

URL: <https://stvp.stanford.edu/clips/see-patterns-where-others-see-chaos>

Venture capitalist Geoff Yang explains how successful entrepreneurs and investors have the ability to recognize patterns among disparate events, technological advances and changes in society.



Transcript

The second attribute of winning entrepreneurs, I think, is the ability to see chaos - see patterns where other people see chaos.. I talk a lot about this, about pattern recognition.. I get people coming in and they will say oh, I see this trunk and it's really interesting, it's going to be the best trunk in the world.. And someone else comes in and says well it's going to be a foot and I know how we're going to make the best foot there is in the world.. Someone else comes in and says well I got a tail and it's going to be the best tail I've ever seen and someone else says I've got a tusk and before you know it, you start seeing that everybody is kind of describing an elephant, right.. And part of our job as venture capitalists is to try to put all those pieces together and try to recognize patterns.. The best entrepreneurs that I see come in and say well, I see this happening over here, I see this happening over here, I see this happening over here.. The logical thing is that now all the pieces are coming together that the world is going to look like this and they see it as clear as day and they feel compelled to go get in front of that market because they see if they don't do it, they're not sure someone else will or they can't stand the thought that someone else is going to get there in front of them...