


What is Disruption?

“ A disruptive innovation is an innovation that creates a **new market and value** network and **eventually disrupts** an **existing market** and value network, **displacing established market** leaders and alliances. ”


Professor Clayton M. Christensen
Harvard Business School



TESLA

 Square

facebook

 airbnb

zipcar 

 Google Wallet

NETFLIX



UBER

 Pay



 tv

Property Listings and Marketplaces

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PropTech Accelerator





Exclusive: Take a look at Keller Williams' would-be Zillow-killer

KW will launch its consumer-facing app in Q2 with an eye toward making its agents the 'Netflix of real estate'

BY [PATRICK KEARNS](#) Staff Writer



FEB 17



0
income limits

For qualifying HomeReady[®]
borrowers in select census tracts



Fannie Mae

[Learn More](#)

Global Disruption Map by Industry



Source : Building your digital DNA Digital transformation in progress, Deloitte Digital



Volatility

changes fast, unpredictable, unexpected, unstable and may be of unknown duration.



Uncertainty

past history is no longer a predictor of what will come next. Insufficient information.



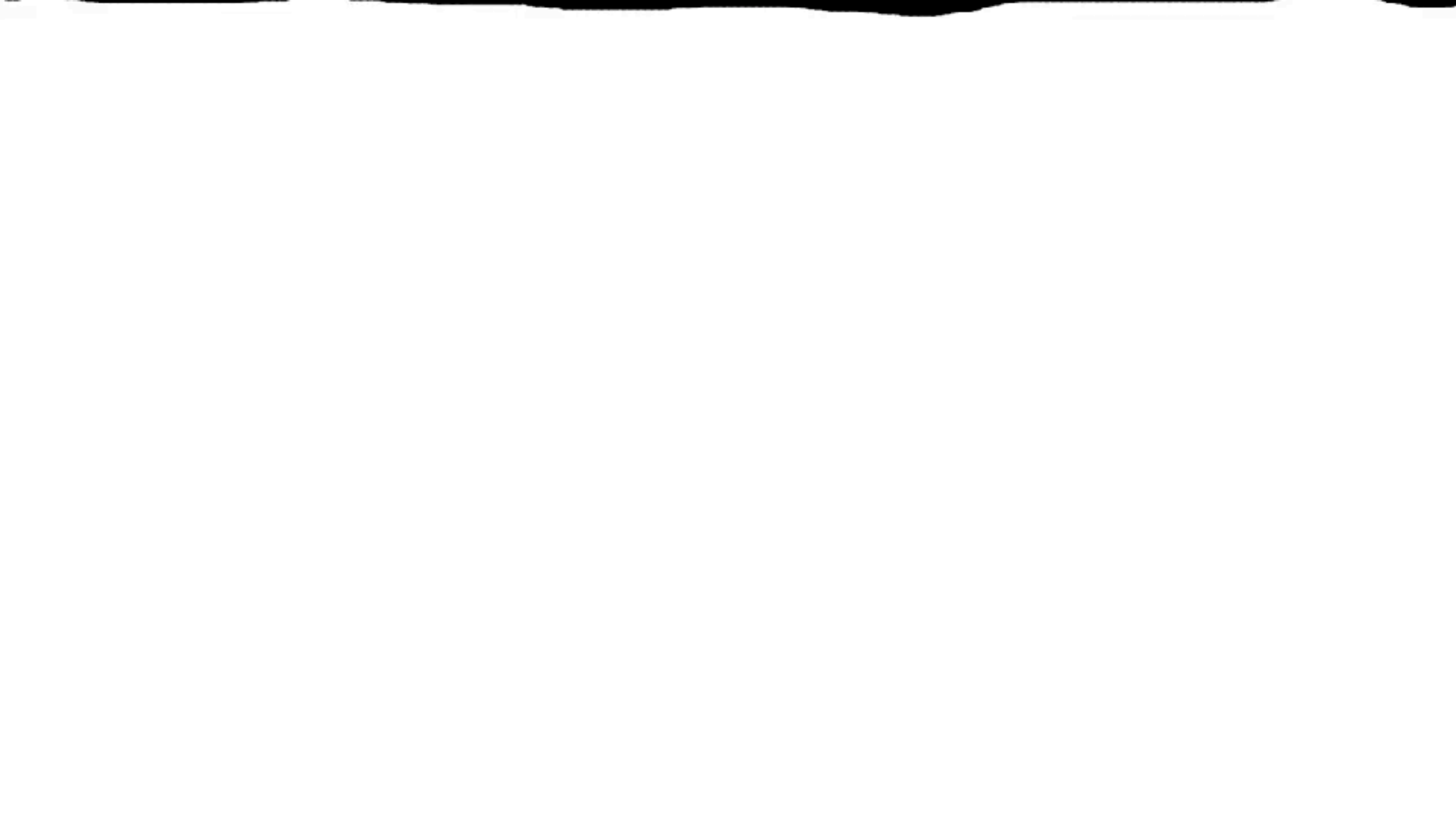
Complexity

too many interconnected parts and variables to make the right decisions.



Ambiguity

where who, what, why & when are harder to ascertain. No precedents exist;



Two Types of Mindsets



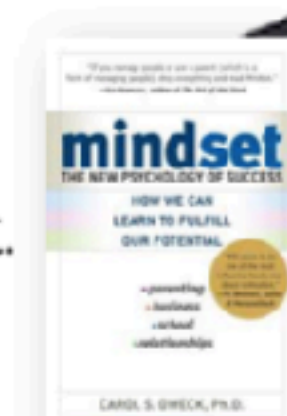
Fixed Mindset

Intelligence is a fixed trait.
You can't change it.



Growth Mindset

You can grow your
intelligence through effort.



Dr. Carol Dweck



Name: Farhan

Class: 4th

Date: 12/1/22

Growth Mind-Set Vs Fixed Mind-Set

quote from poet Sir Isaac Briccott: "For mind is malleable, it can be shaped and again reshaped"

Vocabulary

Fixed Mind-set

Growth Mind-set

Neuroscientist

- 1. A mind set is a collection of ideas and beliefs which govern
- 2. A person's response to new challenges, opportunities and setbacks.
- 3. A scientist believes that everything has a reason for its existence.

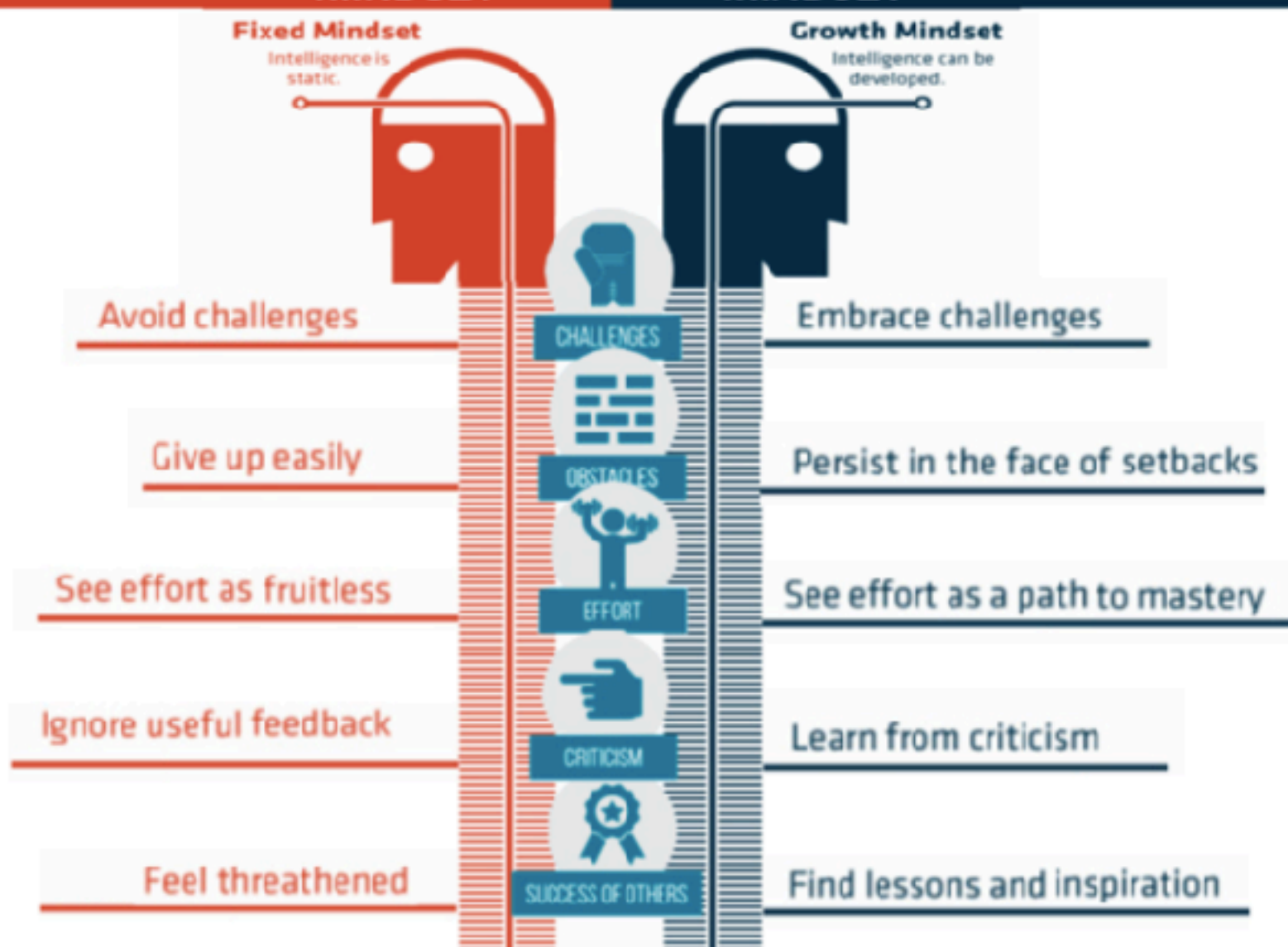




FIXED MINDSET

VS.

GROWTH MINDSET



KNOWLEDGE ISN'T POWER,
—— APPLIED ——
KNOWLEDGE IS...

- Paul Chek



Close.io

A ACTION

C CHANGES

T THINGS



New Research Shows Why Focus On Teams, Not Just Leaders, Is Key To Business Performance



Josh Bersin, CONTRIBUTOR

I analyze corporate HR, talent management and leadership. [FULL BIO](#) ✓

Opinions expressed by Forbes Contributors are their own.

Deloitte just launched a study of people challenges in [business](#), [Deloitte Human Capital Trends 2016](#), and the results were striking. Among the 7,000+ companies who responded (in over 130 countries), the #1 issue on [leaders](#) minds is “how to redesign our organizational

REAPFIELD

Platforms



REAPFIELD



LEAD MANAGEMENT



Capture leads

Score and prioritize leads

Assign leads to
appropriate sales reps

Convert qualified leads

Nurture leads that are
not sales-ready

Evaluate lead
management progress

**The Most
Important Factor
in Achieving
Success**

**As
Featured
on
Oprah**

Adversity Quotient

Turning Obstacles into Opportunities

PAUL G. STOLTZ, PhD



Erik Weihenmayer

American athlete, adventurer, author, activist and motivational speaker

Scaled the Seven Summits

The Seven Summits are the highest mountains of each of the seven continents





A man with dark hair, wearing a white button-down shirt, is seen from the back and side. He is looking at a dark chalkboard. On the chalkboard, a large question mark is drawn in white chalk. To the right of the question mark, there is text written in a mix of white and green chalk.

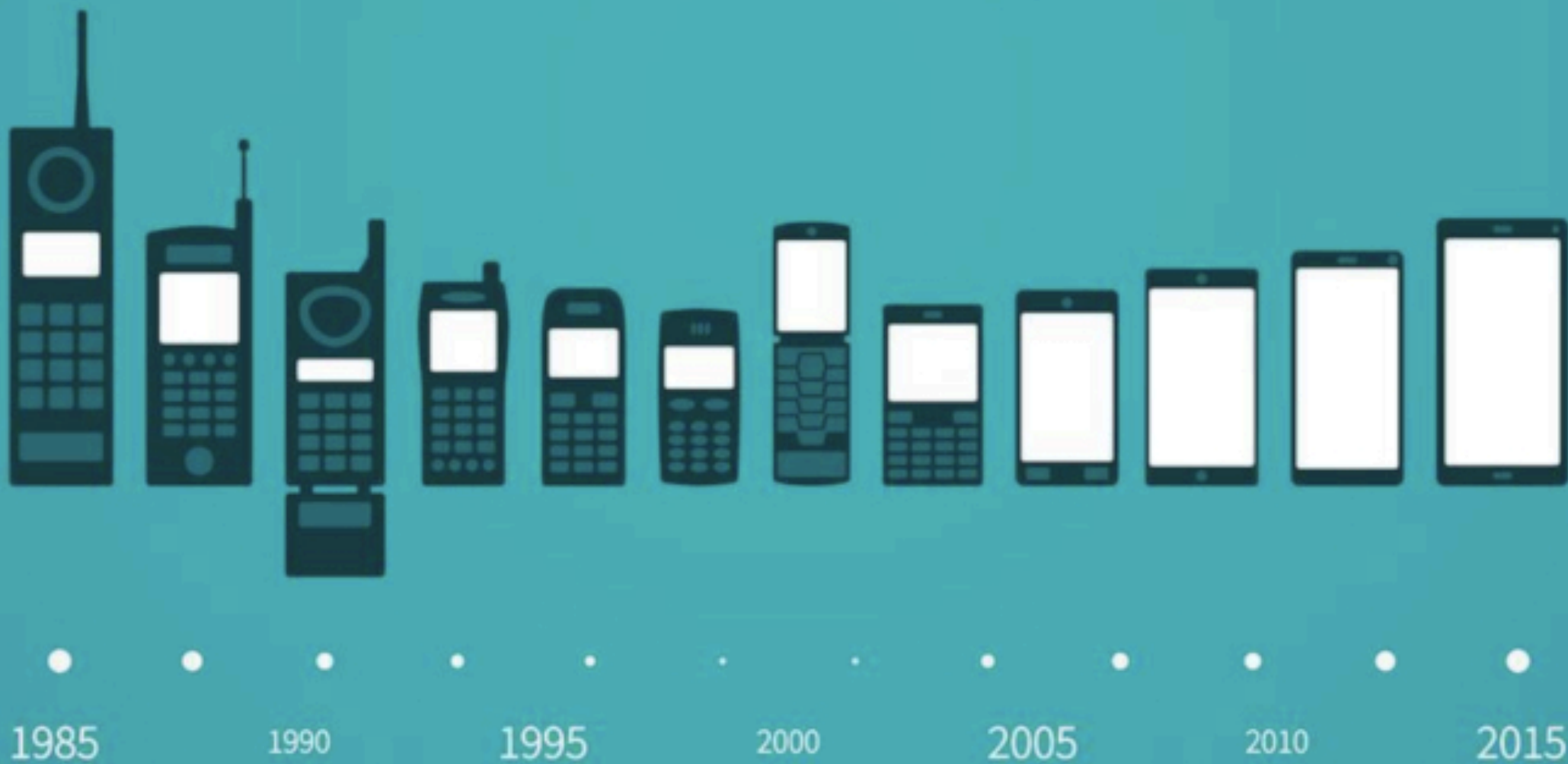
There is
MAGIC
in asking
YOURSELF
the right
QUESTIONS


POSITIVEWRITER.COM/QUESTIONS



**IT COMES DOWN
TO ONE SIMPLE
THING:**

**HOW BAD DO YOU
WANT IT?**



A person's hands are shown holding a black smartphone. The background is a soft-focus bokeh of light blue and white circles. Various colorful icons are scattered around the central text: a line graph with three peaks, three upward-pointing arrows in green, yellow, and blue, a microphone on a stand, a globe, a hand holding a glowing lightbulb, a blue cloud, a yellow speech bubble with three colored dots, a target with an arrow hitting the bullseye, and a document icon.

CONSUMER BEHAVIOR





Solution

Analysis

Problem





