

WHEN DIGITAL DAVID MEETS PHYSICAL GOLIATH: THE CASE OF BROCKHAUS VS. WIKIPEDIA

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Ingvar Kamrad

David and Goliath: Underdogs, Misfits, and the Art of Battling Giants.

Chapter 4: David Wins You Can't win a game or your job, or your pay, if you don't have some kind of insight into your opponent. If you understand your own advantages and how to use them, you can win a game or your job, or your pay, even if you are an underdog.

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David Boies

One of the examples Godwell used was David Boies, the lawyer who won the case against Microsoft in 1999. The story of how he got the case is interesting in itself. Boies had a copy of the software that Microsoft had used to create the case. He had a copy of the software that Microsoft had used to create the case. He had a copy of the software that Microsoft had used to create the case.

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Gary Cohn

Gary Cohn is a business leader and was formerly the president of the company that was the subject of the case. He was the president of the company that was the subject of the case. He was the president of the company that was the subject of the case.

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Daily Writing Prompt

What kind of challenges have you faced? How did those challenges become beneficial for you?

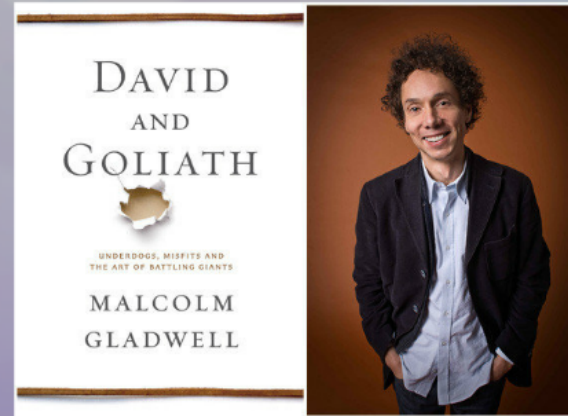
Small text block, likely a quote or additional prompt.

David and Goliath: Underdogs, Misfits, and the Art of Battling Giants.

Chapter 4: David Boies *You wouldn't wish Dylexia on your child. Or would you?*

In this chapter it talks about several people who over came dyslexia. It also explains how

your disadvantages can become advantages. The giant in the story is the learning disability, adapting and overcoming it is the battle.



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David Boies

One of the examples Gladwell used was David Boies, he is one of the most successful trial lawyers to date. The story of how he got to the top is astounding to some. Boies has Dyslexia, reading and spelling is difficult for him. How would someone who doesn't know how to properly read or write be able to become a lawyer? Well Boies didn't let his disability become a burden, he went to law school. There he realized there was a whole lot of reading involved but he found summaries of the cases and that's how he got by. Boies had a impressive memory which was one of his strongest assets and helped him. Dyslexia turned out to be a desirable difficulty for Boies. The learning disability made his life a bit more difficult but he compensated for it by conditioning his memory and in the end that's what helped him become who he is today.



"The fact that David Boies is dyslexic has never held him back. If anything, his dyslexia has been a motivating factor in his success. Although he did not learn to read until the third grade and is still a slow reader, Boies learned to compensate for his disability by developing outstanding powers of concentration and a keen memory." The Yale Center for Dyslexia and Creativity states.

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David Boies

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David Boies



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Gary Cohn

Gary Cohn is an investment banker and was formerly the president and chief operating officer of Goldman Sachs. As a child, Gary had trouble concentrating and was thought to be an idiot. He was forced to be that funny/disruptive kid to create social esteem. He was kicked out of his elementary school several times and was thought to never amount to anything. Cohn is a dyslexic, how he became an investment banker was on him taking social risks that we probably wouldn't have done. He began by simply getting in a cab with someone who was high up on one of Wall Street's big brokerage firms, so happened they were hiring in the options department. As the ride went along, Cohn pretended to know what an option was, he lied his way into that job. He pretended to be someone he was not, something he has been doing his whole life. As a child, he pretended to be someone he was not, so faking to be a broker for an hour cab ride was a cake walk. According to Malcolm, if we were in that situation, we wouldn't have had the guts to jump into the cab or we wouldn't have been able to go through lying about who we were.

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Gary Cohn



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In conclusion after all the evidence indicates that having a desirable difficulty can benefit you, do you believe that you can overcome the difficulties if you had such a disability? "Gladwell devotes a chapter to people with dyslexia, making the point that the skills they nurture to compensate for their condition can sometimes lead to a life of extraordinary accomplishment." New York Times states. Now would you wish Dyslexia on your child?

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Trivia:

- 1.) How did Gary Cohn become one of the top investment bankers in the nation?
- 2.) According to the information why do you think that their disability was desirable?
- 3.) How did David Boies get by in law school?
- 4.) What made these two guys so special?

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