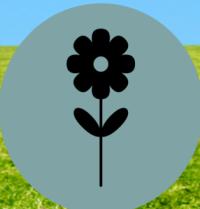
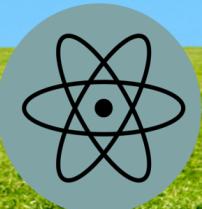


We
Can All
Change
the
World



Notes on
Entrepreneurial
Thought
Leaders
Volume 9
(2013-2014)

personalopz

We Can All Change the World

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Volume 9 (2013-2014)

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Thanks to Stanford University for this inspiring resource. And my family for further inspiration and support.

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Preface

Changing the world can happen by tackling problems that are both big and small. Individually we can incite changes on a personal or local level. Sometimes a hug or a smile might be enough to pull somebody out of a dark place. With the butterfly effect that one little change in someone's attitude can cause positive ripples felt by many others.

The larger problems usually require a collective effort. Starting a charity (such as Scott Harrison did with charity: water) or starting a business (many of the other thought leaders) are both ways to work towards solutions. Sometimes the solutions to small problems also work on much larger problems (Sal Kahn and Kahn Academy).

(While there are obviously exceptions to this, I truly believe that people creating startups are doing it for more than money. There are much more sure ways of making money than playing the startup lottery.)

Regardless of the problems you are setting out to solve the important thing is that you are actively setting out to solve them.

A changemaker is the most powerful thing you can be.
- Bill Drayton (Ashoka)

Most importantly, you cannot change the world just by being. The ordinary by definition is maintaining the status quo.

Seeing the world is not changing the world. Exchange information, ideas, and experiences. Be conscious of what you are doing and how you are trying to achieve it.

Live a mindset. Don't just talk about it. - Bob Sutton
(Stanford)

I have found that the Entrepreneurial Thought Leaders series has inspired me to change my mindset. Living it takes hard work and dedication but I would not have it any other way.

Will

There is Always a Way Forward

Date: 2013-10-02

Speaker: Matthew Rabinowitz (Natera)

Link: [Entrepreneurial Thought Leaders](http://ecorner.stanford.edu/authorMaterialInfo.html?mid=3172)¹

Choose a problem that is really worthy of you and several years of your life.

Be a little bit irreverent.

Work out the things you want to do for the sake of doing them—because they make you feel good.

The more specific a class is the less useful it is going to be to you.

You can open doors yourself.

There is always a way. You just need to have a team that will stick with you and find it.

Let go of your ego and look at the market.

Pick a solution that is in your own control.

Manage your own destiny as much as possible.

Go to investors as early as you can.

Try to find the balance in everything.

There is a good side to every bad thing that happens.

¹<http://ecorner.stanford.edu/authorMaterialInfo.html?mid=3172>

Realizing Innovation at Enterprise Scale

Date: 2013-10-09

Speaker: Padmasree Warrior (Cisco)

Link: [Entrepreneurial Thought Leaders](#)²

Technology has the incredible power to change how business gets done.

There were 1,000 devices connected to the Internet in 1984. A million in 1992. A billion in 2008. 12.5 billion in 2010. They expect roughly 50 billion devices by 2020.

Many of the connected devices will be sensors.

In 2012 we created more data than in the previous 5,000 years combined.

The next wave of the Internet is “the Internet of everything.”

The next wave is to connect people, processes, data, and things.

Usability and user experience are two slightly different things.

Cisco expects one to two percent of revenue growth every year to come from acquisitions.

First golden rule of acquisition is if the vision and strategy aligns.

Second golden rule is to look for things that are disruptive.

Have an influence platform.

Leaders need to be community builders.

²<http://ecorner.stanford.edu/authorMaterialInfo.html?mid=3173>

You need to separate learning from education.

Learning is going to be a massively scalable platform.

You Have to Break the Egg

Date: 2013-10-16

Speaker: Cyriac Roeding (Shopkick)

Link: [Entrepreneurial Thought Leaders](http://ecorner.stanford.edu/authorMaterialInfo.html?mid=3174)³

Mobile and shopping are a really good combination.

The cellphone is the only computer that most people in the world have.

Mobile has different rules than other platforms.

There is a big difference between a feature, a product, and a company.

Conversion rates are very good in the physical world.

The chicken and egg problem is the number one problem for entrepreneurs.

The number one job of the entrepreneur is to break the egg.

The second thing an entrepreneur needs to do is create assets and reduce risks.

Everybody needs to know what their passion is.

First thing to do is to ask yourself, “whose problem does this solve?”

If you have an awesome idea with a bad team you’re done.

Culture is highly underrated.

Culture is a decision framework.

Culture is a wind that blows everybody in one direction.

When in doubt don’t hire.

³<http://ecorner.stanford.edu/authorMaterialInfo.html?mid=3174>

Revel in the Adventure of New Ideas

Date: 2013-10-23

Speaker: Steve Teig (Tabula)

Link: [Entrepreneurial Thought Leaders](http://ecorner.stanford.edu/authorMaterialInfo.html?mid=3175)⁴

Apply everything you know about everything to every problem you encounter.

Always challenge your assumptions.

It is not enough to have great ideas. Infrastructure matters.

Redirect your fear.

Surround yourself with great teams.

Try to solve a problem that matters and whose solution matches your particular skillset.

Try to solve a problem whose solution will help you solve other problems down the road.

Making a decision clearly and quickly often matters more than making the right decision.

Figure out what you want to be and go after that. If the environment changes then change course a little bit.

It is easy to get paralyzed by trying to gather too much data too soon.

The most fun you can have at work is at a “change the world” startup.

⁴<http://ecorner.stanford.edu/authorMaterialInfo.html?mid=3175>

If you change the world the money is going to come.

Have fun.

Pick something you love.

Always try your best.

A World of Changemakers

Date: 2013-10-30

Speaker: Bill Drayton (Ashoka)

Link: [Entrepreneurial Thought Leaders](http://ecorner.stanford.edu/authorMaterialInfo.html?mid=3176)⁵

The world is defined by change.

Change begets and accelerates change.

If you help a really powerful idea or entrepreneur get started they are not going to stop. You are helping launch the institution.

The goal is to change the world for the good.

If you're not a changemaker the last thing in the world you want to see is a problem or opportunity because you can't do anything about it.

Group play is a good way for kids to practice empathy.

The world is complicated.

The rate of change is going up exponentially.

We're at a point where rules don't exist.

There is a new paradigm for education.

You can't have a team where everybody is telling everybody else what to do.

People can't afford to have you on your team if you aren't a changemaker.

Everybody has to be a changemaker.

A changemaker is the most powerful thing you can be.

⁵<http://ecorner.stanford.edu/authorMaterialInfo.html?mid=3176>

Society wide it is important for us all to work together.

Entrepreneur means pattern change. It does not mean direct service.

Every type of person is in education.