Mindset Matters

Revolution Prep
Why are we listening to this guy?

• In 13 years, Revolution has:
  • Worked with over 1,000,000 students
  • Trained over 10,000 teachers
  • Helped students around the world achieve things they didn’t think were possible
The Three Ms

Mindset

Mastery

Management
The Three Ms

Mindset

Mastery

Management
READ → READ FOR MEANING
WRITE → COMMUNICATE YOUR IDEAS
DO MATH → ANALYZE AND APPLY
Bloom’s Taxonomy

- Remembering
- Understanding
- Applying
- Analysing
- Evaluating
- Creating

Develop Fluency
AP World History

Honors Algebra II

Club Soccer

Total Workload

Critical Level
<table>
<thead>
<tr>
<th>Important</th>
<th>Urgent</th>
<th>Not Urgent</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>• Deadlines</td>
<td>• Large projects like term papers</td>
</tr>
<tr>
<td></td>
<td>• Missing/overdue work</td>
<td>• Developing capacity as a learner</td>
</tr>
<tr>
<td></td>
<td>• Exam happening soon</td>
<td>• Reflecting on past assignments</td>
</tr>
<tr>
<td>Not</td>
<td>• Snapchat from friend</td>
<td></td>
</tr>
<tr>
<td>Important</td>
<td>• Invitation to movies tonight</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Minor HW assignment for math class</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Post photos from last weekend to Instagram</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Pet your dog</td>
<td>• Spend time playing favorite videogame</td>
</tr>
</tbody>
</table>
The Three Ms

Mindset

Mastery

Management
The Myth of Effortless Talent
High Ability  
Low Effort

Low Ability  
High Effort
Popular Example of Low Ability, High Effort?
Effort vs. Ability?

Effort ≠ Ability
With a Growth Mindset...

...ability and intelligence can increase and improve.
Identifying a Fixed Mindset

- Avoids challenges.
- Sees effort as fruitless, or worse!
- Ignores useful negative feedback.
- Gives up easily.
- Feels threatened by the success of others.
- Says “I’m just not good at that.”
Hallmarks of a Growth Mindset

- Embraces challenge.
- Sees effort as the path to mastery.
- Finds lessons and inspiration in the success of others.
- Persists in the face of setbacks.
- Learns from criticism.
- Says “I’m not good at that yet, but I can get better.”
Mindset Check – Artistic Ability
We only get stronger when it's difficult!
“Do you like studying math?”

- 83% in 3rd Grade
- 37% in 9th Grade
Why do we resist doing what is hard?
Often it is the fear of failure...
“There is one thing that makes a dream impossible to achieve: the fear of failure.”

Paulo Coelho

“Success is stumbling from failure to failure with no loss of enthusiasm.”

Winston Churchill

“Failure is so important. We speak about success all the time. It is the ability to resist failure or use failure that often leads to greater success. I’ve met people who don’t want to try for fear of failing.”

J.K. Rowling
As a young man, my teachers told me I was “too stupid to learn anything.”
I spent thousands of hours creating an electronic vote recorder, only to be told by the US Senate it was useless and would never be adopted.
I tried roughly 10,000 prototypes of a single device before finding one that would actually work.
In an attempt to create a hit toy for kids around the country, I launched a talking doll. They broke easily, and kids found the doll’s voice to be “ghastly and strange.”
Who am I?

As a 29-year old company founder, I recruited an established CEO from another industry. Within two years, he organized the board against me and had me removed from the company.

I launched four products that were complete and utter failures, costing my company hundreds of millions of dollars in development costs.

I then went on to start a company aimed at producing a revolutionary computer, only to have it end up a total flop that most folks have never heard of.

I tried (and failed) on multiple occasions to sell a film production company for as little as $50 million, when it would eventually be valued at over 7 billion dollars.
Who am I?

When I started my career, I was rejected for publication regularly and had to work in a laundromat.

After finishing the first draft of my first novel, I was so disappointed in the quality of my work that I threw it in the trash.

It regularly takes me weeks or even months to write the first sentence of a new book.
Failing because it’s hard, and you tried your best

Failing because you decided not to try
Labels

- Danger Poison
- Justrite Flammable Keep Fire Away
- Warning Children Left Unattended Will Be Sold To The Circus
What’s the impact of labels on people?
How you praise matters.

You’re so good at math!

You’re such an awesome student.

I’m so proud of that A you got!

Vs.

You must have worked so hard to earn that score!

I remember when you were ready to give up the other night – but you stuck with it and kept trying!
Growth Mindset matters for high performers.
Women’s Soccer Players, by level:

- **Youth Soccer**: 1,500,000
- **High School**: 375,000 (25%)
- **College**: 38,000 (2.5%)
- **NCAA Division I**: 9,000 (0.6%)
- **Professional League**: 300 (.02%)
- **US Women’s National Team**: 25 (.002%)
Mindset Takeaways

• Identify growth vs. fixed
• Find the positives in failure
• Praise effort, not ability
• The power of “...yet”
• Beware of labels – even positive ones!
The Three Ms

Mindset

Mastery

Management
The role of the student

- Develop a growth mindset
- Choose challenge
- Embrace struggle and even failure
- Focus on long term growth
The role of the parent

- Inspire your child to learn
- Foster a growth mindset
- Don’t label them or yourself
- Don’t do the work for them
- Be a responsible manager
Using a tutor properly for students at all levels…

• Inspire a love of learning
• 1st do no harm… Ask, don’t tell
• Experienced at cultivating a growth mindset
• Described by students as one of their best teachers ever
• Demonstrate results beyond homework → test scores, grades, confidence, mindset
Eric Hoffman
(424)214-2373
eric.hoffman@revolutionprep.com