



MONDAY MOTIVATOR

CREATED BY PERFORMANCE STRATEGIES
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WILL ROBERTSON / JAY McDOWELL

Will@PS-MCG.com Jay@PS-MCG.com

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Discovery

Welcome to a special six page edition of The Monday Motivator. This edition focuses on DISCOVERY. One might ask “What discovery?” Read on to discover the answers!

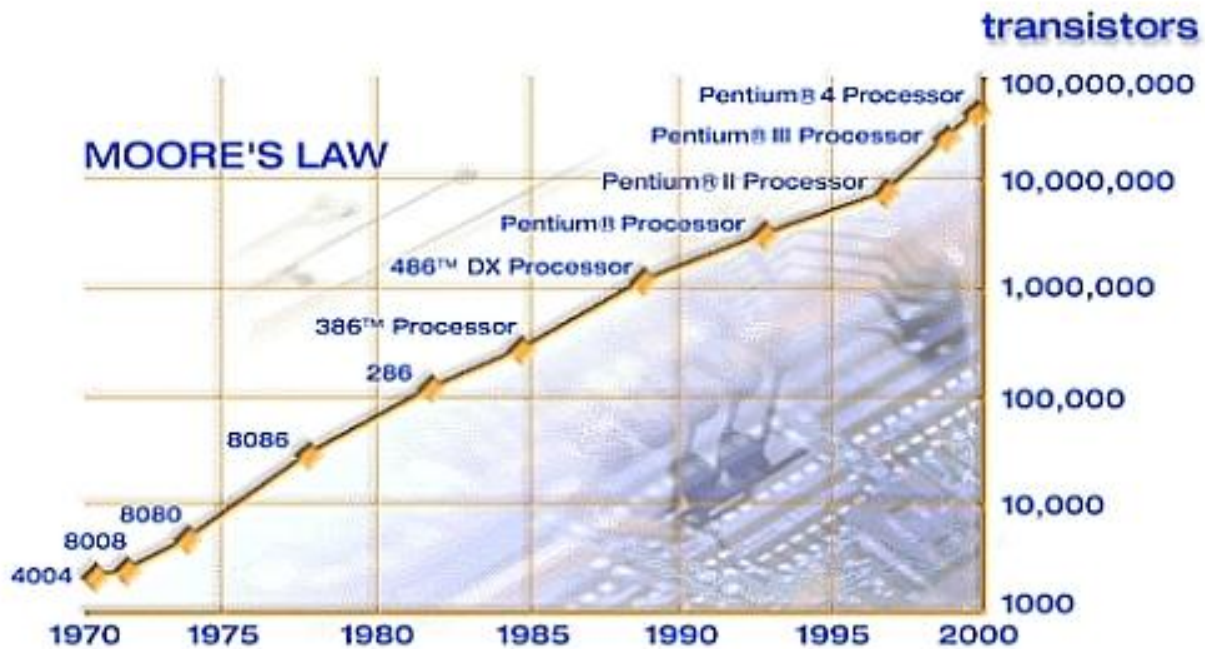


Human Learning Has No Limits

The year is 3,300 BC and a shipment of oil and linen are being delivered to a temple located on the Nile River in central Egypt. A man in charge of keeping track of what is being stored scratches symbols on bone and ivory tablets. He is using an early form of hieroglyphics to write down details of the shipment. These are among the very first human writings in history to record knowledge for the benefit of others who were not there during the event.

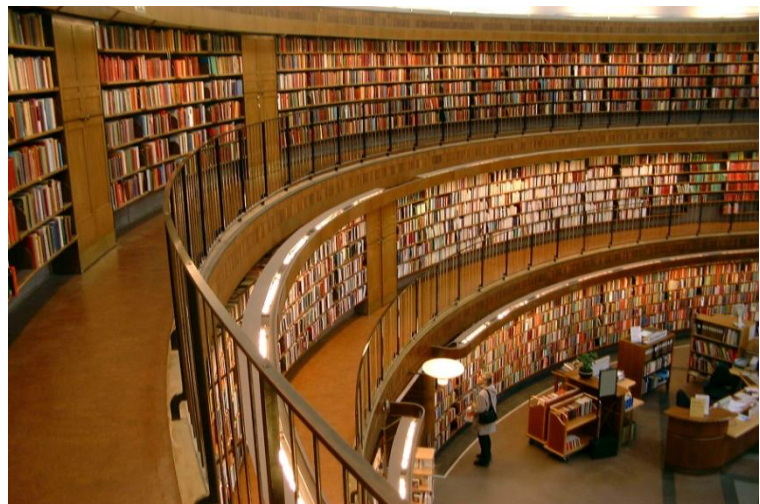
We have come a very long way since then. Continuous learning is an important key to success in both personal and professional pursuits. With it we grow in our business and remain relevant. And, there's a lot of evidence to show that it's working. We have learned to record and share

more information in one hour than all the knowledge available to kings and presidents just 100 years ago. We look over the vast body of recorded knowledge and call it “discovery.”



One of the most obvious instruments of learning is the computer. But it wasn't always this way. Human discovery was a process of learning that led to what we now call knowledge. Along the way we also created millions of hand written volumes of data on thousands of topics ranging from history to cosmology, including the very small and the very large. If you are even mildly informed by the chart above, you will be interested in knowing that a currently popular computer processor called the Intel 6th Generation i7 contains one billion, four hundred thousand transistors. That's fourteen hundred times greater than the Pentium 4 still running many of the PCs in the world, including the one that is writing this document. Just 8 of these tiny transistors spell a letter or a number. We now use such machines to not only record our discoveries, but to teach us about them as well.

Before the digital age we depended on rooms full of books like the one we see here. It took many such rooms just to sort and store the most popular topics we humans wanted to know more about. The day will come when the economics of



creating these books will no longer make sense. Nearly all knowledge is now available on one of the most impactful inventions of the human race; the Internet.

When we speak of discovery, is it just about learning, or something more? In order to learn what we do not know we turn to what we do know to see what's missing. From there we venture off into undiscovered intellectual territory, seeking the answers to very complex questions. And with this new knowledge of discovery we will add to the body of human knowledge, making it possible for those who come after us to discover even more. From the unimaginably tiny to the unimaginably large, we have learned how to see what no human can see without the aid of seeing tools. First we created a simple magnifying glass; then a much more powerful one that has the ability to see things smaller than a human hair.

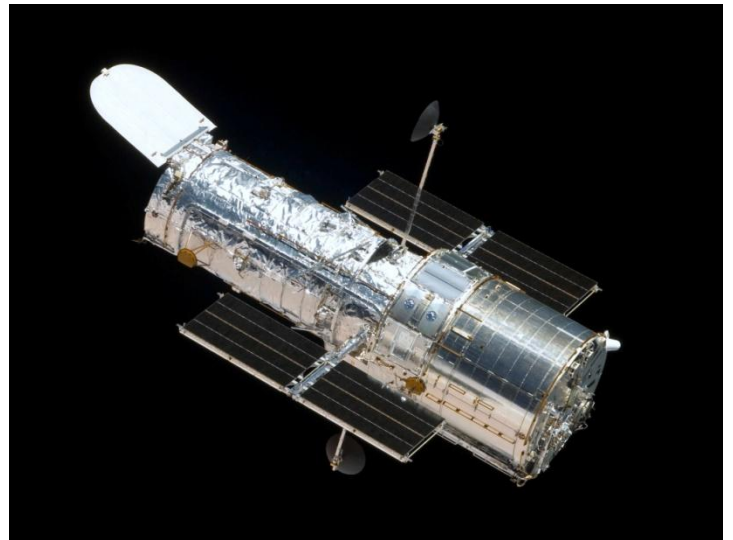


Once we discovered the realities of the tiny things we turned our attention to really big things, like the universe. Since we had learned how to launch ships into the void of space around our planet, we built and put into orbit, huge telescopes that are able to look as far as possible. It was only in October of 1923 that a man named Edwin P. Hubble discovered that the Milky Way (the galaxy we are part of) was not the entire universe. The space telescope named after him has given the human race a view into a reality we never could have imagined. We still have a hard time with the vast distances we are now seeing.

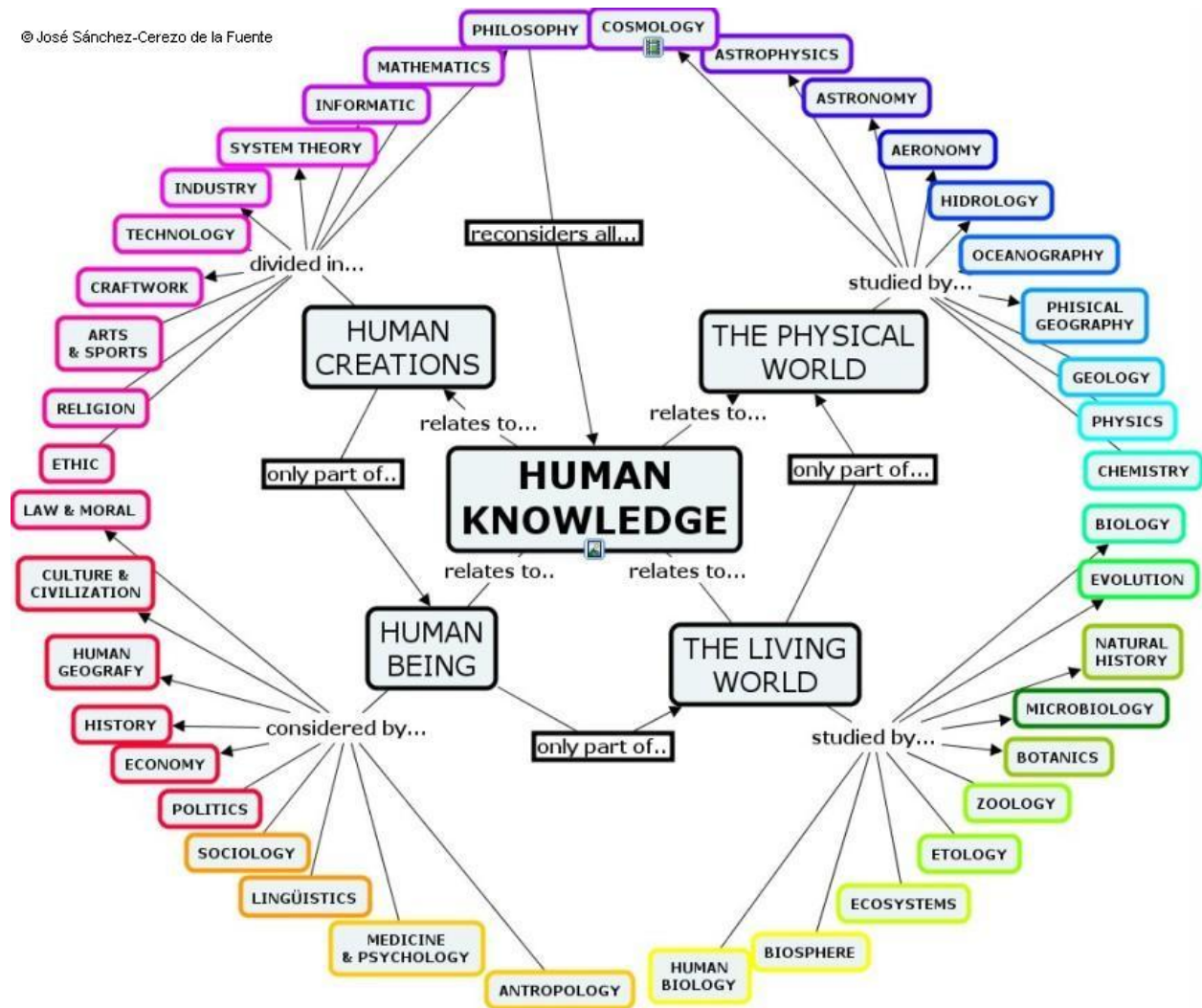
Here is an actual photo of the Hubble Space Telescope in space, its main lens door open, staring into the cosmos to show us one of the greatest discoveries of all time. To see some of the amazing images captured by this huge telescope see this link:

<http://hubblesite.org/gallery/>

If we could catalog all the discoveries we have made since that man recorded a shipment of oil and linen, the list would require a lot of space on a computer record. To get some idea of how we have organized our discoveries, many charts of learning have been developed. The idea was to track the different classifications of human discoveries into



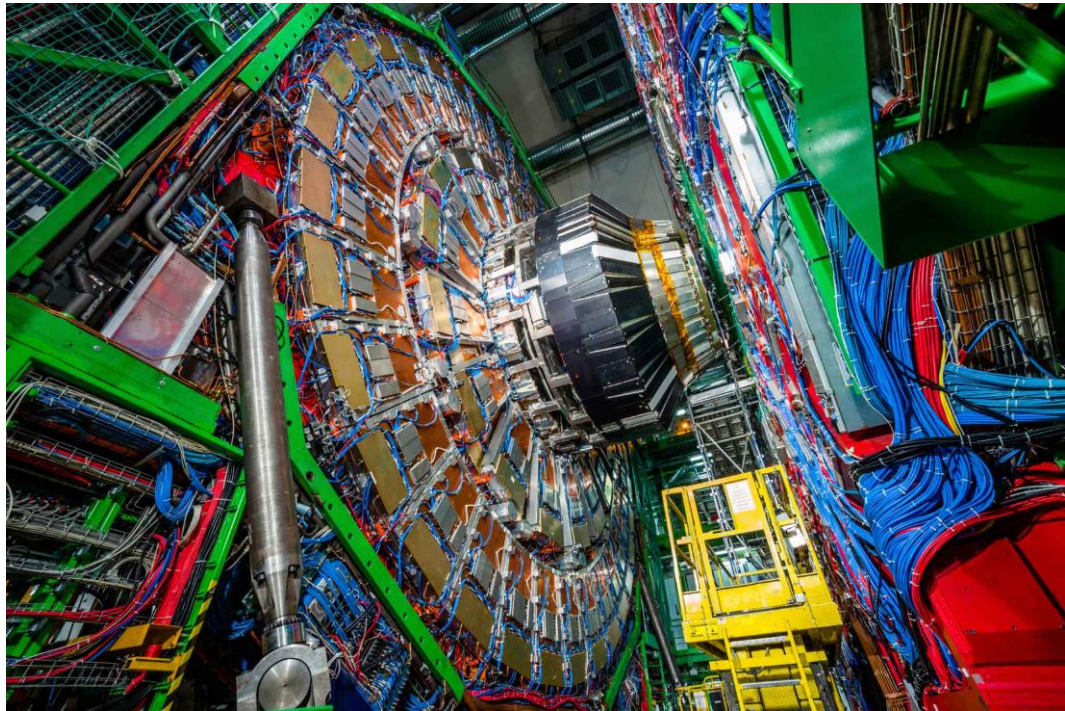
categories that were easy to relate to. For example, just thinking about science, history, medicine, machines, agriculture, education, transportation, religion, law ... well, we get the point. Where would the list end? In spite of the complexity a few have made a pretty good attempt at doing it.



As we can see, the field of discovery is not small. Each of the small boxes we see above has its own chart of sub-specialties as well. So, where are we humans with the total world of discovery? What have we learned that has taught us what we do not know? It turns out quite a lot. For example we still do not know what tiny particles of matter make up all the parts of an atom. We're still working on that. To help us understand it there is a facility called CERN, located in Geneva, Switzerland that is one of the largest experiments ever constructed. The story is far too big for this publication but is very interesting. For those who are interested in knowing more about this massive research facility see this link: <http://home.cern/topics/large-hadron-collider> and also here: <https://en.wikipedia.org/wiki/CERN>

There seems to be no limit to human curiosity. We have a lot of unanswered questions, and we want answers to them. What is this “Big Bang” thing all about? Where did all this stuff in our universe come from? Is the universe we see the only one? Could there be many, perhaps billions, more? Is there intelligent life elsewhere in our universe? Why can’t we find them, or why can’t they find us? And what about all those stars out there? What happens when they all run out of fuel and go dark? And what about the future of humanity right here on Earth? Will computers really take over and make us slaves to their needs or is that just science fiction? How will we feed and provide water to our ever expanding population? Will the population ever stop expanding? Is there a limit to how much trash we can toss into dumpsters or will the idea of “trash” go away someday? Can we ever travel to other solar systems like Star Trek at warp drive? Will there ever be a synthetic conscious awareness on a digital chip? Can we someday store our entire experience of life on a flash drive, to be shared with those who follow us? Will we someday be able to learn anything by simply putting a special helmet on and flipping a switch? And what about living to be a few hundred or even a few thousand years old? Can we

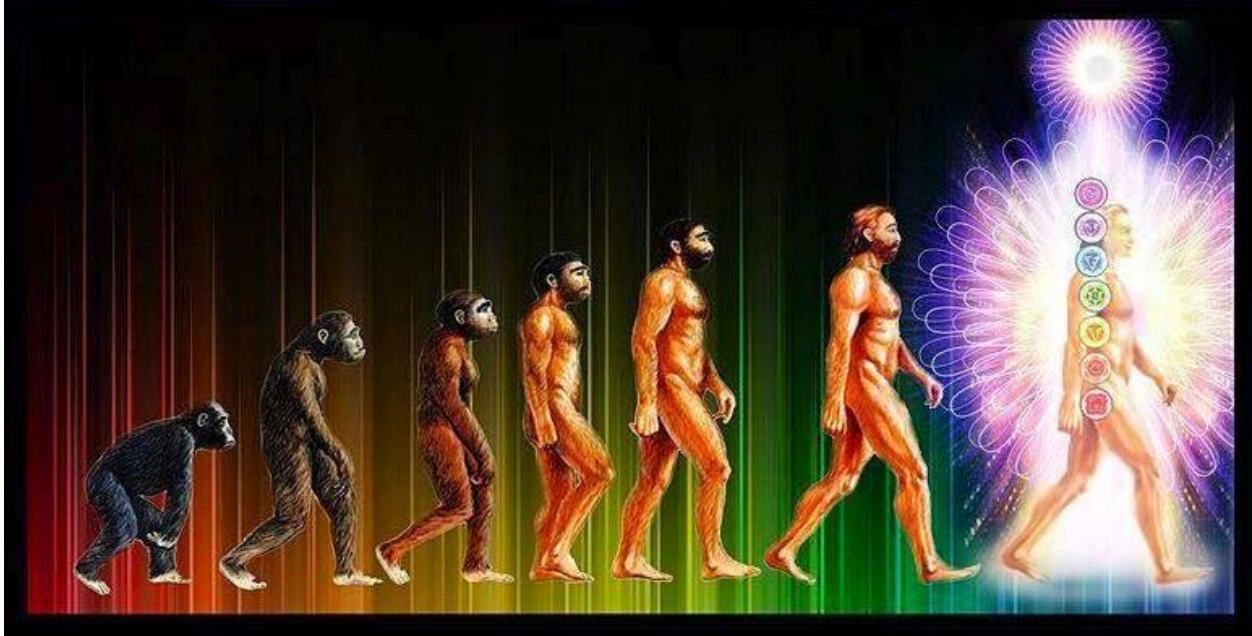
actually do that? Would we want to? As we all can imagine, this list of questions could take up a lot of space. Do you like these sorts of topics? If so you might like this link:



https://www.youtube.com/results?search_query=through+the+wormhole

A dramatic image of just a tiny portion of the massive 27 mile long CERN particle accelerator

As we can see this is a huge topic. Discovery is a never ending process for the human race. That includes all of us. Learning is a wonderful thing and there’s no reason to doubt for a moment that you cannot know what anyone else knows. You can; all of us can.



Science teaches us that evolution is not a time limited process. We are, today, the end of the chain in the world of evolution. It will go on, perhaps for millions of years. It boggles the mind to even think of such time frames. For example, we know that we have parents, grandparents and great grandparents. But what about the thousands of generations that came before them? And will we ourselves be forgotten by the future generations we helped to create?

Until next week, if you know of any business that would benefit with a little coaching in the areas of organization, time and task management, social media, sales, marketing, customer service, operations, HR, leadership or team-building, have them give us a call at 562-577-7000 or send us an email. We will keep you in the loop on how it's going.

Will Robertson, Founder / CEO and Jay McDowell, President / MBA are doing business as Performance Strategies as of Jan. 1, 2017. Our offices are located at 1231 E. Dyer Road, Suite 215, Santa Ana, CA 92705. You can reach us 562-577-7000. Our web site is www.PS-MCG.com Our E Mail addresses: Will@PS-MCG.com and Jay@PS-MCG.com



Will Robertson, Founder / CEO



Jay McDowell, President / MBA

Our consulting and coaching focus supports management, sales, customer service and operations. Included are sales and management assessment surveys as well as leadership, teambuilding, sales operations efficiency and online tracking projects. Our other team members bring additional disciplines as well. We will showcase them in future editions of this business journal. We are all committed to driving the results you want.