

GEMS FROM THINKERS ...

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Jottings from Talks, Articles

Farnam Street - Shane Parrish

“What the pupil must learn, if he learns anything at all, is that the world will do most of the work for you, provided you cooperate with it by identifying how it really works and aligning with those realities. If we do not let the world teach us, it teaches us a lesson.”
— Joseph Tussman

A Framework for Making Smarter Decisions and Fewer Errors

Farnam Street - Shane Parrish



Why Mental Models?

- ▶ No one Taught you How to Decide
- ▶ There is no class called “decision making”.
- ▶ It isn't one skill but rather a series of tools and frameworks.
- ▶ We use same tool for any problem that comes to us.
- ▶ Need to develop tool box of various mental models

Mistakes made by the famous

- ▶ Napoleon deciding to invade Russia (and Hitler doing it again 130 years later)
- ▶ NASA's decision to ignore the O-ring issues on the Challenger
- ▶ Juergen Schrempp, the CEO of Daimler-Benz, deciding to merge with Chrysler despite massive internal opposition and a general history of big M&A deals working very poorly

YK Italian Mayor starting campaign to start hugging Chinese tourists, to show 'SOLIDARITY' proved fatal wrt CORONA outbreak

Sources of Stupidity

- ▶ unintentional: when tired, overly focused on a goal, rushing, distracted, operating in a group, or under the influence of a group
- ▶ have the wrong information
- ▶ use the wrong model
- ▶ fail to learn
- ▶ trying to look better than doing good

[YK] murkha lakshan and padhat murkha by Ramdas

Intelligent Preparation: The World Is Multidisciplinary

If you're going to compete with people, you want to compete with people who are way less sophisticated than you.

- ▶ Inversion — Otherwise known as thinking something through in reverse or thinking “backwards”, inversion is a problem-solving technique.
- ▶ Second-Order Thinking - Ask yourself, “And then what?””
- ▶ The Map Is Not the Territory —The map of reality is not reality itself. If any map were to represent its actual territory with perfect fidelity, it would be the size of the territory itself.

e.g. Sexy Internet businesses are rarely effective, no matter how good they are, because the others are nearly just as good. What you want is contrast — to be the big fish in a small pond.

has about 100 models, some examples:

- ▶ Redundancy/backup system model from engineering.
- ▶ Compound interest from mathematics
- ▶ The breakpoint/autocatalysis from chemistry/physics.
- ▶ Modern Darwinian synthesis from biology.
- ▶ Cognitive misjudgment from psychology.

Combination of models AND application of them together = critical mass, they reinforce and amplify each other. (“Lollapalooza effect”).

Fair Division

- ▶ Problem: While distributing a cake between two brothers, the younger feels that the elder one is cutting into unequal chunks and taking the bigger piece.
- ▶ Core Issue: Division and Allocation is done by same person.
- ▶ Solution: Separate both. Meaning, one of them cuts the cake and the other picks. So, almost no chance that the one who divides will make unequal pieces!!



“I-Cut-You-Choose”
Cake-Cutting Protocol
Inspires Solution to
Gerrymandering - Byron
Spice (SCS) and Jocelyn
Duffy (MCS)

References

- ▶ Farnam Street, Mental Models
<https://fs.blog/mental-models/>
- ▶ Farnam Street, How To Decide:
https://fs.blog/smart-decisions/#how_to_decide

Jottings from Talks, Articles

Nassim Taleb



Skin in the Game

Talk at Google



Expert Problem

- ▶ Who, in your field, recognizes you? your peers or the client? If peers, then its Expert Problem.
- ▶ Who recognizes actors? the Film-fare awards (ppl from same fraternity), then not good? but if it goes well on Box office, then the client/public approval, is supreme.
- ▶ (yk): In company, who decides you are better than your neighbor? you peers/boss, then not good. If appreciated by client, who pays you, then its good. The One who pays, his/her opinion matters.

Hammurabi's code

- ▶ If building collapses, then the architect needs to be given death punishment.
- ▶ Its not just the symmetry or tit-for-tat balancing principal, but a risk assignment principal.
- ▶ If you have created risk for others, you OWN it.
- ▶ That's "skin in the game".

Asymmetries

- ▶ “If you do not lose from the losses of a business, you shall not gain from the gains of it”
- ▶ There is an asymmetry in rewards in the scenarios of losses and gains.
- ▶ Do decision makers, politicians, armchair intellectuals suffer, if their decisions cause, wars/riots.
- ▶ Unless you yourself suffer from your own decisions, your skin is not in the game.
- ▶ Need to take that RISK, of being exposed to results of your decisions.

Risk as Virtue

- ▶ If you don't suffer yourself, you can not be the Christ. That's where respect comes.
- ▶ If you don't bet your life, like Socrates, for your ideas, you don't earn the respect.
- ▶ Journalists covering stories in dangerous situations.

Inequality

- ▶ Static (does not change) and dynamic (changes over time)
- ▶ Static: the same top 50 families have been the richest since the last 500 years
- ▶ Dynamic: The rich and the poor are taking turns. Getting swapped.

Green Lumber Fallacy

- ▶ How much ever research you do from outside, that wont be enough.
- ▶ To play the game to know it from the inside instead of reading/researching about it.
- ▶ One sees things differently from the inside.

Lindy Effect

- ▶ Ideas which have stood test of time, will continue to do so.
- ▶ Older things in the intellectual domain, which are non-perishable such as books, ideas are likely to outlive newer ideas and books
- ▶ For perishable objects, the less likely it is for the old to outlive the new.
- ▶ For example, a 90-year-old human being is less likely to outlive a 40 old-year-old human being.

Minority Rule

- ▶ The ones who are crazy enough to think they can change the world, are the ones who do
- ▶ The ones who challenged the status quo and were unwilling to give up or compromise, brought us freedom from the colonial rules, brought us innovation and have changed the world.

References

- ▶ Lessons from Fireside chat by Nassim Nicholas Taleb and Naval Ravikant - Ravi Ranjan

Jottings from Talks, Tweets

Naval Ravikant



Goals vs Being Present

- ▶ Goals: living in future, obligations, urge to do more and more
- ▶ Being Present: less obligations, more natural, more productivity, better quality of work.

How to get rich

- ▶ There is no skill like Business.
- ▶ Business cannot be learnt in school
- ▶ What you really want is to figure out what Society wants and does not know how to get it yet. You need to provide that and that too, at scale.
- ▶ Mostly dynamic, but if you have specific knowledge that you are passionate about, you can find matching desire from society. Or time brings it to your plate.
- ▶ Need: Specific Knowledge, Accountability to own brand, Leverage/amplification

Meaning of Life

- ▶ Nonsense question.
- ▶ One end goal leads to another and so on.
- ▶ These are games, first marks, then education, then job, status, money, etc. Just games.
- ▶ Living the life as it goes.

Wealth vs Status

- ▶ All of us want to be Free.
- ▶ Easiest way to solve money problem by money. Be rich first.
- ▶ Wealth positive sum game. Create more wealth without taking away from anyone.
- ▶ Status is zero sum game. Only one can be number one at the cost of others.
- ▶ Status guys attack Wealth as they cannot get it.

What to look for in people

- ▶ In Business: Intelligence, Energy, Integrity
- ▶ In Relationships: Honesty, Calm (emotional self control)

Philosophy book recommendation

- ▶ For starters: Siddhartha, Herman Hess
- ▶ For Advanced: Krishnamurthy Total Freedom, Osho Great Challenge, Marcus Meditations

Modern Struggle

- ▶ All our diseases are diseases of abundance in the modern times.
- ▶ In old times, of scarcity, you consume whatever you get your hands laid on eg Sugar, News, etc for my survival
- ▶ We are over exposed to everything. Brain can not cope up with that deluge. If you pay attention to all, it will drive you insane.
- ▶ Social media is addictive like Sugar.
- ▶ Resist.

Stress

- ▶ Stress happens when something wants to be in two places at one time. Like iron rod getting pulled from two ends.
- ▶ Stress is an inability to decide what's important
- ▶ You want to find peace from mind.

Peace

- ▶ Peace is happiness at rest.
- ▶ Happiness is Peace in motion.
- ▶ The ultimate goal is not happiness, even though we use that term a lot. The goal is peace.

How do you get to peace?

- ▶ Fundamentally, peace is inactivity; it's a sense that everything is fine.
- ▶ If everything is fine, you're not doing any physical or mental activity to change it.
- ▶ You're also not wishing you were doing something to change it, because that creates stress.

How do you get to peace?

- ▶ You cannot work toward peace, only understanding
- ▶ “The name of God is truth.”
- ▶ If/once you understand true nature of everything, then you are at Peace.

Meditation

- ▶ Free mind associates with things it sees, then imagines
- ▶ Contemplating on a subject, various aspects related to them
- ▶ Concentration is focusing on a topic
- ▶ Most meditation techniques are of concentration with a hope that at one stage you will be free from the concentration subject.
- ▶ Meditation is actually beyond concentration.
- ▶ You cannot do meditation. It happens when you are not doing anything.
- ▶ Be still 1 hr a day. On one day you will reach a state where no thoughts bubble up.

Life Formulas

- ▶ Happiness = Health + Wealth + Good Relationships
- ▶ Health = Exercise + Diet + Sleep
- ▶ Exercise = High Intensity Resistance Training + Sports + Rest
- ▶ Diet = Natural Foods + Intermittent Fasting + Plants
- ▶ Sleep = No alarms + 8–9 hours + Circadian rhythms
- ▶ Wealth = Income + Wealth * (Return on Investment)
- ▶ Income = Accountability + Leverage + Specific Knowledge
- ▶ Accountability = Personal Branding + Personal Platform + Taking Risk?
- ▶ Leverage = Capital + People + Intellectual Property
- ▶ Specific Knowledge = Knowing how to do something society cannot yet easily train other people to do
- ▶ Return on Investment = “Buy-and-Hold” + Valuation + Margin of Safety

Life Rules

- ▶ Be present above all else.
- ▶ Desire is suffering. (Buddha)
- ▶ Anger is a hot coal you hold in your hand while waiting to throw it at someone else. (Buddha)
- ▶ If you can't see yourself working with someone for life, don't work with them for a day.
- ▶ Reading (learning) is the ultimate meta-skill and can be traded for anything else.
- ▶ All the real benefits in life come from compound interest.
- ▶ Earn with your mind, not your time.
- ▶ 99 percent of all effort is wasted.
- ▶ Total honesty at all times. It's almost always possible to be honest and positive.
- ▶ Praise specifically, criticize generally. (Warren Buffett)
- ▶ Truth is that which has predictive power.
- ▶ Watch every thought. (Ask "Why am I having this thought?")

Life Playbook

Happiness = Health + Wealth + Good relationships

▶ Health = Exercise + Diet + Sleep

- ▶ Exercise = High Intensity Resistance training + Sports + Rest
- ▶ Diet = Natural Foods + Intermittent Fasting + Plants
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▶ Wealth = Income + Rol

- ▶ Income = Accountability + Leverage + Specific Knowledge
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Life Play-book Summary

- ▶ Fast, lift, sprint, stretch, and meditate.
- ▶ Build, sell, write, create, invest, and own.
- ▶ Read, reflect, love, seek truth, and ignore society.
- ▶ Make these habits. Say no to everything else.
- ▶ Avoid debt, jail, addiction, disgrace, shortcuts, and media.
- ▶ Relax. Victory is assured.

10 Life-Changing Lessons I Learned From Naval Ravikant

- Sergey Faldin

1. Reading will change your life

- ▶ “I always spent money on books”
- ▶ “I never viewed that as an expense”.
- ▶ “That’s an investment to me”
- ▶ Permit yourself to quit once it becomes boring. No Sunk (lost) cost (time) logic. You have spent so much time on it, so , its a must to finish it. No!!

2. Think long-term

- ▶ Realize that things will take time. Success will take time. Fixing something will take time.
- ▶ “The best things in life, come as compound interest”

3. Self-esteem is the relationship you have with yourself

- ▶ Self-esteem is, essentially, self-respect
- ▶ The more you do good things — the more you respect yourself and love yourself.
- ▶ Every time you lie, you lie to yourself. And you gradually start to love yourself less and have low self- esteem.

4. Use leverage to build a fortune

In order to get rich, you need:

- ▶ Specific knowledge
- ▶ Accountability (brand)
- ▶ Leverage (amplification)
 - ▶ Labor: Delegation, paying to get folks to do tasks
 - ▶ Capital: money brings money
 - ▶ Code and Media: easy replication (near zero marginal cost)

5. Become the best at what you do

- ▶ You can be the best at something small, niche — in fact, that's the easiest way to do so.
- ▶ Some people are making the world a better place by just being who they are.

6. Happiness is a habit

- ▶ The reality is life is a single-player game. You're born alone. You're going to die alone. All of your interpretations are alone. All your memories are alone. You're gone in three generations and nobody cares. Before you showed up, nobody cared. It's all single-player.
- ▶ Happiness is something everybody can train themselves for.

7. If you want to think differently, you've got to read differently

- ▶ If you're searching for success (non-average outcome), you can't expect to get that if you make average decisions.
- ▶ Almost everything that people read these days is designed for social approval
- ▶ Forging your own path will take strength and courage.

8. Start out by thinking of yourself as a loser

- ▶ Then you will do your own thing and you're much more likely to find that winning path.
- ▶ Learn to be just happy being you — with your weird tastes, desires, and inclinations.

9. Great people have great outcomes

- ▶ You just have to be patient.
- ▶ While if you wait, allow yourself to get smarter, explore the world, and make connections, you'll actually increase your odds of success.

10. Desire is suffering

Desire is a contract you make with yourself to be unhappy until you get what you want.

Top 10 Life Learnings ...

When looking for a purpose to life, notice that most things are stepping stones, done for ulterior motives.

If you ever want to have peace in your life, you have to move beyond good and evil.

To measure the quality of your life, simply do nothing, and see how it feels.

No one can compete with you on being you. Most of life is a search for who and what needs you the most.

Living a life of integrity pays off, but it takes a very long time.

Three things in life: your health, your mission, and the people you love. That's it.

Play iterated games. All the returns in life, whether in wealth, relationships, or knowledge, come from compound interest.

Religion, science, and spirituality help us make sense of the world.
Life without at least one of them is a lonely and confusing place.

Life is a single-player game.

You can get almost anything you want out of life, as long as it's one thing and you want it far more than anything else.

Of all the cards you can pick in the game of life, choose intelligence and drive. You can trade those two for almost anything else.

Top 10 Meditation Learnings ...

Meditation is not you going through thoughts - it's letting thoughts go through you.

Yoga cultivates Peace of Body. Meditation cultivates Peace of Mind.

Meditation and transcendence are the birthrights of every human being..

Consider meditation as “self-therapy.” Instead of paying a therapist to listen to you, listen to yourself (non-judgmentally) until you accept or drop the fears.

Meditation, arts and artisan-ship, craftsmanship, politics, are other activities with learning curves detached from physical ability.

Meditation is turning off society and listening to yourself. It only
“works” when done for its own sake.

Insight meditation lets you run your brain in debug mode until you realize that you're just a subroutine in a larger program.

Perhaps one reason why yoga and meditation are hard to sustain is that they have no extrinsic value. Purely single-player games.

Meditation is intermittent fasting for the mind. Too much sugar leads to a heavy body, and too many distractions lead to a heavy mind.

If meditation was easy, you'd do nothing else.

Farnam Street talk ...

Farnam Street talk

- ▶ My number one priority in life, above my happiness, above my family, above my work, is my own health.
- ▶ I try and set up good systems and then the individual decisions don't matter that matter much
- ▶ Science is, to me, the study of truth. It is the only true discipline because it makes falsifiable predictions.

- ▶ To me, happiness is not about positive thoughts. It's not about negative thoughts. It's about the absence of desire, especially the absence of desire for external things.
- ▶ Happiness to me is mainly not suffering, not desiring, not thinking too much about the future or the past, really embracing the present moment and the reality of what is, the way it is.

Farnam Street talk

- ▶ I don't believe that I have the ability to say what is going to work.
- ▶ Rather, what I try to do is try to eliminate what's not going to work.
- ▶ It's not about having correct judgment.
- ▶ It's about avoiding incorrect judgments.

Farnam Street talk

- ▶ I think all the benefits in life come from compound interest.
- ▶ I only want to be around people that I know I'm going to be around with for the rest of my life.
- ▶ I only want to work on things that I know have a long-term payout.
- ▶ I think if you take a very long-term point of view and if you take the emotion out of it, then I wouldn't consider those things mistakes anymore.

Farnam Street talk

- ▶ Macroeconomics is a combination of voodoo complex systems and politics.
- ▶ You can find macroeconomists that take every side of every argument.
- ▶ I think that discipline, because it doesn't make falsifiable predictions, which is the hallmark of science, it's become corrupted.
- ▶ I gave up macro and I embraced micro. I think it's all micro. It's like change yourself, then maybe change your family and your neighbor before you get into abstract concepts about I'm going to change the world.

- ▶ Someone who makes decisions right 80% of the time instead of 70% of the time will be valued and compensated in the market hundreds of times more.
- ▶ With modern technology and large workforces and capital, our decisions are getting leveraged more and more.

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- ▶ With modern technology and large workforces and capital, our decisions are getting leveraged more and more.

Predictions

Dis-intermediation

- ▶ No/less middle men
- ▶ Democratize information
- ▶ Flat world
- ▶ No brokers, no commissions.
- ▶ Direct producer-consumer marketplace

Decentralization

- ▶ Local decision making, quick/responsive
- ▶ On Edge, processing
- ▶ No, big brother control

- ▶ Streaming cameras all over
- ▶ Every vehicle with a commercial license plate will eventually be Uber-ized. (2012-12-12)

- ▶ Start seeing transparency in politics. Tune in to watch the President 24/7.
- ▶ Crowdfunding plus social media means no more elite candidates.
- ▶ On a long enough timescale, everyone will be working for themselves.
- ▶ Robots and computers will own any clearly bounded job, skill or game.

- ▶ Sensors, and robotics making computing geo-ubiquitous.
- ▶ Someday people will say, "Remember passwords?" And roll their eyes. (2015-05-29 06:04:45)
- ▶ The iWatch seems like flawless execution of a flawed concept. (2014-09-13)

Naval is a honeypot for first principle thinkers

Thiyagarajan Maruthavan (Rajan)



Principles, Skills

- ▶ Decision Making — You make good decision when it becomes an instinct ; when faced with many pick the difficult one
- ▶ Learning — Teaching forces learning; Mastery must be pursued for its own
- ▶ Negotiation — He who cares less wins
- ▶ Managing Time — Do a 2 factor authentication on time commits
- ▶ Speaking — Speak as you write and vice versa; eliminate inner monologue, hear your own voice, know your subject stone cold
- ▶ Wisdom — Prune bullshit ; is measured by calm in uncertainty; is discarding vice return to virtue ; Life is a single player game ; Know when to enter the game and exit the game
- ▶ Happiness — Is a skill ; Is a desire ; Is a contract with self

Wealth creation

- ▶ Comes with owning a business
- ▶ Earn with mind not time ;
- ▶ Is both luck & skill, early luck is preferable but gives bad habits ;
- ▶ Be optimistic while being a contrarian ;
- ▶ is like poker game, cards you are dealt and hands you play ;
- ▶ Seek mis-priced optionality ;
- ▶ Is about timing and your own time horizons ;
- ▶ Patience trumps cleverness ;
- ▶ Investing as angel is like winning a six digit lottery but knowing one digit.

Individual vs Tribe

- ▶ Only the individual transcends. There's no community that'll get you there. Everybody's journey is unique.
- ▶ If you attack someone's identity, you shut down all conversations with them
- ▶ Logic of violence determines the structure of society
- ▶ Uncertainty, not outcome, is the root of stress
- ▶ The problem with getting good at a game, especially one with big rewards, is that you continue playing it long after you should have outgrown it
- ▶ Life is a single player game

Money

- ▶ Earn with your mind, not your time
- ▶ Consensus” is just another way of saying “average”
- ▶ You get paid for being right first, and to be first, you can't wait for consensus.
- ▶ Best investing attitude is contrarian, patient, informed optimism.
- ▶ Wealth creation is an evolutionarily recent positive-sum game. Status is an old zero-sum game. Those attacking wealth creation are often just seeking status

Happiness

- ▶ Happiness is a state where nothing is lacking.
- ▶ The path to happiness is truth seeking, and the path to truth is understanding.
- ▶ Understand that happiness is a skill that can be learned.
- ▶ You can slowly and methodically improve your happiness baseline
- ▶ Happiness, love & passion aren't things you find, they are choices you make.

Happiness: Get your health in order

- ▶ If you're not fit enough to make money, hangout with friends or do the things you love - then you are not going to be happy.
- ▶ Health is the foundation of happiness.

Happiness: Chase financial freedom

- ▶ You cannot buy happiness, but you can buy your way out of common causes of unhappiness.
- ▶ Renunciation is ineffective in the long run - and happiness without material comfort is playing life on hard mode.

Happiness: Have fewer desires

- ▶ Desire is a contract you make to remain unhappy until you get what you want.
- ▶ Human wants are insatiable, yet no external thing will make you happy forever.
- ▶ Contentment brings peace, peace brings happiness.

Happiness: Find peace from mind

- ▶ Peace is happiness at rest, happiness is peace in motion.
- ▶ Happiness makes you peaceful in passivity, peace makes you happy in activity.
- ▶ It's not about being jovial all the time -
- ▶ A happy person is someone who effortlessly interprets events in such a way that they don't lose their inner peace.

Happiness: Be present

- ▶ Unhappiness comes from
 - ▶ comparing the past to the present
 - ▶ regretting and wishing things happened differently
 - ▶ imagining unreal scenarios
- ▶ The human mind is constantly oscillating between the past and the future
- ▶ This causes mental stress and disturbs your inner peace.
- ▶ So catch your mind whenever it wanders and bring it back to the present as much as you can.

Happiness: Avoid envy

- ▶ Happiness is an internal game, you play against yourself.
- ▶ When you feel envious of someone -
- ▶ don't just choose one aspect of the lives, be ready to do a 100% + 24/7 swap with them.
- ▶ Do you still want their lives?

Happiness: Reduce your sense of self

- ▶ Self-improvement is a recipe for self-conflict.
- ▶ Don't take yourself seriously, you are just a monkey with a plan.
- ▶ All your accomplishments and shortcomings will go to dust.

Happiness: Avoid things that make you unstable

- ▶ Avoid
 - ▶ Porn
 - ▶ Sugar
 - ▶ Coffee
 - ▶ Alcohol
 - ▶ Video games
- ▶ These things will make you feel good in the short term but could ruin your happiness long term.
- ▶ All screen activities reduce your happiness.

Happiness: Avoid things that make you unstable

- ▶ Non-screen activities make you more stable and happier.
 - ▶ meditate
 - ▶ walk in nature
 - ▶ exercise regularly
 - ▶ get more sunlight
 - ▶ have conversations in real life

Happiness: Practice acceptance

- ▶ Acceptance means to be okay with whatever the outcome is.
- ▶ If you want change - make it happen.
- ▶ If you can't change - accept it.
- ▶ If you can't accept - leave it.

Happiness: Tell everyone you are happy

- ▶ Consistency bias will force you to live up to your claim.
- ▶ Make it your mission to be the happiest person you know.

Happiness

- ▶ Surround yourself with positive and optimistic people
- ▶ Don't hangout with people who always engage in conflict.

Happiness: Embrace death

- ▶ Don't live in denial of death, you are only here for a short while.
- ▶ Enjoy yourself, do something positive and appreciate every moment.

Random Quotes

- ▶ You get rewarded for unique knowledge, not for effort. Effort is required to create unique knowledge.
- ▶ If you want to make the wrong decision, ask everyone.
- ▶ A busy calendar and a busy mind will destroy your ability to create anything great.
- ▶ Happiness is a state where nothing is missing.
- ▶ Guard your time. It's all you have.
- ▶ You do not want to compete, you want to be a market of one.

Random Quotes

- ▶ That's the fundamental delusion – that there is something out there that will make you happy forever.
- ▶ If you could literally just sit for 30 minutes and be happy, you are successful.
- ▶ The modern mind is overstimulated and the modern body is under stimulated and overfed. Meditation, exercise, and fasting restore an ancient balance.
- ▶ Become the best in the world at what you do. Keep redefining what you do until this is true.

Random Quotes

- ▶ Meditation is intermittent fasting for the mind. Too much sugar leads to a heavy body, and too many distractions lead to a heavy mind. Time spent un-distracted and alone, in self-examination, journaling, meditation, resolves the unresolved and takes us from mentally fat to fit.
- ▶ A happy, calm, and peaceful person will make better decisions. So if you want to operate at peak performance, you have to learn how to tame your mind
- ▶ Mentors won't make you rich. Doctors won't make you healthy. Nutritionists won't make you slim. Teachers won't make you smart. Gurus won't make you calm. Trainers won't make you t. Ultimately, you have to take responsibility. Save yourself.
- ▶ When you're healthy you have 10000 needs, but when you're sick you only have one need.

Random Quotes

- ▶ Sing the song that only you can sing, write the book that only you can write, build the product that only you can build... live the life that only you can live.
- ▶ You can escape competition through authenticity, when you realize that no one can compete with you on being you. That would have been useless advice pre-Internet. Post-Internet, you can turn that into a career.
- ▶ You make your own luck if you stay at it long enough.

Random Quotes

- ▶ The reality is life is a single-player game. You're born alone. You're going to die alone. All of your interpretations are alone. All your memories are alone. You're gone in three generations and nobody cares. Before you showed up, nobody cared. It's all single-player.
- ▶ You get paid for being right first, and to be first, you can't wait for consensus.
- ▶ You'll do better work if you're bored rather than busy.
- ▶ The world doesn't always give what you want, but it often gives you what you need.
- ▶ Learn to sell. Learn to build. If you can do both, you will be unstoppable

Random Quotes

- ▶ If you can't see yourself working with someone for life, don't work with them for a day.
- ▶ A t body, a calm mind, a house full of love. These things cannot be bought — they must be earned.
- ▶ All the real benefits in life come from compound interest.
- ▶ The most important trick to be happy is to realize that happiness is a skill that you develop and a choice that you make. You choose to be happy, and then you work at it.

Random Quotes

- ▶ You want to be rich and anonymous, not poor and famous.
- ▶ What you do, who you do with, and how you do it are way more important than how hard you work.
- ▶ Trade money for time, not time for money. You're going to run out of time first.
- ▶ Arm yourself with specific knowledge.
- ▶ I would rather read the best hundred books over and over again until I absorb them rather than read every single book out there.
- ▶ The first rule of handling conflict is don't hang around people who are constantly engaging in conflict.

Random Quotes

- ▶ Ruthlessly cut meetings out of your life.
- ▶ Relax you'll live longer and perform better.
- ▶ Happiness is more about peace than it is about joy.
- ▶ The people who succeed are irrationally passionate about something.
- ▶ To the experts, what looks like hard work from the outside, is play from the inside.
- ▶ If you want to operate at peak performance, you have to learn how to tame your mind.
- ▶ Pick your one overwhelming desire. It's okay to suffer over that one. But on all the other desires, let them go so you can be calm and peaceful and relaxed.

Random Quotes

- ▶ You're better off following your genuine intellectual curiosity rather than chasing whatever is hot right now.
- ▶ Today in society you get rewarded for creative work, for creating something brand new that society didn't even know that it wanted that it doesn't yet know how to get, other than through you.
- ▶ The best way to prepare for the future 20 years is find something you love to do, to have a shot at being one of the best people in the world at it. Build an independent brand around it, with your name, not a company's name or other people's names around it. Try to make a creative work, so you'll stay interesting, stay ahead of the game.

Random Quotes

- ▶ Figure out what you're good at and start helping other people with it; give it away. Pay it forward. Karma sort of works because people are very consistent. On a long enough timescale, you will attract what you project.
- ▶ A contrarian reasons independently, from the ground up, and resists pressure to conform.
- ▶ Asymmetric opportunities: Invest in startups. Start a company. Create a book, podcast, video. Create a (software) product. Go on many first dates. Go to a cocktail party. Read a Lindy book. Move to a big city. Buy Bitcoin. Tweet.
- ▶ Once you've truly controlled your own fate, for better or for worse, you'll never let anyone else tell you what to do.

Random Quotes

- ▶ You're meant to do something. You're not just meant to lie there in the sand and meditate all day long. You should self-actualize. You should do what you are meant to do.
- ▶ 'Consensus' is just another way of saying 'average'.
- ▶ A good conference is a vacation that you take with really smart friends.
- ▶ If you can't delete an email without inching or responding, you won't scale.
- ▶ Given that the main function of universities these days is filtering and signaling, the best move is to get admitted to Stanford and then drop out.

Random Quotes

- ▶ If you're smart, you should be able to figure out how to be happy. Otherwise, you're not that smart.
- ▶ You have social statisticians, scientists, and researchers in lab coats, literally the best minds of our generation figuring out how to addict you to the news. And if you fall for it, if you get addicted. your brain will get destroyed.
- ▶ The fundamental insecurity – most people need faith in something – religion, government, academia. Few are comfortable with decentralized systems.
- ▶ All greatness comes from suffering.

Random Quotes

- ▶ If you want to see who rules over you, see who you're not allowed to criticize.
- ▶ To measure the quality of your life, simply do nothing, and see how it feels.
- ▶ My definition of wisdom is knowing the long term consequences of your actions.
- ▶ The people with the best judgment are among the least emotional.
- ▶ You can neither give happiness, nor receive it.
- ▶ Yoga cultivates Peace of Body. Meditation cultivates Peace of Mind.
- ▶ On meditation: Sit down, close your eyes, get in a comfortable position, and whatever happens, happens. If you think, you think. If you don't think, you don't think. Don't put any effort into it.

Random Quotes

- ▶ Knowing how little you matter is very important for your own mental health and happiness.
- ▶ Uncertainty, not outcome, is the root of stress.
- ▶ I think to have peace of mind, you have to have peace of body, first.
- ▶ Looking forward to holidays takes the joy out of everyday.
- ▶ Money will solve all your money problems but it doesn't get you everywhere.
- ▶ If you can't code, write books and blogs, record videos and podcasts.
- ▶ Having a million-dollar net worth doesn't make you a genius, and having less than a million-dollar net worth doesn't make you a fool.

Random Quotes

- ▶ Notifications are just alarm clocks that someone else is setting for you.
- ▶ Building technology means you don't have to choose between practicing science, commerce, and art.
- ▶ In the digital world, the upside is so large that there's almost no such thing as risk.
- ▶ If they can train you to do it, then eventually they will train a computer to do it.
- ▶ Things like Twitter and Facebook are not making you happy. They are making you unhappy.
- ▶ The bigger problem this generation will face is adult education, not child education

Random Quotes

- ▶ I no longer track books read or even care about books read. It's about understanding concepts
- ▶ I feel no obligation whatsoever to finish the book. If at some point I decide the book is boring, or if it's got pieces of it that are incorrect so now I can't trust the rest of the information in there, I just delete it.
- ▶ Sometimes people wrap long books around simple ideas.
- ▶ The best founders I know listen to and read everyone, but then they ignore everyone and make up their own mind.

Random Quotes

- ▶ You have just one life.
- ▶ Pick one desire, and one desire only. The universe will help you get it. Let go of everything else.
- ▶ TAMING YOUR MIND: Clear Mind → Better Judgement → Better Outcome

Atomic Habits – by James Clear

Review by Alex Hughes



- ▶ “To write a great book, you must first become the book.” - Naval Ravikant
- ▶ Automatic Habits + Deliberate Practice = Mastery

Self-improvement

- ▶ 1% better each day for one year = 37x better
- ▶ “Habits are the compound interest of self-improvement.”
- ▶ Your outcomes are a lagging measure of your habits.
Knowledge is lagging measure of your learning habits.

Nonlinearity

- ▶ Ice cube example warming from 26 degrees, one degree at a time, to 32 when it finally begins to melt. But no visible progress from 26-31.
- ▶ Breakthrough moments = culmination of actions leading up to that point.
- ▶ Habits need to persist long enough to break through plateau where you don't see tangible results or "success" as you've envisioned it.
- ▶ Sorites Paradox: Can one coin make someone rich? No, but as you keep adding/stacking coins (habits), at a certain point one coin makes the difference.

Goals vs. Systems

- ▶ Goals are good for setting direction, systems best for making progress.
- ▶ “The purpose of setting goals is to win the game. The purpose of building systems is to continue playing the game.”
Refinement, improvement and commitment to the process.
- ▶ Goal is not to read a book, it's to become a reader. Not to learn an instrument, it's to become a musician.

Identity and behavior change

- ▶ Who is the type of person that could get the outcome I want? If it's a person who could write a book, that means consistent, reliable, etc.
- ▶ Decide the type of person you want to be and prove it to yourself with small wins.
- ▶ “Does this behavior help me become the type of person I wish to be? Does this habit cast a vote for or against my desired identity?”
- ▶ At a certain point, the identity itself becomes the reinforcer. Behavior becomes automatic because it's who you are.

Keep your identity small

- ▶ Tighter you cling to an identity, harder it is to grow beyond it and less capable you are of adapting when life challenges you.
- ▶ “When you cling too tightly to one identity, you become brittle. Lose that one thing and you lose yourself.”
- ▶ Redefine yourself so you keep important aspects of your identity even when your role changes. Instead of “I’m the CEO,” “I’m the type of person who builds and creates things.”
- ▶ Identity should work with changing circumstances, rather than against them.

Discipline

- ▶ “It is only by making the fundamentals in life easier that you can create the mental space needed for free thinking and creativity.”
- ▶ “‘Disciplined’ people are better at structuring their lives in a way that does not require heroic willpower and self-control. In other words, they spend less time in tempting situations.”
- ▶ Create a disciplined environment —> easier to practice self-restraint when you don’t have to use it often.
- ▶ Environmental design: Remove friction, make doing the right thing as easy as possible. Inversion: add friction to make bad behaviors more difficult.

Clarity

- ▶ Don't mistake lack of clarity for lack of motivation, make it obvious.
- ▶ Be specific about what you want and how you will achieve it. When you're vague about your dreams it's easy to ignore the specifics you need to do to succeed.

Imitation

- ▶ Proximity has powerful effect on our behavior (both physical and social environments). Running against the grain requires extra effort.
- ▶ Surround yourself with people who have the habits you want to have yourself.
- ▶ “When changing your habits means challenging the tribe, change is unattractive. When changing your habits means fitting in with the tribe, change is very attractive.”

Motion vs. Action

- ▶ Motion = planning, strategizing, learning. Important, but don't produce a result. Allows you to feel like you're making progress without risk of failure. Ex) Making a list of 20 articles to write.
- ▶ Action = behavior that will deliver an outcome. Ex) Actually sitting down to write an article.
- ▶ Start with repetition, not perfection. Habits form based on frequency, not time.

Time inconsistency (hyperbolic discounting)

- ▶ The way the brain evaluates rewards is inconsistent across time. From an evolutionary perspective, you naturally value present more than future
- ▶ Costs of good habits are felt today. Costs of bad habits are felt in the future.
- ▶ “Most people will spend all day chasing hits of quick satisfaction. The road less traveled is the road of delayed gratification. If you’re willing to wait for the rewards, you’ll face less competition and often get a bigger payoff. As the saying goes, the last mile is always the least crowded.”

Consistency

- ▶ Always show up, even on your bad days. Lost days hurt you more than successful days help you.
- ▶ \$100 grows 50% to \$150. Only takes a 33% loss to take you back to \$100. Avoiding 33% loss just as valuable as 50% gain.
- ▶ Don't enter games you're not willing to play:
- ▶ Maximize your odds by choosing right field of competition.
- ▶ Think about where you achieve greater returns than the average person and the type of work that hurts you less than it hurts others.
- ▶ Flow = 4% beyond your current ability.

Checking progress/reflection

- ▶ Annual review, EOY: 1) What went well this year? 2) What didn't go so well this year? 3) What did I learn?
<https://jamesclear.com/annual-review>
- ▶ Integrity report, mid-year: 1) What are the core values that are driving my life and work? How am I living and working with integrity right now? How can I set a higher standard for the future?

Notes of “Essays” by Paul Graham minus Lisp!!

www.paulgraham.com/articles.html

Programming Bottom-up

- ▶ Keep software units (say, functions, classes) small, else software will be hard to read, hard to test, and hard to debug.
- ▶ Top Down refactoring, upto manageable granularity
- ▶ Lisp: Bottom up. If some basic operators are not there, they are coded first and used up later, like kernel to UI.
- ▶ Once you abstract out the parts which are merely bookkeeping, what's left is much shorter; much desirable.

<http://www.paulgraham.com/progbot.html>

Beating the Averages

- ▶ Conventional wisdom: Lisp will make you a better programmer, and yet you won't use it.
- ▶ If you do what average person does, the results will be? "Average".
- ▶ If you're running a startup, you had better be doing something odd. If not, you're in trouble.
- ▶ In business, as in war, surprise is worth as much as force.
- ▶ Programming languages are not just technology, but what programmers think in. They're half technology and half religion. Hard to change.

<http://www.paulgraham.com/avg.html>

Taste for Makers

- ▶ Taste: Design (or appreciate) beautiful things.
- ▶ Saying that taste is just personal preference is a good way to prevent disputes. The trouble is, it's not true. There should be universal appeal for the beauty.
- ▶ Your old tastes were not merely different, but worse
- ▶ Good design is simple, is timeless
- ▶ Good design solves the right problem, is suggestive
- ▶ Good design is often slightly funny (not really, mostly)
- ▶ Good design is hard (but) looks easy
- ▶ Good design uses symmetry, resembles nature
- ▶ Good design is redesign

[Yogesh: Pytorch looks beautiful, clean, elegant, (not Tensorflow!!) so does vi editor, Unix OS and the pdf font and also, Python. Minimalist, just enough.]

<http://www.paulgraham.com/taste.html>



How to Think for Yourself

- ▶ To be a successful scientist, your ideas have to be both correct and novel.
- ▶ You have to do something that sounds to most other people like a bad idea, but that you know isn't.
- ▶ Need to be independent-minded vs conventional conformist.
- ▶ Goal should be not to let anything into your head unexamined
- ▶ Components of independent-mindedness: fastidiousness about truth, resistance to being told what to think, and curiosity.

<http://www.paulgraham.com/think.html>

What you can't say

- ▶ Dressing oddly gets you laughed at. Violating moral fashions can get you fired, ostracized, imprisoned, or even killed.
- ▶ Galileo got in big trouble when he said it — that the earth moves. Morally incorrect in that era.
- ▶ Do we believe things that people in the future will find ridiculous??!!
- ▶ Looking for things we can't say that are true, or at least have enough chance of being true that the question should remain open.
- ▶ Political correctness: Harvard, it was inappropriate to compliment a colleague or student's clothes. No more "nice shirt."

<http://www.paulgraham.com/say.html>

Notes of “Directives” and Books by Derek Sivers!!

<https://sive.rs/d1>, <https://sive.rs/blog>

How to be useful to others

<https://sive.rs/d1u>

Get Famous

- ▶ Do everything in public and for the public.
- ▶ The more people you reach, the more useful you are.
- ▶ The opposite is hiding, which is of no use to anyone.

Get Rich

- ▶ Money is neutral proof you're adding value to people's lives.
- ▶ So, by getting rich, you're being useful as a side-effect.
- ▶ Once rich, spend the money in ways that are even more useful to others.
- ▶ Then getting rich is double-useful.

Share Strong Opinions

- ▶ Money is neutral proof you're adding value to people's lives.
- ▶ So, by getting rich, you're being useful as a side-effect.
- ▶ Once rich, spend the money in ways that are even more useful to others.
- ▶ Then getting rich is double-useful.

Be Expensive

- ▶ People given a placebo pill were twice as likely to have their pain disappear when told the pill was expensive.
- ▶ People who paid more for tickets were more likely to attend the performance.
- ▶ People who spend more for a product or service value it more, and get more use out of it.

How to get rich

<https://sive.rs/d1r>

Live Where Luck Strikes

- ▶ Live where everything is happening,
- ▶ where the money is flowing,
- ▶ where careers are being made,
- ▶ where your role models live.
- ▶ Once there, be as in the game as anyone can be.
- ▶ Be right in the middle of everything.

Say Yes to Everything

- ▶ Meet everyone.
- ▶ Pursue every opportunity.
- ▶ Nothing is too small. Do it all.
- ▶ Like lottery tickets, you never know which one will win. So the more, the better.
- ▶ Follow-up and keep in touch with everyone.

Learn The Multiplying Skills

- ▶ Speaking, writing, psychology, design, conversation, 2nd language, persuasion, programming, meditation/focus.
- ▶ Not pursued on their own, they're skills that multiply the success of your main pursuit.
- ▶ (A pilot who's also a great writer and public speaker.)
- ▶ (A chef with a mastery of psychology, persuasion, and design.)
- ▶ These skills multiply the results of your efforts, and give you an edge over others in your field.

Pursue Market Value Not Personal Value

- ▶ Do what pays well.
- ▶ Do not be the starving artist, working on things that have great personal value to you, but little market value.
- ▶ Follow the money. It tells you where you're most valuable.
- ▶ Don't try to make a career out of everything you love. For example, sex.

Shamelessly Imitate Success

- ▶ Imitate the best strategies of your competitors.
- ▶ The market doesn't care about your personal need to be unique.
- ▶ It's selfless and humble to use the best ideas regardless of source, to create the best service or product for your clients.
- ▶ Get great at executing other people's ideas as well as your own.

Be The Owner, Not just Inventor

- ▶ It's tempting to try to be the ideas person, having someone else do the dirty work of making those ideas happen.
- ▶ Ideas don't make you rich. Great execution of ideas does.
- ▶ A rule of capitalism: whoever takes the most financial risk gets the rewards.
- ▶ The biggest rewards will always go to those that fund it and own it.
- ▶ To get rich, be the owner. Own as close to 100% as possible.

Benefit From Human Nature

- ▶ Instead of complaining about the downside of human nature, find ways to benefit from it.
- ▶ Instead of complaining about the rules, just learn the game, then play it.

How to thrive in an Unknowable Future

<https://sive.rs/d1t>

Prepare for the Worst

- ▶ Since you have no idea what the future may bring, be open to the best and the worst.
- ▶ But the best case scenario doesn't need your preparation or your attention.
- ▶ So mentally and financially prepare for the worst case, instead.
- ▶ Like insurance, don't obsess on it. Just prepare, then carry on appreciating the good times.

Expect Disaster

- ▶ Every biography of a successful person has that line, “And then, things took a turn for the worse.”
- ▶ Fully expect that disaster to come to you at any time.
- ▶ Completely assume it's going to happen, and make your plans accordingly.
- ▶ Not just money, but health, family, freedom. Expect it all to disappear.
- ▶ Besides, you appreciate things more when you know this may be your last time seeing them.

Own as Little as Possible

- ▶ Depend on even less.
- ▶ The less you own, the less you're affected by disaster.

Choose Opportunity, Not Loyalty

- ▶ Have no loyalty to location, corporation, or your past public statements.
- ▶ Be an absolute opportunist, doing whatever is best for the future in the current situation, unbound by the past.
- ▶ Have loyalty for only your most important human relationships.

Own as Little as Possible

- ▶ The best plan is the one that lets you change your plans.
- ▶ (Example: renting a house is buying the option to move at any time without losing money in a changing market.)

Avoid Planning

- ▶ For maximum options, don't plan at all.
- ▶ Since you have no idea how the situation or your mood may change in the future, wait until the last moment to make each decision.

How to like people

<https://sive.rs/d1p>



Assume it's their last day

- ▶ Everyone talks about living like it's your last day on earth.
- ▶ Instead, to appreciate someone, live like it's their last day on earth.
- ▶ Treat them accordingly. Try to fulfill their dreams for the day.
- ▶ Really listen to them. Learn from them.

Be Who You'd be when Alone

- ▶ You could live in a crowd, pleasing only others.
- ▶ You could live in solitude, pleasing only yourself.
- ▶ But ideally, when in a crowd, be the same person you'd be when alone.

Assume Men and Women are the same

- ▶ Men think women are so different from them.
- ▶ Women think men are so different from them.
- ▶ But the differences among men and differences among women are far greater than the differences between men and women.
- ▶ So counteract your tendency to exaggerate the differences.
- ▶ Assume men and women are the same.

Always Make New Friends

- ▶ As you grow and change, old friends and family will be unintentionally invested in maintaining you as you were before.
- ▶ Let go of people that don't welcome and encourage your change.

Avoid Harming the Relationship

- ▶ For long-term relationship success, it's more effective than seeking the positive.
- ▶ A friendship that may take years to develop can be ruined by a single action.

Act Calm and Kind

- ▶ Regardless of how you feel.

Don't Try to Change them

- ▶ ...unless they asked you to.
- ▶ Don't teach a lesson.
- ▶ Stop trying to change people who don't think they have a problem.

Find Wisdom in Your Opponents

- ▶ Really engage those who think opposite of you.
- ▶ You already know the ideas common on your own side.

Purge The Vampires

- ▶ Get rid of people that drain you, that don't make you feel good about yourself.
- ▶ They make you hate all people.

What to do when you get successful

<https://sive.rs/d1s>

Change Yes to “Hell Yeah!” or No

- ▶ Once successful, you need to switch strategies.
- ▶ To get successful, you had to say yes to everything.
- ▶ Now if you continue doing that, you'll drown in all the opportunities.
- ▶ Now say no to anything that makes you say anything less than “Hell yeah!”

Keep Momentum

- ▶ The temptation is to take it easy.
- ▶ But like swinging on jungle vines, if you stop that forward motion you can never get it back.

How to stop being rich and happy

<https://sive.rs/d1x>

Prioritize Lifestyle Design

- ▶ You've made it, so it's all about you, now. Make your dreams come true.
- ▶ Shape your surroundings to please your every desire.
- ▶ Make your immediate gratification the most important thing.

Chase That Comparison Moment

- ▶ You have the old thing. You want the new thing. Yes! Do it! Be happy for a week.
- ▶ Ignore the fact that the happiness only comes from the moment of comparison between the old and new.
- ▶ Once you've had your new thing for a week, and it becomes the new norm, seek happiness from another new thing.

Buy, not Rent

- ▶ Why rent a house, castle, boat, or car, when you can buy?
- ▶ It's not about the thing, it's about identity. This shows who you are now.

Internalize Your New Status

- ▶ You worked hard to get here. Celebrate. Relax.
- ▶ Admit you are in a different class of people now, with different needs.
- ▶ Understand there is no going back.

Be a Connoisseur

- ▶ Learn what others say is the finest.
- ▶ Insist on only the finest.
- ▶ You will now be unhappy with anything but the finest.

Get To Know Your Possessions

- ▶ Now that you own the best, it's time to focus on what you've got.
- ▶ Learn all about the features of your new possessions.
- ▶ Spend more time getting your surround sound and heated floor just right.
- ▶ Work out the solar panel charging of your Tesla car. This is important.

Acclimate To Comfort

- ▶ Eliminate every discomfort from your life.
- ▶ Blame others when the world seems hard, and is not living up to your standards.

Notes of “Solve for Happy” by Mo Gawdat!!

Book notes: Solve for Happy by Mo Gawdat – Marlo Yonocruz

Part I

Setting Up the Equation

- ▶ Everyone seeks happiness as much as they seek air to breathe
 - ▶ It's that feeling where everything seems right and you wouldn't mind if time stood still
 - ▶ We search for happiness when we realize it has always been inside us, a design feature
 - ▶ Success is not an essential prerequisite to happiness
- ▶ The easiest way to spend 10,000 hours doing something to become great at it?
 - ▶ Doing something that makes you happy
 - ▶ Whatever it is we do in our lives should directly solve for happy

Setting Up the Equation

- ▶ Document your own list of things that make you happy
 - ▶ “I feel happy when...” (complete the sentence)
 - ▶ Writing this list actually makes you happy, and he does this weekly to reinforce an attitude of gratitude
- ▶ Happiness happens when life seems to be going your way
 - ▶ You feel happy when life behaves the way you want it to
 - ▶ The opposite is true. Unhappiness is when your reality does not match your hopes and expectations
 - ▶ Happiness => your perception of the events of your life – your expectations of how life should behave
 - ▶ It's not the event that makes us unhappy, it's the way we think about it that does
 - ▶ When we choose to let our painful thoughts and suffering to linger and ruminate in our mind, the more we make ourselves needlessly suffer
- ▶ Happiness starts with a conscious choice

- ▶ Fun is a painkiller because it mimics happiness by switching off the excessive thinking that overwhelms our brains for a while
 - ▶ With no thoughts, we rerun to our default, childlike state: happiness
 - ▶ Fun, gratifying things we seek to give us that painkiller leads to us always striving for more extreme painkillers
 - ▶ Set a daily quota of fun, positive activities as a happiness supplement
- ▶ Joy is when thoughts are no longer even needed because the analysis has ended and the equation has permanently been solved
- ▶ “The gravity of the battle means nothing to those at peace” tattoo on his son’s back
- ▶ True joy is to be in harmony with life exactly how it is: Joy is attaining uninterrupted happiness
- ▶ Eliminate 6 illusions, fix the 7 blind spots, and hang on to 5 ultimate truths

Part II: Grand Illusions

The Little Voice in Your Head

- ▶ The Illusion of Thought: you are not your thoughts
 - ▶ Those thoughts are there to serve you, and up to you to act upon
 - ▶ You are the boss who tells you what to do, not your thoughts
- ▶ Three types of thought that our brain produces:
 - ▶ Insightful – used in problem-solving
 - ▶ Experiential – focused on the task at hand
 - ▶ Narrative – chatter
- ▶ Observe the dialogue of your thoughts
- ▶ Your brain can be primed just by bringing a thought into your consciousness
- ▶ The easiest way to become happy is just to be happy: Remove the unhappy thought, replace it with a happy one, and let the rest take care of itself

Who Are you?

Our ego and identity is tied up to our perceived image to the outside world. And we tend to fight to try and hold onto that identity that we've cultivated due to suicidal expectations and pressures

- ▶ The happiness equation malfunctions completely because the expectation others will buy into our fake image is never satisfied and we feel unhappy
- ▶ Analogy: life is like the coffee that people want, but they focus so much on how good-looking the cup is that they stress themselves out if they don't have a fancy cup: If you want to live a stress-free life, ignore the cup and just enjoy the coffee
- ▶ Like a Russian doll, you need to remove the layers one by one, trying to distinguish the real you from the roles you've assumed over the years until you find your pure self
- ▶ As much as you might think so, you are not the star of the movie



What you Know?

- ▶ “Real knowledge it's to know the extent of one's ignorance” - Confucius
- ▶ Be an explorer, a seeker of the truth, always ready to admit being wrong in order to continue the quest

Does Anybody Know What Time Is?

- ▶ Time is relative per the Theory of Relativity
 - ▶ Einstein says time and space are connected in a 4-dimensional structure called Space-Time
 - ▶ The pull of gravity actually slows time down, so passing by a black hole will slowdown time significantly
- ▶ Time is experienced differently by different people and different cultures
- ▶ Time plays a big role in perpetuating and creating unhappiness
 - ▶ Happy emotions are mostly anchored in the present moment
 - ▶ Every unhappy or stressful thought exists outside of the here and now, while every observation of the here and now eases you into a peaceful place: When you remove the timestamps from your thoughts, there will be nothing unhappy left to think about
 - ▶ If you want to be happy, live in the here and now: Whatever you're upset about is rooted in a past you cannot change or a future that may turn out to be completely different from what

Houston, We have a problem!!

- ▶ With so many things out of our control the two things in our control are our actions and our attitude
- ▶ Movie reference: Life Is Beautiful

Might As Well Jump

- ▶ Everyone is afraid of something: Fear is the granddaddy of all illusions
- ▶ Pain is just a thought, and your brain can ignore it: You can learn to suppress it or enjoy it like muscle soreness from working out
- ▶ The first step is to acknowledge our fears and face them
- ▶ What keeps us alive and propels us forward is not our fears but our actions
- ▶ Taking action will reduce your fears: Ask: what is the best that can happen?

Part III: Bind Spots

Is it True?

- ▶ Worrying is the brain's default position: The evidence shows that most of us tend to be negative most of the time
- ▶ What we perceive is mostly filtered, allowing us only a tiny sliver of the truth
- ▶ Blindspots:
 - ▶ Filters
 - ▶ Assumptions
 - ▶ Predictions
 - ▶ Memories
 - ▶ Labels
 - ▶ Emotions
 - ▶ Exaggeration

Part IV: Ultimate Truths

Right Here, Right Now

- ▶ Schedule in “me-time” for yourself
- ▶ When you're feeling busy and overwhelmed, just stop:
Practice awareness and noticing things around you in your life
- ▶ Timeless time: give yourself the luxury of a timeless experience at least once a week
 - ▶ Take yourself to a quiet spot where you have no access to anything with the time
 - ▶ While doing an activity, put your full attention and awareness into that activity

The Pendulum Swing

- ▶ Try reframing ambition so that the focus is on the goal of becoming a better person regardless of how you compare to others: Even better, look down instead of up and be grateful at how lucky you are
- ▶ Gratitude is a sure path to happiness

Love is All you Need

- ▶ Love, true love, is real. All other emotions are temporary
- ▶ They appear when a reason triggers them and disappears when that reason goes away
- ▶ Relationships suffer because they are built on conditional love in an ever-changing world
- ▶ There's no happiness without love. True love delivers lasting joy
- ▶ There's no taking in true love: With nothing to take, there's nothing to expect and none of the suffering that results from the missed expectations from conditional love
- ▶ The true joy in true love is in giving it: The more love you give, the more you get back
- ▶ The Law of Conservation or Multiplication of Love: Love never goes to waste: The more you give it away, the more loved you will feel
- ▶ Even the most annoying, seemingly hateful people you meet,

Love is All you Need

- ▶ Love yourself. How can you love anything or expect anything to love you if you don't love yourself?: Nothing causes more unhappiness in the world today than the widespread deprivation of self-love
- ▶ Jot down everything about you that's positive or admirable
 - ▶ Force yourself to write at least one thing per day that you're proud of
 - ▶ Write down every compliment you receive, who said it, and when
 - ▶ Go back and revisit whenever you feel you're not good enough
- ▶ Be kind. Giving to those you love often feels even better and keeping for yourself
- ▶ The ultimate form of giving is forgiving

L. I. P. (Live In Peace)

- ▶ The physical world, the world around us, is observer-dependent: Life must have existed before the big bang in order to observe it into existence
- ▶ The physical self is an illusion. Life is not the body that is subject to the limitations of space-time: The real you is the observer, not the physical form that represents you. That is what life really is
- ▶ Death scares us because we are comfortable with the familiarity of this life
- ▶ Our mortality ironically is a life coach
 - ▶ Before you die, you might as well live a happy life
 - ▶ Let's learn to find happiness despite death, or even because of death
- ▶ Like every other truth, accepting that will set you free: But first, it will really piss you off
- ▶ Life is like a game in which the difficulty makes it fun,

L. I. P. (Live In Peace)

Three lessons that teach us how to live a worthy life:

- ▶ Death is inevitable so accept it
- ▶ Life is now. Birth and death are like the covers of a book, but what really matters are the stories that fill the pages in between
 - ▶ How would you live if you knew today was your last day?
 - ▶ More importantly, why are you not living that way today when you know that it may well be your last?: Every day, a version of you and everyone else dies and never returns. Don't let any of them pass unappreciated
- ▶ Life is a rental. Everything we have will be left behind so why do we focus so much on our possessions?
 - ▶ Nothing is really yours, then nothing can be lost: Find freedom in that
 - ▶ Letting go and allowing things to leave from your life allows for space and new things to come in

Who Made Who?

- ▶ There is no scientific way to prove something does not exist, such as a designer of the universe: You cannot prove a negative
- ▶ Since neither side of the Grand Design debate cannot conclusively prove they're right, it's all a matter of probability: It is a question of which side is more likely to be true
- ▶ Doing the math, it takes way more time and possibilities to create the universe than its age, almost impossible without intervention: Factoring in entropy in which things have a tendency towards chaos, and it decreases the odds
- ▶ Similar to how it's possible an Audi could appear randomly with enough chances, but it's not probable: We cannot think the car would be produced by evolution alone. If the universe had infinite time to try, then maybe. But that is a myth
- ▶ Age of universe since Big Bang is about 13.7 billion years.
Earth = 4.5 billion. Primitive Life = 3.7 billion years ago: It's

Main ideas / Themes

- ▶ Everyone seeks happiness as much as they seek air to breathe
- ▶ The easiest way to become great at something is to do something that makes you happy
- ▶ Whatever it is we do in our lives should directly solve for happy
- ▶ Happiness => your perception of the events of your life – your expectations of how life should behave: True joy is to be in harmony with life exactly how it is
- ▶ The easiest way to become happy is just to be happy. Remove the unhappy thought, replace it with a happy one, and let the rest take care of itself
- ▶ Life is like the coffee that we want. If you want to live a stress-free life, ignore the cup and just enjoy the coffee
- ▶ As much as you might think so, you are not the star of the movie
- ▶ Time plays a big role in perpetuating and creating

Main ideas / Themes

- ▶ Gratitude is a sure path to happiness. Look down instead of up and be grateful at how lucky you are
- ▶ There's no taking in true love. The true joy in true love is in giving it
- ▶ Law of Conservation or Multiplication of Love: Love never goes to waste.
- ▶ The more you give it away, the more love you will feel and get back
- ▶ Behind the mask, even the most seemingly hateful, annoying, and egocentric people are just peaceful children who just want to be loved and appreciated
- ▶ Love yourself, as you cannot give or receive love otherwise. Most unhappiness in the world comes from a widespread deprivation of self-love
- ▶ Be kind. The ultimate form of giving is forgiving.
- ▶ Our mortality ironically is a life coach

Jottings from Talks, Blogs

Ray Dalio



Principles

"Principles are fundamental truths that serve as the foundations for behavior that gets you what you want out of life. They can be applied again and again in similar situations to help you achieve your goals."

Build a machine (system)

- ▶ Those who are most successful are capable of “higher level thinking” —i.e., they are able to step back and design a “machine” consisting of the right people doing the right things to get what they want.
- ▶ Visualize alternative machines and their outcomes, and then choose
- ▶ Imagine how goals 1, 2, and 3 can be achieved.
- ▶ At the end of this process, your plan should look like a realistic movie script, which describes the parties and their interactions through time.
- ▶ Remember that everything takes longer and costs more than you plan for.

5-step process to achieve goals

- ▶ Setting goals
- ▶ Perceiving problems
- ▶ Diagnosis
- ▶ Design
- ▶ Doing the tasks

Evaluate the believability of people

- ▶ While it's good to be open-minded and questioning, don't treat all opinions as equally valuable.
- ▶ Almost everyone has an opinion, but many are worthless or harmful.
- ▶ The views of people without track records are not equal to the views of people with strong track records.

Realize that people's values and abilities are unlikely to change

- ▶ Recognize that people are built very differently.
- ▶ Think about their very different values, abilities, and skills.
- ▶ In picking people for long-term relationships, values are most important, abilities come next, and skills are the least important.
- ▶ Don't believe it when someone caught being dishonest says they have seen the light and will never do that sort of thing again. Chances are they will.
- ▶ Know what makes your people tick, because people are your most important resource.
- ▶ If there are performance problems, it is either because of design problems (e.g., the person has too many responsibilities) or fit/abilities problems. Abilities can be improved by trainings.

Trust yet control

- ▶ Hold people accountable and appreciate them holding you accountable.
- ▶ Constant examination of problems builds a sample size that helps point the way to a resolution and is a good way to detect problems early on before they become critical.
- ▶ Avoiding these daily conflicts produces huge costs in the end.
- ▶ Even a tiny amount of cheating is intolerable, so your happiness and success will depend on your controls.
- ▶ Security controls should be viewed as a necessary tool of our profession, not as a personal affront to an individual's integrity.

Seek Truth, as it will help you to identify problems and overcome them (This one is going to be LONG)

- ▶ *Reality + Dreams + Determination = A Successful Life.*
- ▶ Success is getting what you want
- ▶ Those who react well to pain that stands in the way of getting to their goals, gain strength and satisfaction
- ▶ Learning comes from making mistakes, reflecting on the causes of the mistakes, and learning what to do differently in the future
- ▶ *Pain + Reflection = Progress*
- ▶ Don't tolerate badness.
- ▶ Don't use the anonymous "we" and "they," because that masks personal responsibility—use specific names.

Thanks ...

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