



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #207

Jim Harshaw Jr Solo- False Dichotomy

We are raised with an "or" mindset. You can be a firefighter or an astronaut. A doctor or a lawyer. A football player or a baseball player. However, this mindset doesn't serve you well when incorporated into your psyche. You begin to agree with the cultural assumptions that you can be either a successful businessman or a good father but not both. That you can either be in shape or work long hours, but not both. These are simply false dichotomies that we accept without thinking about the real possibilities. In this episode, I give you examples of people living by the "And" mindset. Popularized by the landmark book "Built to Last," I explore the opposing philosophies of "the tyranny of the or" and "the genius of the and" that Jim Collins and Jerry Porras discovered when researching visionary companies. This episode will open your eye to the ability to lead your life with a whole new perspective.

Quotes

"We live by this false dichotomy, believing that it's 'either/or' versus 'and'."

"Take one action. You can drive from NYC to Los Angeles seeing 200 feet in front of you with the headlights, you don't have to see the whole way down the path."

About The Tyranny of 'Or' and The Genius of 'And' 05:59 - 07:34

"One of the several habits that they identified of visionary companies is something that we can apply to our own lives. I'm fascinated by this. I always challenge myself whenever there's this either/or. One of the habits is the tyranny of the 'or'. Actually, for the visionary companies, their habit is the genius of 'and.' The concept of a lot of these visionary companies have - or I guess the ones who don't have this, based on the tyranny of the 'or' will say, "You can invest in the future or you can do well in the short term.' Either/or, not both. You can either invest in the future or do well in the short-term. You can either have low-cost or high-quality. These are the types scenarios that these visionary companies look at and say, 'How can we do both?'"

When you look at companies who do this as an operating philosophy, they tend to be around for a long time. They tend to be really successful companies. It's the same with people."

About Shifting Out of False Dichotomy 13:40 - 13:55

"1. Cultivate confidence in who you are. Find ways to remind yourself of your successes, all the compliments you've received over the years and reasons why you can succeed, the unfair advantages you have.

2. Find other people who have done both things you want to do. Have coffee with them. Have a conversation with them. Reach out to them.

3. Read about people who have done it, or listen to podcasts about it. Listen to books about them. I've got plenty of them in this podcast. Read about people or listen to people who have done it, who are living it out.

4. Create your own version of it. You don't need a role model because you are you. That's truer than true. There's no one alive that's youer than you. That's a Dr. Seuss quote. All you need to know is that it's possible. When you identify what that thing is - hopefully you did this in the beginning of the podcast - ask yourself hypothetically, 'What would I do? How would I do it?' You may just surprise yourself."

Action Item

"After I read you this question, I want you to hit pause for 10 seconds and think about it.

What's that one thing that you always felt that you couldn't do but you know you want to, but if you did that, you would have to give up something else? It's an either/or situation."

Share

<https://jimharshawjr.com/share>

Recommended Book

Built to Last: Successful Habits of Visionary Companies by Jim Collins

<https://www.amazon.com/Built-Last-Successful-Visionary-Essentials/dp/0060516402>

Episodes Referenced

Seth Goldman: <https://jimharshawjr.com/15/>

Isaac Greeley: <https://jimharshawjr.com/156/>

Jim Harshaw - Yeah, But..' Syndrome: <https://jimharshawjr.com/202/>

Jim Harshaw -10-Year Goals: <https://jimharshawjr.com/197/>

Jim Harshaw - Finding Time: <https://jimharshawjr.com/195/>

Bill Burnett -Designing Your Life: <https://jimharshawjr.com/124/>