

Module 3 - Lesson 1 (Export2)

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SUMMARY KEYWORDS

red pill, growth mindset, malware, matrix, fixed mindset, mindset, neo, life, phrases, engineer, nlp, ownership, reverse, blue pill, effect, truth, individuals, learn, courage, change

The 1999 science fiction film The Matrix starring Kenneth C. Reeves, Laurence Fishburne, and Carrie Moss is one of my favourite films. It's about a time when machines rule the earth and man's journey. Well, one man in particular Neo tried to stop the machines.

One of my favourite scenes is at the beginning of the movie when Neo, who is portrayed by Keanu Reeves, has to choose between taking a red pill or a blue pill. If he chooses the red pill, he will wake up in the matrix and see the truth. If he chooses the blue pill, he'll go back to the life he wants knew as if nothing ever happened, and nothing ever changed. Neo decides to choose the red pill, and the film's main adventure begins. Having the right mindset is important in everything we do in the matrix, Neo has a choice to make. And the choice is a reference to his mindset. Does he want to take the red pill and see the truth? Or does he want to take the blue pill and ignore it in his book, mind set the new psychology of success. Carol Dweck suggests mindset breaks down into two categories. The first category is a growth mindset with a growth mindset. This means you're in charge of your own life and NLP terminology. This concept means you are on the cause side of the equation, not the effect side that you cause things around you. Not the other way around. In NLP we represent this as c is greater than E , if you're on the effects side than E is greater than c you want to be living at cause, which means taking ownership of your life and the matrix. The red pill represents informed realism and the growth mindset. Individuals with a growth mindset believe they can overcome challenging circumstances that they can rewire their brain and learn new behaviours, and new patterns. They believe the brain is malleable, that anything is possible. If they set their mind to it. You'll often hear the phrase, I can learn this, I can do this, I can figure it out. It won't be easy, but I can do it. Those are phrases you'll hear from people with a growth mindset. Because these individuals know how to come up with solutions in the midst of circumstances in order to solve problems. They know they have to have the courage to try something new. Rarely do we get to the next level by continuing to do what we've always done. In contrast, people with a fixed mindset. They don't think they're in charge of their own life. They think everything is set in stone, even themselves. They think they are hardwired, their brain is hardwired, they think they are on the effect side of the equation that e is greater than c for them, they're living at effect instead of living out cause these individuals are often closed minded. And they are not open to very many new ideas. You might hear phrases such as I'm just not good at that. I'm too old. I'm not naturally gifted, I can't possibly learn that. Those are phrases somebody with a fixed mindset will say they have a limiting belief that the world is in black and white. I can do something or I can't do it. It's this way or that way. It's all or nothing. You get the idea. People with a fixed mindset prefer a state of uninformed optimism, and will always go for that blue pill.

One of the interesting things is I used to reverse engineer a malicious software or malware. I used to reverse engineer it to determine its behaviour, how to stop it, who wrote it and so forth. And the old days around 2010 when you reverse engineer malware you ran it in a virtual machine or a sandbox environment that was often isolated from the internet. The authors of the malware knew that this was the process of the people trying to reverse engineer their malware. So they added what was called red pill functionality to the malware. The red pill functionality caused the malware to behave

differently when somebody was trying to reverse engineer it in a virtual environment. Because the Mauer operate differently. The cyber security engineers job that was trying to reverse the malware became much more difficult. red pen red pill functionality effectively gave malware a growth mindset. Having a growth mindset means taking ownership of your actions in order to learn from them. If you don't take ownership over actions, you're not going to change because it will always be somebody else's fault. Or your blame external factors. Many people don't want to know the truth. That's why a lot of people avoid going to the doctor. They want to sidestep a difficult conversation, or they have he or they believe avoiding things is a strategy. It takes courage and ownership to face the truth. The only way to change though, is from a place of honesty, we have to start with a place of honesty, if we're not, if we're not honest about the status of a project. If we pretend things are okay that we have it all covered. When we don't we're asking for trouble. People with a growth mindset take responsibility for their own lives and the effect they have on others. They're aware and willing to change, they take the red pill to have a fixed mindset means just the opposite. It means you're unwilling to change. And you'd rather turn a blind eye to the truth. You'd rather stay in your own unhappiness, instead of risk the unknown, which could actually be better. People with a fixed mindset choose the blue pill, they choose to stay in the matrix and continue to run on the hamster wheel of life, even though they know it's pointless. key takeaways. Individuals with a growth mindset believe they can overcome challenging circumstances. People with a fixed mindset. Don't think they're in charge of their own life, they're living at effect. They think everything is set in stone even themselves. People with a fixed mindset prefer a state of uninformed optimism, and they always go for the blue pill. Having a growth mindset means taking ownership of your actions, living at cars, and taking the red pill. People with a growth mindset take responsibility for their own lives, and the effect they have on others. What's next. In the next lesson, we'll talk about how you and your team's mindsets can have a massive impact on your organisation. I'll tell you a story about how we worked with a company that had medical devices in hospitals and clinics around the world with his password generating algorithm that have been leaked on the internet and put millions of people in danger. You also hear the story of how I was hired to break into a bank and what happened during that engagement. So without further ado, let's jump into lesson two.