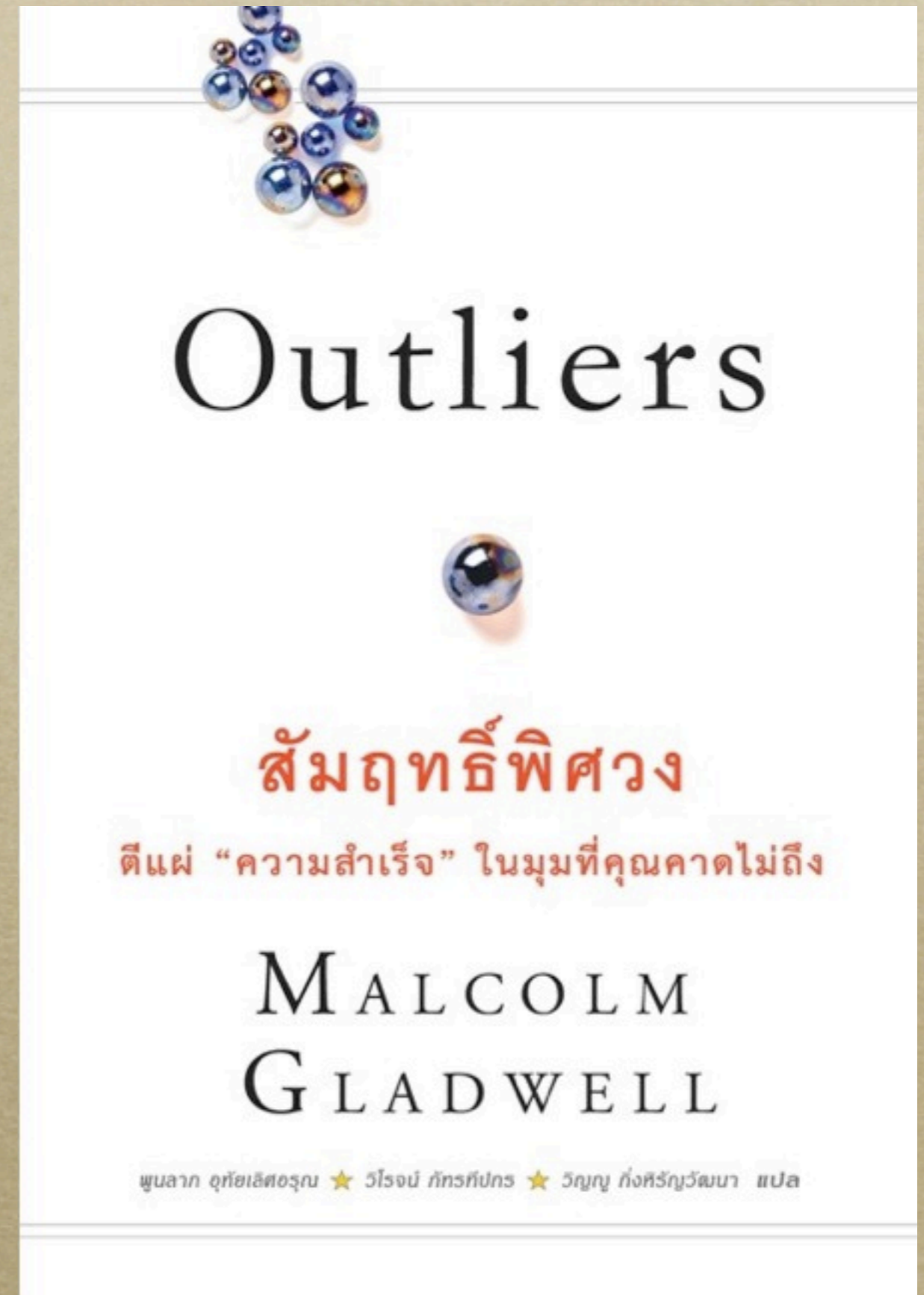


*Outliers*  
review by  
pramoeth nilprem

- *What are the secrets of exceptional success?*
- *What do scientific geniuses and sports stars and musical maestros and billionaire entrepreneurs have in common that sets them apart?*



# the answer is

- *An innate gift and a certain amount of intelligence are important, but what really pays is **ordinary experience***

*Malcolm Gladwell*



# About Malcolm Gladwell

- *one of world famous non-fiction writer*
- *His Best sellers*
  - *The Tipping Point*
  - *Blink*
- *His unique = great story telling ,  
thinking in different ways of people*



PROFILE

## Wise Guy

Upending conventional wisdom has made Malcolm Gladwell famous and successful. In his new book, *Outliers*, he asks, Why on earth did that happen?

BY LEV GROSSMAN

HE STARTED WITH THE LAWYERS. "WHY do they all have the same biography?" he wondered. "We take it for granted that there's this guy in New York who's the corporate lawyer, right? I just was curious: Why is it all the same guy?" It takes a special kind of brain to be curious about New York City lawyers. Such a brain belongs to Malcolm Gladwell, 45, author of *The Tipping Point* and *Blink*, the founding documents of the now best-selling genre of pop economics, which together have sold more than 4.5 million copies.

Sleaser, with elfin cheekbones and a distinctive bloom of spirally brown hair, Gladwell is one of those clever people who actually looks clever. His curiosity about high-achieving lawyers was the germ of his third book, *Outliers*, which will be published Nov. 18. It's a book about excep-

tionally smart people, rich people, successful people, people who operate at the extreme outer edge of what is statistically possible. Robert Oppenheimer, Bill Gates, The Beatles. And yes, fancy lawyers.

**'No one—not rock stars, not professional athletes, not software billionaires, and not even geniuses—ever makes it alone.'**

—MALCOLM GLADWELL, *OUTLIERS*

tionally smart people, rich people, successful people, people who operate at the extreme outer edge of what is statistically possible. Robert Oppenheimer, Bill Gates, The Beatles. And yes, fancy lawyers. Gladwell's goal is to adjust our understanding of how people like that get to where they are. Instead of the Horatio Alger story of success—a gifted child who through heroic striving within a meritocratic system becomes a successful (rich, famous, fill in your life goal here) adult—*Outliers* tells a story about the context in which success takes place: family, culture, friendship, childhood, accidents of birth and history and geography. "It's not enough to ask what successful people are like," Gladwell writes. "It is only by

asking where they are from that we can unravel the logic behind who succeeds and who doesn't." *Outliers* is, in its glib Gladwellian way, a frontal assault on the great American myth of the self-made man. (And they mostly are men. There aren't a lot of women outliers in *Outliers*.)

In some ways, Gladwell himself is, if not an outlier, then at least an outsider. He is both the son of a Jamaican woman in overwhelmingly white Canada and an academic kid from a working-class town (Elmira, Ont.). But the outsider had an in: his father, a mathematician, brought him into the rarefied world of the university. That context is not unconnected to his later success. "As a kid, 11 or something, we would go to his office, and I would wander round," he says. "I got that sense that everybody was so friendly, and their doors were open. I sort of fell in love with libraries at the same time." Now Gladwell, a *New Yorker* staff writer, specializes in milling crunchy academic material—psychology experiments, sociological studies, law articles, statistical surveys of plane crashes and classical musicians and hockey players—into prose so silky and accessible, it passes directly into the popular imagination in the form of memes. The most obvious candidate for memification in *Outliers* is a little gem Gladwell calls the 10,000-Hour Rule. Studies suggest that the key to success in any field has nothing to do with talent. It's simply practice, 10,000 hours of it—20 hours a week for 10 years.

*Outliers* is a more personal book than its predecessors are. If you hold it up to the light, at the right angle, you can read it as a coded autobiography: a successful man trying to figure out his own context, how success happened to him and what it means. Gladwell is asking, as he puts it over hunch, "whether successful people deserve the praise we heap on them."

After all, it's not as if Gladwell is a genius in any measurable sense. In spite of his patrimony, he had no particular gift for math. He entered college two years

early but got lousy grades. ("College was not an... intellectually fruitful time for me," he says, with the air of a man ephemerizing strenuously.) He was fired from his first job in journalism, at the *American Spectator*. It wasn't until he wound up at the *Washington Post* that he really bore down and learned his craft. "I was a basket case at the beginning, and I felt like an expert at the end," he says. "It took 20 years—exactly that long." There you have it: the 10,000-Hour Rule in action.

According to *Outliers*, genius isn't the only or even the most important thing. Gladwell's weapon of choice when assaulting myths is the anecdote, and one of the book's most striking, and saddest, is the strange story of Christopher Langan, a man who despite an IQ of 195 (Einstein's was 150) wound up working on a horse farm in rural Missouri. Why isn't he a nuclear rocket surgeon? Because of the environment he grew up in: there was no one in Langan's life and nothing in his background that could help him capitalize on his exceptional gifts. "He had to make his way alone," Gladwell writes, "and no one—not rock stars, not professional athletes, not software billionaires, and not even geniuses—ever makes it alone."

You get the feeling that Gladwell feels a little guilty about his success—that on some level he thinks it should be Christopher Langan's face on the opposite page, not his, and the fact that it isn't says something about a world that isn't as meritocratic as it claims to be. You could read *Outliers* in many ways—as a brief for affirmative action, as a critique of political correctness (some stereotypes, like Asians being good at math, turn out to be true; even as a defense of Big Government. But it also explains why genius isn't enough. It makes geniuses look a bit less special and the rest of us a bit more so. *Outliers* wasn't intended as an autobiography, Gladwell says. "But you could read it as an extended apology for my success." Apology accepted. ■

Photograph for TIME by Bill Wideman



# *This book review has 2 Sections*

- **Section 1 Summary ‘Outliers’ in short**
  - *part 1 Opportunity*
  - *part 2 Legacy*
- **Section 2 Responses to ‘Outliers’**

*pramo*

# Section 1 Book Review

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- *Outliers: the story of success*
- *Why some people are more successful than others ?*

# An Outlier

- *An outlier here is an **exceptional** person who stands outside the usual range of human achievement. **They don't fit the norm**, for example due to their intelligence, creativity, money-making success and so on.*
- *Only these bring them to success ?*

# Outliers : *Malcolm Gladwell*

- *Success is not a function of Individual talent.*
- *It's the steady accumulation of advantages*



Luck = Success

or



Hard works = Success

◦ the answer is .... >

Luck = Success

or



Hard works = Success

◦ the answer is .... > both



○ ***Luck + hard graft = Genius***

**OUTLIERS by Malcolm Gladwell**

**[www.dailymail.co.uk](http://www.dailymail.co.uk)**

# Outliers who success

- *But the exceptionally successful aren't just lucky.*
- *They make their own luck too by making the most of any advantage they're given.*
- *And, crucially, exceptional people make themselves exceptional by working exceptionally hard.*

*Malcolm Gladwell*

# Success = Opportunity X Legacy \*

- **Opportunity** = *right place right time + Talent , Genius + Experience , 10,000 hrs rule (of hard practice) + Luck*
- **Legacy** = *Inheritance + Culture, Tradition + Support + Luck*

\* *my conclusion from this book*

# Part 1 Opportunity

- *Born Genius*
- *10,000 hr rule*
- *Social skill*
- *Right place ,right time*

# Study by Anders Ericsson

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- *10,000 hr. Rule =*
  - *Greatness requires enormous time*
- *Usually enough time of hard practice or experience gaining*

# Child genius : Mozart

- *No born genius only ,  
hard work also*
- *Even Mozart ...>  
10,000 hrs of practice  
but he started so young*



# Beatles : Are they only gifted ?

- *10,000 hrs in Hamburg*
- *they played 8 hr, 7 nights in their beginning*
- *this hard work also shaped them to the top*



© Sportsphoto Ltd./Allstar

# Bill Gates : only his Gifted?

- Gates's high school happened to have a computer club when almost no other high schools did.
- He then lucked into the opportunity to use the computers at University of Washington for hours on end.
- By the time he turned 20, he had spent well more than 10,000 hours as a programmer.



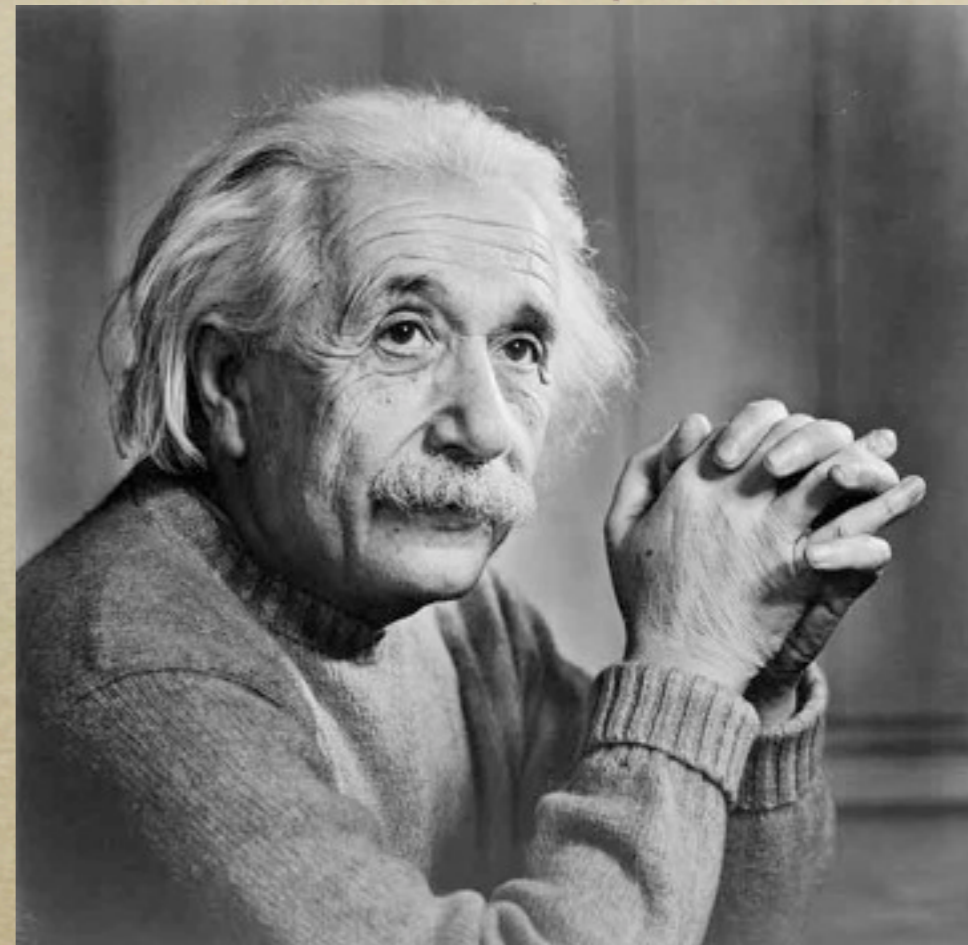


- *“I had a better exposure to software development at a young age than I think anyone did in that period of time, and all because of an incredibly lucky series of events.”*

*Bill Gates*

# Einstein , IQ ~ 150

- *more people IQ > 150 - 190 but not success*
- *by stat. ,only 120 is more than enough*
- *many Nobel prize winner , not that smart*
- *The more important is .....> social skill*



# Oppenheimer & Einstein

- *Oppenheimer = the best story teller ,who can grasp great opportunity*



- *Social skill = story telling ,good presentation , (which come from family , childhood training, environment support)*

# Matthew effect \*

- *“The rich get richer, the poor get poorer”*
- *Malcolm call ‘Accumulative advantage’*

\*named after a biblical verse in the [Gospel of Matthew](#): "For unto everyone that hath shall be given, and he shall have abundance. But from him that hath not shall be taken away even that which he hath."

- *But Matthew phenomenon not always true*
- *if Outliers get in Right place , Right time*



o Right place ,  
Right time

# 75 Richest men in the World

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- *14 American in 75 richest were born in 9 years period , they were poor*
- *(Rockefeller ,J.P.Morgan,Carnegie etc.)*
- *They born in decade of 1830*

# Why 1830s

- *in 1860-70 ,USA built Railway ,Wallstreet this is great reform in Economic*
- *if who born 1820= too old to get chance*
- *if born 1840 = too young*

# Computer Guru

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- *Bill Gates born 1955*
- *Steve Jobs 1955*
- *Paul Allen 1953*
- *Bill Joy (Sun microsystem) 1954*

# Why 1953-55

- *in that time computer = Mainframe*
- *in 1975 , the first microcomputer 8800 was introducing*
- *Who dare to go in this new way , take opportunity*
- *if born before 1950 =too old , dare not to quit the established machine*
- *if born after 1960 = too young ,no skill*



# in 1975

- *Bill Gates , 10,000 hr of experience already*
- *Steve Jobs , get chance to build computer , fixed spare-parts for Hewlett*
- *They have nothing to loose*
- *= Right time ,Right place*

# Hockey players' birthdays

- *in many best leagues in the world*
- *40% born in Jan, Feb, Mar*
- *only 10% born in Oct, Nov, Dec*
- *Cut-off birthdate is **Jan 1st***
- *children born in the first three months of the year are just a little older, bigger and stronger than their peers*



# *interview the father*

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- He mentions passion, talent and hard work
- the calendar has nothing to do with it
- Gladwill = If Canada created another youth hockey league for children born in the second half of the year.
- It would one day find itself with twice as many great hockey players

# English Premier League

- *the slightly bigger kids are slightly better and get slightly more attention... and on and on that will continue.*
- *A similar pattern has emerged from Premiership footballers, where an eligibility date of 1 September,*
- *has meant that a majority of English players were born between September and November.*



# part 2 Legacy

- *Gene inheritance*
- *Tradition ,Culture*
- *Language*

# ◦ Traditions, Culture

# Korean Airline



- more accidents (in past 10 yrs)
- *Korean not good pilots*
- *But due to their tradition* the Korean virtues of respect and deference ,the young dare not to warn the old
- (The cure? Make all Korean pilots work in English and equip them with English-speaking self-assertion. The result? Korean airlines are now award-winningly safe.)

# Chinese Language

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- *The Olympic math. = Chinese students got more Gold medal*
- *Chinese language more practical to remember the number than English*

# Study

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- *read 4,8,5,3,9,7,6 in 20 second*
- *Most Chinese students can remember all*
- *only 50% American can remember*
- *How to count numbers in Chinese is shorter than in English*

# Note

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- *Human brain can get fast memory in 2 second*
- *if any language have short pronouncing , easier to remember . ( more numbers to memo in specific time)*

# Section 2 Responses from Others

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- *Most appreciate*
- *but some have negative responses*
- *However the fact is .....> this book is best sellers and we can get new way of thinking*

# Malcolm Gladwell Isn't As Smart As You Think He is

Tony Ortega ,Nov 15,2009



- "The reasoning in *Outliers*, which consists of cherry-picked anecdotes, post-hoc sophistry and false dichotomies, had me gnawing on my Kindle."

# Chance & Circumstance

The New York Times

by David Leonhardt NYtime Nov2008

- *2 version about Gladwell ,both are true*
- *1st = classical American*
  - *talent,hard work,starring role*
  - *Singularly talented person who took advantage of opportunities*
- *2nd= talented person who took advantage of singular opportunity*

# *1 st Version*

- *in 1984, a young man named Malcolm graduated from the University of Toronto and moved to the United States to try his hand at journalism.*
- *Thanks to his uncommonly clear writing style and keen eye for a story, he quickly landed a job at The Washington Post. After less than a decade at The Post, he moved up to the pinnacle of literary journalism, The New Yorker.*
- *There, he wrote articles full of big ideas about the hidden patterns of ordinary life, which then became grist for two No. 1 best-selling books. In the vast world of nonfiction writing, he is as close to a singular talent as exists today.*

# 2nd version

- *In 1984, a young man named Malcolm graduated from the University of Toronto and moved to the United States to try his hand at journalism. No one could know it then, but he arrived with nearly the perfect background for his time.*
- *His mother was a psychotherapist and his father a mathematician. Their professions pointed young Malcolm toward the behavioral sciences, whose popularity would explode in the 1990s. His mother also just happened to be a writer on the side.*
- *So unlike most children of mathematicians and therapists, he came to learn, as he would later recall, “that there is beauty in saying something clearly and simply.”*
- *As a journalist, he plumbed the behavioral research for optimistic lessons about the human condition, and he found an eager audience during the heady, proudly geeky '90s.*
- *His first book, “The Tipping Point,” was published in March 2000, just days before the Nasdaq peaked.*

# my comment

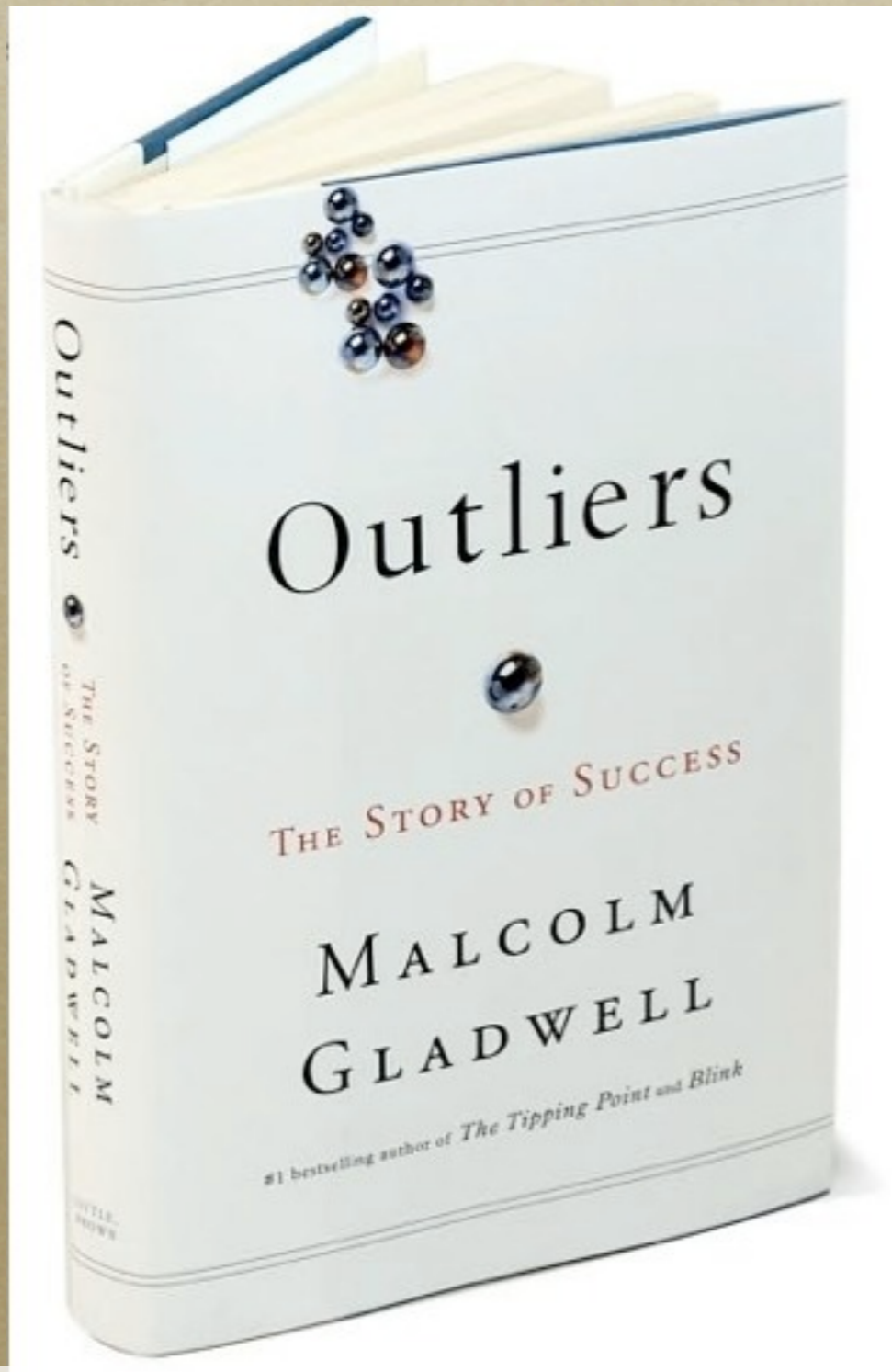
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- *concept in this book not new, but great in story telling*
- *in Medicine*
  - *Disease = Gene X Environment*
- *in Buddish*
  - *Life = Old Karma X New Karma*

*pramoeth*

# We can choose our life by

- *Life time is very short* , so to spend 10,000 hr. practice in some fields, please make sure that this is what we really need to be. And do it as early as possible.
- *Choose or Build environment.*
- *Get in to suitable network* , we need supporting.
- *Outliers = Unique* , find our own different that out standing among others.



# top down equation

- *Effect = Global effect + Local effect + individual effect + Outliers*

