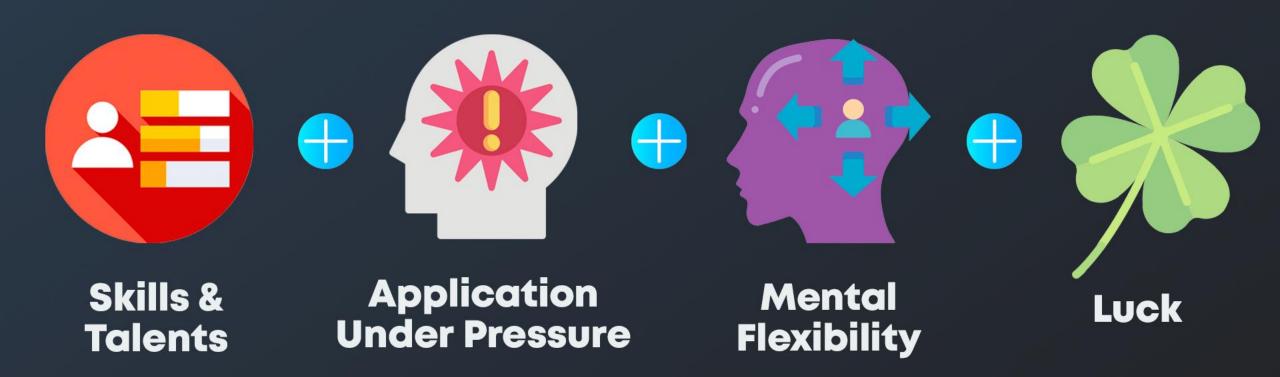




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## The Success Formula





# FAILURE LEADS TO SUCCESS, BUT **HOW MANY FAILURES?**

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BEHAVIOR & SOCIETY

## Failure Found to Be an "Essential Prerequisite" for Success

Scientists use big data to understand what separates winners from losers

By David Noonan on October 30, 2019





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No, A Shamrock Won't Bring You Luck

March 16, 2019 - Catherine Franssen

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Is it Better to Intern at Google or Launc

#### Article

## Quantifying the dynamics of failure across science, startups and security

https://doi.org/10.1038/s41586-019-1725-y

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Yian Yin1,2,3, Yang Wang1,2,4, James A. Evans5,6 & Dashun Wang1,2,3,4\*

Human achievements are often preceded by repeated attempts that fail, but little is known about the mechanisms that govern the dynamics of failure. Here, building on previous research relating to innovation<sup>1-7</sup>, human dynamics<sup>8-11</sup> and learning<sup>12-17</sup>, we develop a simple one-parameter model that mimics how successful future attempts build on past efforts. Solving this model analytically suggests that a phase transition separates the dynamics of failure into regions of progression or stagnation and predicts that, near the critical threshold, agents who share similar characteristics and learning strategies may experience fundamentally different outcomes following failures. Above the critical point, agents exploit incremental refinements to systematically advance towards success, whereas below it, they explore disjoint opportunities without a pattern of improvement. The model makes several empirically testable predictions, demonstrating that those who eventually succeed and those who do not may initially appear similar, but can be characterized by fundamentally distinct failure dynamics in terms of the efficiency and quality associated with each subsequent attempt. We collected large-scale data from three disparate domains and traced repeated attempts by investigators to obtain National Institutes of Health (NIH) grants to fund their research, innovators to successfully exit their startup ventures, and terrorist organizations to claim casualties in violent attacks. We find broadly consistent empirical support across all three domains, which systematically verifies each prediction of our model. Together, our findings unveil detectable yet previously unknown early signals that enable us to identify failure dynamics that will lead to ultimate success or failure. Given the ubiquitous nature of failure and the paucity of quantitative approaches to understand it, these results represent an initial step towards the deeper understanding of the complex dynamics underlying failure.

HOW STRESS
IMPACTS
SELF-BELIEF

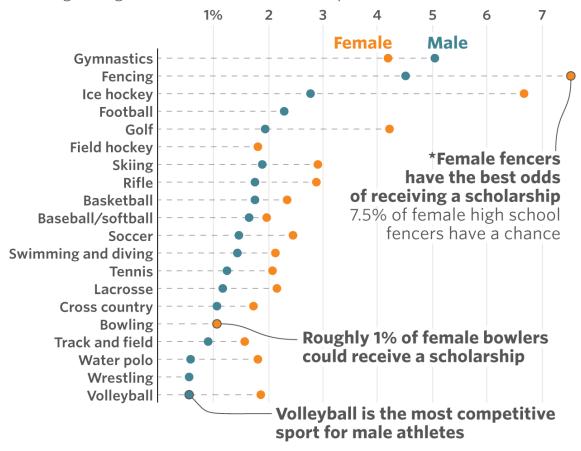






# Chances of a high school athlete getting a college athletic scholarship

Percentage of high school athletes to scholarships available (2013-14)



\*Three outliers were removed from this graphic - Female rowing (49%), equestrian (30%), and rugby (11%) because of a combination of low sample size and no male comparison.

Note: There are caveats to this data. Please read the methodology section below.





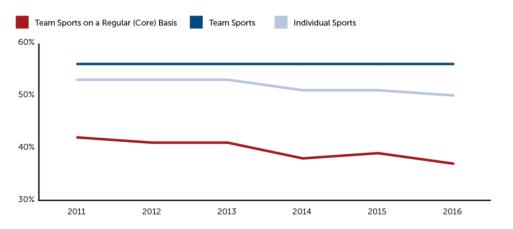
### THE STATE OF PLAY IN THE U.S.

## **SCOREBOARD**

All data below provided by the Sports & Fitness Industry Association and Sports Marketing Surveys at the request of The Aspen Institute

#### TOTAL SPORT PARTICIPATION RATES

Percentage of children ages 6-12 who played in 2016



	2011	2012	2013	2014	2015	2016
TEAM SPORTS	55.5%	55.8%	55.5%	56.2%	56.1%	56.3%
TEAM SPORTS ON REGULAR ("CORE") BASIS	41.5%	41.4%	41.0%	38.2%	38.6%	36.9%
INDIVIDUAL SPORTS	53.2%	52.9%	52.7%	50.8%	50.8%	49.8%
TEAM OR INDIVIDUAL SPORTS	73.0%	72.9%	72.8%	71.5%	71.7%	71.5%











MY DAD
ALWAYS TOLD ME
"DON'T LET ANYBODY
SEE YOU WEAK."
NOBODY SEES
THAT I'M WEAK,
BUT DEEP
DOWN INSIDE
I AM GOING
THROUGH A LOT.
HELL IS
TURNING OVER.

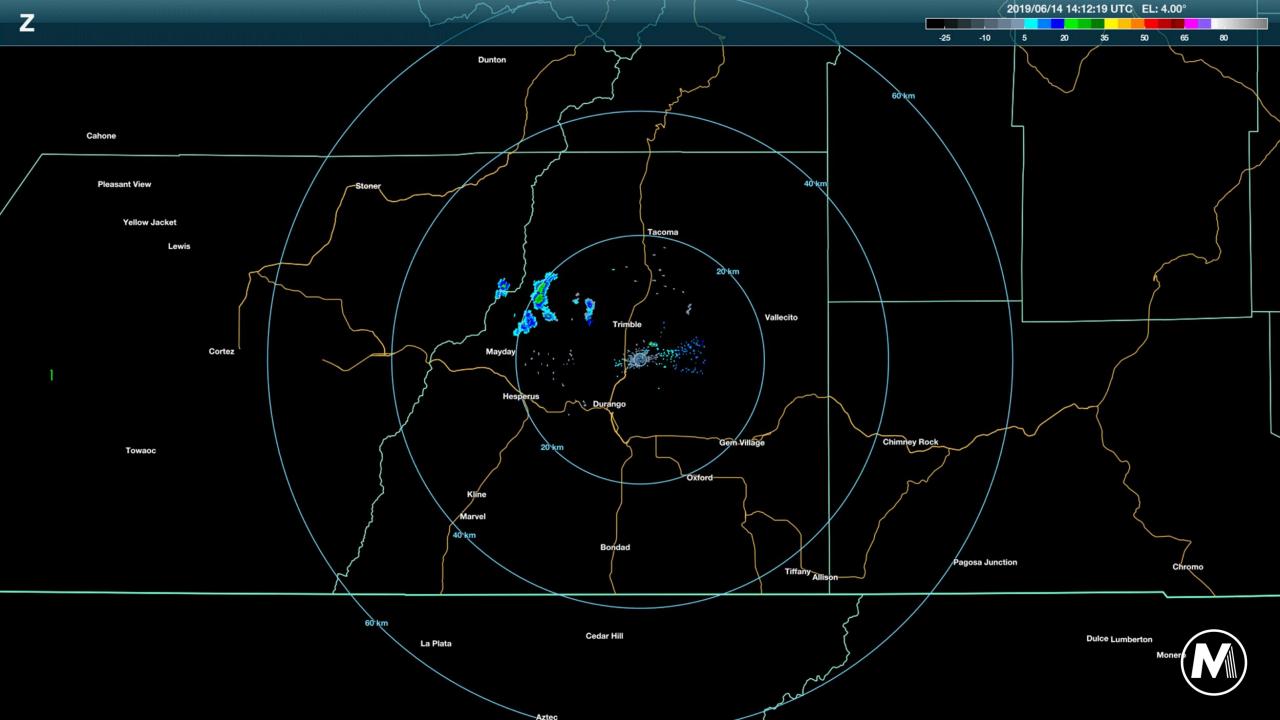
KELLYOUBRE JR

ON ATHLETES BEING SEEN AS SUPER HEROES
AND NOT AS NORMAL PEOPLE













# SOCIAL MEDIA VALIDATION

0010000



# BREAK FREE SUCKVILLE





# SUCKVILLE

## DEFINITION OF THE EXPERIENCE -

THE POINT WHEN THE GAME, THE PURSUIT, AND THE CHALLENGE HAVE WORN YOU DOWN, ROBBED YOUR JOB, AND MADE YOU QUESTION WHY YOU DO THIS



## **EXPECTATIONS**









## **REMEMBER THIS:**

# Every Time You Stand In Front Of Your Team, They Are Asking Themselves...

"Why Should I Listen To You?"

"What Do You Have To Offer That's Different Than The Other Options In My Life?"



## How To Lead Gen Y (Millennials)

**Engage In Their Personal Development** 

Traditional rules about career development don't apply

**Multitask them** 

More Facetime, Engagement & Leadership

**Breakdown halls of authority** 

**Outside of athletics events** 

Figure out what motivates them & their causes

They expect to be listened to

High Demands, High Feedback

Ask for permission to challenge them

They must know & be reminded

Must have a lot of positive feedback

Practice What You Preach

They are watching you & their BS meter is really high

**Foster collaboration** 

Model the behavior you wish to see in them



## How To Lead Gen Z

Timely coaching - correct on the spot

Keep meetings & critiques brief

Teach them how to receive feedback.
Failure is an option!

Try to learn some of their lingo!

Using different teaching tools (videos, etc.)



#### **Provide:**

- Autonomy (I can do it on my own)
- Mastery (I'm getting good at this)
- Purpose (I believe this really matters)



## RECOMMENDED COMMUNICATION

"Coaches have to build relationship bridges that can bear the weight of truth"



You have to gain their trust

**Educate them in the WHY** 

Make parents a part of the program

Know the transaction,
Convert to the transformation



# RECOMMENDED FOR PERSONAL & PLAYER DEVELOPMENT



**Coaching Binder & Philosophy** 

Developmental Plans for Each Player



# CLINICAL AND SPORTS PSYCHOLOGIST DR. BHRETT MCCABE

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