsibility
- Equity and diversity
- Trust and loyalty
- Proactive vision and intention in life

## 3. RELATING TO OTHERS – COMMUNICATION AND COLLABORATION

*UNESCO PILLAR: LEARNING TO WORK WITH OTHERS*

### 3.1 COMMUNICATIONS

- Communications strategy and structure
- Written, electronic and graphical communication
- Oral presentation and discussion
- Inquiry, listening and dialogue

### 3.2 COMMUNICATIONS IN INTERNATIONAL ENVIRONMENTS

- Communications in English in scientific, business and social settings
- Effective interaction in different cultural and international settings

### 3.3 TEAMWORK

- Forming effective teams
- Team operations and project management
- Team coordination, decision-making and leadership
- Team growth and evolution
- Technical and multidisciplinary teaming

### 3.4 COLLABORATION AND CHANGE

- Establishing diverse connections and networking
- Appreciating different roles, perspectives and interests
- Negotiation and conflict resolution
- Advocacy
- Bringing about intentional change

## 4. LEADING THE INNOVATION PROCESS

*UNESCO PILLAR: LEARNING TO DO*

### 4.1 MAKING SENSE OF GLOBAL SOCIETAL, ENVIRONMENTAL AND BUSINESS CONTEXT

- Appreciating the potential and limitations of science and technology, their role in society and society's role in their evolution
- Taking responsibility for sustainable development, including social, economic, environmental and work environment aspects
- Understanding the technical products, systems and infrastructure of the sector
- Understanding the enterprise – culture, stakeholders, strategy and goals
- Understanding the business context – markets, policy and ecosystem of the sector

### 4.2 VISIONING – INVENTING NEW TECHNOLOGIES THROUGH RESEARCH

- The research process – hypothesis, evidence and defense
- Basic research leading to new scientific discovery
- Research aimed at developing new technologies
- Imagining utility of new science and technology
- Developing concepts and reducing to practice

### 4.3 VISIONING – CONCEIVING AND DESIGNING SUSTAINABLE SYSTEMS

- Identifying stakeholders need and wants
- Identifying and formulating objectives and goals
- Conceiving and architecting products and services around new technologies and identifying their impact
- Disciplinary and multidisciplinary design for sustainability, safety, aesthetics, operability and other objectives
- Understanding the technical context and ecosystem of the product or service
- Design process management, including planning, project judgment and effective decision-making

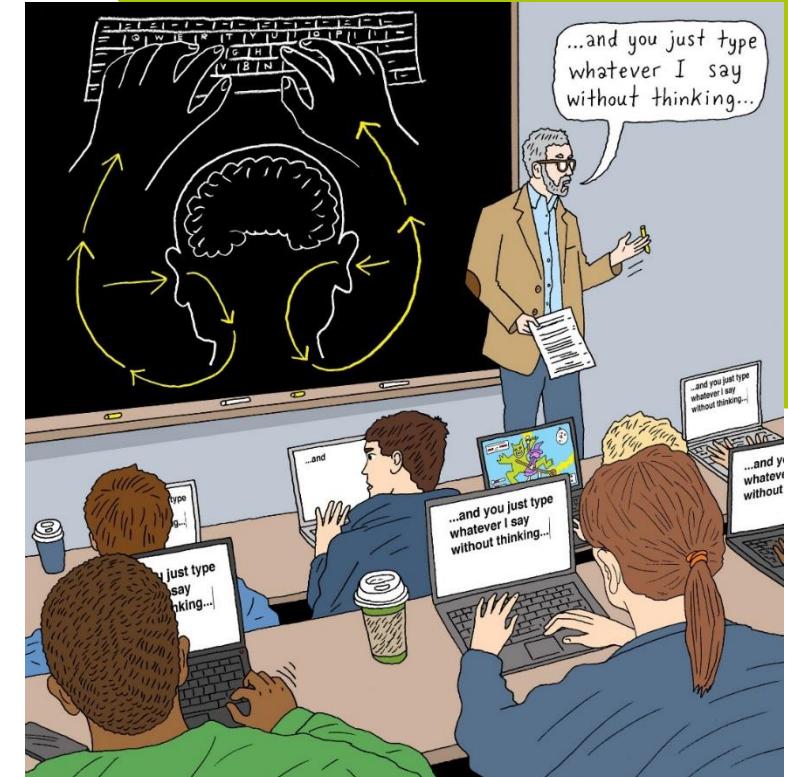
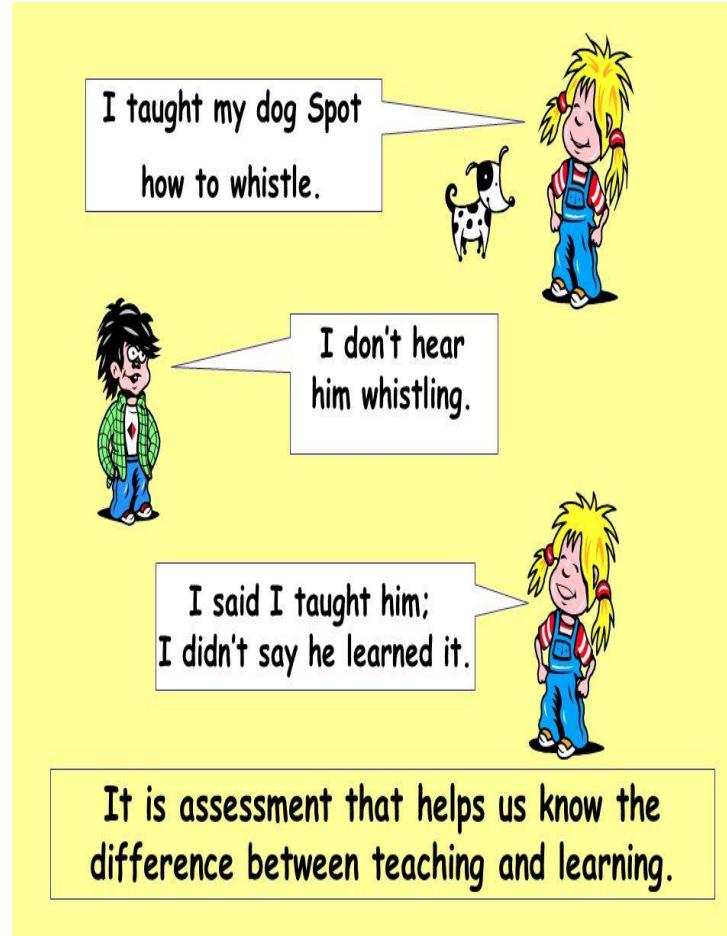
### 4.4 DELIVERING ON THE VISION – IMPLEMENTING AND OPERATING

- Designing and optimizing sustainable and safe implementation and operations
- Manufacturing and supply chain operations
- Supporting the system life cycle including evolution and disposal
- Implementation and operations management

### 4.5 DELIVERING ON THE VISION – ENTREPRENEURSHIP AND ENTERPRISE

- New venture conceptualization and creation
- Financing product development and new ventures
- Building and leading an organization and extended organization
- Initiating engineering and development processes
- Selling, marketing and distributing products and services
- Understanding the value chain – the innovation system, networks and infrastructure
- Managing intellectual property and respecting the legal process

# Soft Skills can be learned only through practical exercise



# You must want to win

- **Society teaches us humility and composure**
  - You must pretend that you do not care
    - It is good for your social status, negotiation and for your mental health
  - However, if you do not care, you will not win
    - You will heal pain of failure with the good story and learn how to keep playing without winning
- **Emotion indeed derails you**
  - Both agitation of victory and depression of failure derail you
    - we will discuss stress management later today
- **Learn to manage will to win**
  - Learn from victory and move on + Learn from failure and move on
    - In both cases you will perform better in future
  - But if you do not care, you will not learn and never progress

**SOMETIMES  
IT'S EASIER TO  
PRETEND THAT  
YOU DON'T CARE,  
THAN TO ADMIT  
IT'S KILLING  
YOU.**

KUSHANDWIZDOM

# The way you behave today

- In this class you must care
  - **The way you behave today defines the way you behave in life unless you take your lessons**
- Look around and you will find your classmates who want to win
  - Sometimes you think that all people around you are calm observers
  - That is not true. Observers loose. But some people win. Learn from them.
  - At least one person is here



# KEYNESIAN BEAUTY CONTEST

- Guess integer between 1...100
  - 9, 24, 58, 72
- We sum up all numbers from the group and calculate 2/3 of the average
- **The WINNER is the one whose integer is closest to the 2/3 of the average !**
- **The way you behave today defines the way you behave in life**



# Mathematics clearly does not work !

# Solving the Beauty Contest Game

- Suppose a player believes the average play will be  $X$  (including his or her own integer)
  - That player's optimal strategy is to say the closest integer to  $\frac{2}{3}X$ .
  - $X$  has to be less than 100, so the optimal strategy of any player has to be no more than 67.
  - If  $X$  is no more than 67, then the optimal strategy of any player has to be no more than  $\frac{2}{3}67$ .
  - If  $X$  is no more than  $\frac{2}{3}67$ , then the optimal strategy of any player has to be no more than  $(\frac{2}{3})^267$ .
  - Iterating, the unique Nash equilibrium of this game is for every player to announce 1!



# How to win Keynesian beauty contest

- Do you care to win?
- How many mathematicians are in the room?
- How many tricksters are in the room?
  - Make your bet
  - Analyze the result
    - Define your group structure in mathematicians and tricksters
    - Calculate your bet
  - Repeat

# KEYNESIAN BEAUTY CONTEST

Most popular is not necessarily most beautiful



Daphne Dore



Mary Austin



Nancy Woodruff



Helen Ryan



Tippi Hedren



Joan Tebe

Now! Elect **Miss Rheingold 1953**

„It is not a case of choosing those [faces] that [...] are really the prettiest, nor even those that average opinion genuinely thinks the prettiest. We have reached the third degree where we devote our intelligences to anticipating what average opinion expects the average opinion to be. And there are some, I believe, who practice the fourth, fifth and higher degrees.”

Keynes, General Theory of Employment Interest and Money, 1936

# PERSONAL KEYNESIANISM



BEAUTY PAGEANT

Plastic Surgery Blamed for Making All Miss Korea  
Contestants Look Alike



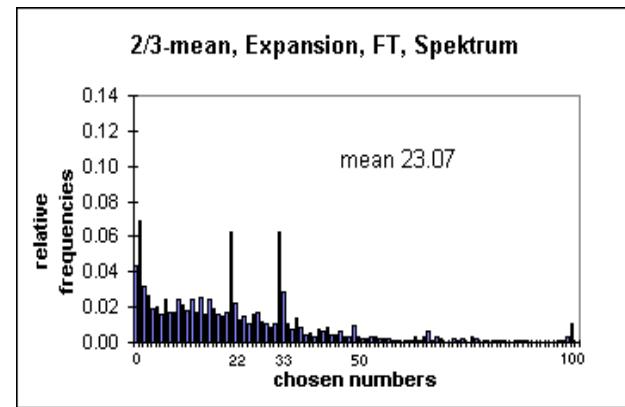
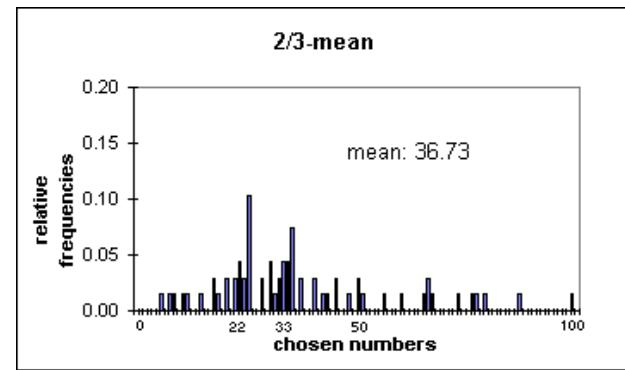
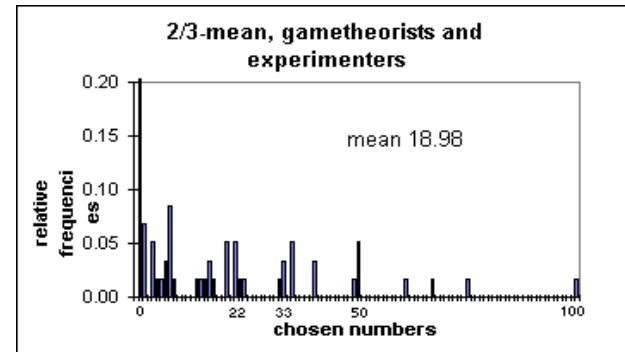
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# SOCIAL KEYNESIANISM (LEADERSHIP)



# Picture in their heads

- Do you care to win?
- How many mathematicians are in the room?
- How many tricksters are in the room?
  - Make your bet
  - Analyze the result
    - Define your group structure in mathematicians and tricksters
    - Calculate your bet
  - Keep going



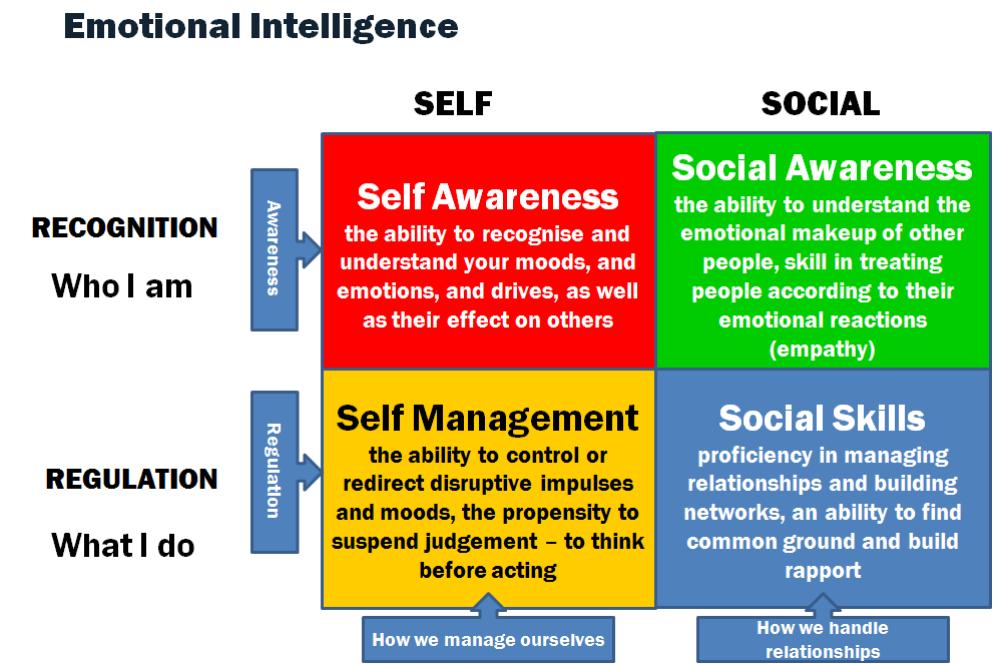
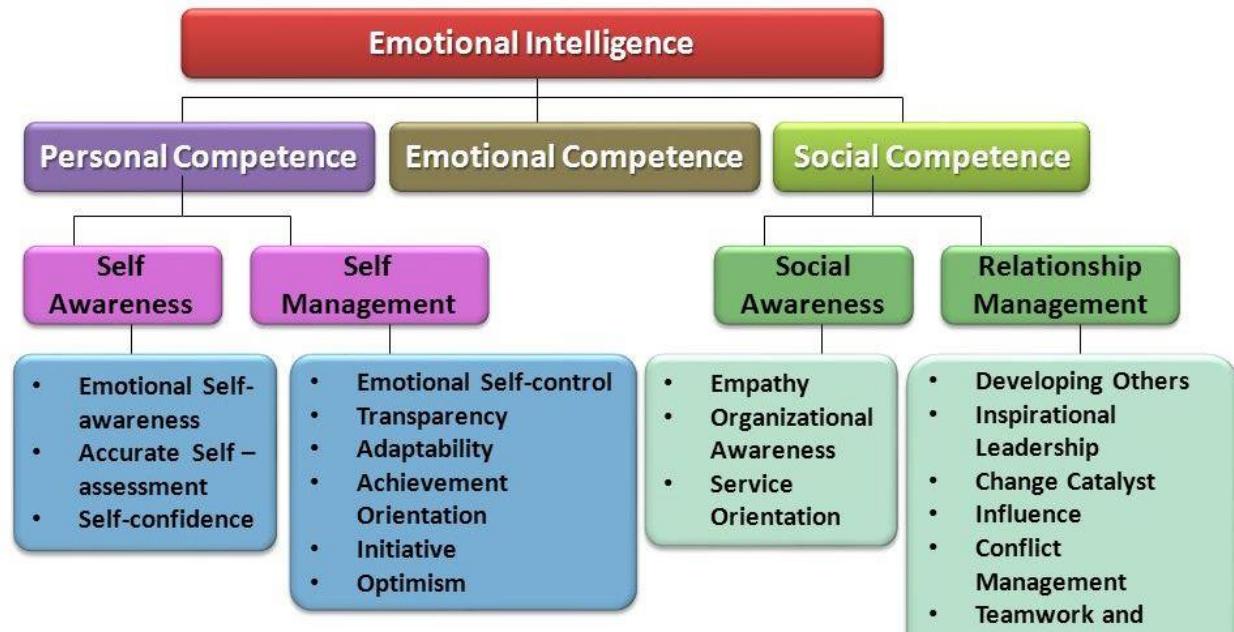
# Soft Skills are EQ Matrix

- Soft Skills have too many names that are oversold:
  - “Leadership”, “Teamwork”, “Time Management”, “Decision making”, and more !
- Three pillars of all of that are:
  - **Awareness (WYWTDT)**
    - personal/group goals and values
  - **Stress management**
    - stress is your brain hardware feature
  - **Influence**
    - making others do your thing
- These three pillars are surprisingly interconnected and interdependent
  - **Taken together, they are called EQ (Emotional Intelligence)**



# EQ = social common sense

- That is hard to learn and apply (and teach), because emotions are beyond cognitive reasoning



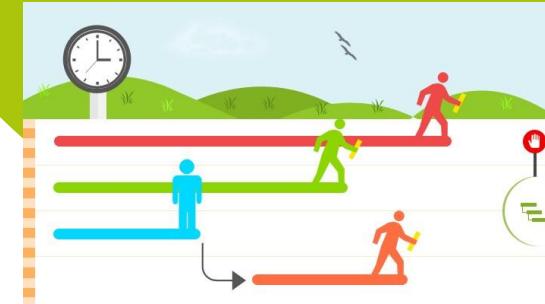
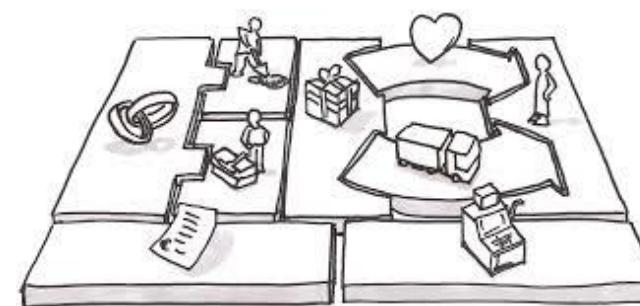
- **EQ**

- Goals & Values
- Influence  
(active listening → empathy → rapport)
- Stress management (recognize tension → relax)



- **Project Management**

- Elevator pitch (*Sci*)
- Osterwalder
- Gantt (*Engineering*)



- **Negotiations (influence the influencers)**

- BATNA
- win-win
- picture in their heads
  - back to EQ ☺



**KNOW YOUR BATNA**



# Making others do your thing

## ➤ Making your team do your project:

## ➤ Leadership or Manipulation?

- Depends on your intent and team result. It is manipulation if:
  - you do it only for your personal benefit without accounting for the benefits of others
  - or if you fail to lead your team to success
- If your team wants to sleep under the rain, probably manipulating them a little is good to their health
  - but if they get ill anyway, you will be guilty
- Doing well by doing good is the fine art
  - Some people call it WIN-WIN but beware:
    - Labels and slogans are designed to make you pay

## ➤ Inspiration or Manipulation?

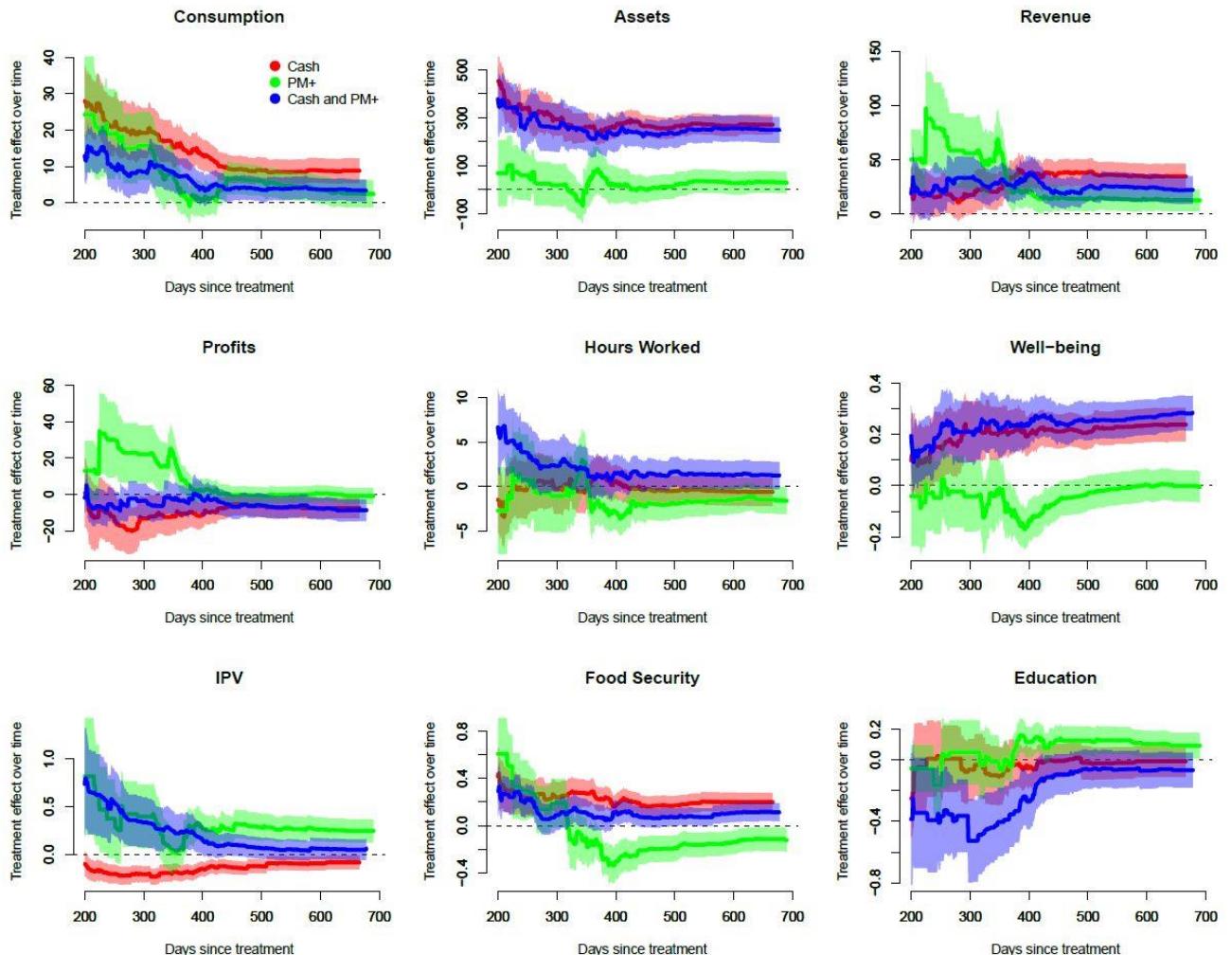
- Where is the border between inspiration and manipulation?
- Ask a poet and keep doing your job, while she sings



# Soft Skills Measurements

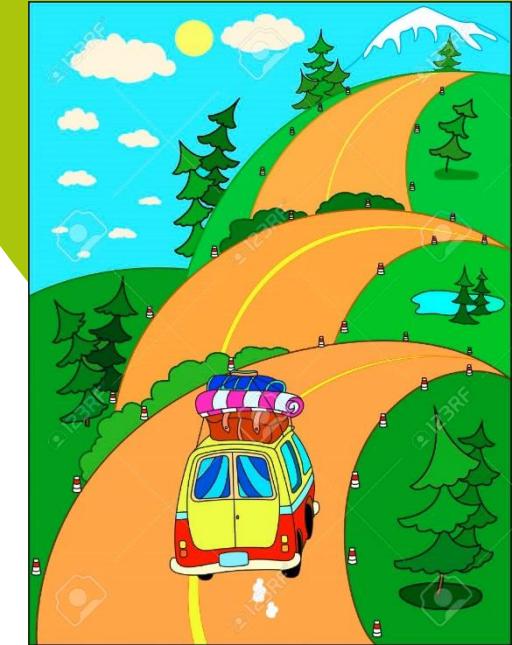
- Can you survive without soft skills?
  - No
    - science
    - Innovation
    - corporate
- Can you survive on Soft Skills only?
  - No
    - Be proud of your Skoltech training and industrial experience

Figure F.1: Treatment effects over time



# Steps to develop your EQ

1. Learn how to figure out what drives you
  - What you need the money for
  - What you buy using this money
  - Why you need it
    - Maybe you can obtain it without money? Optimization!
2. Learn how to influence others
  - Some of them know what they want and will not let you ride on their plans unless you are really competitive and influential
3. Learn how to get out of stress of dealing with these stubborn dumb egoistic people



# 5000 RUR AUCTION

- This is real money. You may need it:
  - to do your dream project
  - to build your dream family
  - to make happy your best friend
    - If you pass it, you certainly
- No boundaries no rules
  - **Beyond criminal code**
- Your job is to care
  - If you choose not to care about money, it is allright
    - Imagine this is something you care about
    - If you think you do not care about anything in life, you gotta think twice and hard
- **The way you behave today defines the way you behave in life unless you take your lessons**



# 5000 RUR AUCTION RULES

## The Dollar Auction Game

Shubik (1971) introduced the so-called Dollar Auction Game:

In an auction, bidders can buy one dollar. The rule is that every bidder has to pay the highest offer given during the auction. If Bidder A offers 35 cents and Bidder B 40 cents, then Bidder B gets the dollar and has to pay 40 cents, but Bidder A has to pay 35 cents and gets nothing.



# 5000 RUR AUCTION

Make your bid !



KEEP  
CALM

AND

GET READY  
FOR  
TRAINING

# 5000 RUR AUCTION

- Those who chose not to make a bud please explain why you made this choice
  - In 100 (one hundred characters)
  - This statement is shown to you as an orientation tool because it is exactly one hundred characters



## Hotel Room TABATA workout

DON'T LET YOUR VACATION STOP YOU FROM WORKING OUT! TRY THIS QUICK TABATA-STYLE WORKOUT IN YOUR HOTEL ROOM!

 **HIGH KNEES** :20 :10 REST REPEAT 4X

 **PLANK JACKS** :20 :10 REST REPEAT 4X

 **STILETTO SQUAT** :20 :10 REST REPEAT 4X

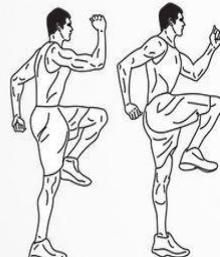
 **PUSH UP PUNCH** :20 :10 REST REPEAT 4X

 **SKATERS** :20 :10 REST REPEAT 4X

GET HEALTHY U

## EARN YOUR LUNCH WORKOUT

by DAREBEE © [darebee.com](http://darebee.com)



- 1 minute march steps (warmup)
- 1 minute high knees
- 1 minute rest
- 1 minute high knees
- 1 minute rest
- 1 minute high knees
- 1 minute rest
- 1 minute high knees
- 1 minute rest
- 1 minute high knees
- done

## GET MORE OUT OF YOUR LUNCH BREAK

Work in some exercise to keep your body moving and your mind sharp.



#MoveItMonday

MoveItMonday.org

MOVE IT MONDAY!

## The Dollar Auction Game

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**TELL ME  
EXACTLY  
HOW YOU  
CAN LOOSE  
THIS GAME ?**

# THIS IS HOW FAILURE LOOKS

- Before your eyes 50% of the class have voluntarily withdrawn themselves from the certain distribution of money

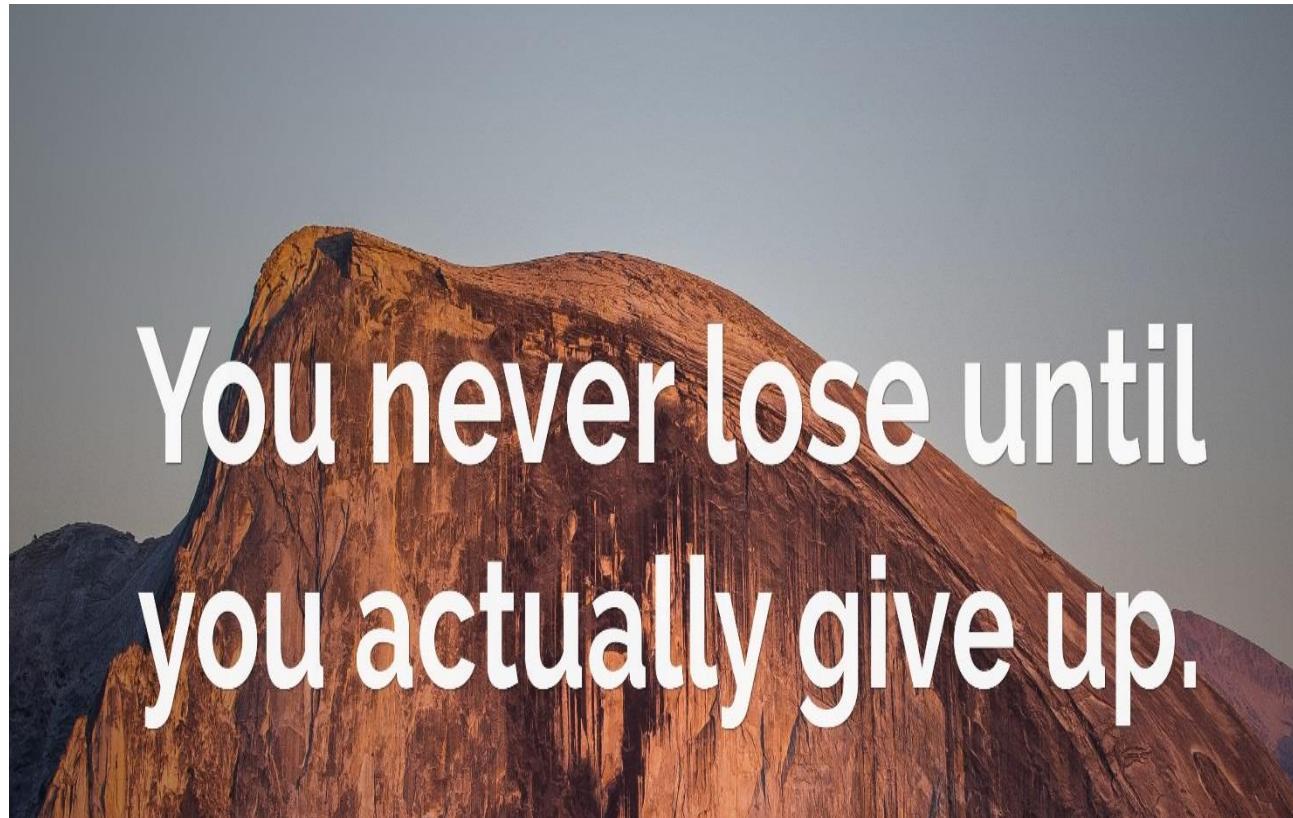


Dark Side of the Horse will be back joyreactor.com

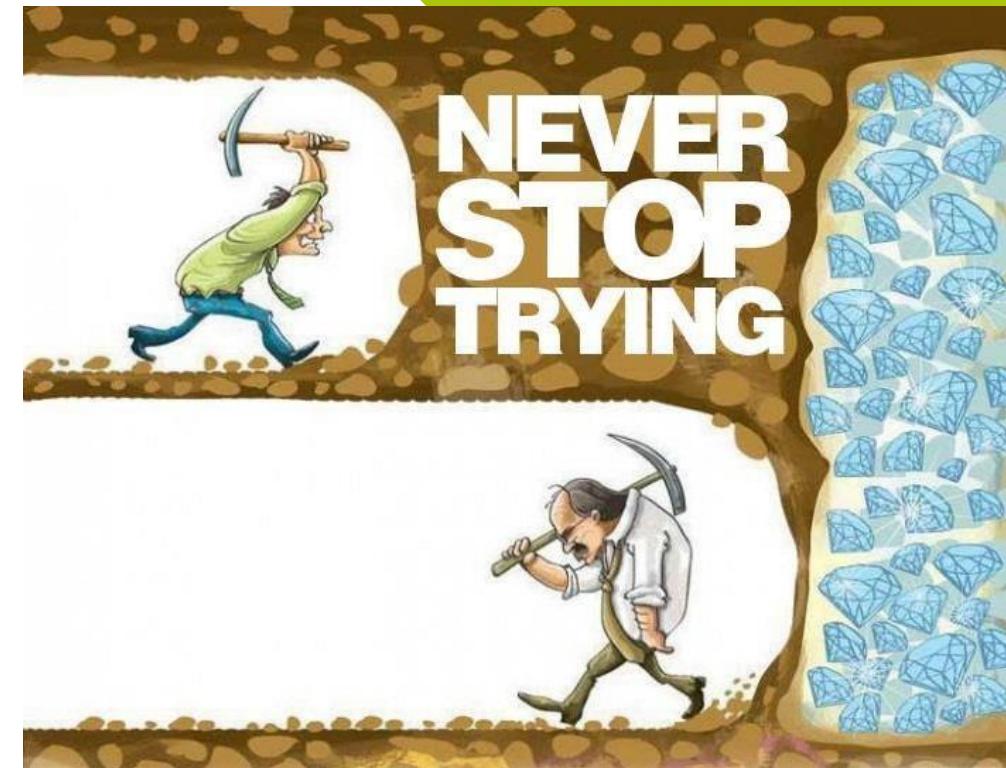


# THE GAME IS OVER ONLY WHEN YOU GIVE UP

YOU CAN  
ONLY  
LOSE  
when you  
GIVE  
UP

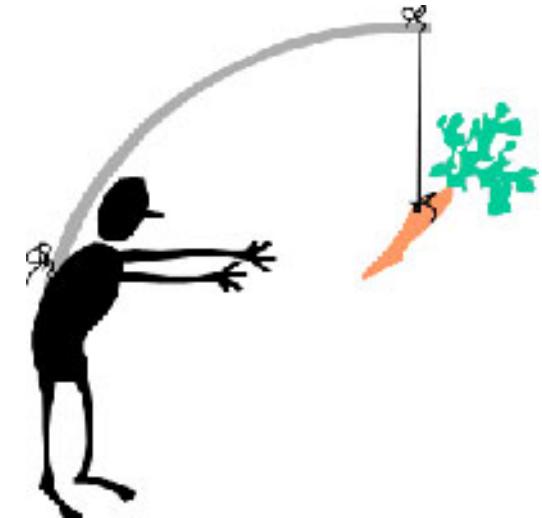


You never lose until  
you actually give up.

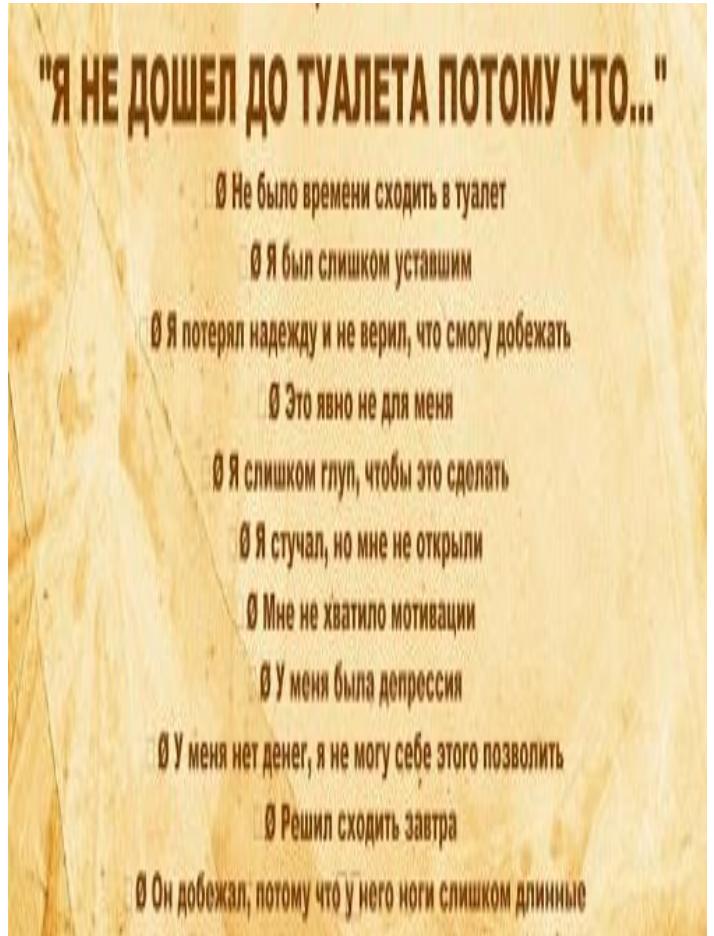


# The Illusion of Motivation

- Motivation is a misleading illusion (delusion)
  - If you see your hunch across the corridor, you will approach it/him/her in 2 seconds without any additional motivation
  - If you do not see your hunch, you will keep sitting
    - The power of the hunch attraction is balanced by the strength of your and other people barriers
  - **THE NEXT SLIDE IS DRAMATIC**
    - for a reason



# The Illusion of Motivation



"I pissed my pants BECAUSE..."

- I did not have time to look for the toilet
- I was too tired
- I lost hope
- It is not mine thing
- I could not enter the toilet because of the crowd outside
- I decided to postpone the visit to the toilet till tomorrow

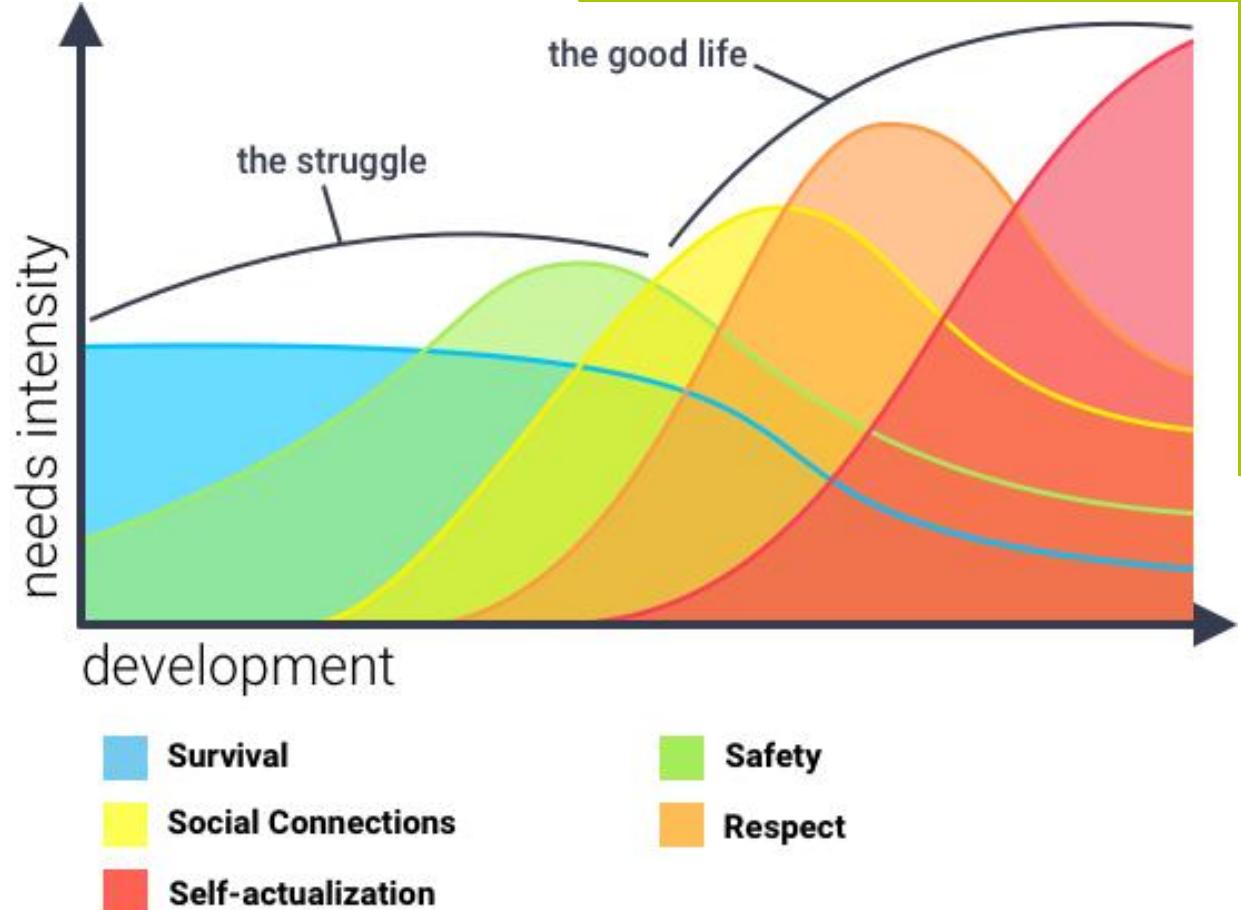


• [YOUR NAME] HAS DIED  
BECAUSE... [put here YOUR  
REASON FOR NOT PLAYING]

**if you think you do not have an unlimited resource,  
just stop breathing**

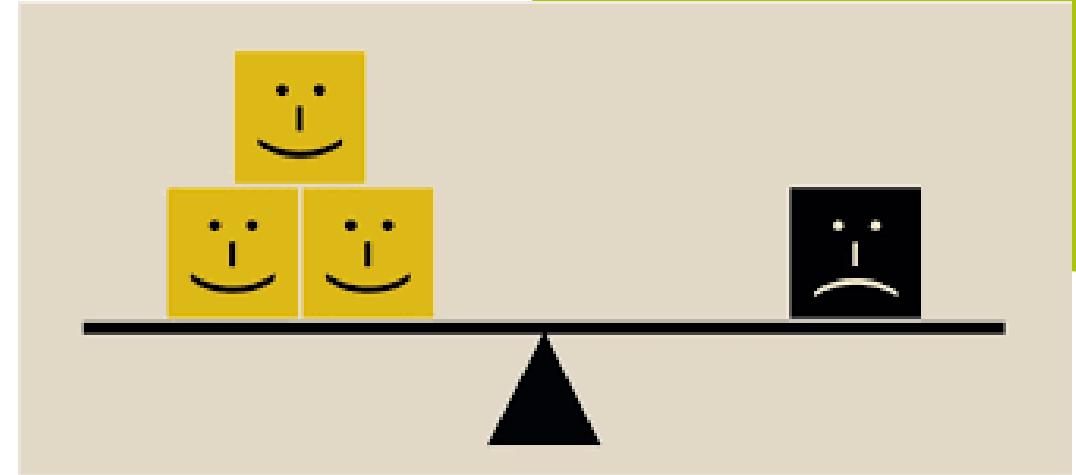
# True motivation is unconscious

- Your Unlimited Resource is bordering physiology
- Find what makes you tick and let it drive you !



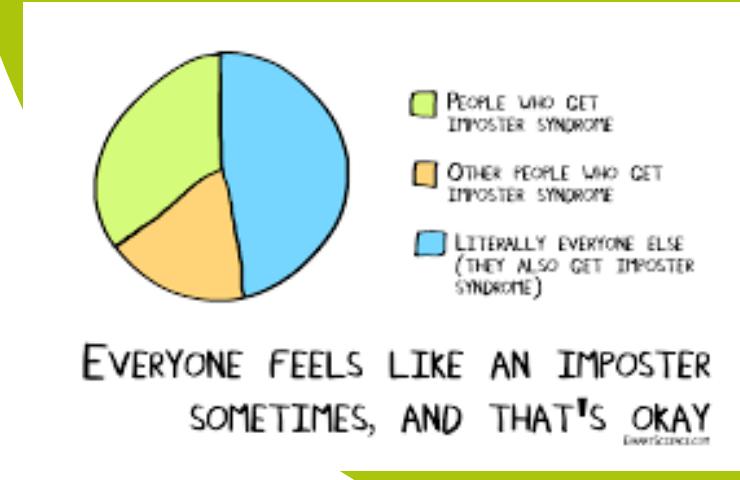
# NEGATIVITY BIAS

- Essential for our safety
- But is safety ALWAYS the priority?
  - Learn to juggle risks and opportunities



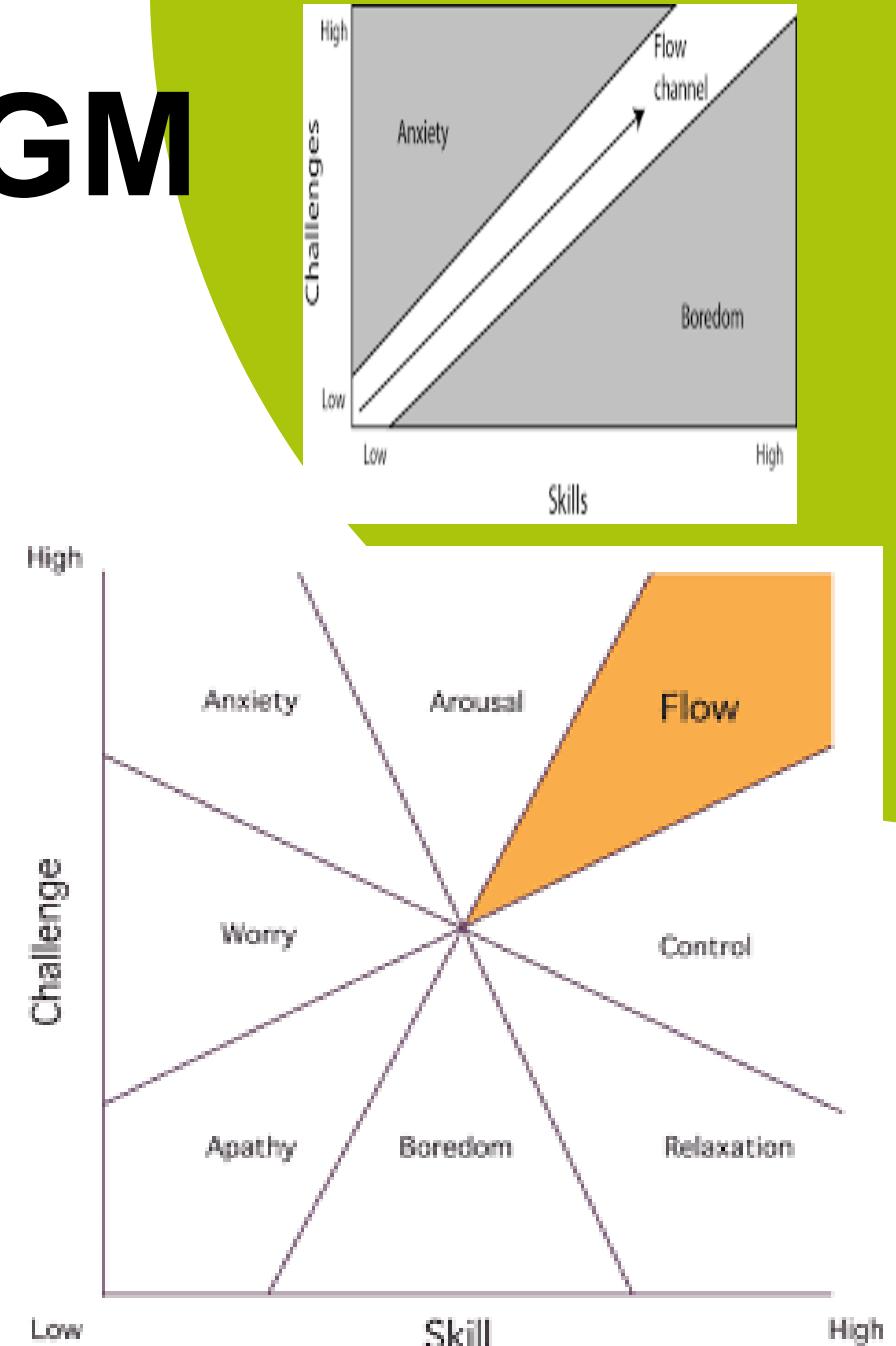
# POPULAR SYNDROMES

- ADMISSIONS MISTAKE (a.k.a. Imposter syndrome)
  - Admissions committee does not make mistakes
    - You simply do not know what they want – try to figure it out, but you may never do
- TRAIN IS LEAVING
  - Next train is arriving
    - Hunt for your hunch because you only want the hunch train
    - You will drop off this train anyway
- I AM NOT GOOD ENOUGH
  - This is tough existential stuff – the only remedy is meditation
    - When you meditate, all doubts and questions dissolve and only jobs to do on hunch stick
- I HURT GOOD PEOPLE WHO RELY ON ME
  - That is simply megalomania. Get some rest !



# THE FLOW PARADIGM

- Your brain is wired to fit challenge with skill
- When you match skill with challenge you get into the flow
  - **Sounds easy But both skill and challenge will matter only if they comply to your Goals and Values**
  - The best way to de-stress any situation is to figure out what is your goal in this situation and what is the optimal way of action towards this goal in compliance with your values



# 5000 RUR

- You think it is an artificial manipulative game?
  - You really think that in your life you will always be supported by the loyal people sharing 100% of your values?
    - Out of three cofounders of startup:
      - one will want pizza
      - another one – lottery, and
      - the third one – equal cash distribution
  - LEADERSHIP WITHOUT LEVERAGE: super popular topic in modern corporate world

- Are you creator or destroyer?
  - If you create, are you sure your team shares your values?
    - e.g. pizza, or philanthropy, or equal sharing, or whatever
  - If you destroy, are you sure it helps you to reach your goals?
    - Make sure you know the goals of your destroying action
- Are you bored?
  - It means that you will be bored again when next time you encounter competition for crucial resources. So you better try now to look for your unlimited resource and then figure out the keys to the game
    - If you think you do not have an unlimited resource, stop breathing
    - Now look which part of your breathing may use some money
- The keys to the game are:
  - personal awareness:
    - **which goal of mine is supported by my current action?**
  - social awareness:
    - **do people around me share my values or have something to trade?**
  - **INFLUENCE: 1) make them listen, 2) make them agree, 3) make them act**

**5000 RUR**

We are tired, puzzled and confuzed.

It is time for the New Code Game !

world famous

# ALPHABET EXERCISE

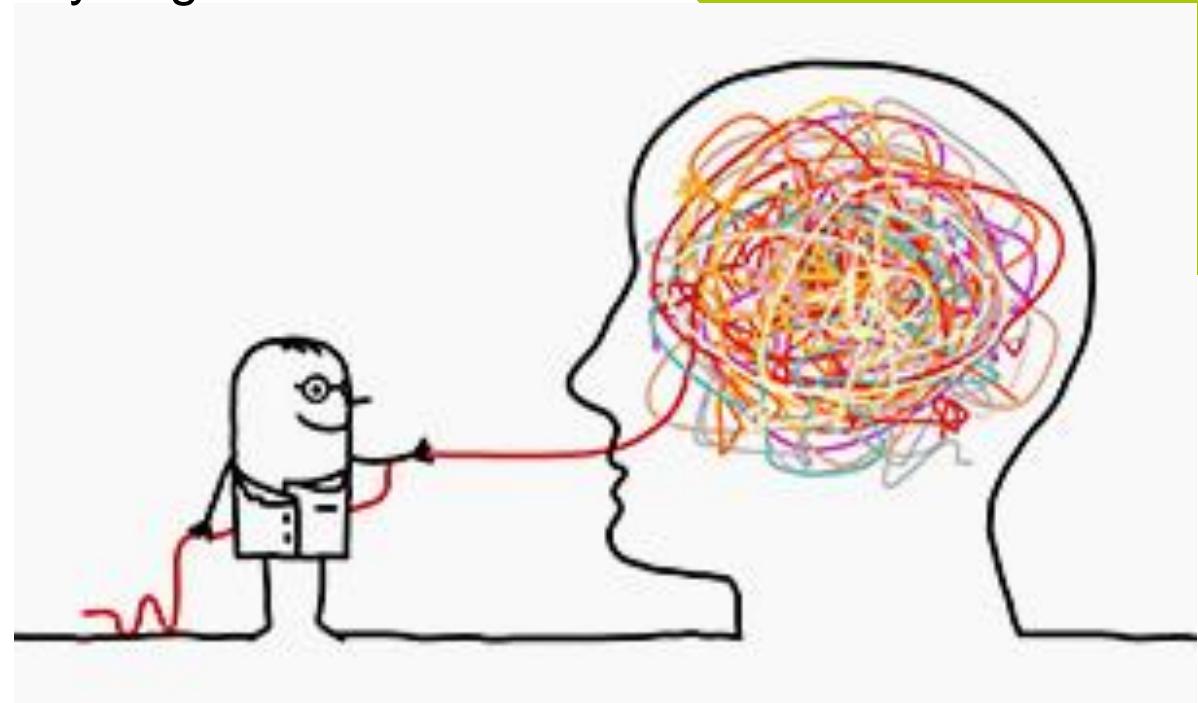
- Stand comfortable in some distance from the monitor.
- As each box changes color, call out the letter displayed on the top while performing the activity below the letter:
  - L=raise then lower left hand
  - R=raise then lower right hand
  - B=raise then lower both hands
- Do it for 15 minutes and your life will change for good. ;-)
  - Lost pace? Made mistake? Got distracted?
  - No problem at al! Smile and restart !



# **STRESS**

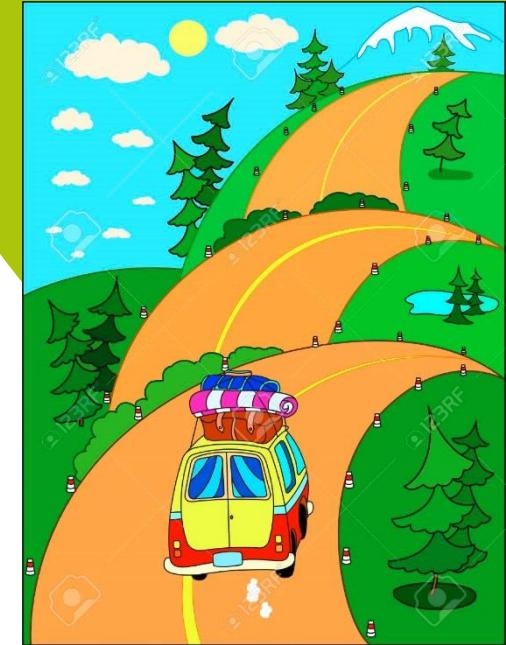
# The Working Technique

- Physical exercise + brain processor dump + visualization of emotional setup
  - The more effort you put the more result you get
- Seeing it and writing it up
  - Before it is hidden and fades
- Saying it in a group
  - When you say it, it is being cleared up and solidified
- Listening to others
  - Shifting paradigms
- Starting again
  - Several rounds in one session are good



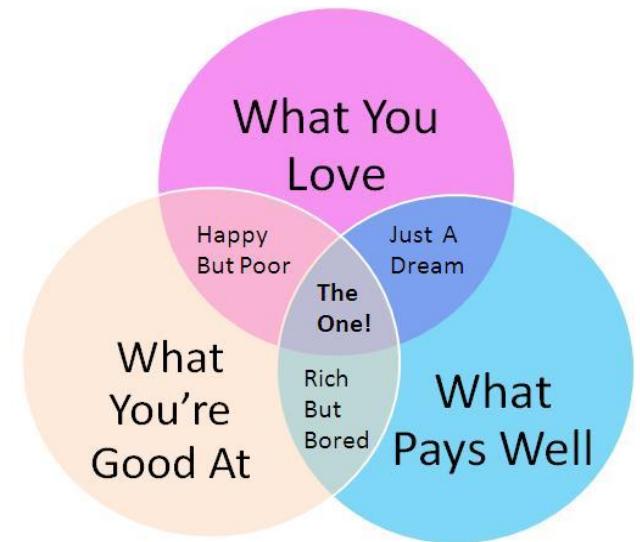
# Next steps

1. We figure out what drives us
  - What we need the money for
  - What we buy using this money
  - Why we need it
    - Maybe we can obtain it without money? Optimization!
2. We figure out how to influence others
  - Some of them know what they want and will not let you ride on their plans unless you are really competitive and influential
3. We figure out how to get out of stress of dealing with these stubborn dumb egoistic people
  - **THEN WE PLAY THE 5000 RUR AUCTION AGAIN**



# Your passion is buried deep inside you

- Your true goals:
  - Unique
  - Divine
  - Subconscious
  - Physiological
- Both your brain and society hide them
  - Nobody likes competition
    - Including other people
  - Your brain plays smokes and mirrors and must be stormed
- **But if you think you do not have an unlimited resource, just stop breathing**



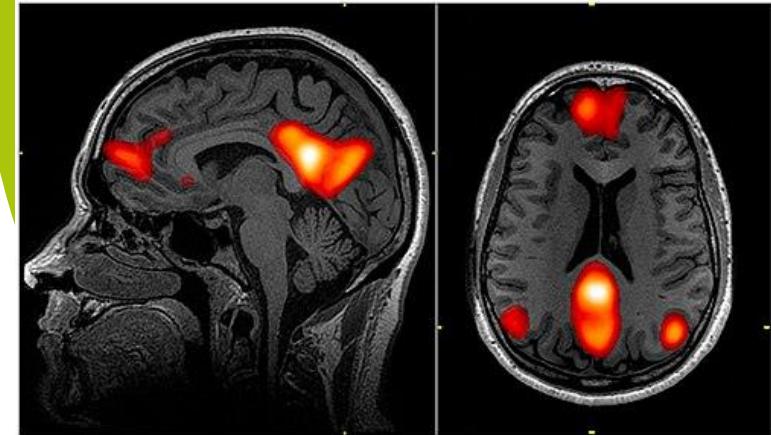
Finding your passion isn't just about careers and money. It's about finding your authentic self. The one you've buried beneath other people's needs.

[meetville.com](http://meetville.com)

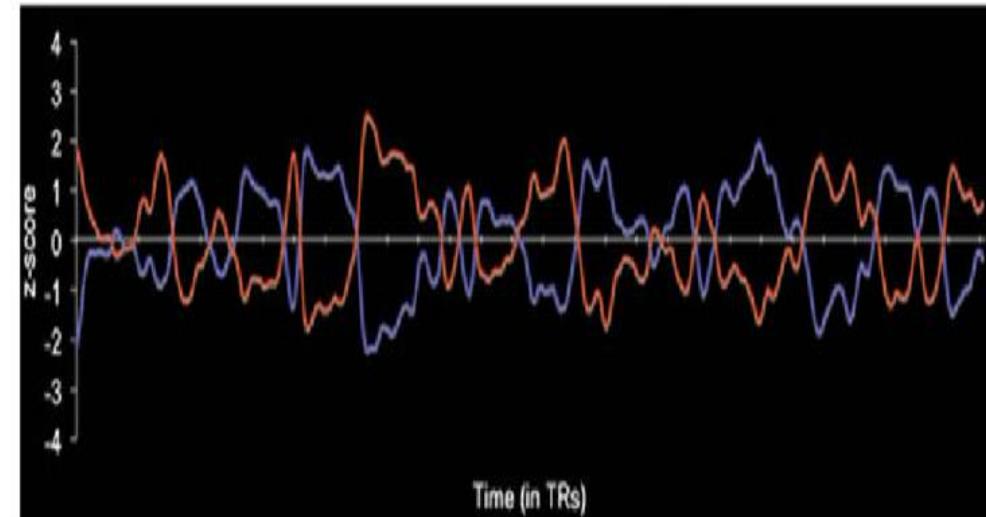
Kristin Hannah

# FEEDBACK LOOPS INSIDE OF YOU

- Brain circuits (networks):
  - TPN = Task Positive Network
  - DMN = Default Mode Network
  - TNN = Task Negative Network
- Creativity and Eureka moment = TPN + TNN + DMN
  - TNN & DMN while keeping TPN active
- This explanation is as made up as the MIND GAMES story, but it is published in PNAS
  - Still the mind games story is proven to work through the centuries



Anticorrelation of default mode and task positive networks



# Goals vs Values

- Goal is SMART, value is absolute
- Goal can be achieved and completed, value keeps guiding
- Goal is something we want, value is something we are
  - Neither is good or bad

**What Is a **SMART** Goal?**

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**PROJECTMANAGER**

# The Goals and Values Smoke and Mirrors

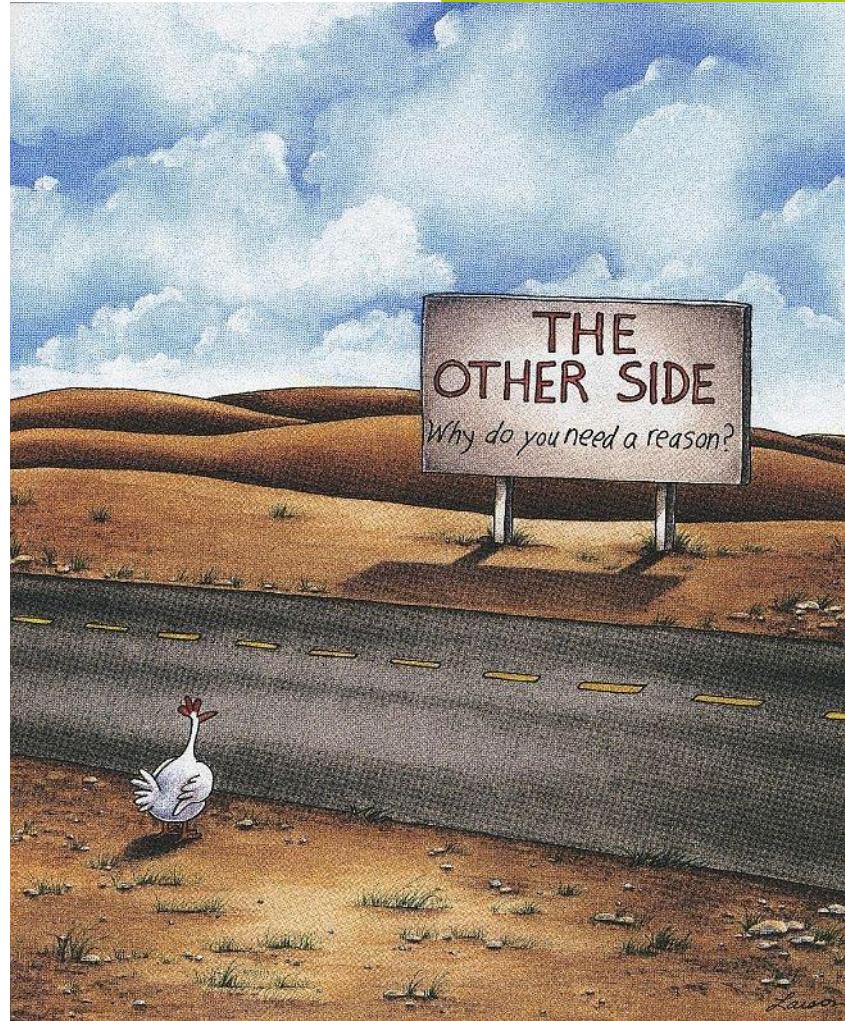
- When you approach your true goals and values, your mind becomes inspired and agitated
    - Nobody likes competition !
    - Feedback loop, confusion, stress
  - If your true goals and values contradict your social role, your mind becomes confused and frightened
  - Religion is the prepacked set of proven Goals and Values
    - Feedback loop, confusion, stress



# Mind games

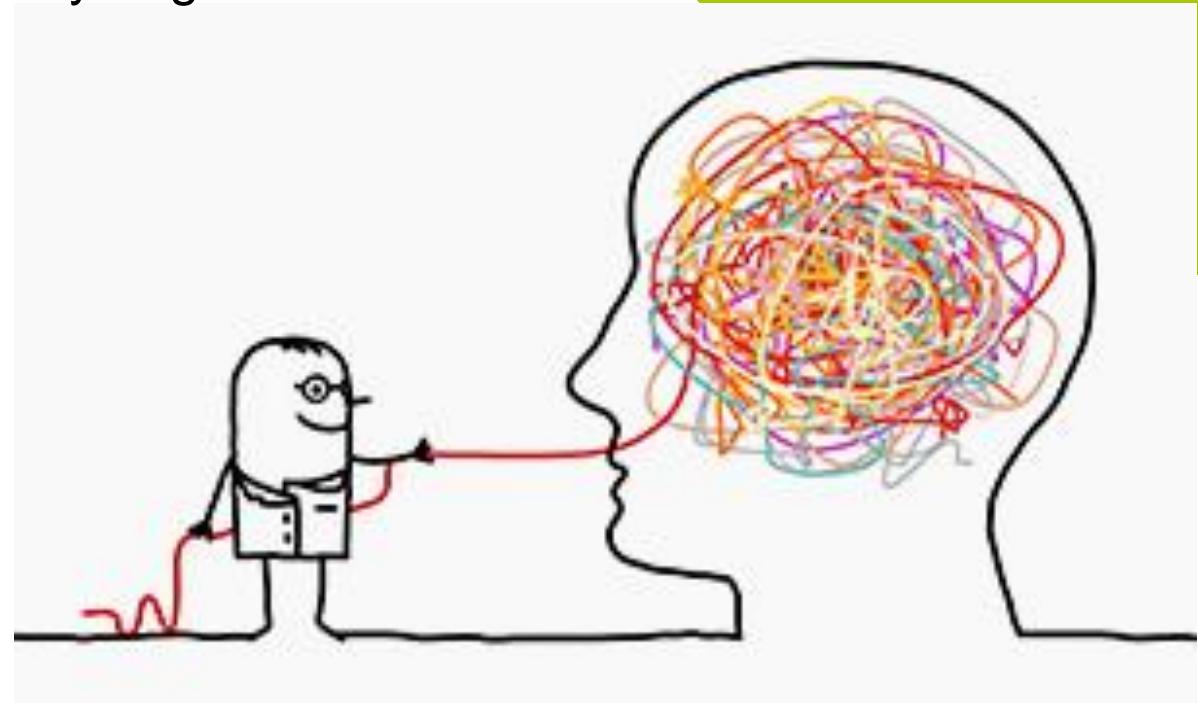
- dào kě dào fēicháng dào

道可常  
非常道  
非常可  
名常非  
常非常  
道可常  
非常道  
道可常  
非常道

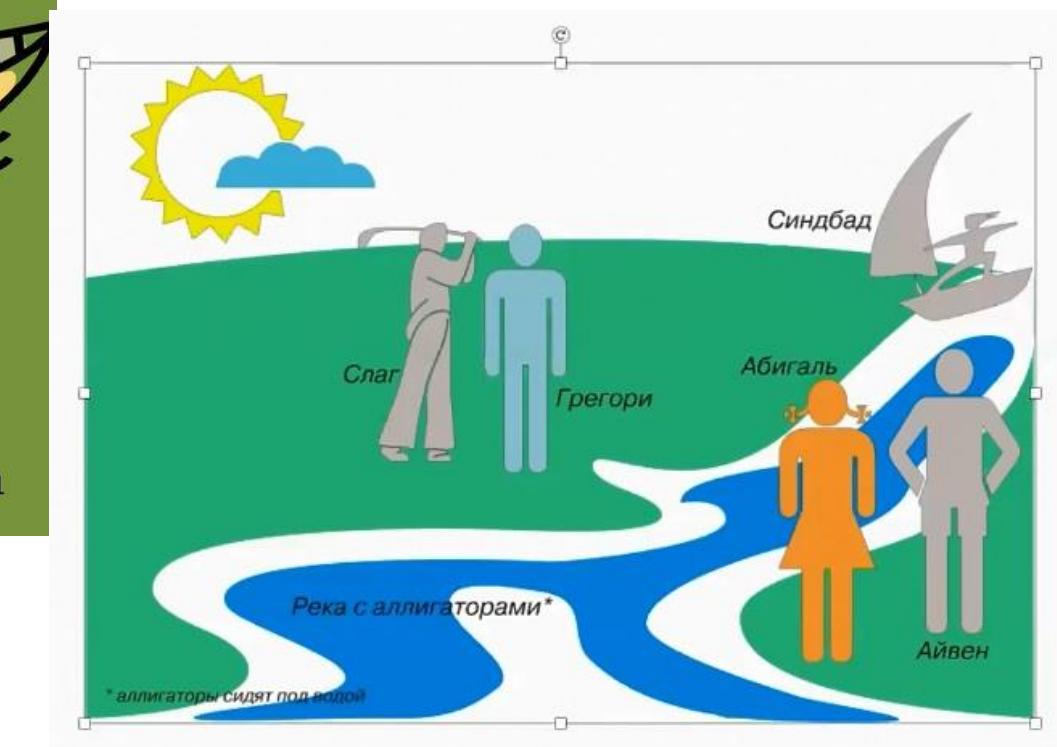
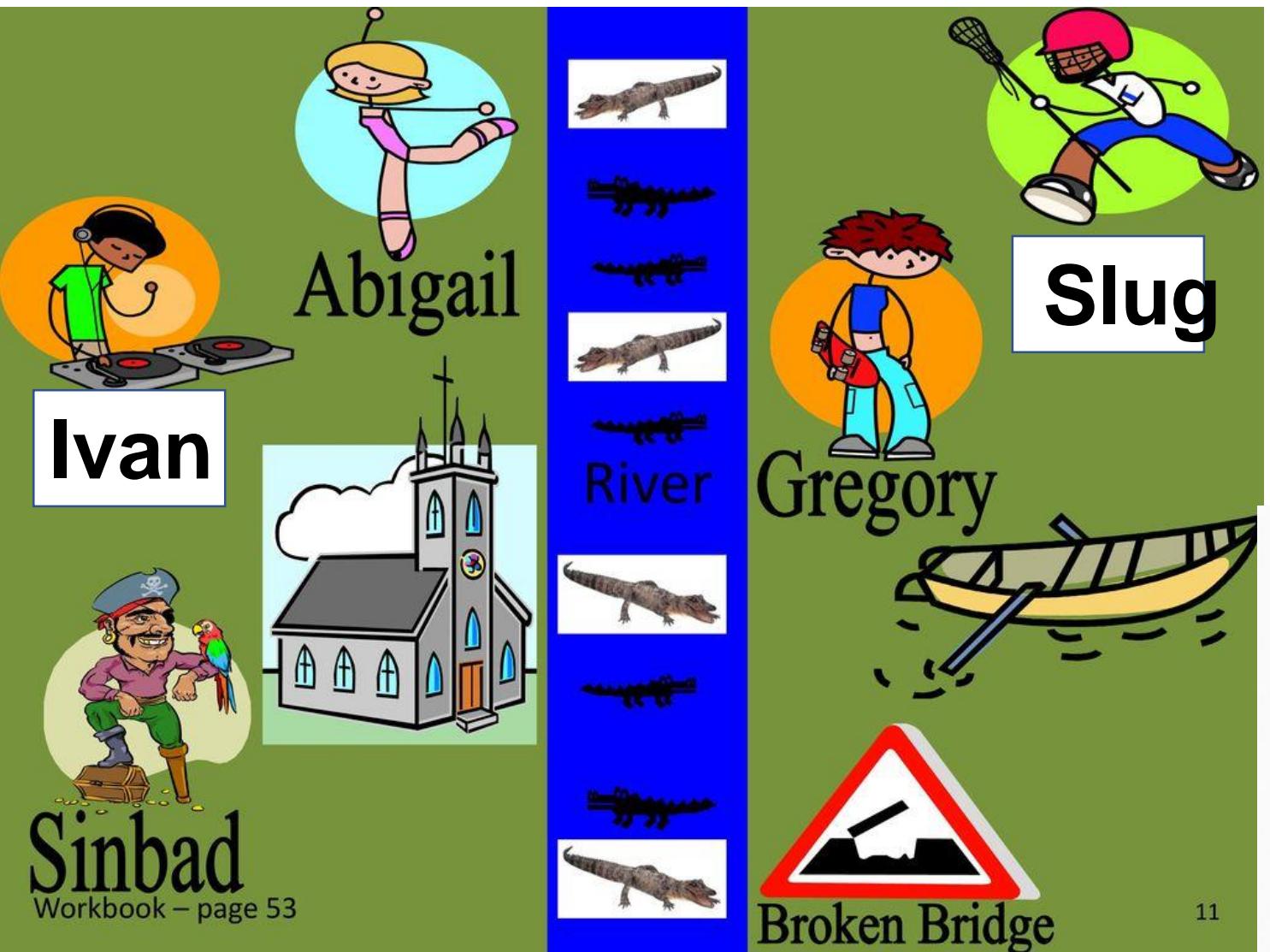


# The Working Technique

- Physical exercise + brain processor dump + visualization of emotional setup
  - The more effort you put the more result you get
- Seeing it and writing it up
  - Before it is hidden and fades
- Saying it in a group
  - When you say it, it is being cleared up and solidified
- Listening to others
  - Shifting paradigms
- Starting again
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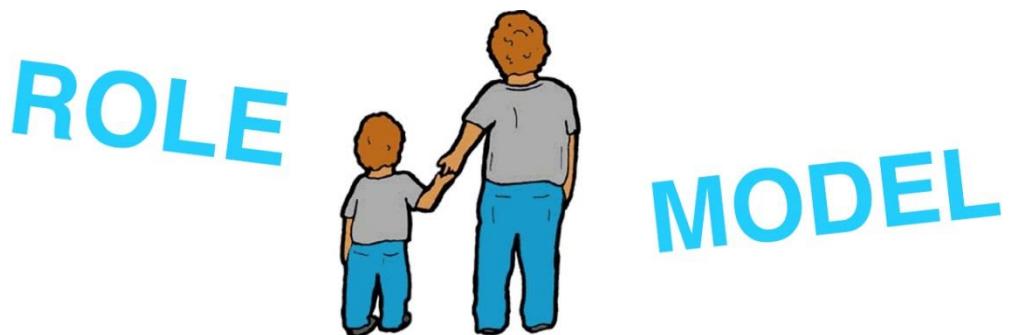
- Once upon a time there was a woman named **Abigail** who was in love with and married to a man named **Gregory**. It so happened that **Gregory** went to work across the river, while **Abigail** stayed home on the opposite shore of the river. The river that separated the two lovers was teeming with man-eating alligators. Unfortunately, the bridge had been washed away.
- Abigail** wanted to cross the river to be with **Gregory**. So she went to ask **Sinbad**, a captain of the one and only boat in the river, to take her across. **Sinbad** said he would be glad to if she would consent to give all her and **Gregory** family savings (money and assets) to him before he takes her across. She promptly refused this insane offer and went to a friend named **Ivan** to explain her pain of being separated from the beloved husband and her insult with **Sinbad** unfair treatment.
- Ivan** turned out to be a philosopher. He said that he practices unconditional love to all beings and recommends **Abigail** also to practice it. **Ivan** believes that any **Abigail** decision in this complicated situation will be correct and she will have his support and unconditional love in any case.
- Abigail** waited for really long time in pain and tears. She did not receive any message from **Gregory** and felt that her only alternative was to accept **Sinbad**'s terms. **Sinbad** fulfilled his promise to **Abigail** and delivered her into the arms of **Gregory** in exchange for all their savings and assets.
- When **Abigail** told **Gregory** about her payment to **Sinbad**, **Gregory** became furious of this irrational behavior and said he can not be with **Abigail** any more as she ruined their family future. Heartsick and dejected, **Abigail** turned to the passerby girl named **Slug** with her tale of pain and rejection. **Slug**, feeling compassion for **Abigail**, sought out **Gregory** and beat him brutally with the stick. **Abigail** was happy to see **Gregory** agonizing in severe pain. As the sun sets on the horizon, we hear **Abigail** laughing at **Gregory** and thanking **Slug**.
- Following the story, rank the five characters from the most offensive character to the least objectionable. The character whom you find most reprehensible is first on the list; then the second most reprehensible, and so on, with the fifth being the least objectionable.**



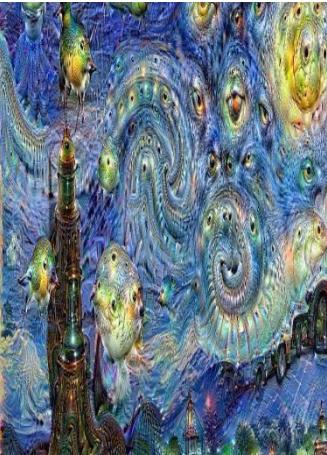
# Alligator River Learnings

- **whatever makes you care drives you**
  - it is your hunch
  - look for associations with the character that you cared about
- **look how different are people around you**
  - you may fight it or you may utilize it

- 6 characteristics of your role model
  - character
  - habits
  - cloth
  - dwelling
    - briefly and precisely

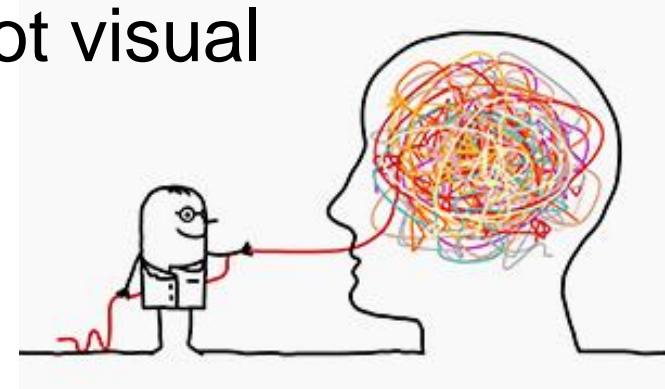


# Your best dream visualized



# Your dream is visual and not generic

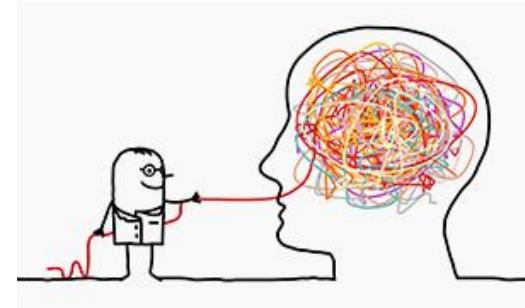
- Happiness is generic and not visual
  - Skiing with friend
  - Friendly dog
  - Anti-meteor defence
- Money is generic and not visual
  - what you or your role model buy with this money
- Warm fuzzy feeling is generic and not visual
  - Please define what is warm
    - Open space with temperature 32 oC and humidity 65%
    - Do you really need ocean nearby ?





# Your worst nightmare visualized

- Death is not the worst thing
  - When your role model is dead, he does not care
    - Pain
    - Disability
    - Rape
    - Lack of control
- Loneliness is generic – detailize
  - Whom or what you miss and why and how
- Fear, Craving, Jealousy
  - What you fear or crave and how
  - Actualize object and subject



# List your values and legibly write them up

NUMBER	VALUE
1	cleanliness
2	solidarity
3	cardiohealth
4	slim body
5	warm relationship
6	fasting after 18
7	scientific reasoning
8	friendship
9	playing tennis
10	growing plants

# Rank your values

- Which value I more readily forfeit in this pair?
- Which value is more important right now?

A	B	C	D	E	F	G	H	I
--	--	--	--	--	--	--	--	--
1 2	--	--	--	--	--	--	--	--
1 3	2 3	--	--	--	--	--	--	--
1 4	2 4	3 4	--	--	--	--	--	--
1 5	2 5	3 5	4 5	--	--	--	--	--
1 6	2 6	3 6	4 6	5 6	--	--	--	--
1 7	2 7	3 7	4 7	5 7	6 7	--	--	--
1 8	2 8	3 8	4 8	5 8	6 8	7 8	--	--
1 9	2 9	3 9	4 9	5 9	6 9	7 9	8 9	--
1 10	2 10	3 10	4 10	5 10	6 10	7 10	8 10	9 10



# Rearrange your values based on ranking

NUMBER	VALUE
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	

# List your goals

→ Visualize, Diversify, Detalize, Quantify

NUMBER	GOAL
1	I earn 200 000 roubles per month for the period of two years
2	I happily live with Oksana in Moscow in rented apartment
3	I travel to 114 countries in three years starting with Brazil
4	I do 2 yr project in fluorescent electron microscopy of slime
5	I work in Dr. Powell lab and publish PNAS paper
6	I live in Ankara and work at a winery as a wine trimmer
7	I pass Mandarin Chinese 3 <sup>rd</sup> level proficiency test
8	I run 100 meters in 14 sec in 2019

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**PROJECTMANAGER**

# Rank your goals

- Is this value relevant to this goal?

	1	2	3	4	5	6	7	8	9	10
1										
2										
3										
4										
5										
6										
7										
8										

# Rearrange your goals based on ranking

NUMBER	GOAL
1	
2	
3	
4	
5	
6	
7	
8	

# Does this goal supports that goal?

	1	2	3	4	5	6	7	8	9	10	КСЦЦ 1
1	■■										
2		■■									
3			■■								
4				■■							
5					■■						
6						■■					
7							■■				
8								■■			
9									■■		
10										■■	

# Rearrange your goals based on ranking

NUMBER	GOAL
1	
2	
3	
4	
5	
6	
7	
8	

# WHY WE PRIORITIZED THE SUPPORTED GOALS, NOT THE SUPPORTING ONES

- It is useful to know both
- It is believed that the supporting goals can not inspire
- Only the supported ones inspire and you have to choose the most supported one
  - Happiness is choosing what you already possess
  - **You have to pick your fights**

# Enjoy responsibly !

- Prioritize your goals and values
  - Your hunch is somewhere there
- Allocate resources
- Emphasize true goals
- Enhance your action towards goals based on your values
  - Single best tool of destressing any situation is finding out what is your current goal and how you act towards this goal

**thx.**



**Skoltech**