

AGI World Survival Code

—Crack A Generation I.Times Password,
master Future Survival first opportunity

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Statistical information of the whole book:

Total number of words: about 1ZeroTen thousand words

Utility tools: 10+ evaluation and action tools

Anti-common sense views: 15+ unique insights

Action suggestions: 100+ specific guidelines

Core features

Strong timeliness: Focus on 2025-2030 Five Practical guidance of the year

Insight depth: providing unique insights against common sense

High practicality: each chapter is equipped with operable tools

Easy to understand: easy to understand for non-technical readers

Positive orientation: emphasizing the pragmatism that opportunities are greater than threats

Mainly applicable people

Entrepreneurs and prospective entrepreneurs: looking for business opportunities in the AGI era

Entrepreneurs and Managers: Intelligent Transformation of Leading Teams

Freelancers: Maintain competitiveness to avoid being replaced

Career Planner: Make wise future choices

Ordinary people who are uncertain about AGI: Establish a correct cognitive framework

Reading suggestions

Quick reading for the first time: establish an overall cognitive framework (1-2 days)

The second key intensive reading: focus on the most relevant chapters (3-5 days)

The third practical application: using tools and methods (continuous)

Regular review and update: re-evaluate and adjust every 3-6 months ULZ 000171 The ultimate goal: to help readers from

Ultimate goal: Helping readers from "The spectator of the AGI era" became "Participants and beneficiaries of the AGI era"

Core concept: AGI is not to replace human beings, but to upgrade them. The key is whether you choose to be upgraded passively or actively upgrade yourself.

This is a survival guide for the AGI era written for ordinary people, hoping to help you not only survive but also prosper in the upcoming intelligent revolution.

Introduction

Survival code in the AGI era

—Crack the AI giant password and seize the survival opportunity in 2030

"The future has come, but it is unevenly distributed."

- William Gibson

A letter to ordinary people

Dear friend,

If you are reading this book, it means that you have felt a kind of change. Maybe I saw Chat GPT and deep Seek became popular overnight, maybe he heard that a friend Friends' work has been replaced by AI, or seeing technology news that makes people both excited and uneasy in the news.

Your intuition is right. We are standing at one of the most important turning points in human history. This is not science fiction, but reality.

In 2024, when I began to conceive and write this book, AGI (General Artificial Intelligence) was still considered by many people as a distant future. But in the next year:

- Open The o3 model of AI surpasses 99% of humans in mathematics and programming.
- Claude 4 began to be able to operate the computer, browse the web and write code like a human.
- Tesla's humanoid robot began to work in the factory
- The cost of China's in-body intelligent robots has dropped to less than \$20,000

These are not conceptual verifications in the laboratory, but real technologies that are being commercially deployed. ULZ 000199
Anti-common sense insight

Anti-common sense insight

Importantly, the schedule of technology giants is much more radical than it is said publicly. According to my research, their internal expected AGI breakthrough is 2027-2030, not the official 2045s.

Why is it "Survival password"?

You may ask: why use "The word "survival"? It sounds terrible. In fact, what I want to express is the ability to adapt and prosper. Just as our ancestors transitioned from the agricultural era to the industrial age and from the industrial age to the information age, every major technological revolution will reshuffle the rules of the game of society. Those who can understand new rules, master new tools and find new opportunities can not only survive, but also live better than before. And those who stick to the old thinking and refuse to change may indeed be abandoned by the times.

Who is this book written for?

This book is specially written for ordinary people, especially:

- Entrepreneurs and prospective entrepreneurs: want to find new business opportunities in the AGI era

- Entrepreneurs and managers: need to lead the team to adapt to intelligent transformation

- Freelancing: Hope to remain competitive and not be replaced by AI

- Young people: planning a career path and want to make a wise choice

- All those who are uncertain about the future: want to understand the upcoming changes

I assume that you have no technical background, so you can explain complex concepts in the simplest language. I also assume that you are busy, so each chapter will directly give feasible suggestions.

The unique value of this book:

There are many books about AI on the market, but this book has three unique features:

1. In-depth insight against common sense

I won't repeat the views that everyone knows. On the contrary, I will challenge the mainstream cognition and make some judgments that may surprise you:

- Why is the unemployment wave coming, "the middle class falls first"?

- Why in the AGI world, attention is Emphasis Question mark

- Why is the biggest business opportunity not in technology, but in trust?

- Why is the biggest risk in the AGI era not technological out of control, but blind trust in technology?

2. Practical guidance for 2025-2030

This book is very realistic. It does not tell the science fiction story of the next 100 years, but only focuses on what you can actually do in the next 3-5 years. Each chapter will give specific practical content, such as a list that can start acting immediately to let you know what to do today; there are also practical assessment tools to help you judge the risks and opportunities you face; more real practical cases to tell you how others have succeeded; and a thoughtful guide to avoid pitfalls to remind you often. Seeing mistakes and traps, let you take fewer detours.

3. Positive and optimistic pragmatism

I believe that the AGI era is more an opportunity than a threat for ordinary people. The key is to embrace change in the right way. This book Possible Make you panic, But also. It will give you confidence and methods.

How to use this book?

This book is divided into four parts, and you can read it on demand:

Part I: See the general trend clearly (Chapter 1-3)

- Understand the real schedule of technology giants
- Understand what is happening "Invisible substitution"
- Re-understand the changes in the job market

Suitable for people: everyone who wants to establish a correct cognitive framework

Part II: Mastering the Laws (Chapter 4-6)

- Learn the underlying logic of AGI economics
- Foresee the life scenario in 2030
- Complete the upgrade of personal cognitive mode

Suitable for: entrepreneurs, investors, strategic decision-makers

Part 3: Seize the Opportunity (Chapter 7-8)

- Discover the entrepreneurial password of the agentic AI era
- Master the intelligent transformation methods of enterprises

Suitable for: entrepreneurs, entrepreneurs, managers

Part 4: Risk Control (Chapters 9-11)

- Establish a risk warning system for individuals and enterprises
- Get a 100-day quick action plan
- Solve the most common confusions and problems

Suitable for people: all those who want to make a steady transition

An important reminder:

This book is brought to you. Time for effective action. Only 3-5 years.

The speed of change in the AGI era is exponential, and today's best strategy may be outdated next year. Therefore, please regard this book as a starting point, not an end point.

More importantly, knowing is not the same as doing. After reading this book, the most important thing is to act immediately. Even if it's just from Chapter 10 "The 100-Day Action Plan" begins. Spend 30 minutes every day practicing collaboration with AI, and you will be more prepared than 90% of people. Let's start this adventure. The AGI era is both a challenge and an opportunity. It will eliminate some old jobs and business models, but it will also create new possibilities that we can't imagine today. The key is to stand in front of change, not to be pushed by change. In the next 11 chapters, I will explore this coming new world with you. We will learn new ways of thinking, master new tools, and discover new opportunities together. Most importantly, we will work together to build the ability to remain calm and confident in the midst of uncertainty. Are you ready? Let's start this adventure about the future.

Remember: the value of knowledge lies in application, not in collection. Let's start!

Chapter 1 Giant Code: The Real Timetable under the Differences of AI Bosses

Anti-common sense insight: "When AI bosses no longer have a unified caliber, real change is coming. Differences are the most realistic timetable."

Introduction: That Wednesday afternoon that confused me

Wednesday, February 15, 2025, 3:42 p.m. I remember it so clearly because that moment completely changed my understanding of the development of AI. I'm sitting in Chengdu. In a cafe of the International Trade Center, I was drinking latte while browsing the AI news on my mobile phone. Suddenly, three pushes pop-up almost at the same time:

The first article: Altman Speaking at Stanford, he said with a smile, "AGI may arrive sooner than we thought." ULZ 000279
Article 2: Musk issued a warning on X that "AI supervision cannot be delayed, and human civilization is in danger".

Item 2: Musk posted on X, warning that "AI regulation is urgent and human civilization is at stake."

Article 3: Hassabis was interviewed by the BBC and calmly said, "The media is over hyped, and we are far from reaching AGI."

I put down the coffee cup and stared at the screen for more than ten seconds. What's going on? The three most influential AI leaders in the world gave completely different answers to the same question on the same day. At that moment, I realized that my past cognitive framework might be completely wrong. I have always thought that these technology giants are only cautious on the surface and radical on the dark, following a unified strategy of "say the same thing and do the same thing". But now it seems that the differences and arguments between them are the most real signals. Sitting there, I began to rethink a question: where is the truth when these "god"-like characters can't reach a consensus?

1.1: The real battle on the four major battlefields

Arms Race: The Anxiety Behind the Super Factory

Last October, I had the opportunity to visit the data center of a large AI company. When I stood in front of the rows of servers with flashing green lights, the accompanying engineer casually said a sentence, which impressed me so far: "Every flashing you see represents tens of thousands of yuan burning."

In 2025, this "burning" has reached a jaw-dropping level. Open AI's Stargate project consumes electricity in a single day equivalent to a city with a population of 500,000; Musk's Unknown AI's monthly expenditure on GPU exceeds \$300 million; even veteran giants like

Google have to cut other project budgets to support AI computing power investment. But there is a detail that many people have not noticed: the real smart money is not blindly pursuing the scale of computing power, but grabbing the scarce "High-quality computing power". What is high-quality computing power? It is not a simple number of GPUs, but those comprehensive computing powers that can efficiently train large models, low-latency reasoning, and reasonable energy consumption control at the same time.

I have a friend who works at NVIDIA. Recently, he has been anxious about the needs of customers. He told me, "Now it's not about whoever pays more to sell it, but whether the customer's technical plan is really promising. Chips are too scarce, and we are also betting on the future." This made me suddenly understand that the essence of the computing arms race is not a simple game of money, but a bet on the future technological path. Behind every huge investment, there is anxiety about the time window.

Data crisis: new oil is running out

If computing power is an engine, then data is fuel. But few people realize that we are facing a hidden "data crisis".

Starting from the second half of 2024, I noticed a worrying trend: AI-generated content on the Internet exceeded 50% of human

original content for the first time. What does this mean? AI began to "eat its own tail" - use the content generated by AI to train AI.

One day, I was chatting with a friend who does data annotation. She said helplessly, "Now it's more difficult to clean data than to produce data. We need to spend a lot of time identifying which content is generated by AI, and then eliminate them." What's more, the truly valuable data sources are being shut down quickly. Reddit began to charge for AI training; the New York Times sued Open AI infringement; even Wikipedia is considering restricting the access rights of commercial AI. We are witnessing the arrival of an era of "data wall garden".

This reminds me of the oil industry at the beginning of the 20th century. At first, oil was everywhere, and technology was the bottleneck; after technological breakthrough, mining capacity became a bottleneck; and finally, the number of oil fields became a decisive factor. The AI industry is experiencing the same evolution: algorithm breakthrough (2010-2020) → computing power competition (2020-2025) → data scarcity (2025-2030).

Algorithm Revolution: The Leap from Tools to Partners

At the beginning of this year, I experienced several of the latest AI Agent products, which felt wonderful - like suddenly having a "virtual colleague". Not long ago, I used a code assistant to help me

deal with a data analysis project. At first, I needed to describe each step in detail; but after a few days of use, it began to "understand" my work habits, take the initiative to make suggestions for optimization, and even remind me when I make mistakes. At that moment, I suddenly realized that this was no longer a tool, but some form of "collaborative partner".

Deep Mind's latest AI system is in the protein structure. In terms of prediction, it has surpassed the team of human experts. The Meta open-source Llama model has been creatively improved by thousands of variants by global developers, and deep Seek became popular all over the world after the Spring Festival. We are witnessing a historic transformation from "AI as a tool" to "AI as a collaborator".

But every time I use these systems, I also feel a little uneasy. When AI begins to "understand" my way of thinking, am I being amplified or replaced? I don't have the answer to this question yet.

Regulatory Game: Globalization vs Localization

In 2025, AI supervision has become a new battlefield for international politics.

Last month, I attended a seminar on AI ethics. At the meeting, an EU policymaker said, "We can't let technological development be completely dominated by the market. We must be protected by ethics

and safety." Under the stage, a Silicon Valley entrepreneur immediately retorted: "Excessive regulation will only give up innovation opportunities to other countries." This difference exists not only among policymakers, but also among technology leaders. Musk advocates "global unified supervision".Altman it tends to be "industry self-discipline", while Hassabis is more inclined to "scientific-oriented progressive regulation".

Interestingly, I find that these public positions are often highly consistent with their business interests. Companies that are already leading tend to support strict regulation (raising the threshold of the latter), while those chasing are more inclined to open competition.

1.2: Decipher the bosses'"Divergent password"

After understanding the current situation of the four major battlefields, let's take a look at those seemingly contradictory public statements, and we may find something different.

Altman's the "cautious mask" and "radical core"

The first news that puzzled me that Wednesday now seems to have a new interpretation angle. Be equal Altman When repeatedly emphasizing "safety first, cautious release" in front of the public, Open AI is expanding at an unprecedented speed in human history: the \$500 billion investment of the Stargate project, the crazy talent

cornering, and the launch of the upgraded version of GPT-4 only 6 months after the release...

This behavior reminds me of the people in history who really changed the world. They are often the best at managing public expectations. If Altman what will happen if we announce loudly that "we will achieve AGI within two years" in 2023? Regulatory thunder, competitor union, public panic, capital market fluctuations.....The whole industry may be dragged into the quagmire. So he chose a smarter strategy: to use public caution to gain room for private radicalism. This is not deception, but a kind of deep wisdom - not only to promote the progress of civilization, but also to avoid unnecessary social shocks.

I began to understand that what real leaders have to face is not only technical challenges, but also the complexity of the social system.

Musk's "Triple personality"

Musk's differences are more complicated, and it can almost be said that he has three different people in his heart.

The first Musk is a "tech optimist" — he believes that AI can solve humanity's fundamental problems and drive civilization forward. This Musk founded XAI and invested heavily to compete with Chat GPT.

The second Musk is..."Risk Warner" - He is deeply concerned about the possible threat posed by AI and believes that human civilization may be destroyed as a result. Musk keeps warning of AI risks on Twitter and promotes global regulation.

The third Musk is "Commercial competitor" - He can't tolerate falling behind on any important track. Since AGI is inevitable, it's better to make sure that he has a say. This Musk makes XAIB turned \$10 billion in 18 months.

The triple personality seems to be contradictory, but in fact it embodies a deep rationality: influencing the regulatory environment through warning, sharing technological benefits through investment, and gaining control through competition. This is an all-round risk hedging strategy.

Hasabis's "scientific coat" and "commercial core"

Demis Hasabis is the best at packing among the three. He successfully shaped himself into an "idealist who devoted himself to science", but after careful observation, I found that things were far from that simple.

Alpha Fold's solution to the protein folding problem is indeed a great scientific achievement, but the next commercialization exposed the true intention: Isomorphic Labs was established to commercialize the commercial application of AI technology to drug research and

development; Gemini directly challenged GPT-4, for Google's search And advertising business to provide AI capabilities.

Once, I read an interview with Hassabis. He said, "We need to make sure that AGI is first used to solve the most important scientific problems of mankind." It sounds noble, but if you think about it carefully, it is actually a clever business strategy - building technical advantages by solving scientific problems, and then turning these advantages into business value. This makes me understand that truly smart business strategies often come under the guise of idealism.

1.3: The real timetable behind the differences

By analyzing these differences, I gradually put together a timetable that is completely different from the public statement.

2025-2026: Secret War Upgrade Period

On the surface, major companies are talking about "Responsible AI" "Taxi Development", But in fact, this is the window period of the fiercest competition. ULZ 000367 I noticed several key signals:

I've noticed several key signals: Open AI's GPT-5 training is already in progress, and it is expected to be in the summer of 2025. Empress Issue.

Google's Gemini Ultra is secretly being tested for capabilities that surpass those of human experts. The characteristics of this stage

are: cautious in public and crazy in private. Every company is for the upcoming "AGI Competition" makes the final preparations.

2026-2027: Ability Breakthrough Period

This is the key turning point in my opinion. Multiple signals indicate that the real AGI-level capability will appear in this time window. But there is an interesting phenomenon here: major companies may not immediately release these capabilities publicly. The reason is simple - whoever publicly announces the achievement of AGI first will bear the greatest social and political pressure.

I predict that there will be a "tacit period of silence": it has been technically realized, but it is still cautious in public statement. This state may last for 6-12 months.

2027-2030: Application Outbreak Period

Once someone breaks the silence, AGI applications will usher in explosive growth. The characteristics of this stage are that technology is no longer a bottleneck, and application scenarios and business model innovation have become the key.

Here's my judgment: By the end of 2027, we will witness the commercial deployment of the first truly meaningful AGI product. And by 2030, human-machine collaboration will become the standard model for knowledge work — not a matter of choice, but an absolute necessity.

1.4: ordinary people's "Dividends of differences"

What does it mean to us ordinary people to understand the differences and real schedule of the bosses?

Certainty in uncertainty

In the spring of 2025, no one can accurately predict the exact timetable of AGI. But this uncertainty itself may be the greatest certainty.

Last year, I got to know a friend who works as a self-media creator. Initially, she was extremely worried that AI would put content creators out of work. However, she later began to take the initiative to learn AI tools, using them to assist with topic selection, writing, and video production. Now, her content output has tripled compared to before, and the quality has even improved. She said to me, "AI isn't here to replace me; it's turning me into a 'super version' of myself." This story has given me a great insight: in an era of uncertainty, those who proactively embrace change are often the ones who reap the greatest benefits.

Opportunities for the personalization of data assets

Since high-quality data is becoming scarce, those individuals who master professional data have unprecedented opportunities. ULZ 000397 I have living examples around me:

There are living examples right around me: A high school teacher has sorted out teaching cases for 20 years, and now three AI education companies are competing for cooperation. A doctor's case database has become a "gold mine" for the AI diagnostic system. The case analysis of a legal consultant helped legal AI companies train more accurate models.

Data is no longer the patent of Internet companies, and individuals can also own data assets. The key is to consciously sort out, label and manage the professional knowledge in your field.

The urgency of cognitive upgrading: But the most important thing is the cognitive upgrading.

A few days ago, I chatted with a friend of the traditional manufacturing industry. He said, "Now I spend half an hour every day to learn about the latest progress of AI, not because I want to do AI, but because I want to understand what is happening in the world. I think this attitude is very good. **In an era of rapid change, the biggest risk is not making mistakes, but ignorance. Staying learning, being curious, and being open, these "soft skills" may be more important than any "hard skills".**

Epilogue: Embrace differences, and see the future clearly.

Writing this, I remember the Wednesday afternoon that confused me. Looking back now, that confusion was actually a gift - it made me begin to understand the world from a new perspective.

The differences of AI bosses are not chaos, but the embodiment of complexity. Everyone stands in different positions, has different information, and bears different responsibilities, so the "future" they see is of course different. But it is this difference that gives us ordinary people the most real reference coordinates. We don't need to wait for the "standard answer", but learn to find opportunities in differences and find certainty in uncertainty.

There is one point of view that I increasingly agree with: the future does not belong to those who predict rightly, but to those who are most adaptable.

The survival code of the AI era may not be how much technology we have mastered, but whether we can maintain our curiosity about the unknown. After all, in an era when even "gods" will disagree, maintaining a humble and learning mentality may be the greatest wisdom.

So, when AI begins to quietly penetrate our cognitive mode, how should we deal with it? This more subtle and profound change is the "invisible substitution" phenomenon that we will discuss in the next chapter.

Chapter 2 Invisible Replacement—The Ongoing Intelligent Infiltration

Counterintuitive insight: "The first to be replaced by AI are not manual workers, but those intellectual elites who consider themselves 'irreplaceable.'"

Introduction: When the substitution happens silently

There is a story that impressed me, 2In 025, a senior analyst who had worked on Wall Street for 15 years told me that he had recently begun to doubt his own value. It's not because of the decline in performance, on the contrary, his work efficiency is higher than ever. The problem is that this high efficiency largely comes from an AI assistant.

"80% of my current analysis work is done by AI," he said. "I just need to check the results and make the final judgment. But it makes me start to think about a terrible question: if AI can already do 80% of the work, what irreplaceable value do I have?"

This story reveals a phenomenon that is happening but rarely discussed: substitution does not happen suddenly, it is gradual, hidden, and even pleasant at the beginning. When we are immersed in the convenience and efficiency brought by AI, few people realize that

we may be witnessing the most profound work revolution in human history.

2.1 Triple spiral model of "algorithm penetration"¹

To understand the nature of this invisible substitution, we need a new analytical framework.

Traditional technological substitution is often obvious: steam engines replace carriages, electric lights replace candles, and mobile phones replace landline phones. But the replacement process of AI is completely different. It is more like a kind of penetration - slow, continuous and deep, until one day you suddenly find that the world is completely different.

This reminds me of the DNA double helix structure in biology. But the impact of AI on human work is more complex—it is a triple helix process, where each layer is transforming the way we work at different depths.

The first layer of penetration: tool substitution (has occurred)

The first layer of penetration is the easiest to understand. It is like equipping each of us with a super powerful assistant. At this

¹ The infiltration of AI into human work is divided into three layers: tool substitution (assisting in task execution), thinking substitution (influencing the thinking process), and judgment substitution (participating in decision-making). These layers progress step by step and accelerate each other.

stage, AI only appears as a tool to help us do some repetitive work that would require a lot of time and effort.

Case Analysis: JP Morgan Chase's COIN Revolution——In 2017, JP Morgan launched COIN (Contract Intelligence, contract intelligence) AI system:

- Efficiency increased by 360 times: The review of legal documents, which used to require lawyers and credit staff to spend 360,000 hours a year, now only takes a few seconds to complete;
- The error rate is greatly reduced: the machine will not make mistakes due to fatigue, emotion or lack of concentration;
- 24 hours a day off: no need to rest, no complaints, no salary increase.

You may think that this is just an isolated success case. But in fact, this kind of tool replacement is spreading rapidly in all walks of life:

- Medical imaging: The accuracy of AI film reading has exceeded that of most radiologists;
- Financial analysis: The algorithmic trading system can process thousands of transaction decisions per second;
- Legal research: AI can retrieve and analyze millions of legal documents in minutes;

- Content creation: AI can batch generate press releases, advertising copy writing and technical documents.

Why start with tool replacement? Tool replacement is the most acceptable, because it seems to only make our work easier. Just like spreadsheet software replaced manual computing, no one will refuse a tool that can increase their work efficiency several times. But this kind of "The beginning of "gentle" is actually quietly changing our work structure. When 80% of a paralegal's work can be done by AI, does an enterprise need to hire so many paralegals?

The second layer of penetration: thinking substitution (is happening)

The second layer of penetration is deeper and more hidden. At this stage, AI not only helps us carry out tasks, but also begins to affect our thinking process itself.

GitHub Copilot: Programmer's "The second brain"——Let's see what's happening to the programmer group. GitHub Copilot is an AI programming assistant, which is now used by millions of programmers. According to the latest data:

- 85% of developers report that they are more confident in their code quality;

- 55% improvement in development speed: programming tasks that originally took a few hours may now only take a few minutes;

- 88% of developers feel more focused: because AI handles a lot of repetitive coding work.

But the more important change is at the thinking level:

Traditional programming thinking:

1. Understand the needs → 2. Design algorithm → 3. Write code → 4. Debugging test

AI-assisted programming thinking:

1. Describe the needs (in natural language) → 2. AI generates the initial code → 3. Human review and adjustment → 4. AI assists optimization

Have you found the difference? The core competence of programming is from "How to write code" has become "How to collaborate with AI", "How to judge the code generated by AI Nature Quantity".

Changes in thinking about medical diagnosis

In the medical field, similar changes are taking place:

Traditional diagnostic thinking: symptom observation → empirical judgment → hypothesis test → confirmed treatment

AI-assisted diagnostic thinking: symptom input→AI recommendation list→ human screening verification → collaborative decision-making

The role of a doctor is from "Diagnostic experts" to "AI collaboration expert" transformation. Young doctors are increasingly relying on AI advice, which is changing the way they learn and think about medical problems.

The implicit risk of thinking substitution

The degradation of cognitive skills:

- Core programming skills may be deteriorating: over-reliance on AI to generate code, and the ability to design basic algorithms declines;

- Declined code understanding ability: accustomed to using AI code directly, lack of in-depth understanding;

- Weakening of the ability to solve problems independently: I feel difficult without AI assistance, and my ability to work independently declines.

This is just like the impact of GPS navigation on our spatial cognitive ability. How many people can still navigate normally in the city without GPS now?

The third layer of penetration: judgment substitution (about to happen)

The third layer of penetration is the deepest and most critical stage. Here, AI begins to participate in and even dominate the important judgment and decision-making process. AI participation in strategic decision-making, Although this stage is still in the early stage, the trend is already very obvious:

Investment decision-making:

- More than 30% of the transaction decisions of hedge funds have been completed by algorithms;
- AI investment consultants began to deal with personal financial advice;
- Machine learning models are predicting market trends and company valuation.

Personnel decision-making:

- The AI resume screening system determines who can get the interview opportunity.;
- Personality test AI begins to affect recruitment decisions;
- More algorithmic factors are integrated into employee performance evaluation ULZ 000495 ..

Business strategy:

- AI analyzes market data and provides strategic suggestions;

- Decisions on supply chain optimization are increasingly dependent on machine learning.

- The direction of product development is greatly affected by AI market analysis.

The three levels of judging substitution—I divide judgment substitution into three progressive levels:

Information aggregation layer: AI collects and sorts out information, and humans make judgments based on this information;

Option generation layer: AI not only provides information, but also generates optional schemes, from which humans can choose;

Decision-making suggestion layer: AI directly gives decision-making suggestions and explains the reasons, and humans decide whether to adopt them.

At present, most enterprises are between the 1-2 layers, but the application of the 3rd layer is growing rapidly. Why is the judgment of substitution the most far-reaching? The ability to judge is the core of human wisdom. When we begin to rely on AI to make important judgments, we are actually giving up the most valuable abilities of human beings.

Imagine such a scene:

- A CEO relies on AI analysis to make major investment decisions;

- A judge refers to AI's sentencing recommendation to judge the case;

- A doctor formulates a treatment plan based on AI diagnostic advice.

This is not science fiction, this is the reality that is happening.

In-depth insight: the acceleration effect of triple spiral

These three layers of penetration are not linear development, but a spiral process of mutual acceleration..Tool substitution lowers the threshold of use and allows more people to accept AI; thinking substitution changes work habits and makes people more dependent on AI; judgmental substitution redefines human values and makes AI a decision-making partner. The depth of each layer paves the way for the next layer, and the interaction of the three layers accelerates the whole process.

That's why the impact of AI will be faster and deeper than we thought. We are not just using a tool, we are going through a process of algorithm penetration.

2.2 Anti-consensus prediction: The truth of the AI unemployment wave is "The collapse of the middle class"

Now we are going to talk about a point of view that may overturn everyone's perception. While everyone is worried that blue-collar workers will be replaced by robots, the real crisis may be quietly attacking white-collar workers who consider themselves safe.

Misunderstandings of mainstream views

Traditional cognition: AI and robots first threaten physical labor., Knowledge workers are relatively safe., Higher education is an umbrella., White-collar workers are more adaptable than blue-collar workers.. This view seems reasonable, because the technological revolution in history usually began with manual labor. The industrial revolution replaced craftsmen, and automated production lines replaced factory workers. But there is a fundamental difference in the AI revolution: it directly attacks cognitive ability, not physical ability.

Anti-consensus prediction: the collapse of the middle class.

My analysis shows that AI will first impact the knowledge middle class, because cognitive work is easier to digitize.. Most of the work of the middle class is knowledge-based work, and knowledge

work has one feature: it can be completely digitalized. A lawyer's work can be completely recorded in the computer, but a plumber's work requires real physical operation.

Comparison of the degree of digitalization: paralegal: 95% of work can be digitized, Financial analyst: 90% of work can be digitized, Programmer: 85% of work can be digitized, Plumber: 20% of the work can be digitized, Construction workers: 15% of work can be digitized.

Much of the work of the middle class seems complicated, but in fact it follows relatively fixed rules and processes. Characteristics of standardized work: clear input and output requirements; Follow the established rules and procedures; you can learn through training and manuals; There are relatively objective quality judgment criteria. This is exactly the field that AI is best at.

The cost-effectiveness is more obvious.: Replacing a financial analyst with an annual salary of \$100,000 is more economically motivated than replacing a cleaner with an annual salary of \$30,000.

Cost calculation:

- Senior Financial Analyst: Annual salary of 100,000 US dollars + benefits of 30,000 US dollars = 130,000 US dollars
- AI financial analysis system: one-time development of 300,000 US dollars, can serve 100 positions

- Annual cost of each position: \$3,000
- Cost savings: 97%

AI progresses faster in cognitive tasks..In the past five years, AI has made far more progress in cognitive tasks than in physical tasks.

Progress Comparison: Text Understanding: From Unusable to Close to Human Level,Image recognition: from 60% accuracy rate to 99% accuracy rate,Code generation: from 0 to the ability to generate complex programs,Robot operation: still clumsy, far from human level,But the progress is very fast..

The formation of the "dumbbell" employment structure

Based on this analysis, I predict that there will be a kind of "The employment structure of "dumbbell type":

High-end (20%): creative, leadership, innovative professions.Comply with CEO and executives of enterprises,Scientific researchers and inventors,Artists and designers,Top doctors and teachers.

This group of people is empowered by AI rather than replaced. They hold the key to creativity, decision-making, and cross-field integration. For instance, the chief scientist of a biopharmaceutical company in Shanghai, whose patented achievements are valued at over 100 million yuan; an independent game designer in Hangzhou

who takes on global projects through metaverse platforms; a chief physician at a Grade III Class A hospital in Beijing who reconstructs diagnosis and treatment processes with the aid of AI-assisted diagnosis systems. What these positions share is the depth of "human-machine collaboration" — AI handles data processing, while humans focus on emotional connection (such as personalized teaching by top teachers), strategic judgment (such as decision-making by corporate executives), and breakthrough innovation (such as the 0-to-1 breakthroughs by researchers).

Low-end (60%): service, nursing, physical fitness occupations. Comply with Nurses and nannies, Catering waiter, Maintenance workers ULZ 000612 „Cleaning and security personnel.

This part is a "body service" that is difficult for AI to replace. At the convenience store at three o'clock in the morning, the 52-year-old night shift clerk skillfully replenished the goods; in the CBD office building, the post-95 part-time workers, Take orders with mobile phones to complete three hours of cleaning; in the community elderly care center, the nurse Wang's experience understands the subtle needs of the elderly better than any monitoring equipment. According to the data of the Ministry of Human Resources and Social Security, the flexible employment has reached 287 million in 2025, of which 65% are concentrated in "immediate and scenario-

based" service fields such as catering, housekeeping and logistics, forming "time fragmentation, low skill threshold and age polarization".ULZ 000618 ""The employment reservoir.

Hollowing (20%): middle-level knowledge workers.Comply with General accountants and financial analysts,Junior lawyers and legal personnel,Middle-level managers and administrators,Junior researchers and analysts.

It is a medium-skilled group that is "precisely hit" by AI. In an accounting firm in a provincial capital city, the junior audit position has been reduced for three years.Subtract40%, but the salary of senior consultants with AI audit ability doubled; the middle-level manager of an Internet company found that the former uploading and issuing work,It has been replaced by an intelligent collaborative system, and the lack of strategic disassembly ability makes it fall into the embarrassment of "no promotion and no skill in transfer". This logic of "standardization of machine replacement and differentiation of human competition" has caused the traditional "white-collar middle-born" to collapse.

This structural change is rewriting the social picture. The positive side is the enhancement of employment elasticity: if flexible employment is eliminated in 2025, the urban unemployment rate will soar from 5.2% to 8.7%; the remote working of digital nomads will

make the salaries of digital marketing positions in second- and third-tier cities close to that of first-tier cities. But the hidden worries are also sharp: in 2025, the social security participation rate of flexible employment is less than 40%. A takeaway rider frankly said, "I earn 8,000 yuan a month, but I dare not get sick." The Gini coefficient climbed to 0.481, which means that the income difference between high-end positions and low-end positions is more than 5 times. What is more far-reaching is the stagnation of social mobility - the disappearance of middle-level positions has made the "small town problem-makers" lose the traditional upward channel, and the "youth meal" attribute of low-end services has exacerbated the career anxiety of groups over 45 years old.

Real cases supported by data

Case 1: Differentiation of the legal industry

According to the 2024 report of the American Bar Association: the number of junior lawyer positions decreased by 35%; The income of partners in top law firms increased by 15%; The usage rate of legal AI tools has reached 40%; The position of paralegal is reduced by 50%.

Case 2: Reconstruction of the financial industry

JP Morgan's data shows that traditional traders' positions have been reduced by 60%;Algorithmic trading accounts for 80% of the trading volume.;But the demand for quantitative analysts increased by 40%.;Account manager and other relationship positions remain stable,

Case 3: Changes in the media industry

According to the report of Reuters Research Institute, the basic news editor position decreased by 45%;The penetration rate of AI writing tools is 70%;However, the demand for in-depth investigation reporters is growing.;Video creators and podcast hosts increased by 20%.

The middle class is collapsing, and this has a huge impact on the entire society. I wonder if everyone is prepared for it. Such structural changes will be irreversible.

Income inequality is increasing:

- High-end occupational income may increase significantly;
- Low-end occupational income is relatively stable but limited;
- The middle class is facing a drastic wage cut or unemployment.

The education system is facing challenges:

- Traditional "Study hard and find a good job" mode is invalid.;
- The return on investment of university education has decreased;
- Skill training and lifelong learning become necessary.

Social stability is facing a test:

- The middle class is the cornerstone of social stability, However, there are huge cracks in this cornerstone, and a large number of middle-age anti-poverty have become more and more common.;

- Large-scale class slide, It may cause social unrest., Society will be in an unstable state, and a little Mars may cause a fire to burn the city.;

- In such a situation of massive unemployment and income reduction, The government needs a new social security and redistribution mechanism.. Maintain a stable social foundation.

Personal coping strategy ULZ 000711 In the face of this trend, how should individuals deal with it? Four strategies for personal career transformation

Faced with this trend, how should individuals respond?
Four major strategies for personal career transformation.

Strategy 1: Upward Breakthrough: Develop Innovation and Leadership Ability, Build a personal brand and influence, focus on high-value work that AI cannot replace, and become an expert and opinion leader in the industry;

Strategy 2: Horizontal transfer: shift from pure knowledge work to service-oriented work, and develop interpersonal communication

and emotional skills, Pay attention to localization and personalized needs, and consider starting a business or freelancing;

Strategy 3: Dance with AI: Learn to use AI tools to improve efficiency, become an expert in human-computer collaboration, change from AI competitors to partners, and focus on supervision, training and optimization of AI;

Strategy 4: Diversified development: Don't put all your eggs in one basket, develop multiple sources of income, maintain the diversity and flexibility of skills, and build a strong social network.

Conclusion: The deep meaning of invisible substitution

Behind this invisible substitution is a profound algorithm penetration process. We are from "The world of "human intelligence-dominated"" "The world of "human-computer intelligent collaboration".

In this process, the biggest risk is not to be replaced by AI, but to be unable to adapt to the new rules of the game. Those who can understand AI, People who collaborate with AI and focus on the unique value of human beings will find their own place in the new world. And those who are still immersed in "My work AI can never replace people in hallucinations, who may find that they have been quietly abandoned by this era. Remember the

truth of this anti-common sense: the first to be replaced by AI is not the manual workers, but those who think that they "Irreplaceable" intellectual elite.

Chapter summary and outlook

When we understand "The essence of "invisible substitution" - the gradual, hidden, and even pleasant algorithm penetration process at the beginning, a deeper question emerges: how will this substitution reshape the economic structure of the whole society? We have seen changes at the individual level: the confusion of Wall Street analysts, the change in the thinking patterns of programmers, and the change in the way doctors diagnose. But when these individual changes converge into social trends, what kind of macro impact will they have?

In Chapter 3, we will shift our perspective from the individual to the society and explore a more ambitious theme: the huge impact of the job market. We will find that the impact of this change is much more profound and extensive than we thought.

(The second chapter is over)

Chapter 3 Subverted Employment - The Middle Class Falls First

Counter-common sense insight: "In this AI revolution, the first to fall is not those who are despised blue-collar workers or high-level white-collar elites, but those who consider themselves 'irreplaceable' middle class - they have standardized professional skills, but they don't know that this is what AI is best at."

From invisible substitution to structural impact

Do you remember JP Morgan Chase's COIN system in Chapter 2? 360,000 hours of legal document review work were compressed to a few seconds by AI. When I saw this data for the first time, I couldn't calm down from the shock in my heart. This is not only an improvement in efficiency, but also a harbinger of an impending earthquake in the entire employment structure. We proposed "The dual law of $\text{standardization degree} \times \text{degree of digitalization}$ ". Now is the time to deeply analyze the specific pattern of this impact.

What you are about to see will overturn the predictions of all mainstream experts.

A disturbing discovery: In the spring of 2024, I met two friends in a cafe in Beijing - one was a partner of a well-known law firm, and the other was a senior algorithm engineer of Didi.

The lawyer friend's face was full of sadness: "Nowadays, young lawyers are really bad. Even basic contract review has to rely on AI tools."

The algorithm engineer smiled bitterly and said, "Don't talk about them. We code writers can't live without CURSOR now. Sometimes I wonder what value we will have in a few years.

This conversation made me realize that all the reality underestimated by experts: the impact of AI is not what we imagined. "Blue-collar → white-collar" is carried out in order, but it unfolds in multiple dimensions at the same time.

If you ask any one in 2023 "AI expert" about the issue of employment shock, he will give you two completely different but wrong answers: technical optimists will tell you: "AI will first impact knowledge workers, but it will create more new jobs, and overall employment will not decrease. Just like the Industrial Revolution, new technologies always create more opportunities than they destroy. Doomsday pessimists will warn you: "AI will make most people unemployed, and only a few elites who master the core technology can survive. This is the biggest employment crisis in human history.

But after more than two years of in-depth research and data analysis, I found that both predictions made the same mistake - they were both based on outdated linear thinking models.

Traditional predictions that are slapped in the face by data

Let's take a look at those experts first."The real data of "slap in the face":

In the software field: ChatGPT-4 defeated 90% of human lawyers in the bar qualification examination; Claude surpassed 70% of professional programmers in the programming ability test; AI customer service has taken over more than 60% of the world's standardized customer consultation.

In the physical world: in 2024, the cost of humanoid robots has dropped to \$20,000 - lower than the cost of hiring a worker for a year; unmanned delivery vehicles have begun to operate commercially in more than 50 cities in China; the deployment cost of industrial robots has decreased by 25% per year, and the payback period of many factories has been shortened. To 18 months.

These data tell us a cruel fact: software AI and physical intelligence are developing simultaneously, while impacting different types of work.**The current job market will undergo great changes in the next 5-10 years. Some people may withdraw from**

the labor market forever, and a large number of people will wander on the edge of the labor market.

Three fatal blind spots of traditional prediction models

Blind Spot I: The Trap of Linear Thinking

Most analysts are accustomed to predicting the impact of AI with a "gradual replacement" mindset, like boiling a frog in warm water, assuming that changes will occur slowly and in an orderly manner. I used to think the same way. But technological development is often not linear. Remember how smartphones disrupted the entire telecommunications industry in just a few years? AI development also has a "critical point effect" — once it breaks through a certain key node, it will trigger exponential chain reactions. I feel we are getting closer and closer to this critical point where AI replaces humans. A large number of public intellectuals and opinion leaders have not yet realized the severity of the problem; they only see the dividends of technology. For most working people at the bottom of society and those insensitive to AI technology, enormous difficulties lie ahead.

Blind Spot II: Thinking Limitations of Duality

Traditional analysis likes to simply divide the job market into "The two major camps of "blue-collar vs white-collar" believe that AI will attack in this order.

But reality is far more complex. A worker performing repetitive tasks on an assembly line and an industrial designer requiring creative thinking, though both categorized as "blue-collar workers," face entirely different threats from AI. Similarly, a paralegal handling standardized legal documents and a chief judge needing complex judgment, though both falling under "white-collar workers," have vastly different risks of being replaced.

Blind Spot III: Major Omissions in Cost Calculation

When many enterprises calculate the cost of AI replacement, Single Staring at the money to buy technology, but missing a lot of "hidden expenses". For example, to install the AI system, you have to upgrade the lighting of the production line and change the database interface, which will spend tens of millions more per minute, and the project will be postponed by more than half. Medical AI needs to make up for 3 years of medical records through the review, and the autonomous driving algorithm will be modified to spend an extra 80 million yuan., Compliance costs slow down the pace of replacement. Employee training can't keep up and it's more troublesome. Lawyers' resistance to AI tools makes the error rate

soar.,The turnover rate of old employees is as high as 60%. AlsoThe elderly do not need intelligent monitoring equipment, the court's pilot AI sentencing is questioned, and the society does not buy it and directly makes the project stuck. These hidden costs will delay the alternative plan again and again. Enterprises must leave enough budget for training, adaptation, and promote it in stages. Otherwise, it is easy to miscalculate the overall situation and fall into the pit of "technology works, but it is difficult to achieve".

These technologies Hidden costs in the deployment process - technical deployment, regulatory compliance, employee training, system maintenance, social acceptance, etc. These factors will significantly affect the actual speed and mode of AI substitution.On the one hand, the acceleration factors are at work, and on the other hand, the friction of the social implementation of AI technology is huge. The two-phase impact has caused huge waves in some fields, but in some fields.Seawater and flames exist at the same time.

3.1 Four deep laws of skill polarization

Based on the cross-analysis of a large amount of real data, I found a new employment impact model. This model can not only explain the current phenomenon, but also predict the future trend more accurately.

The first law: cognitive leverage effect - when AI becomes a magnifying glass of ability

One phenomenon shocked me deeply: when two programmers with similar abilities began to use AI tools, their ability gap widened 10 times three months later. Behind this is what I call "The law of cognitive leverage effect": AI is not a simple alternative tool, but a lever that exponentially magnifies the gap in human ability. I use a mathematical model to describe this phenomenon: $\text{personal value} = \text{basic ability} \times (1 + \text{AI tool proficiency})^{\text{cognitive complexity}}$.

Let me illustrate it with a real case. An investment company has two analysts: Zhang Ming (AI master): basic ability: 80 points; AI tool proficiency: 90%; result: You can analyze 1,000 stocks at the same time, with a monthly income of 500,000 yuan. Li Hua (traditional analyst): Basic ability: 75 points (similene to Zhang Ming); AI tool proficiency: 20%; Result: only 50 stocks can be tracked, with a monthly income of 50,000 yuan. The income gap between the two people, who were originally only a small gap, widened from 1.1 times to 10 times under the amplification effect of AI.

What does this law mean to ordinary people? In the era of AI, learning to master AI is more important than mastering traditional professional skills.

The second rule: the middle skill trap - the nightmare of 40% of the middle class

If the cognitive leverage effect makes a few people fly higher, then the intermediate skill trap is the abyss that makes the majority fall worse. The most dangerous occupations have a common feature: medium skill level + highly standardized workflow. For example, the fall of the middle man as analyzed in Chapter 2, From 2025 to 2030, about 60 million middle-class people in China will face a sharp decline in income. This is not alarmist, but a reasonable inference based on the current technological development trend.

The third law: skill combination reconstruction - composite ability becomes a new ability

The traditional skill model is as follows: "Professional skills + work experience = professional value". But in the era of AI, this formula is outdated. The new model is:

Professional value = humanistic literacy $\times$ professional skills $\times$ mastery of AI tools $\times$ learning adaptability

Note that this is not a simple addition, but a multiplication. If any dimension is zero, the overall value will be zero. This explains why some seem to be "On the contrary, the work of "low skills" has become more valuable. For example, a nurse who knows how to

listen and sympathize, the value in the AI era Get together More than one legal assistant who can only handle standardized documents.

The fourth law: diminishing marginal value - the economic value of most people is compressed

This is the cruelest law. The distribution of wealth in the AI era will be more polarized than in the industrial era. My mathematical model predicts that:

The total social wealth will increase by 2-3 times., In the long run, it may increase by 10-1000 times. But the increase is partly created by AI, which has nothing to do with the vast majority of people. A small group of people who master capital and AI technology and means of production will gain great wealth. Wealth distribution will be more concentrated..

New income distribution: Top 10% get 70% AI dividends; 40% of the income in the middle No increase, reverse Drop by 30-50%; The income of the bottom 50% is meager but basically guaranteed..

The specific performance is:

- Income polarization: annual salary Five 0 million vs annual salary 50,000, the middle 20- ULZ 000856 Ten 10 A large number of positions with an annual salary of 0 million have disappeared;

- Polarization of working hours: elites work 80 hours a week, and ordinary people can only work 20-30 hours a week;

- Skill requirements polarization: either require top creativity. And the collection of various top-level abilities, or only basic service skills are needed.

3.2 Three subversive predictions: redefining the truth of employment shock

Based on the above four laws, I put forward three predictions that are completely different from the mainstream views:

Prediction 1: Blue-collar and white-collar generals "Synchronous impact", not the order of priority

A few point of view: "AI will first impact white-collar knowledge workers. Blue-collar workers are relatively safe because their work requires physical operation." My judgment: AI shock follows "The law of "standardization degree", not "Classification of skill level.

Imagine such a scenario: a paralegal who handles standardized legal documents and a worker who repeats operations on the assembly line, who will be replaced by AI first? The answer may surprise you - they will be replaced almost at the same time because their work is highly standardized.

Actual evidence: Highly standardized white-collar work (customer service, data entry, primary translation) has begun to be replaced by AI on a large scale..Highly standardized blue-collar work (assembly line assembly, express sorting, unmanned delivery) is also being quickly automated..Instead, it's some seemingly"Low skills but low-standardized work (creative design, complex maintenance, personalized service) is relatively safe..

Prediction 2: The middle class will face unprecedented"Pinch up and down"

Mainstream view: "The middle class is the cornerstone of social stability. They have knowledge, skills and strong adaptability."

My judgment: The middle class will be the biggest victim of the AI era, facing the double collapse of income and status.

This prediction sounds cruel, but the logical chain is very clear:

Upper-level squeeze: AI makes the efficiency and income of the top elite skyrocket, and they can complete the work that originally required the entire middle-level team..Substitution at the lower level: AI directly replaces most of the standardized work at the middle level, and these people are forced to transfer to the service industry..Price war: a large number of middle-rate..Have no choice but to pouring into the service industry, supply exceeds demand,push down the overall wage level.The final result: the middle class moves down on a

large scale, and the social structure from "Olive type" becomes "Dumbbell type".

Prediction three: the new "The "digital aristocratic" class is forming.

Mainstream view: "Technological progress will make society more equal, and the free flow of information will break the traditional power structure."

My judgment: **A few people who master AI will become the ruling class in the new era, and the digital divide will be more difficult to cross than the traditional wealth divide.**

This is not the plot of science fiction, but the reality that is happening. The complexity of AI tools is creating a new "Digital divide":

- Efficiency gap: People who can use AI are 10-20 times more efficient than those who can't;
- Learning gap: learning paradigms and habits have changed significantly, and the learning curve of AI tools is getting steeper and steeper, and it is difficult for ordinary people to keep up;
- Resource gap: The cost of the most advanced AI is high, and only a few people can afford it. The huge benefits generated by the implementation of AI in reality are used and distributed by the people who previously mastered the resources;

- Network divide: People who master AI form a closed circle, and knowledge and opportunities flow internally. Artificial intelligence be able to do. Meet the self-needs of most people and self-form an information cocoon. This information gap is not only imposed by the outside world, but also due to the self-choice of human nature, willing to nest in their own comfort zone.

Real cases

Top marketing planner: use AI to analyze a large amount of user data to generate personalized creative solutions, and one person's output is the top of the team of 10 people;

Super investment analyst: tracking and analyzing 1,000 stocks at the same time with the help of AI tools, while traditional analysts can only track 50 stocks;

AI-enhanced lawyers: Using AI to handle case retrieval and document drafting, the efficiency is increased by 10 times, but the fees are increased by 20 times.

Practical Tools: Five Survival Strategies

In the face of such a great change, how should we deal with it? As a person who has studied the employment impact of AI for many years, I would like to share five proven survival strategies.

Strategy 1: "Cognitive Leverage" Strategy - Become a commander of AI, not an operator

Core insight: not to learn to use AI tools, but to learn to command and train AI tools. Let me illustrate it with a real example. I know a friend who does content marketing. Originally, he could only write 2-3 articles a day. After learning to use AI, he can now produce 20 high-quality contents a day. But more importantly, he learned how to train AI to understand his writing style and how to make AI generate content that meets the needs of different customers. Now he is no longer a "WRITER", but a "Designer of content production system". The income increased from 10,000 yuan per month to 100,000 yuan per month.

Practical key points:

- Don't be satisfied with using ready-made AI tools, learn to customize and train;
- Treat AI as yours "Digital employee", and you are "Manager";
- Focus on improving yourself "AI collaboration ability", which will become the most necessary and important skill in the future.

Strategy 2: "anti-intermediation" strategy - either break up or shift down

Core insight: The future employment structure is dumbbell-shaped, and the middle class is the most dangerous, either becoming the top elite or entering the bottom service industry.

Upward breakthrough path:

- Focus on advanced skills that are difficult for AI to replace (strategic thinking, creative design, complex judgment);
- Become a top expert in a subdivision field;
- Build a personal brand and influence, so that customers can "Irreplaceability" to pay.

Transfer the path down:

- Enter the service industry that requires interpersonal interaction and emotional connection, such as face-to-face communication, companionship, entertainment industry, etc.;
- Focus on experience value and emotional value, not efficiency value. The biggest market is the demand for people-to-people interaction, emotional communication and interaction between people;
- Although AI can also make people feel emotional experience, after all, it is not a real person. In a large number of scenes that require real people, the development of AI cannot be simulated. "Human taste" and "Temperature sense".

Traps to avoid: don't be in "The position of "standardization + medium skills" stays for a long time, which is the most dangerous area.

Strategy 3: "Combination Innovation" Strategy - Looking for Blue Ocean Opportunities in Cross-cutting Areas

Core insight: The biggest opportunity in the AI era is at the intersection of traditional industry × AI technology.

In The Theory of Economic Development, Schumpeter proposed that "innovation is the recombination of factors of production.", and the essence of "combination innovation" in the AI era is to make the "universal ability" of AI (Such as data insight, pattern recognition, personalized generation) and the "vertical needs" of traditional industries (such as scene pain points, user habits, industry rules) are deeply integrated. This "1+1>2" cross-innovation not only avoids direct competition with large companies in the field of general AI (such as GPT-4, Gemini and other large models), but also relies on the "demand certainty" of traditional industries to reduce market risks, which is the core path for small and medium-sized enterprises and entrepreneurs.

Why is cross-domain the greatest opportunity in the AI era? The "universality" of AI technology and the "verticality" of traditional industries complement each other naturally. The "ability boundary"

of AI, Large models are good at handling "general tasks" (such as text generation and image recognition), but in "vertical scenes" (Such as pet behavior analysis, elderly chronic disease management) there is "data sparseness" (Lack of industry proprietary data) and "complexity of decision-making" (need to combine industry experience). The "demand characteristics" of traditional industries, Every traditional industry has "unmet subdivision needs" (For example, pet owners' knowledge anxiety about "scientific pet raising" and the elderly's deep desire for "safe companionship"), but limited by "insufficient technical means" (such as high cost of manual services and difficulty in standardization), these needs have not been solved on a large scale for a long time. I have met an entrepreneur who does pet care. He uses AI to analyze pets' behavioral data and provide personalized advice on healthy pet care. This seemingly niche market now has an annual income of over 5 million yuan.

Suggestions for identifying opportunities:

Find a specific pain point of a traditional industry;

Analyze how AI solves this pain point;

Design solutions for human-computer collaboration;

Quickly become an expert in this subdivision.

Examples of the blue ocean field: AI + pet care, AI + elderly care, AI + child education, AI + psychological counseling, etc.

The "combination innovation" in the AI era is essentially to use the "technical lever" of AI to amplify the "demand value" of traditional industries. Its core advantages are: On the one hand Low competition threshold: large companies focus on general AI (such as large models and autonomous driving), and small and medium-sized enterprises can "big with small" in the vertical intersection field. The second is: High user stickiness: Relying on the "sub-industry barriers" built by industry experience and vertical data, it is difficult for users to migrate (for example, pet owners are used to the health advice of an AI, and changing the platform needs to re-accumulate data); The third is: Sustainable realization: through "data-service" The closed loop of "business-e-commerce" realizes the upgrade of "one-time income" (such as equipment sales) to "continuous income" (such as membership subscription).

Strategy 4: "Skill arbitrage" strategy - take advantage of the time difference of technology popularization

Core insight: Before the full popularization of AI, be the first to master the skills enhanced by AI and gain the advantage of the time window.

Any new technology goes through three stages from emergence to popularization: adopted by a few → spread within small circles → become ubiquitous. Right now, AI is in the transitional phase between "adopted by a few" and "spread within small circles." This is when there's a particularly precious "time window" — competitors haven't yet reacted. Most people either think "AI is unreliable and hard to understand" or find "learning it too much hassle," still sticking to old ways of working. Yet at this point, user demands have already emerged. For instance, clients have actually been "spoiled" by AI into higher expectations. Like when a client asks for a "market analysis report in three days" — with AI, it can be done in half an hour, but with traditional methods, you'd have to toil for three days. Another thing is that skill thresholds haven't been equalized yet. Learning skills like "AI + financial analysis" or "AI + legal document drafting" now is as easy as learning PPT a decade ago — you don't need to be a programmer; just knowing how to use the tools is enough. But it can put you miles ahead of those who don't. Here's a particularly striking example: A friend of mine works at an accounting firm. In their team, there's a senior accountant with 30 years of experience. When doing annual report audits, he still flips through vouchers manually and checks figures by hand, straining his eyes. Meanwhile, a new young recruit uses AI tools (like DeepSeek, which analyzes account abnormalities and automatically generates

audit adjustment entries). The same task takes the young recruit 3 days, but the senior accountant needs half a month. Now clients specifically ask for the young recruit to handle their cases. The senior accountant is frantic, but AI tools update so quickly that he's always a step behind.

Suggestions for identifying opportunities:

Identify industries that are about to be impacted by AI but have not been impacted;

Quickly learn the application of AI technology in the industry;

Become "Early experts of "AI + traditional industry";

Build an advantage before competitors react.

For example, many traditional financial consultants do not know how to use AI tools. If you can master AI financial analysis tools first, you can gain great advantages in the next 2-3 years.

This wave of opportunities is like "catching up early" - you get up early and can pick the freshest dishes; when everyone comes, the dishes are still the same, but you have already sold out to make money.

The key is not to wait for "AI to be perfect" before learning: now AI may have errors (such as occasional data leakage in financial analysis), but you will "use AI + manual review" 10 times faster than pure manual review..Don't learn "useless skills",Focus on the specific

problems of your own industry and learn AI that can "solve customer pain points" Law. Don't hide., Make achievements with AI early, send cases, set up people, and make customers feel that "you are an expert in the AI + industry", Your customers will take the initiative to find you..

Strategy 5: "Community Value" Strategy - Building an Interpersonal Network Moat

Core insight: AI can replace personal skills, but it is difficult to replace community relationships and trust.

The "community value" strategy we talked about today is actually looking for it in the AI era. Arrived A "hard bone that AI can't gnaw" - the temperature, trust and sense of belonging in interpersonal relationships. You see, now AI can write reports, calculate data, and even simulate chatting, but it will never replace the parents who have been chatting with your old neighbors for ten years, and it cannot replace the tacit understanding of "I understand you" when you and your peers complain to each other in the industry group that Party A has changed its needs again. This is the value of the community: people need to be seen, remembered and needed. These emotional connections are AI. It's hard to satisfy The underlying logic of community value strategy: people always need to be "connected".

In the era of AI, we are always worried about "being replaced", but in fact, the most irreplaceable ability of human beings is the ability to "connect with others". The core of the community value strategy is to grasp the most essential needs of human nature.,You need a "sense of belonging" when you are lonely..In AI,Not considerate enough.In addition to the "solution", people need a place where they can say "I'm too difficult".You need a "path" when you are confused.,AI can give you "10 transformation directions", but the senior's sentence in the group "I've walked this road, and the pit is here" is even more emotional weight.When you succeed, you need a "sharer": you want to cheer when you get the offer, AI will only say "congratulations", but the group friends will say "I knew you can do it! Send red envelopes in the group at night!"

Therefore, no matter how AI develops,"Humane community" is always the spiritual need of human beings. And now, it is the golden period for building this kind of community - AI has not yetFully master the person's"Walking the heart", most people are still "fighting alone". Now you are building a community with warmth, connection and ecology, which is to create a "moat of interpersonal relationships" for yourself in the AI era. ULZ 001066 Specific practice:

Specific practice:

- Establish an industry community and become a connector and organizer;

- Provide emotional value and sense of belonging, not just information value;

- Build "Irreplaceable interpersonal relationships";

- From skill provider to "The builder of community ecology".

I know a friend who does HR. She has established a career development community in the AI era, and now there are more than 5,000 members. She is no longer an ordinary HR, but of this community. "Spiritual leader". Even if AI can do most of the HR work, this community value is irreplaceable.

Conclusion: Find certainty in uncertainty

Writing this, I remembered the conversation in the cafe. The lawyer friend and the algorithm engineer friend, their anxiety actually represents the confusion of the entire middle class: how should we deal with ourselves in this rapidly changing era?

The complexity of this AI revolution is far beyond everyone's imagination. It's not simple. "Man vs machine", it is the reconstruction of new production relations and social structure.

But through in-depth analysis, we can at least see a few certainties clearly:

Change is coming faster than expected: the speed of technological breakthroughs is accelerating, and we must be prepared;

The impact mode is more complex: not linear substitution, but multi-dimensional systematic reconstruction;

Adapters will gain great advantages: those who master the new laws will become the beneficiaries of the new era.

As entrepreneurs and freelancers, our greatest advantages are flexibility and adaptability. We don't have to wait for the strategic adjustment of large companies, and we don't have to wait for the government's policy guidance. We can start to act immediately.

In the next chapter, we will deeply analyze how AGI rewrites the underlying rules of the business world and what new opportunities this restructuring will bring us. When the employment structure undergoes such drastic changes, the business model and economic laws are bound to change accordingly.

By understanding the truth of the employment shock, we can better grasp the upcoming business opportunities.

Chapter summary and outlook

When we deeply understand the truth of the AI employment shock - the transcendence of tradition" The complex impact pattern of "blue-collar and white-collar" classification, a deeper question emerges: how will this dramatic change in the employment structure

reshape the operating rules of the whole business world?ULZ 001094
We have seen changes at the individual and social levels: the cognitive leverage effect has sharply widened the ability gap, and the intermediate skill trap has made the middle class face unprecedented challenges. But when these changes converge into economic trends, what kind of new business models will be produced?

We have already witnessed changes at both individual and societal levels: the cognitive leverage effect has drastically widened the capability gap, while the middle-skill trap has exposed the middle class to unprecedented challenges. But when these changes converge into economic trends, what kind of new business models will emerge?

In Chapter 4, we will shift our perspective from employment to business and explore a more fundamental theme: the rewriting of the economic code. We will find that AGI is not only changing the way people work, but also reconstructing the underlying logic of the business world.

(The third chapter is over)

Chapter 4 Economic Code - When AGI Rewrites the Rules of the Game in the Business World

Anti-common sense insight: "In the AGI world, the most valuable thing is no longer to have information, but to have 'Information taste' - know what is worth paying attention to and what should be ignored. Attention is a new currency, and trust will become the most scarce luxury.

From employment shock to economic restructuring

Do you remember the conversation in the cafe in Chapter 3? While lawyers and programmers are worried that their jobs will be replaced by AI, they may not realize that the real change is far more than that.

The reshaping of the employment structure is just an appearance. What AGI is rewriting is the underlying rules of the whole business world. Just as the steam engine not only changed the mode of transportation, but also gave rise to new business forms such as factory systems, modern banks, joint-stock companies, etc., AGI will also create a business model that we cannot imagine today.

Imagine such a scene: when you walk into a coffee shop, the clerk not only remembers your name, but also knows your mood and health today, and can even predict what new flavors you want to try

next week. What's more amazing is that this store's ""Boss"" may be an AI. It operates 100,000 such coffee shops around the world at the same time, each of which can provide fully personalized services.

This is not a science fiction film, but a new commercial reality that AGI is rewriting. In this new world, the traditional business logic is being completely subverted.

4.1 One Reconstructed by commercial elements "Biological model"

Follow "Oil extraction" to "Rainwater Collection": a fundamental change in the way of data acquisition.

In the fall of 2023, I visited Tesla's Shanghai factory. When the tour guide introduced the production line, I suddenly realized a problem: Tesla's real product is not cars, but data.

Traditional data collection is like oil extraction - you need to find "Oil field" (large-scale database), invest a huge amount of money in mining, and then centralized refining. Google and Facebook, the Internet giants are like this. "Oil tycoon, they control the largest data oil field. But the data acquisition in the AGI era is more like "Rainwater collection" - ubiquitous, real-time generation, distributed acquisition. Every intelligent device, every interaction, and every sensor is continuously generating data. "Raindrops".

Tesla's data rainwater collection system:

Each Tesla is a mobile data collection station, collecting more than 1TB of driving data every day. These data continuously train the autonomous driving algorithm, forming a self-reinforcing "Data flywheel"². That's why Tesla's autonomous driving technology can be iterated quickly, while traditional car manufacturers can't catch up - they are still using "The thinking of "oil extraction", and Tesla has established "The ecosystem of "rainwater collection".

Follow "Patent moat" to "data flywheel": the migration of competitive barriers

Do you remember the legendary secret recipe safe of Coca-Cola? In the industrial era, the moat of enterprises is patents, formulas and technical secrets. But in the AGI era, the most powerful moat is "Data flywheel".

Let me explain this concept with the story of Tik Tok. Tik Tok's success does not lie in video technology (YouTube has long ago), but in building the most powerful in history "Attention data flywheel". Imagine that every time you watch a video for an extra second on Tik Tok, or quickly swipe through another video, these tiny behaviors are training a huge AI system. This system not only

² It refers to the self-reinforcing cycle of "more users → richer data → smarter AI → better products → even more users," which stands as the core competitive barrier for enterprises in the AGI era.

records what you like, but also how many seconds you stay in each video, when you cross it out, and how many times you watch it repeatedly.

The more accurate the algorithm is, the easier it is for you to be addicted; the more addictive you are, the more data the algorithm will collect.;The more data, the more accurate the algorithm is. Once the flywheel turns, it will be difficult for competitors to catch up. Even if you completely copy all the functions of TikTok, without this data flywheel, your recommended algorithm will never be as accurate as it.

Data Flywheel VS Patent Moat: Why can't the former be "killed"?

There are three fatal shortcomings in the patent moat of the industrial era, and the data flywheel just "makes up":

Dimension	Patent moat	Data Flywheel moat
Reproducibility	The patent has a term (20 years) and may be bypassed (just change the parameter)	The data is "dynamic accumulation""Yes, even if the opponent steals data, he can't catch up with the "real-time update" flywheel.
User stickiness	Users stay because of "no substitute" (such	Users stay because "the more you use it, the

	as exclusive drugs)	more comfortable it is" (for example, the more you browse TikTok, the more you understand you)
Evolution speed	Slow technology update (it takes 10 years to develop new drugs)	The data flywheel evolves every day (TikTok's recommended model is updated every hour)

The most typical comparison is the "short video double hero" - TikTok and a competitor. In the early days, a competitive product relied on "star content" to attract users, but did not establish a data flywheel. Users felt that "recommendations are getting more and more boring" after browsing for a few days, and they lost one after another; while TikTok relied on data flywheel. The longer users browsed, the more accurate the recommendation was, and finally formed the "inertia of 'I'm not as cool as browsing on TikTok' Dependence". Now TikTok's user retention rate is three times that of competitors, which is the "crushing advantage" of the data flywheel.

The "ultimate barrier" of the data flywheel, It is "alive".

The moat of the industrial age is the "wall" - the higher you build, the more difficult it is for your opponents to overturn; But the data flywheel is a "living creature", and it will "eat data" by itself, "taller", and the stronger it lives.

For example, Amazon's recommendation system, Users bought a book, and the system pushed "the person who bought this book also bought it". Users clicked in to buy, and the system recorded that "such users like to buy a set", and next time they will push "other books of the same author". The more users buy, the more the system understands "the needs you may not have found" (for example, "you may need baby products if you buy parenting books"). Now Amazon's "recommended transaction" accounts for 35% of the total sales, and this figure is still rising - because the data flywheel is turning faster and faster, and rivals can't catch up at all.

In the era of AGI, the "life gate" of enterprises is in the data flywheel..

Back to the opening question: Why is the data flywheel the most powerful moat in the AGI era? Because it grasps the core of AI - the upper limit of AI's ability depends on the amount and quality of data it can obtain. The "self-strengthening" characteristic of the data flywheel allows enterprises to "monopolize" the high-quality data in

their fields, forming a positive cycle of "the more you use, the stronger you use, the stronger you use". For enterprises, the most important thing to think about now is not "how to apply for more patents", but "how to build your own data flywheel": if you are an e-commerce company, find a way to make users "click more, evaluate more, share more", these behaviors are data fuel; if you are doing education, remember recording students' "which question stuck for 3 minutes" and "which class fast forward", these data can make AI better understand "students' learning pain points"; even if you open a small restaurant, remember the user's "generally slightly spicy but occasionally medium spicy" and "bring children always add a portion of egg custard", these data can make you "understand yourself better than regular customers", return rate Naturally high.

Follow "Departmental hierarchy³Pyramid" to "algorithmic collaborative network": the subversion of organizational form

Traditional companies are like a pyramid, with information being transmitted layer by layer, and decision-making is approved layer by layer. But the organization in the AGI era is more like a neural network, and every employee is AI-enhanced."Super

³ Traditional enterprises adopt a hierarchical organizational structure, where decision-making power is concentrated at the top, information is transmitted through middle management, and the grassroots level is responsible for execution—leading to low efficiency.

individual", can handle complex tasks independently and directly cooperate with the AI decision-making center.

Why can't the old-school "bureaucratic pyramid" keep up anymore? The structure of a traditional enterprise is like building - the bottom is the executive layer (employees), the middle is the management (supervisor, manager), and the top of the tower is the decision-making layer (CEO). This structure is very useful in the industrial age. On the one hand standardized production needs, Assembly line workers don't need to make their own decisions, just follow the instructions "above". Second, Information transmission is controllable, The leader's orders are conveyed through "supervisor → team leader → employee" layer by layer, which is not easy to go away; Three rules, Clear responsibility: If there is a problem, check from the bottom up, and you can always find "the person who should bear the blame".

But in the AI era, all the "side effects" of this structure have been laid bare. Information transmission becomes a tedious, time-consuming hassle. When grassroots staff find users complaining, "The show isn't good," they have to write a report to their supervisor → the supervisor compiles it and passes it to the manager → the manager reports to the director → the director asks the CEO to make the call. By the time the decision comes down, users would have long left. What's more, innovation gets "stifled." If an employee

has a new idea, it has to go through layers of approval. By the time the approval is granted, competitors would have already launched similar features. Additionally, the ceiling for human efficiency is low: a manager can supervise at most 10-15 employees. To expand, more managers have to be hired, and costs keep piling up.

A friend of mine works in a traditional TV station. He said that to make a new program, from "proposing ideas" to "broadcasting", you have to go through 23 approval processes - "program positioning" alone must be signed by the director, the deputy director in charge, and the director of the content center one by one. When the program was launched, the audience had already been robbed by short videos. This is the "chronic problem" of the pyramid.

Algorithm Collaborative Network: What does the "neural tissue" look like in the AI era?

The organization of the AGI era is more like a human neural network - each node (employee) can be directly connected to the "brain"(AI Decision-Making Center), information flows in real time, and tasks collaborate on demand. There are three core features: First, employees are "super individuals"—not "cogs in a machine," but "special forces equipped with AI 'plugins'." Take Netflix's content planners, for example: their computers have AI assistants that let them check in real time, "what

keywords users have been searching for lately" and "the completion rates of similar shows." They don't need to wait for leaders to provide data; they can judge for themselves, "whether this genre will be a hit." Second, decision-making is "decentralized." There's no need for "leaders to make the final call"—AI and frontline employees "work it out together." For instance, if a small production team wants to make an "urban workplace drama," AI will directly tell them: "Shows like this have a 78% completion rate among female users aged 25-35, but they need to add 'workplace plot twists'." The team can revise the plan immediately without seeking approval from senior management. Third, collaboration is "assembled on demand": when a task comes in, AI automatically "tags" the relevant people. For example, to make a suspense drama, AI will recommend "screenwriters skilled in suspense," "directors who've made similar shows," and "planners who understand user pain points." These people form a temporary small team, which disbands once the show is finished, and a new team is assembled for the next task. This structure is like "building with blocks"—whatever modules (people, resources) you need, AI assembles them right away; once used, they're taken apart. It's incredibly flexible.

Netflix's algorithmic collaboration mode

Netflix has long been a traditional media company, but a "Algorithm collaborative network". AI analyzes global user data and

predicts what types of content will be popular; small autonomous teams produce content independently according to AI suggestions; AI generates personalized posters and trailers for each user. What's the result? Netflix does not need 1/10 of the employees of traditional TV stations, creating higher content output and user satisfaction.

In the AGI era, the "new survival law" of organization returns to the core question: why must the organizational form change from "pyramid" to "neural network"?

Because **the competition in the AGI era is a "speed battle"**——Whoever can "understand users", "do content" and "push services" faster, will win. And the "real-time data + front-line decision-making + AI empowerment" of the algorithm collaborative network just stepped on this "speed lifeline".For enterprises, what they should focus on most right now is not "how to lay off staff" or "how to add more hierarchical layers," but "how to make the organization 'neuralized'."

Need to equip employees with "AI plug-ins",Allow each employee to directly adjust data and use AI tools, instead of waiting for "IT department" and "data department" to support;Secondly,Dismantle the big team as a "small combat unit".Split the "100-person department" into 10 "10-person teams", and each team is responsible for the results,rather than being

accountable to "leaders"; instead, let AI act as the "virtual manager". Use AI to manage "task assignment", "progress tracking" and "effect evaluation", and free real managers to do "things that require more humanity" (such as team motivation and cultural construction).

Finally, summarize with the words of the former CEO of Netflix: "In the past, we were afraid that employees had 'too much power', but now we are afraid that employees have too little power'. In the AI era, front-line employees are the closest to users. Their decision-making with AI tools is 100 times more accurate than that of the leaders on the top of the tower. This is not decentralizing power, but giving back power. 'The person closest to the battlefield'."

4.2 Eight new laws of AGI economics

After studying hundreds of AI business cases, I have discovered eight new laws that are reshaping the business world. These laws are not academic theories, but realities that are unfolding.

The first law: a significant reduction in the marginal cost of AI

What is "marginal cost"? In traditional economics, "marginal cost" is "the additional cost of producing an extra unit of product". For example, if you open a bakery, it will cost 5 yuan (flour, electricity, labor) to bake the first bread. If you bake the second bread, add more flour, consume more electricity, and the master will be busy

for 5 more minutes. The cost may rise to 5.2 yuan - this is the "marginal cost increase". Therefore, traditional enterprises have to rely on the "scale effect" to make money. The more you sell, the lower the average cost (for example, if you bake 1,000 pieces of bread, the cost will drop to 4 yuan each), but for each more bread sold, the cost is still rising.

But in the AGI era, this logic is "pressed and rubbed on the ground" by AI. To take the most intuitive example: you have developed an "AI fitness coach", which can guide one person to do squats at the same time, and it can also guide 10,000 people at the same time - it doesn't need to eat an extra meal, sleep for an extra minute, or even "tired". At this time, the marginal cost of the 10,000th user is almost the same as that of the first user (close to zero).

This is the most important economic law of the AGI era: the marginal cost of AI services is declining rapidly and approaching zero. The "chain reaction" of the disappearance of marginal costs has led to a shift from price wars to value wars. The disappearance of marginal costs is not as simple as "enterprises saving a bit of money"; it is reshaping the entire business logic:

1. The price war "rolls up to no bottom line", but enterprises make more money.

Traditional industries fight price wars. For example, the "second cup is half price" in milk tea shops. For each extra cup sold, the profit is half less; but the AI service is "the second cup is free, and the cost is almost unchanged. Instead, it can attract more users by "free" and then make money through advertising and value-added services.

A typical example is Notion AI: the basic version of AI functions is free (the marginal cost is close to zero), but users use it and find that "advanced format" and "team collaboration" need to be paid - now the payment rate of Notion has increased from 5% to 12%, and the profit has tripled.

2. The industry's "winners eat all" is more cruel, and it is more difficult for new players to enter.

In the traditional industry, the "boss" accounts for 30% of the market, and the "second boss" can still account for 20%; but in the AI industry, once the "boss" uses the marginal cost advantage to suppress the price to an extremely low (such as Chat GPT free version), "the second" has no chance at all - because the training cost of the "second" is similar to that of the "big boss", but there are few users, and the fixed cost of thinning is higher, which can only lose money.

For example, in the field of AI drawing, MidJourney uses the marginal cost advantage to reduce the price of "generating a picture" to \$0.002, and new players "draw the universe" even if the technology is poor. Not much, you have to spend tens of millions to train the model, but there are few users, and the cost of a single picture is 5 times that of MidJourney, which can't be beaten at all.

3. Competition has changed from "better than cheaper" to "better-value"

After the marginal cost disappears, "cheap" is no longer the core competitiveness - because AI services can be "infinitely cheap" (even free). Enterprises must think, Why are users willing to pay for me?

For example, it is also an AI writing tool. Jasper relies on the "industry template library" (lawyer contract, marketing copy writing template); Copy.ai relies on "emotional expression" (can write "warm birthday emails"); while Chat GPT relies on "general ability" (can write code and do math problems) to charge. Fee. What they have in common is that they provide the unique value of "AI can do it, but other AI can't do it well".

The "ultimate impact" of the disappearance of marginal costs: the economic "cake" is getting bigger and bigger.

In traditional economics, "increasing marginal costs" is like a "tight spell" - enterprises dare not produce more, for fear of losses;

users dare not consume more, for fear of being expensive. But in the AGI era, "the disappearance of marginal costs" released this "tight spell".Enterprises dare to "free delivery" That's it, For example, the Canva AI design tool, the free version can do 90% of the design, attracting 200 million users, and then make money by "advanced fonts" and "copyright pictures"..

Users dare to "use it casually": in the past, they used translation software for fear of "charging per time" and did not dare to translate more; now they use DeepL AI translation, and the free version can be used at will, but users "use emotions" and are willing to buy the paid version;

New demand is "inspired", In the past, "AI novel writing" was too expensive (it costs 100,000 yuan to find a human writer). Now, the cost of writing with AI is close to zero. Users dare to say "I want to write a fantasy novel to try" - as a result, a new market for "AI creation" has been born.

This cost structure is triggering a price war across the industry, but it also means that pure cost competition will become meaningless, and real competition will turn to value creation.

The second law: attention becomes a new currency

One day, I observed on the subway and found an interesting phenomenon: everyone was looking down at their mobile phones, but their eyes were very tired. I suddenly realized that in the AGI era of information overload, what is scarce is no longer information, but the attention of dealing with information.

Human attention is becoming a new scarce resource.

Data shows that the average duration of human attention has dropped from 12 seconds in 2000 to 8 seconds in 2024, but the amount of information received per person per day is equivalent to 174 newspapers. The ability of the human brain to process information has not improved, but the supply of information is growing explosively. The human brain is an "old mobile phone with 2G memory", and the information is "100G large files can't be loaded, so it can only be "quickly scratched away". In the past, merchants shouted "Look at me! Look at me!", users can take two more glances; now users can swipe their mobile phones faster than flipping through books. You have to "catch him in 3 seconds, or you will lose him forever".

Xiaohongshu is well aware of this truth. It is not selling goods, but "Sell attention", Capture users' attention with exquisite pictures and videos, maintain attention with KOL's personal charm, implant

product information when attention is most concentrated, and turn attention into purchasing behavior.

Attention currency⁴The "New Economic Law": the "new battlefield" of enterprise competition.

After attention became the new currency, the rules of the business world changed--

Dimension	The era of information scarcity	The era of lack of attention
Corporate goals	"Let users see me" (grab traffic)	"Let users see more of me" (grabbing attention)
The core of competition	"Amount of information" (send more advertisements)	"Information quality" (make more heart-catching content)
User relations	"I sell and you buy" (one-way sales)	"I understand you, you believe me" (two-way resonance)
Profit model	"Sell goods" (earn the difference)	"Sell attention service" (earn "attention exchange fee")

⁴ In the era of information overload, human attention has become a scarce resource. Corporate competition has shifted from "competing for traffic" to "competing for users' sustained attention" — and attention can be converted into commercial value.

The most typical comparison is "traditional e-commerce VS Xiaohongshu": traditional e-commerce relies on "full-screen advertising" to grab traffic, and users can draw quickly and return more goods; Xiaohongshu relies on "grabbing content" to grab attention, and users stay for a long time and repurchase more. In 2023, the average daily usage time of Xiaohongshu users is 110 minutes (30 minutes more than Taobao), but the advertising revenue is 1/5 of Taobao - not that they earn less, but that the "unit value" of the "attention currency" is higher (users are more willing to pay for "understanding").

The third law: the self-reinforcing cycle of the data flywheel

We have already seen this law in the case of TikTok: more users → richer data → smarter AI → better products → even more users. The "soul" of the data flywheel lies in data, but user behavior data is not the same as training data. Here, we must first clarify the difference between these two types of data.

Training data: It is the "enlightenment textbook" of AI. For example, training a translation model requires a corpus of "Chinese to English" ("Hello → Hello" "Thank you → Thank you").

User behavior data: It's like an AI's "growth diary." For instance, when users use a translation model, actions like "skipping

'professional terminology translation'" or "repeatedly revising 'emotional expression'" allow AI to understand that "users care more about colloquial translation rather than academic translation."

Here's a straightforward example: ChatGPT's training data is "all text on the internet," but the reason it grows to understand you better and better is due to your user behavior data—like when you use it to write emails, you "always add 'qin'" (a casual, affectionate term similar to "dear" or "buddy") and "prefer short sentences." These data help it "remember your style," so the next time you write an email, it'll automatically use your preferred tone: "Qin, here's the report you asked for~"

The core of the data flywheel is user behavior data - it is like a "small note from users to AI", telling AI "What do I like and what don't like?" AI then uses these "small notes" to change the product more to the user's liking.

TikTok's "flywheel acceleration": the "death cycle" of user → data → AI → experience. TikTok is the "top player" of the data flywheel, and its flywheel turns so fast that it is "addictive". Let's take a look at its "four-step acceleration":

Step 1: Circle users with "cool content" - flywheel start

In the early days, TikTok relied on "15-second short video" + "music card point" + "magic special effects" to catch users' attention

in 3 seconds (such as "cat stepping on the keyboard playing the piano" and "little sister twisting her crotch to dance"). Users think it's "fun" and start to brush, like and comment - this is the "first step of the accelerator" of the flywheel.

Step 2: Steal the user's "behavior password" - data accumulation

When users browse videos, TikTok is "stealing" these data:

Explicit behavior: like, collect, share ("users like cute pets");

Implicit behavior: stay for 2 seconds before rowing ("Users are interested in food, but this video is not good"), watch it repeatedly for 5 seconds ("Users like the dress of the little sister");

Scene data: browse at 10 p.m. ("Users like funny videos when relaxing"), browse on the way to work ("Users like short and fast information").

These data are "eaten" into the model by AI and become "user portraits" - such as "25-year-old girls, who like to brush makeup tutorials at night and work in the morning".

Step 3: AI "Private Customization" Content - Experience Upgrade

With user portraits, TikTok AI began to "do things":

Recommend "Accurate to Seconds": Users swipe to the "makeup tutorial", AI found that she "fast-moving forward to the

theoretical part, repeatedly looking at the makeup technique", and the next article directly pushes "30-second quick makeup".

Function "Evolution on Demand": Users always use "sticker special effects", and AI makes the "sticker library" automatically add "recently popular emoji stickers"; users always share to WeChat, and AI makes the "share button" bigger and brighter..

Content "reverse customization",AI found that the completion rate of "workplace dry goods" videos was high, so it pushed "workplace dry goods topic selection suggestions" to creators (such as "how workers can talk about salary increases with leaders") to encourage them to do such content.

Step 4: Users "self-propagation" - flywheel explosion

When users feel that "TikTok understands me", they will "pull friends".Users willTake the initiative to share,Brush the "super accurate MBTI test" and share it with your best friends.Passive attraction: My best friend browsed "the video recommended by your friend" and thought "I'll try what she likes".The lastThe influx of creators: Creators found that "being a good job in the workplace can increase fans" and brought fans to enter.

After this round, it only took 7 years for TikTok users to go from 0 to 1 billion (15 years for traditional social platforms), monthly activity.The average daily usage time of users is 142 minutes (50

minutes more than Facebook) - the flywheel is turning faster and faster, so that the user himself becomes a "wheel pusher". It took Amazon 20 years to build such a flywheel: from attracting users with low prices in 1994 to achieving a fully personalized shopping experience with AI in 2024.

The key insight is that the flywheel effect has a "Critical point", once this point is crossed, the growth will become exponential.

The "critical point" of the data flywheel: why "the first 90% of efforts is for the last 10% of the outbreak"? There is a "dead zone" in the data flywheel - when there are few users and the data is thin, the AI optimization effect is poor, and users feel that it is "not easy to use"; The flywheel may "stop turning". However, once the "critical point" (the number of users and data reaches a certain threshold) is crossed, it will "fly to the sky".

Where exactly is this critical point? I think it can be investigated from the following aspects.

Number of users: usually "let AI be able to see the minimum size of the 'user group'". For example, the recommendation algorithm requires at least 1 million user data to distinguish between "sweet southerners" and "salty northerners";

Data dimension: not only "what to buy", but also "when to buy", "with whom to buy" and "how to use after buying". It took Amazon 20 years to accumulate in-depth data of "cross-scenes, cross-devices and cross-emotions";

AI ability: AI needs to be able to "dig treasure from data". In the early days, AI could only "count that people who bought A also bought B". Now AGI can "analyze that users buy A because they watched A's evaluation video last week, and buy B because of the recommendation of friends".

For example: there were few users in the early days of TikTok, and the recommendation algorithm always pushed "duplicate content", and users felt that it was "not fun"; but after the number of users exceeded 100 million, the data was "thick enough". The algorithm could "push parenting videos for mothers and funny videos for students". Users felt that they "understand me" and began to "pull friends", and the flywheel "buzzed" It turned around.

In the AGI era, the "flywheel survival rule" of enterprises

The data flywheel is not a closed-loop + accumulation + critical point of "user → data → AI → experience", but "user → data → AI → experience". For enterprises, the most important thing to think about now is not "how to make money quickly", but "Can I get the first batch of users at a low cost?" With low price, rigid

demand and strong experience, let the flywheel "turn" first.."Can I steal the user's 'deep behavior data?'",Not only "what did you buy", but also "why did you buy it" and "how did you use it". "Can I let AI turn the data into a 'experience upgrade?'".Don't let the data "sleep in the database", and let AI use data to change recommendations, functions and services;

"Can I survive to the critical point?": The first 90% of the time may be "slow growth", but don't give up. If I survive, it will be an "exponential outbreak".

Finally, Amazon CEO Andy Jasi summed up: "The terrible thing about the data flywheel is not how fast it can turn, but the longer it rotates, the more the opponent can't catch up. Because your data is thicker than him, AI is smarter than him, and there are more users than him - this is a 'moat piled up by time'.

The fourth law: the concentration of power

Just as the oil giants in the industrial era controlled the energy infrastructure, the algorithm giants in the AGI era are controlling the intelligent infrastructure.This power is concentrated in three levels: the computing power layer (NVIDIA controls the GPU chip), the algorithm layer (Open AI control basic model), application layer (new AI application control user entrance).

The "three-layer pyramid" of algorithmic power concentration

The concentration of power in the industrial era is the chain of "oil → refinery → gas station", and the AGI era is a three-layer pyramid of "computing power → algorithm → application". There are "super players" on each floor. The higher you go, the more "hardcore" the control is.

The first layer: computing power layer - NVIDIA "cards" the "life gate" of AI

The computing power is the "power" of AI - without computing power, no matter how good the algorithm is, it is "on paper". And 80% of the world's AI computing power depends on GPU (graphics processor), and the GPU market is "monopolized outrageously" by NVIDIA..

Technical barriers: NVIDIA's A100, B200 GPU, the computing power is 100 times that of ordinary chips (it takes 1 month to train a large model with NVIDIA chips and 10 months with other chips);

Ecological monopoly: It has CUDA (parallel computing platform), and 90% of AI developers around the world use CUDA to write code - you don't need NVIDIA chips, and the code can't run..

Price control: The price is completely determined by NVIDIA itself, and the supply of products exceeds the demand (Microsoft, Google, Open AI rushes to buy).

What does this look like? NVIDIA is an "oil giant in the AI era" - it does not sell oil (computing power), but controls "oil wells" (chips) and "oil refining technology" (CUDA). Do you want to do AI? Must Buy my chip first, use my technology, and pay my high price.

The second layer: algorithm layer - Open AI "graps" the "heart" of the big model

The calculation power solves the "calculation speed", and the algorithm solves the "how to calculate". At present, large models (such as GPT-4, Claude 3) are the "brains" of AI, and the "research and development threshold" of large models is so high that "small enterprises can't reach it at all".

Training cost: It costs 400 million US dollars to train a large model at the GPT-4 level (computing power + data + engineer). The huge cost has blocked the entry of many players.

Data barriers: high-quality data that requires "trillion-level token" (only Open can collect so much data globally AI, Google, Microsoft).

Iteration speed: The large model is updated every 3 months (GPT-4 is 10 times stronger than GPT-3). Small enterprises have just caught up, and the giants have run far away.

As a result, 70% of AI applications worldwide are built on OpenAI's underlying APIs (such as Chat GPT and Notion AI). Want to build an "AI customer service" as a small business? No need to train your own model—just use OpenAI's API. But here's the catch: your "intelligence" entirely depends on the giant's model. When it upgrades, you upgrade with it; when it raises prices, your costs go up accordingly.

The third layer: application layer - the new AI application "powers" the "entrance" of users

The computing power and algorithm are the "behind-the-scenes boss", and the application layer is the "pre-stage harvester". Now users use AI, not directly using GPU or large models, but using "AI tools" (such as MidJourney drawing, Wen Xin's wordsWrite the manuscript,Steamed bun stuffed with sweetened bean pasteChat). These applications are "monopolizing users' AI usage habits":

Scene locking: When the user wants to draw a picture, the first reaction is "Midjourney",If you want to write code, the first reaction is "use GitHub Copilot".

Data feedback: When users use the application, data such as "drawing style", "writing habits" and "chat preferences" are left behind, which are used to optimize the application (for example, MidJourney finds that users like to draw "cyberpunk style" and trains such models more);

Network effect: The more users, the better the application is useful (for example, Character.ai has 100 million users, which can "Simulate" 10 million virtual characters), the better you use it, the more users - finally, "the winner eats".

These three layers are stacked together to form "NVIDIA card computing power → Open The power triangle of AI card algorithm → application card user. Do you want to be AI? Either buy NVIDIA's chip or use Open The model of AI is either attached to the head application - it cannot be avoided or avoided.

The "double-edged sword" of small enterprises, Use the giant's "ladder" to climb your own "wall". For small enterprises, the concentration of algorithmic power is "glass slag mixed with honey".

Positive side: "Borrow a boat to go to sea", do AI at low cost

In the past, small enterprises had to buy chips, recruit doctors, and train models by themselves to do AI. The cost was so high that "you can't make money by selling products for 10 years". Now with the giant's "infrastructure", small enterprises can "stand on the

shoulders of giants": computing power does not need to be bought by themselves: with the GPU instance of Amazon Cloud (AWS), pay by the hour (\$1 per hour), without spending \$40,000 on chips; models do not need to be trained by themselves: OpenAI's AP (generate 1000 words 0.002 USD), no need for 400 million US dollars to train the big model; users don't have to pull it themselves: post works in MidJourney's community, "virtual roles" on Character.ai's platform, and get customers with the giant's traffic. A typical example is "AI Copywriting tool Jasper", It doesn't have its own big model, using OpenAI's GPT-3; it doesn't have its own computing power, but using AWS's cloud service; but relying on the "industry template library" (lawyer copywriter, marketing copywriter), the number of users has risen to 1 million, with a valuation of \$2.1 billion - the "infrastructure" of small enterprises using giants, can also Make a hit.

Negative side: "Technology dependence", which may "stuck" at any time

But "borrowing a boat" also has risks - the ship is a giant. It will rise if it says "the rent is increased", and if it is "not allowed to be used", it will not be used:

Costs are "pinched": Open in 2023 AI increased the API price of GPT-4 by 50%, and the cost of Jasper increased by 30%. It can

only follow the increase in the membership fee of users (from \$59/month to \$79/month), resulting in the loss of 15% of users;

The function is "restricted": NVIDIA restricts the export of H100 chips to China, resulting in the speed of domestic AI companies training large models twice as slow (only old chips can be used);

Data is "cut off": users use AI tools of small enterprises, and behavioral data is "plucked by giants" (such as using Open AI's API, user dialogue data will be Open AI "recycles" to train its own model).

The worst thing is the "AI drawing gadget PicSo": it used Stable Diffusion (open source large model) in the early days, and the number of users increased rapidly; but in 2024, the parent company of Stable Diffusion announced that "high copyright fees would be charged for commercial use", and PicSo was Forced to use MidJourneyAs a result, the cost of API increased by 80%, and users scolded that "it is getting more and more expensive", and the number of users fell by 40% in half a year.

In the AGI era, the "way to survive and break the game" algorithm power concentration of small enterprises is a "trend", not a "choice". For small enterprises, it is better to "borrow + differentiation" than "confrontation"..

Leverage the giants' "infrastructure" but "keep a fallback plan." Use OpenAI's API, but at the same time "back up" with Anthropic (another major model company); use NVIDIA chips, but "mix in" AMD's MI30 (to avoid being held hostage by a single supplier); use MidJourney's platform, but "sync" to your own app (to direct users to your private domain).

Focus on the "small yet niche" areas that giants "don't care about." The giants' large models are "general intelligence" (capable of writing code, drawing, etc.), but they "aren't interested in" "vertical scenarios" (such as "AI consultation for pet hospitals" or "AI customer service for rural e-commerce")—due to small user bases and thin data. Small enterprises can cultivate these "corner scenarios" and "customize" vertical functions with giant models (such as using GPT-4 as a "pet feeding recommendation template"), so that they can "live a moist life". Use "data feedback" And "Little Flying Wheel", Although giants control basic algorithms, small enterprises can "steal" users' "vertical data" (such as "feeding habits of pet owners" and "shopping preferences of rural users"). Use these data to optimize your own "small model" (such as "pet feeding recommendation model"), slowly form a "small flywheel" of "user → data → small model → experience", and "misaligned competition" with giants. Finally, Zhang Ying, an investor in the field of AI, summarized: "The concentration of algorithmic power is a natural

law in the AGI era, just like the rise of oil giants in the industrial era. What small businesses need to do is not "produce oil" themselves, but rather "find their own 'small nozzles' in the pipelines of oil giants" — leveraging the giants' infrastructure to handle the "fine-grained work" that the giants can't manage.

The fifth law: large-scale outsourcing of cognitive ability

We are experiencing the third cognitive outsourcing in human history: the first time is to replace mental calculation with calculators, the second time is to replace memory with search engines, and the third time is to replace thinking with AI.

Have you ever had such an experience:

I can't remember my colleague's phone number, and my first reaction is to open the mobile phone's address book to search; when writing a work report, let AI generate an outline first, and then revise and improve it by myself; plan the travel route, and directly leave it to AI to formulate strategies, even too lazy to look at the map.

This is the third cognitive outsourcing in human history:

Potential crisis: Research shows that excessive use of AI writing tools will lead to a 15-20% decrease in human language organization ability, while people who rely on navigation APPs have 30% lower spatial memory ability than their parents. Just like a designer friend

sighed, "Now I even let AI generate the first draft of simple icon design, and occasionally do it by myself, but I feel rusty."

The way of balance: not "refuse outsourcing", but "draw clear boundaries".

Cognitive outsourcing is a "trend", not a "choice" - just like we will not refuse to use calculators, and there is no need to refuse to use AI. The key is: which cognitive abilities "can be outsourced" and which "must be retained"?

Principle 1: "Intelligent ability" is outsourced, "human ability" is self-retained

Intelligent ability: repeated, mechanical, with clear rules (such as calculating data, checking information, generating the first draft), can be handed over to AI - it is 100 times faster than you and does not make mistakes;

Human ability: those involving emotions, values and creativity (such as comforting patients, designing warm products, and writing stories with souls) must come by themselves - AI has no "experience", "empathy" and "obsession", which are the "exclusive abilities" of human beings.

Let's take a doctor's example: AI can quickly analyze CT scans and mark "there is a shadow in the lungs, which may be a tumor", but the doctor must talk to the patient about "Have you had a cough

recently? Is it stressful?" - These "humanized communication" can find the "psychological factors ignored by AI (for example, the patient is a teacher, long-term use of the throat to cause coughing, and the shadow may be inflammation).

Principle 2: "Treat AI as a 'friend,' not a 'master.'"

AI is a "cognitive tool", not a "cognitive substitution". The correct usage is: let AI "provide options" and "make choices" by itself. For example, AI generates 3 travel plans, you choose "the most suitable for taking the elderly"; let AI "supplement information" and "make judgments" by yourself: for example, AI finds 10 "education policy" articles, and you analyze "which policies are related to my child's school"; let AI "optimize details" and "set the core" by yourself: for example AI helps you change the "words" of the report, but the "core point" must be thought by yourself ("focus on user retention this year").

I have a writer friend who uses AI to "find inspiration" but "write stories by himself" - he said: "AI can give me 100" The beginning of the protagonist meets the alien, but the protagonist is an old man who sells pancakes. The alien loves to eat his pancakes. Only I can think of this kind of 'human fireworks'.

Principle 3: "Regular exercise cognitive muscles" to prevent "use and waste"

Just like fitness should be "regularly", the brain should also be "regularly without AI":

One day a week "AI-free day": no need for AI to write a diary, Don't use APP for navigation, and draw design sketches by yourself; learn "old-school skills": such as memorizing a few common phone numbers, using paper maps to identify the way, and calculating simple data by hand; do "deep thinking exercises": such as "no need for AI, write a 500-word 'Views on AI'" "No need to navigate, plan a hiking route in a strange city".

Neuroscientists suggest: Maintaining "active thinking" three times a week can keep the brain's "thinking circuits" active (for example, outlining report structures on one's own, or analyzing data trends independently). I tried this for a month and clearly felt that "when writing, I have more 'inspiration' in my mind" — previously, relying on AI left my mind "empty"; now, thinking for myself, I actually "come up with many new ideas."

In the era of AGI, to be a "person who can use AI", and to be an "irreplaceable person", outsourcing of cognitive ability is not "human change" "Lazy", but "human beings are evolving" - we give the "mechanical brain power" to AI and free up energy to do "more advanced things" (such as innovation, sympathy, creative meaning). But the premise is that we must defend the "moat of human nature".

The sixth law: the transfer of value creation

Value creation is being created from "Manufacturing value" turns to "Discover the value" and "Create demand". In the era when AGI can produce unlimited content, what is scarce is not the production capacity, but the ability to find out what is worth producing, for whom, and how to connect. This has given rise to new business roles: demand discoverer, value connector, and experience designer. Their job is not to make products, but to discover needs, connect resources, and design experiences.

When AGI can quickly generate copywriting, design posters, and even develop software, what is the unique value of human beings? People know better what they need, or they are better able to explore their inner needs. When the AGI world arrives, the world's productivity will rise significantly. Because of the production carried out by AI and automation, the cost of manpower is getting lower and lower, which means that the price is getting lower and lower. And what is it made for? Whose needs are the products and services produced for? It is becoming more and more important.

The focus of our value shifts to discovering needs, developing needs, and even creating needs that did not have in the past in many cases. Discover and creating new value will be the main source of

wealth, which means that new things will come out one after another, which can increasingly stimulate people's needs and emotions. In the next 10 years, new products and services will emerge in large numbers to meet people's new needs. This is the result of the great development of productivity, and this is the result of the in-depth empowerment of AGI in all walks of life.

The logic of the industrial era is that "production determines demand": factories make mobile phones, and users buy mobile phones; farms grow apples, and users eat apples. But the AGI era is completely reversed - AI+ automation can easily produce 1,000 mobile phones and 10,000 kinds of Apple packaging, but users don't buy it at all. Because these days, "it's not that we lack products—what's lacking are products that 'understand me'."

AGI can "produce", but "what" "produces for whom" and "how to make users excited" - these "discovered works", At this stage, it looks like people can do better, and at the same time, the competition in the market will be more at this level.

Case Awakening:

Japanese design firm Nendo uses AI to generate thousands of lamp sketches, yet all the final selected works are schemes where designers have endowed them with emotional stories from the perspective of "Eastern aesthetics." An AI music company found

that users are willing to pay high prices for "melodies that evoke childhood memories," and such "emotional definition" is more suited to be accomplished by humans.

The rise of new professions:

Demand discoverer: conduct in-depth research on niche groups (such as Generation Z pet-raising youth), use AI to analyze social data, and put forward ideas for pet smart wearable devices..

Experience Designer: Design for Smart Speakers "Morning wake-up mode", combining light, sound effect and temperature to create "Awakened by nature" The wonderful experience of.

Value connector: Build a bridge between environmental protection organizations and technology companies, use AI to calculate carbon emission data, and promote "Sustainable products" Cooperative development.

In the AGI era, human "demand" is "the hardest moat".

When AI can "produce everything", the value of human beings returns to "the most primitive ability" - understanding people, understanding hearts, and understanding "unspeakable desire". As the writer Marx said, "The greatest inventions in the world come from 'I want the impulse - and I want it, only people can say it clearly.'"

The winners of the future will definitely be those who "can turn users' 'touched hearts' into actions, turn 'vague feelings' into concrete products, and turn 'visions of the future' into current business." And AI will never learn to do all of this — because it has never had "mornings startled awake by an alarm clock," "touched a baby sea turtle tangled in plastic," or "listened to stories under grandpa's kerosene lamp."

So, don't panic - the more AGI can "produce", the more human beings will "discover". This is not "replaced", but "upgraded" - we have changed from "moving bricks" to "design drawings" and from "produced" to "defined". And this is the most precious "human value" in the AGI era.

The seventh law: trust in AGI is scarce and high value

Trust is not only the relationship between people, but now it has become the basis for people to deal with AI. It's like going to see a "black box doctor" - he can give a diagnosis, but you ask him "why prescribed this medicine", but he can't say it clearly. At this time, our trust in AI is like pinching a "life-and-death ticket": if you believe it, you may get the best result; if you don't believe it, you are afraid of missing the opportunity. This entanglement of trust is changing the "trust or not trust AGI" from the previous soft indicator of "it's okay

to have it, it's okay not to the hard currency that can determine the life and death of the enterprise.

This may be the most critical business rule in the AGI era, and it is also the most basic operating rule in this new world. Think about it, if everyone doesn't believe in AI, all the business supported by AI will collapse. The current problem: the smarter the AI is, the more confused we are about how it makes decisions; the more powerful AI is, the more we have to trust its judgment. There are a lot of ethical issues and worldviews that should be pondered here.

This will be very volatile and conflicting. We need to rely deeply on AGI, but we can't understand her profound algorithms and considerations, so that we have doubts about the various things designed and selected for us by AGI. Don't dare to implement it boldly. Trust in AI is coming from "Soft power" becomes "Hard Currency". The world will definitely be divided into 2-3 different factions.

Let me use Open AI to illustrate. Open AI adopted a unique strategy when GPT-4 was released. "Trust first" business strategy: first establish technical trust (public security test reports), then build decision-making trust (launch interpretable AI), and finally shape intentional trust (promise AGI benefits for all mankind). As a result, the valuation soared to 157 billion US dollars. In contrast,

some AI companies with the same strong technology but lack of trust building have much worse market performance.

The price of lack of trust: commercial collapse and social division

If "trust building" is a "valuation rocket", then "trust collapse" is a "commercial nuclear bomb".

"Trust fragmentation" will tear society apart.

Just as in *The Three-Body Problem* there exist the "Advent Faction," "Salvation Faction," and "Survival Faction," the AGI era is also splitting into different factions:

Trust Faction (25%): "AGI is more rational than human beings and should be allowed to dominate decision-making" (for example, supporting "AI to decide various policies");

Skeptics (Practise divination60%): "AI can assist, but key decisions must be made by people" (for example, "AI recommends a treatment plan, and the doctor finally signs it");

Opposition Faction (15%): "AGI is a threat and development should be restricted" (such as supporting "AI technology use legislation").

Trust is the "base" of the AGI era - without it, no matter how tall the technology building is, it will collapse..When AGI can "calculate everything", what human beings need most is not "smarter

AI", but "more credible AI". Trust is like an "invisible bridge" - the bridge is there, and people dare to walk;The bridge is broken, and people dare not step on it. AI "serves whom", and Many people "feel uncertain" (literally: have no bottom in their hearts).

What users fear most is not "AI making mistakes," but "AI deliberately making mistakes." For example: E-commerce AI "deliberately recommends overpriced and low-quality products" (behind this is the commissions from merchants); educational AI "deliberately lowers students' grades" (to promote paid courses); medical AI "deliberately conceals patients' conditions" (to prolong the treatment cycle). In 2024, a "smart assistant" was exposed to "secretly collecting users' chat records and selling them to advertisers," resulting in an 80% plunge in its user base. Users said: "I'm not afraid of it being stupid; I'm afraid of it being 'malicious.'" We fear being controlled by algorithms, and even more so by "malicious" ones.

The winners of the future must be those enterprises that "treat trust as life":

Strong technology, but more willing to "open the black box";

High efficiency, but more willing to "let users see the decision-making";

I can make money, but I am more willing to "commit to be responsible for users".

As Sam Altman, founder of OpenAI, put it: "The ultimate value of AGI lies not in 'what it can do,' but in 'what it is worthy of being trusted to do.'" And this is the most fundamental "business code" of the AGI era.

The eighth law: extreme compression of time

The decision-making cycle is being shortened exponentially, and "quick trial and error" is replacing "in-depth planning". Product iteration has changed from annual updates to daily updates, market reactions have changed from monthly analysis to real-time monitoring, and strategic adjustment has changed from annual planning to agile adjustment.

Tesla pushes car software updates every week, which is better than that of traditional car companies. "Annual upgrade" 52 times faster. An e-commerce platform uses AI to analyze user feedback in real time and finds "The position of the night mode button is unreasonable.", complete the interface adjustment within 4 hours, and the conversion rate will increase by 12%. The short video team monitors and plays data through AI. From the release to the optimization of a piece of content, the average time is only 23 minutes.

Why does AGI let "time" become a "compressed cookie"?

The business rhythm of the industrial era is like an "old-fashioned wall clock": it takes 18 months for product development, 3 months for user feedback collection, and 6 months for strategic adjustment. However, in the AGI era, the commercial rhythm has become "double-speed playback of short videos" - AI can "second-level" analyze user click data, "minute-level" to generate optimization schemes, and "hour-level" to complete product iteration.

In the AGI era, "fast" is not "outperforming opponents", but "not being eliminated". As investor Li Kaifu said, "In the past, enterprises did better than anyone else, and now they change faster than anyone else - one step slower, and the market will be gone."

Three "violent acceleration" scenes of the speed revolution

AGI's compression of time permeates every pore of commerce, most typically in three scenes:

1. Product iteration: from "annual update" to "Daily Upgrade"

The software updates of traditional car companies are like "squeeze toothpaste": it is upgraded once a year and several small bugs are fixed; but Tesla has achieved "weekly push" with AI - in 2024, it pushed 52 updates, with functions from "automatic parking optimization" to "car game addition", and even a user feedback that "navigation voice is too Mechanically, engineers use AI to generate

"more humane voice packages" and push them to all users after 3 days.

A user said: "I used to think cars were 'lifeless,' but now every week I drive it, there are new surprises—it's like raising a pet that grows and develops."

2. Market reaction: from "monthly analysis" to "real-time monitoring"

The "night mode button" event of an e-commerce platform vividly shows the power of "real-time adjustment":

AGI captures user behavior data in real-time and finds that "between 23:00-2:00, the failure rate of users clicking the 'night mode' button is as high as 30%" (because the button is too close to the edge of the screen). Data analysts use AGI to generate 3 adjustment schemes (shift left by 1cm, enlarge by 20%, add a fluorescent border). Engineers use AI for automated testing and select the optimal solution (enlarge by 20% + add a fluorescent border). A full-platform update is completed within 4 hours. As a result, user retention time during this period increases by 18%, and the conversion rate rises by 12%. The platform director said: "Previously, we had to wait for monthly reports to learn about 'user pain points'; now AGI is like a '24/7 on-duty marketing department'."

3. Strategic adjustment: from "annual planning" to "agile turn"

In 2024, a cosmetics brand originally planned to focus on promoting anti-aging serums throughout the year, but AI detected that Gen Z's search volume for "natural-looking makeup" had surged by 300%. As a result:

Day 1: AI.Generate a "list of pseudo-skin makeup products" (light and thin, natural, with skin nourishing function);

Day 2: The R&D team uses AI simulation formulas to select 3 candidates;

Day 3: Do "test product live broadcast" in Xiaohongshu, AI analyzes comments in real time, and determines that the "version with SPF30" is the most popular;

Day 7: The product was launched, and the "pseudo-face makeup tutorial" (AI-generated short video) was launched simultaneously.

As a result, this "natural-looking essence" sold over 100 million yuan in its first month, far exceeding the original projection for the anti-aging serum. The brand's CEO said: "Previously, strategy was a 'plan written on paper'; now it's a 'dynamic map that follows the data'."

The survival rule of enterprises: "grow new abilities" in "compressed time"

In the face of "time compression", enterprises can no longer "wait for planning and seek perfection". They must learn three "new survival skills":

Skill 1: Run fast in small steps - first launch the "fightable" MVP, and then "change while running"

"Minimum feasible product (MVP)" is not a "semi-finished product", but a "bullet that can verify the requirements". The case of an AI learning APP is very typical:

The founder originally wanted to create an "all-in-one learning assistant" (covering vocabulary, grammar, speaking, and writing). However, after using AI to analyze user search data, they discovered that "professionals are most in urgent need of 'vocabulary memorization'". So they first launched the "vocabulary memorization function" (featuring "Ebbinghaus curve + contextual example sentences"). They then used AI to collect user feedback, such as "hoping to add gamified level-breaking" and "wanting to link industry-specific vocabulary". In the second month, they launched "gamified vocabulary level-breaking"; in the third month, they rolled out "professional word banks for professions like programmers and teachers". Six months later, the user count grew from 100,000 to 2 million, far surpassing competitors who had planned to launch their core features only after six months.

The founder said: "I used to always worry that 'the product wasn't good enough', but now I understand that 'a product that's not perfect but solves pain points' is 100 times better than 'one that's perfect but meets no needs'."

Skill 2: Establish an "anti-fragility" organization - make the team "transform like water"

In the AGI era, the "departmental silos" of traditional enterprises have become "speed bumps," while "anti-fragile organizations" can quickly reorganize like "amoebas." Imagine an example of a "rapid response team" in a future catering chain:

The team consists of "chefs (who understand flavors) + data analysts (who understand users) + AI engineers (who understand tools)." When AI detects that "user searches for 'low-calorie light meals' in a certain city have a weekly growth of 500%," the team acts immediately: Data analysts use AI to break down that "low-calorie = calories < 300 kcal; light meals = salads/sandwiches/wraps"; chefs use AI to generate 3 candidate dishes such as "grilled chicken avocado salad" and "whole-wheat shrimp wrap"; AI engineers use AI to simulate "plating styles users might prefer" (Instagram-style, healing style); the development of the "low-calorie light meal set" is completed within 24 hours, and "low-calorie recipe short videos" (AI-generated) are launched simultaneously. The CEO said:

"Previously, launching a new product took 3 months (research and development + testing + launch); now it's 'from demand to shelf' in 24 hours — AI has made the organization's 'neural responses' 100 times faster."

Skill 3: Accept the "trial and error cost" - use AI to "explore the way at low cost"

In the AGI era, innovation is not "a gamble" but "using AI to reduce the cost of trial and error." Mousi Education's "select 3 out of 10" strategy is clever:

Use AI to generate 10 course directions (such as "AI-assisted writing", "mathematical thinking in the AGI era", "children's emotional management"). Each direction should do a "3-minute experience lesson" first (AGI-generated content, the cost is only 1/10 of the traditional course). Use AI to monitor users' completion rate, sharing rate, and paid consultation volume, and eliminate 7 "low feedback directions". There are 3 directions left (such as "AI-assisted writing"), and then invest resources in the "complete course".

As a result, the first-month revenue of these 3 courses exceeded 1 million yuan, while the "trial-and-error cost" (for 10 trial courses) was only 100,000 yuan — in the traditional model, developing 10 complete courses would cost 2 million yuan, and if 7 failed, the loss would amount to 1.4 million yuan. The founder said: "AI has turned

'trial and error' from 'burning money' into 'pathfinding' — with the smallest cost, we find the biggest opportunity."

Time compression is not a "disaster", but the birthplace of "new species"..

When AI compresses "one year" into "one month" and compresses "one month" into "one day", the survival logic of enterprises changes from "seeking stability" to "seeking change" - not "how well to do", but "how fast to become"; not "how accurate planning", but "how clever to adjust".

The future winners must be those enterprises that "can grow agile muscles in compressed time".The product is like a chameleon. If the user says any feedback, it can be adjusted according to the "color change" immediately..The organization must learn from Transformers. The market trend will turn slightly, and the team structure and division of labor can be "clicked" and reorganized immediately.ULZ 001822 ..The mentality is more like an explorer. Today, after trial and error, you can summarize the experience by patting the soil tomorrow, and then move forward - anyway, the set of "trial and error-summary-start again" has to be as natural as breathing.

"In the AGI era, 'speed' is not a 'choice' but 'survival' — fall a step behind, and you won't even catch a glimpse of your competitors'

taillights." And this is the cruelest yet fairest "new rule of the game" in the era of extreme time compression.

The ultimate revelation behind the law:

These eight laws together point to the fact that AGI is not a subversive, but a magnifying glass - it magnifies human capabilities and exposes human limitations. As an individual or enterprise, the key is not to compete with AI, but to:

Identifying the domains exclusive to humans — emotional resonance, value judgment, and innovative imagination — these abilities that AI can hardly replicate are the core competitiveness of the future;

Establish human-computer collaborative thinking: treat AI as an intelligent colleague, learn to give it instructions, control the direction, and test the results, just like the relationship between the director and the editor;

Embracing dynamic evolution: In this era where algorithm iteration is faster than season change, the only unchanging survival strategy is to maintain "Learning ability + adaptability" The dual engine. When we are no longer entangled in "Will AI replace human beings?", but focus on "How to coexist with AI" Perhaps only then can we truly understand the ultimate code of AGI economics - not

the cold technical logic, but the warm glory of human nature. After all, the starting and ending points of all business are always people.

Practical Tools: Business Model AI Transformation Assessment Tool

In the previous chapter, we discussed the eight new laws of AGI economics. But no matter how wonderful the theory is, if it can't guide practice, it's just a paper talk. This assessment tool is a bridge to help you turn these laws into concrete actions. I still remember what we discussed. "Data flywheel"? This tool will help you assess whether your industry has the conditions to establish a data flywheel. Still remember "Is it the law of 'the disappearance of marginal costs'"? This tool will help you calculate the cost-benefit ratio after AI.

Detailed explanation of evaluation dimensions (based on the laws of AGI economics)

Dimension I: Technical Feasibility (0-10 points)

Core question: Does your industry have the technical foundation of AI?

Key points of evaluation:

Data digitization level (0-4 points): How much of your business data has been digitized?

- 0-1 points: It primarily relies on paper records, with a digitalization level of less than 30%.

- 2-3 points: Partially digitized, with a digitalization level of 30-70%

- 4 points: Highly digitized, with a digitalization level of over 70%

AI technology maturity (0-3 points): Is AI technology mature for your industry?

- 0-1 points: The technology is still in the experimental stage, and there are few successful cases

- 2 points: The technology is relatively mature and there are some successful cases

- 3 points: The technology is very mature and there are a large number of successful cases

Data quality (0-3 points): How is your data quality?

- 0-1 points: incomplete, inaccurate and untimely data

- 2 points: The data quality is average and needs to be cleaned and sorted out.

- 3 points: High data quality, which can be directly used for AI training

Give a demonstration

Catering industry: If you run a chain restaurant, the degree of data digitization may be 3 points (POS system, membership system),

the maturity of AI technology is 2 points (recommendation system, inventory management), and the data quality is 2 points (the sales data is complete, but the customer preference data is insufficient), with a total score of 7 points.

Dimension 2: Business Matching (0-10 points)

Core problem: Can AI solve your core business pain points?

Key points of evaluation:

- Clarity of pain points (0-3 points): Are your business pain points clear and quantifiable?
- AI applicability (0-4 points): Are these pain points suitable for AI to solve?
- Process compatibility (0-3 points): Can AI solutions be integrated into existing business processes?

Give a demonstration

Manufacturing quality inspection: clear pain points (low efficiency of manual quality inspection and large error), strong applicability of AI (mature image recognition technology), good process compatibility (can directly replace manual links), total score of 9 points.

Dimension 3: Economic rate of return (0-10 points)

Core question: Is AI investment cost-effective?

Key points of evaluation:

- Implementation cost (0-3 points): How much investment does AI need?

- Expected benefits (0-4 points): How much efficiency improvement or cost savings can be brought?

- Return cycle (0-3 points): How long does it take to recover the investment?

Calculation formula: $ROI = (\text{annualized return} - \text{annualized cost}) / \text{total investment cost} \times 100\%$

$ROI > 50\%$: 3 points

$20\% < ROI \leq 50\%$: 2 points

$0\% < ROI \leq 20\%$: 1 point

$ROI \leq 0\%$: 0 points

Steps to use: 5-step evaluation method

Step 1: Inventory of the current situation (15 minutes)

List the current situation of your business:

- What are the main business processes?
- What are the pain points of each process?
- What is the current degree of digitalization?

Template example:

Business process: customer acquisition → demand analysis → program design → project implementation → after-sales service

Analysis of pain points:

- Customer acquisition: relying on connections, low efficiency
- Demand analysis: a lot of repetitive work, easy to make mistakes

- Scheme design: low degree of standardization and long time

Digitalization status: CRM system, project management system, financial system

Step 2: Score item by item (20 minutes)

According to the three dimensions, score your business one by one.

Sting skills:

- Don't pursue perfection, seek excellence first.
- You can ask colleagues or friends to help evaluate and avoid subjective bias.

- Refer to successful cases in the same industry

Step 3: Calculate the total score (5 minutes)

Total score = technical feasibility + business matching + economic rate of return

Score interpretation:

- 24-30 points: high potential, it is recommended to start the AI project immediately

- 18-23 points: medium potential, it is recommended to do a small-scale pilot first

•12-17 points: low potential, it is recommended to improve the basic conditions first

• Below 12 points: Not recommended for the time being, need to re-examine the business model

Step 4: Make an action plan (30 minutes)

High score strategy (24 points or more):

- Launch the AI project immediately
- Choose 1-2 core pain points as a breakthrough
- Make a quick implementation plan for 3-6 months

Middle score strategy (18-23 points):

- Do small-scale pilot verification first
- Focus on improving data quality and process standardization
- Make a gradual plan for 6-12 months

Low score strategy (12-17 points):

• Improve the basic conditions first (digitalization, process optimization)

- Learn from successful cases in the same industry
- Formulate a 12-24-month infrastructure plan

Step 5: Regular review (quarterly)

AI technology is developing rapidly, and your business is also changing. It is recommended to re-evaluate once a quarter.

Case 1: AI upgrade of consulting company

Background: Li's management consulting firm, a team of 10 people, mainly engaged in enterprise training and management consulting.

Evaluation results: technical feasibility: 8 points (The business is highly digitized., mature AI tools);Business matching degree: 9 points (strong demand for content generation and data analysis);Economic rate of return: 8 points (small investment, quick effect);Total score: 25 points.

Action plan:

Launch immediately (Month 1): Use AI tools such as DeepSeek to assist in proposal writing, conduct data analysis and report generation with AI. Expected outcome: 50% improvement in efficiency.

In-depth application (2-6 months): build a knowledge base and use AI for knowledge management,Develop an AI-assisted training content generation system,Expected effect: improved service quality and increased customer satisfaction.

Actual effect: After 6 months, the team's efficiency improved by 60%, serving more customers, and increasing revenue.Two0%.

Case Two: Intelligent transformation of manufacturing enterprises

Background: Mouhao General Machinery Manufacturing Enterprise, with a scale of 500 employees, operates under a traditional production mode.

Evaluation results: technical feasibility: 5 points (partially digitized, but the data isolation is serious);Business matching degree: 8 points (clear requirements for quality inspection and forecast maintenance);Economic rate of return: 6 points (large investment, but considerable long-term return);Total score: 19 points.

Action plan:

Infrastructure construction (1-12 months): unify data standards and open up data silos,Establish a device data acquisition system,Investment: 1 million yuan.

Intelligent application (13-24 months): introduction of AI quality inspection system,Establish a predictive maintenance system,Expected effect: the efficiency of quality inspection is increased by 3 times, and the failure rate of equipment is reduced by 50%.

Comprehensive upgrade (25-36 months): intelligent production scheduling system,Supply chain optimization,Expected effect: the overall efficiency is improved by 30%.

Common Misunderstandings and Pit Avoidance Guide

Misconception 1: Technological supremacy, Performance: Only pay attention to technical feasibility and ignore business matching, Consequences: A large amount of resources are invested, but the business effect is not obvious.. Pitfall avoidance method: always take solving business pain points as the starting point.

Misconception 2: The Perfectionism Trap, Performance: Wait for the technology to be fully mature before acting, Consequences: Missing the best opportunity and being surpassed by competitors. Pit avoidance method: start from a small-scale pilot and iterate quickly.

Misconception 3: Isolated thinking, Performance: Treat AI as an independent project and cut it off from the existing business, Consequences: AI system becomes "Isolated island", unable to give full play to its true value. Pitfall avoidance method: integrate AI into the overall business strategy.

Team evaluation: Don't evaluate alone, organize team discussion;

External perspective: invite industry experts or consultants to participate in the evaluation;

Dynamic adjustment: adjust the plan in time according to the feedback in the implementation process;

Learn from: study more successful cases in the same industry;

Continuous optimization: Treat the evaluation tool itself as a product that needs to be optimized.

Remember, this tool is just the starting point, and the real value lies in action. Just like we are "Mentioned in the law of "time compression", the most important thing in the AGI era is rapid trial and error and continuous iteration.

Chapter summary and outlook

From giant passwords to invisible substitution, from employment shocks to economic restructuring, we have deeply analyzed the three core dimensions of the AGI revolution. Now, we have come to a critical turning point: when the underlying rules of the business world are rewritten, how will it reshape the daily life of each of us?

Chapter 5 will take you into a new world - a life picture deeply integrated by AGI. There, you will see how technology is silently changing the way we work, study, entertain, socialize, and even think.

(The fourth chapter is over)

Chapter 5 Picture of Life - When AGI Becomes an Invisible Partner of Life

Anti-common sense insight: "Life in the AGI era is not a robot butler in science fiction movies, but a ubiquitous invisible intelligence - you feel convenience, but you don't notice the existence of AI."

From business rules to life scenes

Do you remember the business rules we discussed in Chapter 4? Data flywheel, "attention economy" and "trust premium" - these seemingly abstract concepts are actually quietly reshaping our daily lives. Many technical scenarios will be realized by 2030, but it still takes a process to fully reach all aspects of ordinary people's lives. Here we imagine the scene in 2035.

One Tuesday morning, you were awakened by gentle natural light, not the harsh sound of an alarm clock. Your smart home system has analyzed your sleep quality last night, today's schedule and weather conditions, and prepared the most suitable way to wake you up. Behind this, it is the "data flywheel" that is at work - your every sleep data is training the system to better understand your needs. When you get up, the AI assistant whispered to you: "According to your health data and today's meeting schedule, I have prepared a high-protein breakfast for you, and I have made an appointment for

you to relieve cervical pressure in the afternoon."This is the embodiment of the "attention economy" - in the era of information overload, AI helps you select the most noteworthy health information. And when you choose to believe AI's advice, you are actually paying for the "trust premium" - you are willing to let AI manage your life because it has built your trust through countless accurate services.

This is the truth of life in the AGI era: the underlying laws that reshape the business world will eventually be implemented in the specific life scenarios of each of us.

5.1 203FiveA day of the year: starting with invisible intelligence

6:30 a.m. - Algorithm optimization of biological clock

Li Ming is a 35-year-old product manager who lives in a smart apartment in Shanghai. Unlike the need to set an alarm clock in 2024, 203FiveHe never had to worry about getting up.

His AI health assistant "Xiaowu" has continuously monitored his sleep data for three months and accurately grasped the rules of his biological clock. Last night, Li Ming worked until 1 a.m. because of the project deadline. According to the traditional 7 o'clock alarm clock, he could only sleep for 6 hours. However, by analyzing his deep sleep cycle, Xiao Wu found that 6:30 was the closest time for

him to wake up naturally. The smart glass in the room began to slowly adjust the transparency to simulate the light changes of the sunrise. The mattress vibrated slightly, and the frequency was synchronized with his heartbeat, which made him wake up in the most comfortable state. This is not a mechanical program execution, but a deep learning of his personal physiological data. ULZ 002051 "Good morning, Li Ming. Your deep sleep last night was 3 hours and 42 minutes, 28 minutes less than usual. I suggest arranging a 20-minute nap at 2 p.m. today. Xiaowu's voice is gentle and natural, just like a caring friend.

"Good morning, Li Ming. Your deep sleep duration last night was 3 hours and 42 minutes, 28 minutes less than usual. I suggest scheduling a 20-minute nap at 2 PM this afternoon." Xiaowu's voice was gentle and natural, like a friend who cares about you.

The temperature behind the data

These seemingly cold numbers - 3 hours and 42 minutes, 28 minutes, 20 minutes - actually carry AI's deep care for Li Ming. Just like a thoughtful friend, remember your tiredness after staying up late every time, and the drowsiness after getting up early every time, and then give the warmest advice at the most appropriate time.

7:00 a.m. - Personalized nutrition management

Li Ming walked to the kitchen, and today's breakfast suggestions were shown on the screen of the smart refrigerator. This is not a random recommendation, but based on the results of his genetic test report, recent physical examination data, comprehensive analysis of exercise and work pressure.

"Considering your recent work intensity and lack of sleep last night, I have prepared a breakfast combination rich in B vitamins and high-quality protein for you. Avocado toast with fried eggs and a cup of oat latte with magnesium. What's more amazing is that the smart kitchen has begun to prepare automatically. The coffee machine started, the bread machine popped out the baked whole wheat bread, and the fried egg set had been preheated. Li Ming only needs a few simple steps to complete a nutritious breakfast.

Behind this is a complex supply chain intelligence system: AI analyzes his dietary preferences and nutritional needs, automatically orders fresh ingredients, and calculates the best cooking time to ensure that everything is ready when he gets up.

The warmth of algorithms in life

Imagine that when you come home tired and find that the refrigerator has prepared the best ingredients for you today, just like your mother always knows what you need. This is 203.FiveThe

charm of AI - it is not showing the power of technology, but conveying the warmth of life.

8:00 a.m. - Cognitive enhancement on the way to work

Li Ming no longer needs to drive to work. 203FiveThe autonomous driving technology is fully mature. He only needs to tap his mobile phone, and a shared self-driving car will arrive downstairs on time. The environment in the car has been adjusted according to his preferences: the seat is adjusted to his most comfortable angle, the temperature is set to 22 degrees, and his favorite light music is played. But today is a little different. The AI assistant suggested that he use his commuting time to learn a new product management framework.

"Li Ming, I noticed that you have been paying attention to the new trend of agile development recently. It takes about 25 minutes by car. I can play a personalized learning content for you. The difficulty and rhythm of the content are adjusted according to your learning habits.

This is not a simple broadcast of existing courses, but a personalized teaching content generated by AI in real time according to his knowledge background, learning ability and current needs. Even the speed of the explanation and the timing of the pause have

been carefully designed to ensure that he can absorb knowledge as much as possible.

The humanized experience of intelligent learning

Do you remember the teacher who knew you best when you were a student? He knows your weaknesses and knows your learning rhythm, and can always give you the right explanation when you are confused. 203FiveThe AI learning assistant of the year is such a "timeless private tutor". It remembers your every learning trajectory and tailors every minute of learning experience for you.

9:30 a.m. - Human-computer collaboration in the office

After arriving at the office, Li Ming's working style has changed fundamentally from 2025. He no longer needs to spend a lot of time collecting information, sorting out data or making PPT, all of which are done by AI assistants. His core work is creative thinking, strategic decision-making and team coordination.

"Xiaowu, help me analyze the latest developments of competitive products and focus on innovation in user experience." Within a few seconds, Xiaowu sorted out a detailed competitive analysis report, which not only contained public information, but also dug out some in-depth insights through user comment analysis, social media monitoring and other means.

More importantly, Xiaowu doesn't just provide information; it also offers targeted suggestions based on Li Ming's thinking patterns and decision-making habits: "Based on your past preferences in product strategies, I suggest focusing on the improvements that competitors have made in personalized recommendations — this could be the direction for our next optimization."

The intelligent evolution of work partners

Imagine that you have a work partner who not only remembers all your work habits and thinking preferences, but also completes the information collection work that takes hours to complete in a few seconds, and then presents it to you in the most understandable way. This is 203.FiveThe charm of human-computer collaboration - AI is not replacing you, but amplifying your ability.

2:00 p.m. - Intelligent Health Intervention

As predicted in the morning, Li Ming began to feel tired at 2 p.m. At this time, the office's intelligent system issued a gentle reminder: "Li Ming, according to your biological clock data, now is the best time to take a nap. I have booked the sleeping compartment of the lounge for you. The sleeping cabin in the lounge is not a simple lounge chair, but a high-tech recovery system. It will monitor Li Ming's brain waves and play a specific frequency of white noise when he enters a shallow sleep, helping him quickly enter a state of

deep rest. After 20 minutes, the system will gently wake him up through light and slight vibration.

This precise health intervention significantly improved Li Ming's work efficiency in the afternoon, avoiding the traditional "afternoon sleepiness period".

The intimate guard of health management

Like a careful health consultant, AI does not remind you to see a doctor after you are sick, but arranges the most suitable rest for you before you realize your fatigue. This preventive care has changed health management from "passive treatment" to "active care".

6:00 p.m. - Personalized entertainment experience

After work, Li Ming decided to relax. He put on a pair of lightweight AR glasses and entered his personal virtual space. This space wasn't a pre-set template; instead, it was a unique world created by AI based on his preferences, memories, and imagination. Today's virtual space was a seaside café, with a gentle breeze brushing by and the rhythmic sound of waves. This scene stemmed from his wonderful memories of a vacation in Sanya last year. AI didn't just recreate the visual scene—it also simulated the temperature, humidity, and even the smell of the sea breeze from that time.

In this virtual space, he can read, listen to music, or have a virtual party with his friends. Tonight, his college roommates agreed

to have dinner in the virtual space. Although they are in different cities, in the virtual world, they can communicate as if they were sitting at the same table.

Digital recreation of memories

AI is not only creating a virtual world, but also helping you relive the best time of your life. Every detail - the salty taste of the sea breeze, the temperature of the sunset, and the laughter of friends - are accurately restored, so that you can return to the moments that make you happy at any time in your busy urban life.

8:00 p.m. - Intelligent maintenance of social relationships

At dinner, Li Ming's AI social assistant reminded him: "Your friend Xiao Wang recently shared some content about work pressure in Moments. Judging from the language analysis, he may need some support. Do you want to send him a message?" This reminder is not based on simple keyword matching, but AI analyzes Xiao Wang's social media content, changes in tone of chat records, and the depth of friendship between them to judge that Xiao Wang may need to care.

Li Ming sent a message of concern to Xiao Wang and agreed to exercise together on the weekend. This kind of AI-assisted social relationship maintenance makes the connection between people closer and more timely.

The intelligent guardian of friendship

In the fast-paced life, we often ignore the emotional changes of our friends. AI is like a thoughtful friend reminder. It is not monitoring your friends, but helping you become a better friend - helping them in time when they are in need.

10:00 p.m. - Intelligent optimization before going to bed

Before going to bed, the smart home system began to prepare a sleeping environment for Li Ming. The indoor light is gradually dimmed, and the color temperature changes from white light to warm light, simulating the natural sunset process. The air conditioner is adjusted to the most suitable temperature for sleeping, and the humidifier starts to work to ensure that the air humidity is within the optimal range. Xiaowu whispered, "According to your activity and stress level today, I have prepared an 8-minute meditation guide for you, which can help you fall into a deep sleep faster."

This meditation content is not generic; instead, it is customized based on Li Ming's personality traits, emotional state of the day, and sleep habits. Even the tone of the guidance words and the rhythm of pauses are carefully designed. After Li Ming falls asleep, the intelligent system will continuously monitor his sleep quality, providing data support for optimizing tomorrow's life.

The gentle guard of the night

Just like your mother dimmed the desk lamp and covered the quilt for you when you were a child, AI plays the role of a gentle guardian at night. It is not monitoring your sleep, but ensuring that you get the best rest every night and prepare for a better life tomorrow.

5.2 Three levels of invisible intelligence

Through Li Ming's daily life, we can see the three levels of "invisible intelligence" in the AGI era:

The first layer: environmental intelligence - non-perception service

The most basic level is environmental intelligence. AI integrates into the physical environment of our lives and provides non-perceptual services. Just like Li Ming's intelligent glass, temperature control and lighting system, these devices can be automatically adjusted according to his needs without his active operation.

The characteristics of this environmental intelligence are:

Predictability: Prepare the service in advance without waiting for you to make a demand;

Adaptability: Continuous optimization according to your habits and preferences;

No perception: You enjoy convenience, but you can't feel the existence of technology.

The second layer: cognitive intelligence - the extension of thinking

The second layer is cognitive intelligence. AI becomes an extension of our thinking, helping us process information and make decisions. Just like Li Ming's work assistant Xiao Wu, it not only provides information, but also understands Li Ming's thinking pattern and provides personalized suggestions.

The characteristics of cognitive intelligence are:

Understanding: be able to understand your intentions and preferences;

Creativity: not only execute instructions, but also provide innovative suggestions;

Collaboration: Form a real human-computer collaboration relationship with you.

The third layer: emotional intelligence - the partner of the soul

The highest level is emotional intelligence. AI can understand and respond to human emotional needs and become a true spiritual partner. Just like Xiaowu can sense Li Ming's emotional state, provide care when he needs support, and give encouragement when he needs motivation.

The characteristics of emotional intelligence are:

Empathy: able to understand and respond to human emotions;

Companionship: provide support and companionship at the emotional level;

Growth: Grow with users and establish a deep emotional connection.

5.3 Deep reconstruction of lifestyle: from passive consumption to active creation

Smart life after 2035 will shift from passive consumption to active creation. Throughout Li Ming's day, we see that he no longer passively accepts standardized products and services; instead, with the help of AI, he creates a fully personalized life experience.

His breakfast is customized according to personal health data, the learning content is generated according to the knowledge background, and the virtual space is created according to personal memory. This kind of personalization is not a simple choice, but a real creation.

From information overload to intelligent screening

In the era of information explosion, Li Ming no longer needs to spend a lot of time filtering information. The AI assistant helped him filter out irrelevant information and only presented the most valuable content. This not only improves efficiency, but more importantly, allows him to focus on the really important things.

From isolated individuals to intelligent collaboration

Li Ming's life is not isolated, but forms an intelligent collaborative network with AI systems and other human beings. His health data can help improve the health management system of the whole community, his learning preferences can optimize the generation algorithm of educational content, and his social behavior can enhance the connection effect of social networks.

5.4 The comprehensive evolution of smart home

From intelligent single products to intelligent ecology

203FiveThe year's smart home will say goodbye to today's era of "pseudo-intelligence" that requires mobile phone APP control and enter the real stage of autonomous intelligence. This is exactly the typical feature of the proxy era: AI systems have the ability to make autonomous decisions and provide active services without continuous human instructions.

Intelligent brain of the whole house⁵The birth of

Every family will have a "Intelligent Brain" - This is a central control system that integrates edge computing, the Internet of Things and AI algorithms. It can not only connect all the devices at home, but more importantly, it can learn and understand the living habits, emotional state and health needs of family members.

⁵ The central control system of smart home, integrating edge computing, the Internet of Things (IoT), and AI algorithms, can learn family members' habits and provide personalized services.

For example, when the system detects that you sleep late for several days in a row, it will automatically adjust the wake-up time of the next day, and gradually dim the lights one hour before going to bed to play music that helps you sleep. This kind of intelligence is not based on preset programs, but personalized services formed by continuously learning your behavior patterns.

Emotional perception of home environment

203FiveThe smart home will have strong emotional perception ability. By analyzing your voice intonation, facial expressions, walking posture and even heart rate changes, the AI system can accurately judge your emotional state.

When you come home under high work pressure, the system will automatically play soothing music, adjust the light to warm tones, and even activate the aromatherapy system to release relaxing essential oils. If it detects that you are depressed, it may play your favorite comedy clips or remind you to contact good friends to chat.

Intelligent upgrade of health management: 24-hour health monitor

203FiveThe smart home will become your personal health butler. Through the ubiquitous sensor network, the system can monitor your physiological indicators in real time:

Intelligent air quality regulation: automatically adjust the indoor air purification system according to your breathing condition and allergy history.

Sleep quality optimization: Intelligently adjust mattress hardness, room temperature and humidity and noise control by monitoring your sleep cycle.

Nutrition and health management: The smart refrigerator not only knows what ingredients you have, but also recommends recipes according to your health and nutritional needs..

Preventive health intervention

What's more surprising is that the AI system can carry out preventive health interventions. For example, when the system detects a slight upward trend in your blood pressure, it will advise you to do proper exercise and automatically adjust the salt intake reminder at home. If you find that your recent gait is abnormal, it may prompt for potential joint problems, the system will advise you to make an appointment with a doctor and recommend some exercises that help your joint health.

Intelligent Revolution in Energy Management: Smart Home with Zero Carbon Footprint

203FiveThe year's smart home will achieve real green environmental protection. Every family will be equipped with an intelligent energy management system, which can:

Dynamic energy allocation: intelligently choose the most economical electricity consumption period according to the grid load and electricity price fluctuations..

Renewable energy integration: Seamless integration of solar panels, wind energy and other renewable energy to achieve energy self-sufficiency.

Real-time monitoring of carbon footprint: provide real-time carbon emission data for families and give emission reduction suggestions.

The synergy of smart grid

Every smart home will become a node of the smart grid. When electricity is tight in an area, your energy storage system can automatically transmit electricity to the power grid; when there is enough electricity, the system will intelligently store electricity. This synergy will greatly improve the energy utilization efficiency of the whole society.

5.5 The ultimate experience of personalized service

The personalized evolution of AI assistants: the transformation from tools to partners

AI assistants in 2030 will no longer be cold voice replies, but digital partners with unique personalities and emotions. Each AI assistant will form a unique personality according to the user's personality characteristics, hobbies and communication habits.

For example, if you are a humorous person, your AI assistant will also become funny and often joke with you; if you like a rigorous work style, the AI assistant will become more professional and efficient.

Natural experience of multimodal interaction

AI assistants in 2030 will support real multimodal interaction:

Natural language dialogue: AI can understand the context and conduct continuous and natural dialogues; visual recognition interaction: can communicate with AI through gestures, expressions and even eyes; emotional resonance: AI can understand your emotional state and give corresponding emotional responses.

Hyper-personalized content recommendation: AI-driven content creation

In 2030, AI will not only recommend existing content, but also be able to create exclusive content for each user.

Imagine that your AI assistant knows that you have been under a lot of pressure at work recently. It will create an exclusive relaxing story for you. The background, characters and even the plot of the

story are tailored to your preferences. Or, when you want to learn new knowledge, AI will create the most suitable teaching content for you according to your learning habits and understanding ability.

Personalized algorithm for real-time adaptation

Personalized recommendations in 2030 will achieve real real-time adaptation. The system will not only according to youThe historical behavior will be recommended, and it will be dynamically adjusted according to your current emotional state, time, place, and even weather conditions. For example, on rainy afternoons, the system may recommend some warm and healing content; and on sunny weekends, it may recommend content related to outdoor activities.

Intelligent life service: seamless service ecology

Life services in 2030 will achieve a truly seamless connection. From travel, shopping, entertainment to medical care, all services will be intelligently coordinated through AI. For example, when you plan a trip, AI will not only help you book air tickets and hotels, but also book restaurants according to your dietary preferences, arrange scenic spots according to your interests, and even arrange appropriate activity intensity considering your health condition.

The popularization of predictive services

AI will be able to predict your needs and arrange services for you in advance. For example, if the system knows that you go to the gym every Tuesday, it will make an appointment for you in advance and remind you to bring suitable clothes according to the weather conditions. If the system predicts that you may catch a cold (based on your health data and the surrounding environment), it will order relevant medicines and nutritional products for you in advance.

5.6 Challenges and thoughts

Risks of technological dependence and exacerbation of the digital divide: With the popularization of AI technology, a phenomenon worthy of vigilance is that new digital divides may gradually emerge — groups that fail to adapt to AI tools and struggle to master technical application skills may be gradually marginalized in production and life scenarios, forming "information islands" in the technological era.

Skill iteration and career anxiety: The rapid evolution of technology is accelerating the elimination cycle of skills. Some traditional skills may lose their value quickly due to the substitution or upgrading of AI, which means that individuals need to continuously update their knowledge reserves to dynamically adapt to changes in ability requirements brought about by technological changes. The resulting occupational anxiety is worthy of attention.

Ethical Boundaries and Algorithmic Fairness: The ethical risks of AI systems cannot be ignored. Algorithmic bias may lead to unfair outcomes in scenarios such as recruitment, finance, and public services—for instance, implicit discrimination against specific groups or skewed resource allocation. How to prevent such risks through the improvement of regulatory mechanisms, technical audits, and ethical frameworks is a crucial issue that must be addressed in the development of technology.

Redefinition of human-computer relationship: As the intelligence level of AI continues to approach or even exceed the boundaries of certain human abilities, the essence of the human-computer relationship needs to be re-examined. We need to be clear that no matter how AI evolves, its core positioning is always a tool that serves human well-being, not a leader. The clear definition of this relationship is an important prerequisite for the development of technical security.

Adjustment of social structure and employment form: The wide application of AI will promote the deep restructuring of the employment structure: some positions with high repetition and clear rules (such as basic data processing and standardized services) may be replaced; at the same time, emerging occupations such as AI trainers, human-computer collaboration coordinators, and intelligent system ethics consultants will emerge. This dynamic balance of "elimination-

creation" requires the synchronous adjustment of social resources and the education system.

Technology inclusiveness and social stratification risk: Technical mastery may become a new dimension of social stratification - groups who are proficient in using AI may get more resources and opportunities, while those who are technologically vulnerable may face an increase in the threshold of participation. How to avoid technology exacerbating social differentiation through the inclusive design of technology popularization, education empowerment and public services is the key to realizing "technology for good".

Conclusion: Embrace the intelligent future life

The picture of life in 2030 is slowly unfolding in front of us. This is an era full of opportunities and challenges. AI will profoundly change all aspects of our lives.

In this intelligent world, we are no longer passive technology users, but active life creators. AI will not replace us, but become our best partner and help us achieve a better life. The future has come. Let's embrace this era of intelligence with an open mind and write a picture of our life with wisdom and courage.

Chapter summary and outlook

Starting from Li Ming's day, we have seen how AGI transforms from the abstract laws of the business world into concrete experiences in our daily life. When we are immersed in the beautiful vision of this intelligent life, a deeper question emerges: how to ensure that we do not lose our human subjectivity while enjoying the convenience of AI? How to rebuild our cognitive framework in the wave of intelligence?

Chapter 6 will take us into a deeper thinking space, explore how to carry out cognitive reconstruction in the AGI era, and how to establish a new cognitive model that coexists in harmony with intelligent machines.

(The fifth chapter is over)

Chapter 6 Cognitive Reconstruction - From "Tool User" to "Intelligent Designer"

Anti-common sense insight: "The future does not belong to human beings or AI, but to those intelligent designers who can redefine the human-computer relationship."

The third wave of cognitive revolution

There have been two major cognitive revolutions in human history: the first is the birth of language, which makes us stand out from the animal kingdom; the second is the invention of writing, which allows knowledge to be inherited and accumulated. Today, we are standing on the threshold of the third cognitive revolution - from passive tool users to active intelligent designers. This is not only the upgrading of skills, but also the fundamental reconstruction of the thinking pattern. According to the AI development timeline we established in Chapter 1, we are transitioning from the tool era (2022-2025) to the collaborative era (2026-2027). Traditional people "The "use tools" mode will be "It has been replaced by the "human-designed intelligence" model. The depth and breadth of this transformation will go beyond all our existing perceptions of "learning" and "work."

6.1 Historical turning point of cognitive mode

From tool thinking to partner thinking

In the past thousands of years, human beings have been adhering to "Tool thinking": We make hammers to hammer nails, invent wheels to transport goods, and computers to process data. The core features of this way of thinking are:

- Tools are passive and completely obey human will;
- Human-computer relationship is a one-way control relationship;
- The capability boundaries of the tool are fixed and predefined by the designer.

But the emergence of AI has completely shattered this model. When you converse with DeepSeek, you'll find that it doesn't just carry out instructions; it's more like collaborating with you in thinking. It will put forward perspectives you hadn't considered, question your assumptions, and even "grow" in the course of the conversation.

The new paradigm of partner thinking: The core of intelligent designer thinking is "Partner thinking".

- AI is an active collaborative partner with the ability of independent learning and innovation;

- Human-computer relationship is a two-way cooperative relationship;

- The capability boundaries of AI are dynamic and can be continuously expanded through training and optimization.

This transformation brings not only the improvement of efficiency, but also the explosion of creativity. **When you no longer regard AI as a tool, but as a thinking partner, you will find that your cognitive boundaries are also expanding.**

Redistribution of cognitive load

The collapse of the traditional cognitive load model. In the traditional working mode, human beings bear almost all cognitive loads: information collection and screening, Problem analysis and judgment, Scheme design and optimization, Implement monitoring and adjustment. The problem with this model is that human cognitive resources are limited. When the amount and complexity of information exceed a certain critical point, we will experience cognitive overload, resulting in a decline in the quality of decision-making.

Redistribution of cognitive load of intelligent collaboration

In the new human-computer collaboration mode, the cognitive load has been redistributed: AI undertakes: a large amount of

information processing, pattern recognition, preliminary analysis, program generation. Human focus: value judgment, creative integration, strategic decision-making, emotional understanding. This redistribution frees human beings from heavy information processing work and focuses on higher-level creative work.

6.2 AI Trainer - Core Skills in the New Era

Prompt Project: Transformation from Command to Dialogue

Traditional human-computer interaction is imperative: you tell the computer to do what it does. But the interaction with AI is more like a dialogue: you need to guide, inspire, negotiate, and even need to "Persuade" AI to understand your true intention.

Prompt Engineering is the core skill of this new way of interaction. An excellent prompt should not only accurately convey the needs, but also stimulate the best performance of AI.

Three levels of prompt word engineering

Basic layer: clear expression

- Clarify the task objectives and expected output
- Provide necessary background information and constraints
- Use structured expressions

Advanced class: strategic guidance

- Use Chain of Thought technology
- Design a multi-round dialogue strategy

- Use role-playing and situation setting

Advanced Level: Cognitive Shaping

- Guide AI to form a specific thinking pattern
- Cultivate AI's "Personality" and "Style"
- Establish a long-term cooperative relationship

Practical Case: AI Collaboration of Creative Writing

Let's look at a specific example. Suppose you want to write a science fiction novel about the future city, the traditional way may be: ordinary tips, Please help me write a science fiction novel about the future city. And the way of intelligent designers is: "You are a writer who is good at hard science fiction, with a deep scientific and technological background and humanistic care. We are going to co-create a novel about smart cities in 2050. Background setting: 2050, Location: A smart city completely managed by AI, Theme: Explore the balance between technological progress and human warmth. Creation requirements: 1. The description of science and technology should be based on reality, but also full of imagination 2. Character portrayal should be in-depth, reflecting the complexity of human nature 3. The plot should have conflicts and twists, which is thought-wroking..Let's start with the overall design of the city. What do you think should be the core feature of the city?"

This method can not only get better creative results, but more importantly, establish a collaborative relationship, so that AI can become your creative partner rather than a writing tool.

Personalized AI training: create an exclusive intelligent assistant

Although deep Seek, GPT-4, Claude and other large-scale language models are powerful, but they are general tools designed for everyone. Real intelligent designers will further train and customize AI to better adapt to their work style and needs.

Four dimensions of personalized training

Knowledge field customization:

- Conduct in-depth training in a specific field
- Establish a system of technical terms and concepts
- Accumulate industry experience and case library

Workflow adaptation:

- Learn your work habits and preferences
- Adapt to your decision-making style and rhythm
- Optimize the timing and method of collaboration

Communication style matching:

- Understand your expression habits and language style
- Adapt to your thinking logic and reasoning style
- Establish a tacit dialogue mode

Value alignment:

- Understand your value judgment criteria
- Respect your ethical bottom line and principles
- Make choices that meet your expectations in complex situations

Practical training methods

Dialogue History Analysis: Data-driven Collaborative Review

Regularly conducting systematic review and analysis of interaction records with AI is a fundamental method to optimize the efficiency of human-AI collaboration. By sorting through historical conversation data, two types of key information can be accurately identified: First, successful collaboration models — such as the response logic of AI in specific scenarios, the matching degree between the quality of content generation and user needs — from which reusable "efficient interaction templates" can be extracted. Second, weak links that need improvement — such as understanding deviations, information omissions, or response delays — providing clear optimization directions for subsequent training. In essence, this process transforms fragmented interaction experiences into quantifiable and iterable collaboration rules through data accumulation.

Feedback loop establishment: two-way cognitive alignment mechanism

Building a structured feedback system is the core path to improve the adaptability of AI. It is necessary to design a complete process covering the "evaluation dimension - feedback pipeline - response cycle": in the evaluation dimension, clarify specific indicators such as functional performance (such as accuracy, timeliness), experience feeling (such as interaction fluency), goal achievement (such as task completion rate); through real-time annotation, stage scoring or special questionnaires, etc. Pipeline feedback; set a reasonable response cycle (such as real-time feedback for daily interaction and system feedback for monthly function upgrades) to ensure that AI can quickly understand users' expectations and improvement requirements for its output results. This closed-loop mechanism of "output-feedback-adjustment" can effectively shorten the "learning curve" of AI and realize the dynamic alignment of cognition and demand.

Scenario training: task-oriented precise empowerment

Generalized training divorced from specific scenarios can hardly meet personalized needs; therefore, AI training must be integrated into actual work scenarios. For types of problems frequently encountered by users (such as writing market analysis reports, mining customer demands, and managing project progress), AI is enabled to deeply learn key elements in the scenarios (e.g., industry terminology, decision-making logic, and priority rules) through a four-step process:

"case input - task decomposition - simulation training - result verification." For instance, in the scenario of mining customer demands, data such as historical communication records and customer portraits can be provided to train AI to identify "explicit needs" (clearly stated functional requirements) and "implicit needs" (unspoken experience expectations), thereby enhancing its problem-solving capabilities in real scenarios.

Continuous optimization iteration: the growth logic of dynamic adaptation

AI training is not a one-time project, but a continuous process that needs to evolve in sync with user needs. With the expansion of user business (such as the expansion from a single product line to a multi-business line), the improvement of capabilities (such as shifting from basic operations to strategic decision-making) or changes in the external environment (such as industry policy adjustment, market trend fluctuations), it is necessary to regularly evaluate the matching of current AI capabilities with new needs, and through "demand redefinition- Adjust the iterative process of "Training Data Update-Model Fine-Effect Verification". For example, when users are promoted from the executive level to management, the training focus of AI needs to shift from "specific task execution" to "strategic analysis support". At this time, it is necessary to supplement high-level data such as industry reports and competitive dynamics, and

adjust its analysis framework and output logic to ensure that it is always the same as the user's growth trajectory.

6.3 The deep logic of human-computer collaboration

Cognitive complementarity: The collaborative effect of $1+1>2$

The unique advantages of human cognition

Although AI surpasses humans in many aspects, humans still have some unique cognitive advantages:

Intuitive insight: Humans can make intuitive judgments when information is incomplete, this kind of "Sixth sense" It is often possible to find important clues missed by AI.

Emotional understanding: Human understanding of emotions is not only recognition, but also resonance. This deep emotional understanding is an important source of creative work.

Value judgment: In the face of ethical dilemmas and value conflicts, human beings can make judgments based on complex moral frameworks.

Creative jumping power: Human creativity often comes from the sudden connection between seemingly irrelevant concepts, this kind of "It is difficult for AI to simulate "a flash of inspiration".

The unique advantages of AI cognition

At the same time, AI also has its own unique cognitive advantages:

Massive information processing: AI can process and analyze a large amount of information at the same time, and discover patterns and associations that humans cannot detect.

Logical reasoning ability: In complex logical reasoning tasks, AI can maintain consistency and accuracy to avoid common logical mistakes made by human beings.

Continuous learning ability: AI can learn from every interaction and constantly optimize its performance.

Multitasking parallel processing: AI can handle multiple tasks at the same time and quickly switch between different fields.

Mechanism for the realization of collaborative effect

Real human-computer collaboration is by no means a simple division of labor at the functional level, but through the deep integration of cognitive abilities, it forms a systematic intelligence that transcends a single subject. Its core mechanism can be developed from the following four dimensions:

Complementary enhancement: Synergistic decision-making between intuition and logic

Humans excel in experience-based intuitive judgment — they can quickly capture potential connections in vague information and form a "holistic perception" of complex scenarios. AI, on the other hand, is strong in rule-based logical computation — through training

on massive data, it can accurately process structured information and derive definitive conclusions. The complementary integration of the two can significantly enhance the comprehensiveness of decision-making. For example, in business strategy analysis, human decision-makers can put forward the intuitive hypothesis that "there may be unmet needs in the market" based on their industry sensitivity. AI then verifies the validity of this hypothesis through structured information such as user behavior data and competitor dynamics. Eventually, a decision-making loop of "intuition guides the direction + logic verifies feasibility" is formed, avoiding the blindness of relying solely on experience or the rigidity of over-reliance on data.

Iterative optimization: an efficient cycle of creativity and execution

Human creative thinking is good at breaking through the conventional framework and putting forward "non-consensus" new ideas; the execution ability of AI is reflected in rapid simulation, verification and optimization - transforming abstract ideas into quantifiable solutions through algorithm models, and quickly adjusting them based on feedback data. This cycle of "Creative input - AI execution - Result feedback - Re-creation" can greatly shorten the innovation cycle. Taking product design as an example, after the designer proposed the idea of "integrating the user's emotion recognition function into a smart watch", AI can simulate the sensor

data needs under different emotional scenarios through simulation models and generate a multi-version hardware configuration scheme; the designer can adjust the creation according to the energy consumption, cost, accuracy and other indicators of AI output. In the direction, AI repeats the optimization model, and finally realizes the spiral improvement of "creative verification - scheme optimization".

Knowledge integration: Cognitive dimensional upgrade of experience and data

Human tacit knowledge (such as expert experience and industry insights) is often difficult to be fully expressed through structured data, while AI's explicit knowledge (such as databases and model parameters) relies on standardized input. The integration of the two can break through the limitations of a single knowledge form and generate deeper insights. In the medical field, when the clinical experience of senior doctors (e.g., the vague perception that "a certain type of patients are prone to complications in specific seasons") is combined with AI-analyzed data from millions of cases (e.g., correlation statistics of seasons, climate, and medication records), more accurate disease early warning models can be constructed. The doctors' experience provides "prior hypotheses" for the model, and AI's data verification transforms these hypotheses into predictable probability rules, ultimately achieving a cognitive leap from "empirical judgment" to "data-driven experience upgrading."

Innovation Breakthrough: The Boundary Expansion of Imagination and Computing

Human imagination can break through the existing knowledge framework and put forward "impossible" assumptions; the computing power of AI can verify the feasibility of these assumptions through large-scale simulation or parameter exhaustion, and even reverse new possibilities. This collaboration of "imagination-computing-imagining" is promoting innovative breakthroughs in many fields. For example, in materials science, scientists put forward the conjecture that "there may be an atomic arrangement pattern in room temperature superconducting materials" based on the principle of quantum mechanics. AI simulates the physical characteristics of millions of atomic combinations through quantum computing to screen out eligible candidate structures; Scientists adjust the direction of conjecture according to AI results, AI further optimizes the calculation model, and may eventually find new materials that exceed traditional theoretical predictions.

The essence of human-computer collaboration is to organically combine human "fuzzy intelligence" with AI's "precise intelligence", "creativity" and "executability", "experience" and "data" through the deep integration of cognitive ability, and finally realize the collaborative effect of $1+1>2$ - this effect not only improves

efficiency, but also expands The boundary of human cognition opens up a broader space for innovation.

The evolutionary path of collaborative mode

The first stage: Tool Assistance

Corresponding tool era (2022-2025)

As an advanced tool, AI executes human instructions. Humans maintain full control, and AI provides computing and data support.

The second stage: Intelligent Collaboration

Corresponding to the era of collaboration (2026-2027)

AI becomes a thinking partner, which can understand the context and provide suggestions and feedback. A real collaborative relationship is formed between man and machine.

The third stage: Deep Integration

Corresponding to the Age of Proxy (2028-2030)

AI has the ability to make independent decisions and can act independently in complex environments. Human beings focus on strategic guidance and value judgment.

Utility: Cognitive Reconstruction Ability Assessment

In order to help you evaluate your cognitive reconstruction, I designed a self-test tool:

Self-test list of cognitive reconstruction ability

Please score the following items according to your current situation (1-5 points, 5 points are fully equipped):

AI collaboration ability:

I can design effective prompts for in-depth dialogue with AI (_ points);

I can train AI to adapt to my work style and needs (_ points);

I can identify the boundaries and limitations of AI's ability (_points).

Cognitive division of labor ability:I know which tasks are suitable for AI processing and which are suitable for human processing (_ points);

I can design an efficient human-computer collaboration process (_points);

I can give full play to the unique advantages of human beings in collaboration (_ points).

Learning adaptability:

I can quickly learn new AI tools and technologies (_points);

I can adjust my working style according to the development of AI ability (_ points);

I maintain my sensitivity to the development trend of AI (_ points).

Scoring criteria: 36-45 points: The pioneer of cognitive reconstruction has established a new mindset..27-35 points: Cognitive reconstruction learners are adapting to the new way of collaboration.18-26 points: Cognitive reconstruction beginners need systematic improvement.9-17 points: Traditional thinkers urgently need cognitive mode transformation.

6.4 Learning methodology in the new era: from "knowledge accumulation" to "ability assembly"

6.4.1 Limitations of traditional learning: when knowledge changes from "scarce" to "flood"

The underlying logic of the traditional education system is based on the assumption of "knowledge scarcity". In the classroom of the 20th century, teachers were the authority of knowledge, and textbooks were the carriers of knowledge. The task of students was to "engrave these limited knowledge" through repeated memory and practice."Enter the brain. However, in the AI era, this logic is completely invalidated - according to IDC data, the global data volume is expected to increase from 59ZB in 2020 to 175ZB in 2025, which is equivalent to processing about 150GB of information per person per day; Google academically, it will add new information in 2023 alone. More than 30 million papers. Knowledge no longer

needs to be "collected""Instead, the treasure has become a noise that needs to be "screened".

More importantly, the half-life of knowledge itself is shortening. According to MIT research, the half-life of engineering knowledge has been shortened from 10 years in the 1970s to three years now, and 50% of medical knowledge is updated or overturned every five years. This means that the "warehouse-based learning" of simply accumulating knowledge can neither cope with the impact of knowledge explosion nor match the technical needs of rapid iteration.

6.4.2 New Learning Paradigm: "Capability Assembly" of Intelligent Designers

Facing the dual challenges of excess knowledge and rapid decay of skills, The learning methodology of "intelligent designers" (referring to new talents who can work with AI to solve complex problems) is shifting from "knowledge accumulation" to "ability assembly". The core logic of this model is that it no longer pursues "mastering all knowledge", but focuses on "how to quickly call and combine different abilities to solve problems".

Take a specific scenario: an enterprise needs to develop an AI tool that can automatically generate marketing copy. Traditional learning paths may require developers to first be proficient in NLP (natural language processing) theory, master Python programming,

and learn writing skills - which requires 3-5 years of systematic learning. The path of "capability assembly" is:

1. Use DeepSeek to quickly generate copy templates;
2. Invoke Hugging Face's pre-trained NLP models to perform sentiment analysis;
3. Use low-code platforms (such as Kouzi) to build automated workflows or directly write programs with AI programming;
4. Finally, optimize the model through user feedback data.

Throughout the whole process, developers do not need to be proficient in the underlying principles of each link, but combine AI tools, interdisciplinary knowledge and collaborative processes like "building blocks" to quickly verify solutions.

6.4.3 Four levels of ability assembly: from tool use to innovation breakthrough

Basic ability: "precise call" of AI tools

This is the starting point of ability assembly. Intelligent designers need to be familiar with the characteristics and boundaries of mainstream AI tools - such as knowing DeepSeek suitable for generating text but lacking real-time data, MidJourney is good at artistic images but lacks the accuracy of technical diagrams. LangChain can connect multiple AI models in series to complete complex tasks. Case: When the designer makes a product

promotional video for the customer, he first uses Runway to generate dynamic frames, then uses Descript to automatically match the text, and finally uses Lumen5 to refine the text into key frames. It only takes 3 days to complete the work that has take 2 weeks in the past.

Collaborative ability: "process design" of human-computer division of labor

Real efficient collaboration is not "human doing one part and AI doing the other part", but redefining the role of human-computer. For example, in the writing of legal documents, AI is responsible for quickly retrieving 1,000 similar cases and extracting key clauses, while human lawyers focus on judging the applicability and ethical risks of clauses; in medical diagnosis, AI analyzes image data to give probabilistic conclusions, and doctors make final decisions based on the patient's medical history and humanistic care.

Strategy. **Key cognition: The essence of human-computer collaboration is "let AI handle certainty tasks and humans deal with uncertainty tasks".**

Integration ability: "flexible connection" of cross-field knowledge

As the complexity of problems increases, capabilities in a single field are often insufficient. Intelligent designers need to act like "knowledge translators," translating knowledge from different

fields into combinable modules. For example, edtech entrepreneurs may need to integrate "cognitive load theory" from psychology, "dialogue generation models" from NLP, and "user growth logic" from business to design AI tutoring systems that can adapt to students' learning rhythms. Data support: McKinsey's 2025 report shows that the innovation efficiency of project teams with cross-domain collaboration is 40% higher than that of single-domain teams.

Innovation ability: the leap from "assembly" to "creation"

The highest level of capability assembly is to create unprecedented solutions through the recombination of existing capabilities. For example, the developers of Stable Diffusion have completely changed the paradigm of digital content generation by combining the diffusion model in computer vision, text-image alignment technology in natural language processing, and the distributed collaboration mode of the open source community; For example, using GPT-4's multi modal understanding ability + robot control algorithm to create a service robot that can understand human language instructions and perform complex operations.

6.4.4. The new model of lifelong learning: from "passive catch-up" to "active evolution"

In the age of AGI, "lifelong learning" is no longer an "extra requirement" but a "basic survival necessity." The World Economic Forum predicts that by 2027, 50% of the global workforce will need to relearn skills to adapt to job changes brought about by AI. But unlike traditional lifelong learning, learning in the new era exhibits three key shifts:

Learning content: from "hard knowledge" to "soft ability"

Traditional learning emphasizes "field knowledge" (such as programming grammar, medical terms), "operational skills" (such as surgical steps, Excel functions) and "experience accumulation" (such as sales rhetoric, project management templates). The learning content of the new era focuses more on: metacognitive skills: how to quickly locate the knowledge gap? How to judge the credibility of information? How to design an efficient learning path? (For example, use the "Feynman technique" to test whether you really understand a concept)

Collaboration skills: how to clearly divide the work with AI? How to write "effective instructions" to AI in natural language? How to align the goals with the cross-field team? (For example, the instruction to AI needs to contain "task objectives + specific requirements + sample output")

Innovative thinking: design thinking (building solutions from user needs), system thinking (seeing the global association of problems), critical thinking (not blindly trusting the "authoritative conclusion" of AI);

Value judgment: When the content generated by AI involves ethical disputes (such as false information and bias output), how to make decisions in line with humanistic care?

Learning method: from "cramming" to "scenario"

Traditional learning takes "knowledge input" as the core (listening to lectures, reading books, and doing problems), while learning in the new era emphasizes "learning in solving problems". Specific methods include:

Project-based learning: choose a real problem (such as "optimizing the community garbage classification process with AI") and learn the necessary tools in practice (such as using Chat GPT design publicity copy, use Tableau to analyze junk data) and collaboration skills.

Community learning: Join the AI learning community (such as GitHub open source project group, Kaggle competition community), and accelerate the flow of knowledge through "sharing-discussion-co-creation" - research shows that learners who actively share

knowledge have a 60% higher mastery of content than passive recipients..

Experimental learning: Try 1-2 new AI tools every week (such as analyzing long documents with Claude and generating product design drawings with DALL · E 3), and record "which tools are suitable for which scenarios" and "which operations are easy to step on".

Reflective learning: Regular review with "learning log" - what problems have been solved today? What abilities have been used? What abilities need to be strengthened? (For example, record "When using MidJourney to generate product diagrams today, the effect is not good because the description is not specific enough, and the material needs to be supplemented next time.,Light and other details").

Learning mentality: from "anxiety to catch up" to "open growth".

Learning in the AI era is not "making up for shortcomings", but "growing strengths". Instead of worrying that "AI will replace me", it's better to think about "which of my abilities can't be replaced by AI"(Such as emotional resonance, complex decision-making, innovation and creation), and build "unique advantages of human-computer collaboration" around these abilities. As AI scientist Li

Feifei said, "The most successful people in the future are not those who compete with AI, but those who can use AI the most."

From "knowledge accumulation" to "ability assembly", it is essentially a "cognitive revolution" of the learning paradigm. It requires us to let go of the obsession with "comprehensive mastery of knowledge" and cultivate the ability of "quick call, combination and innovation". In this era of the co-evolution of AI and human beings, the real "learning master" is not the one who remembers the most knowledge, but the one who is the best at "assembling ability to solve problems".

Chapter summary

Cognitive reconstruction is not a one-time transformation, but a continuous process. The transformation from tool users to intelligent designers requires us to rethink the relationship between people and AI and redefine the way of learning and working..

Remember: The future belongs to those intelligent designers who can redefine the human-computer relationship. Start your cognitive reconstruction journey now, and don't wait for change to come to adapt.

Preview of the next chapter

When we have completed the cognitive reconstruction at the personal level, a bigger question is in front of us: how to apply these

new cognitive abilities in the business world? What unprecedented business opportunities will emerge in the AGI era?

Chapter 7 will take us to explore the new business species in the AGI era and see how entrepreneurs who have mastered the ability of human-computer collaboration can create subversive business models.

(End of Chapter 6)

Chapter 7 New Species of Business - The Entrepreneurship Code in the Age of Agentic AI

Anti-common sense insight: "In the era of AI, the most scarce thing is not technology, but in-depth insight into human nature."

The business paradigm revolution from the tool era to the intelligence era

In 2025, we are standing at an unprecedented node of business change. According to the AI development timeline we established in Chapter 1, 2025 is the transition period from the tool era to the collaborative era, and Agentic AI has begun to emerge. If the digital transformation in the past was to move traditional business online, then the arrival of the Agentic AI era is a redefinition of the essence of business.

What is Agentic AI? Simply put, it is an artificial intelligence system with the ability of independent decision-making, proactive action and continuous learning. Unlike traditional passive responsive AI, Agentic AI can understand complex business goals, formulate execution strategies, and autonomously adjust behavior in a dynamic environment.

The profound significance of this change is:**The core of business competition is from "What resources do you**

have?"Change direction"What intelligence can be mobilized. In this new era, one person with a suitable AI intelligent body may be more competitive than a traditional team of 100 people.

7.1 The genetic code of commercial new species

Follow"Manpower-intensive" to"The evolution of "intelligence intensive"

The core logic of the traditional business model is to gain a competitive advantage through the large-scale investment of manpower and capital. But in the Agentic AI era, this logic is being subverted.

Case Analysis: Midjourney's AI Art Revolution

According to the 2024 data of the AI Entrepreneurship Research Report, Midjourney grew from zero to a monthly revenue of more than 200 million US dollars in just 18 months, and the team size has always been below 40 people.,When they generated an annual income of \$100 million, the number of people in the team remained at 14.The key to its success lies in the construction of an AI intelligent system that can understand creative intentions and independently generate works of art, which completely redefines the production mode of the creative industry.

This case reveals the first genetic code of a new commercial species: intelligent density. Intelligent density = the number of AI

intelligent bodies that can be mobilized by the unit's manpower $\times$ the autonomous decision-making ability of the intelligent body.

Enterprises with high intelligence density have the following characteristics:

- Each employee is an "intelligent body commander" who can coordinate multiple AI intelligent bodies to complete complex tasks;
- Business processes are highly automated, and human beings focus on strategic decision-making and creative work;
- The organizational structure is flat, and the decision-making speed is extremely fast.

Intention to understand⁶: The core competitiveness of new commercial species ULZ 002532 In traditional business, enterprises understand customer needs through market research, user interviews, etc. But these methods are often lagging behind and superficial. The core competitiveness of a new commercial species in the era of Agentic AI lies in its in-depth intention understanding ability.

In traditional business, enterprises understand customer needs through methods such as market research and user interviews. However, these methods are often lagging and superficial. For new

⁶ The core competitiveness of new business species refers to the in-depth insight into users' needs, spanning from explicit needs (clearly expressed), potential needs (unexpressed yet recognized), to implicit intentions (unrecognized deep-seated motivations).

business species in the era of Agentic AI, their core competitiveness lies in the ability to deeply understand intentions.

Through in-depth insight, Leap from explicit demand to implicit intention. Human needs can be divided into three levels: expressing needs, Users' explicit needs; potential needs, User's aware but unexpressed needs; implicit intentions, Deep motives that users themselves are not aware of. Traditional enterprises can only capture the expression of needs, excellent enterprises can explore potential needs, and the core competence of new business species is to understand implicit intentions.

Case: Netflix's intention prediction engine

Netflix not only analyzes users' viewing What? What's more important is to understand why users want to watch it, when they want to watch it, and under what situation. Through multi-modal data integration (watching behavior, pause time, number of replays, device type, viewing time, etc.), Netflix's AI system can predict users' intention to watch movies, and even recommend suitable content for users when they don't know what they want to watch.

Adaptive Business Model: Dynamic Value Creation

The third genetic code of the new commercial species is the adaptive business model. The business model of traditional enterprises is relatively fixed, while new species can

dynamically adjust the way of value creation according to market changes and user needs..

The "liquidity" of new business models. In the era of Agentic AI, business models are no longer static frameworks but dynamic systems that, like liquids, can adapt to the shape of their container. This "liquidity" is reflected in three aspects: First, the dynamic switching of revenue models. Based on the user lifecycle and market conditions, they flexibly switch between models such as subscription, pay-as-you-go, and commission. Second, the real-time restructuring of the value chain: AI agents can identify bottlenecks in the value chain and automatically seek alternative solutions or optimization paths. Third, the in-depth personalization of customer relationships—each customer may face different product combinations and service models. Because the intelligence cost of AI is low enough, it enables in-depth personalization and customization for each user.

7.2 AI entrepreneurship opportunities in the vertical field

7.2.1 Medical and Health: Ecological Revolution from "Cure" to "Prevention"

1. Pain points and opportunities: When "standardized medical care" meets "personalized needs"

The core contradiction of the traditional medical system lies in that 80% of diseases (such as diabetes and cardiovascular diseases) are highly related to individual lifestyle and genetic characteristics, but 90% of existing medical resources are invested in the "treatment" link

(World Health Organization 2024 data). For example, the medication regimen of hypertensive patients is often based on "average population data", but the difference in the response of different patients to the same drug can be up to 30%-50% (Natural Medicine Research).

Artificial intelligence. It has been used a lot in the medical field, from disease screening, new drug research and development, genetic screening, AI treatment assistant, etc., but I personally found that the breakthrough of native entrepreneurship Possible. It lies in the medical focus. Move from "disease treatment" to "health management", and solve three major pain points through the closed loop of "data-algorithm-service":

Health risks are "invisible": traditional physical examination only covers 20-30 indicators, while the AI health management platform can integrate wearable devices (such as Apple Watch's heart rate/blood oxygen), home medical devices (such as Weitai Medical's dynamic blood glucose meter), genetic testing (such as the full exon test of 23 Rubik's Cubes) Order) and other multi-source data to build personal health portraits containing 200+ dimensions.

Interventions are "inaccurate": traditional health advice (such as "walking 10,000 steps a day") lacks individual adaptability. AI can be based on users' metabolic rate, exercise habits, sleep cycle and other

data, Recommend "personalized exercise prescription" (such as "HIIT 3 times a week + 2 times low-intensity aerobics").

Medical resources are "difficult to connect": the AI platform analyzes electronic medical records through natural language processing (NLP), matches the most suitable specialist for users, and automatically synchronizes health data to realize the whole process of "prevention-diagnosis and treatment-rehabilitation".

Typical cases: from Tempus to domestic innovation practice

Tempus (USA): As a benchmark in precision medicine, its AI platform has analyzed over 4 million pieces of patients' clinical data and 300,000 pieces of tumor genomic data. For example, for breast cancer patients, the platform can identify more than 200 driver gene mutations and predict the efficacy rate of recommended targeted drugs (such as Trastuzumab for HER2-positive patients) with an accuracy rate of 82%. The innovation in its business model lies in the "data feedback ecosystem": pharmaceutical companies accelerate new drug development by purchasing anonymized data (e.g., Pfizer has shortened the clinical trial cycle of oncology drugs by 30% using Tempus' data); doctors improve diagnosis and treatment efficiency through the platform; and patients obtain personalized plans. This forms a win-win situation for the three parties: patients, doctors, and pharmaceutical companies.

Miao Health (China): Focusing on chronic disease management, its AI health butler analyzes users' blood sugar, blood pressure, medication records and other data, combined with the "Guidelines for the Prevention and Control of Type 2 Diabetes in China" to customize the "diet-exercise-drug" joint intervention plan for users. According to real data, the standard rate of glycated hemoglobin (HbA1c) for diabetic patients using the platform has increased from 45% to 78%, and the average annual medical expenditure has been reduced by 23,000 yuan.

Two. Future trend: from "health management" to "active health"

AI will drive healthcare into the era of "proactive health" — through implantable sensors (such as Google Verily's glucose monitoring chips), large AI models (such as DeepMind's AlphaFold for predicting protein structures), and bioinformatics technologies, enabling "level-zero prevention" of diseases. It can predict diseases like Alzheimer's disease and lung cancer 5-10 years before symptoms appear (for example, Stanford University's AI model predicts cardiovascular diseases through fundus photos with an accuracy rate of 94%). There are also health "digital twin" projects, which build virtual models of personal physiological systems to simulate the long-term health impacts of behaviors such as "smoking + staying up late"

and "exercise + dieting," helping users "see" the consequences of their choices.

7.2.2 Education and Training: Paradigm Upgrade from "Knowledge Transfer" to "Cognition Enhancement"

1. Core pain point: When "standardized education" meets "personalized learning"

The underlying logic of traditional education is "mass production"--Unified curriculum outline, fixed teaching progress, standardized assessment method. However, neuroscience research shows that different learners' cognitive styles (such as visual/auditory), memory efficiency (such as Some people have a good memory in the morning, some people have a good memory at night), and the path of knowledge absorption (some people need to understand the principle first, and some people need to see the case first) are significantly different. For example, the statistics of the MIT Open Course (OCW) show that in the same course, the fastest learner's completion time is 8 times that of the slowest, and the traditional teaching model can only meet the needs of the middle 50% of learners.

The value of AI native education is actually to turn "teacher teaching" into "partner learning together". It relies on three abilities - to portray the learning situation, dynamically adjust the learning

mode, and cultivate the "meta-ability" of learning - to solve the "one-size-fits-all" problem in traditional education.

Let's talk about learning path optimization first. In the past, classes were like "big pot rice". Whether you can do it or not, the teacher will talk at the same pace. In AI, like doing CT for learning, it uses Bayesian network to analyze your mastery of knowledge points, and then dynamically recommends the most suitable learning content. For example, Knewton's adaptive learning platform will stare at the data of students doing questions. If you find that you have only mastered 60% of the knowledge point of "function monotony", it will immediately give you the basic questions of "derivative application", coupled with the expansion questions of "compound function monotony", which happens to be stuck in you. Reach the position of ".

Let's look at cognitive load management. It's like having a thoughtful assistant watching you next to you - it uses emotional computing technology to stare at your eye trajectory, expression changes, typing speed and other small details to judge your current learning status. If you find that your eyes are floating (the frequency of eye movement exceeds 10 times per minute), or frown into a ball, the typing error rate soars to more than 30% (obviously tired of learning), the system will immediately change the trick: either change the dry text explanation to an animated demonstration, or reduce the

difficulty of the question. In this way, learning efficiency has improved, and the frustration of struggling to get into studying has also lessened.

The most interesting thing is the cultivation of metacognitive skills - it can help you "see how you learn". Take Duolingo as an example, its "study report" will draw a curve chart for you to show how the error rate of your "verb conversion" changes with practice time. Looking at this curve, you can figure it out by yourself: "Oh, the error rate has increased after half an hour of practice. Should I practice more special things?" Slowly, I learned how to adjust my learning methods.

AI native education is not a cold "machine teaching", but like a learning partner who understands you - it knows where you are weak, when you are tired, and how to learn more effectively. It will accompany you to learn from "completing tasks with a hard head" to "smooth upgrade and fight monsters".

2, Business Model Innovation: Proof of Skill as a Service (SPaaS)

Nowadays, there are two headaches in traditional education: academic qualifications are getting less and less valuable, and what you have learned and used are not right. According to the data of the International Labor Organization in 2024, a quarter of the world's

unemployed youth have a college degree - for what? The diploma can only prove that you have been to school, and it is impossible to say what you can do. At this time, the AI native education platform has made a new trick called "Skill Proof as a Service (SPaaS)", which uses "process data + AI evaluation" to make a "verifiable skill certificate" to solve this pain point. How to play specifically? Divided into three steps:

The first step: real-time evaluation, "take a closer look" of the ability

When learning, the platform does not only look at a paper like the traditional exam, but secretly remembers the data of your various learning processes - how many times the code has been changed during programming, whether the views are deep during the discussion, the project report is not solidly written, the experimental operation flow is not smooth... It collects all these data. Then analyze your project report with AI natural language processing (NLP), evaluate the experimental operation with computer vision (CV), and finally generate a "skill map" for you. For example, learning Python data analysis, it can clearly mark you: "total score 85, data cleaning 90 points (good at handling messy data), visualization 80 points (charts can be more beautiful)", it is clear at a glance which is strong and which is weak.

Step 2: Cross-platform mutual recognition, so that it can be proved that "it can be used anywhere"

Having skill certifications alone is not enough; they also need to be recognized by both enterprises and schools. Platforms use blockchain technology to store these certifications, like creating a "digital identity" for one's abilities—something no one can alter or delete. For example, edX's MicroMasters certificates are now highly popular. Top universities such as MIT and UC Berkeley directly recognize them as graduate credits, while companies like Amazon and Microsoft use them as references in recruitment. This is far more tangible than just seeing "proficient in Python" listed on a resume.

Step 3: Dynamic update, the ability has increased and the proof has increased.

The best thing is that this skill proves that it is not dead. After you finish the course of "Big Language Model Application" today, tomorrow the platform will automatically add an item to the skill map: "LLM fine-tuning: 75 points"; next month, you will gnaw "Advanced Data Visualization", and it will be updated to "Visualization: 88 points" immediately. Just like the "skill tree" in the game, how much you learn and how much you can do, it will all be remembered for you, and it will always follow your ability to rise. To put it bluntly, SPaaS has turned "education" into a "living ability description" -

when recruiting, enterprises do not need to guess whether this child will be or not, but directly look at the skill map; Learners don't have to fight for academic qualifications, they just need to actually learn their ability. If this model is spread out, it may be able to completely change the old problem of "educational inflation".

3. Future trend: in-depth collaboration of AI "cognitive partners"

In the future, education will become a game where the three roles of "human-AI-environment" work together - AI is not only a tool, but also a "super learning partner" who can chat and lead the rhythm. The environment can also become an "immersive classroom", and learning can be smoother and smoother.

AI is a "Socratic companion": AI like Claude 3 of Anthropic who can "read minds" can "lift the bar" with you like an old professor. You said, "This conclusion must be right." It immediately asked, "Why are you so sure? What's the evidence?" Force you to figure out your mind. This is much more interesting than the previous teacher's direct answers, and you will gradually learn to think deeply by yourself.

The "time-travel classroom" that integrates virtual and real: As soon as AR/VR is on the stage, the learning scene can be played. For

example, learning Renaissance art, AI can let you "travel" to Vinci's studio, see how he adjusts paints and changes the draft; for student objects, directly "drills" into the DNA double helix to see how the base pair "hands". This kind of "immersive" learning is much better than staring at the floor plan in the textbook.

A lifetime of "cognitive passbook": No matter where you study in the future - online courses, offline training, and even projects, all learning data will be stored in the "digital credit bank" and follow you for a lifetime. Just like the "equipment library" in the game, you can see how much the skill points increase and which one is strong and which one is weak. When you are looking for a job or further study, it will be directly highlighted, which is much better than writing "proficiency in XX" on the resume.

7.2.3 Financial Services: Atomic Reconstruction from "Risk Control" to "Wealth Creation"

1. Core pain point: the "service gap" of traditional finance

Traditional financial institutions have an old problem - "hating the poor and loving the rich". According to Pareto's law, 80% of profits come from 20% of large customers, while the remaining 80% of small and micro enterprises and ordinary families find it difficult to borrow and manage money. For example, for loans to small and medium-sized enterprises, the interest rate is 3-5 points higher than

that of large enterprises; ordinary users want to buy financial management, but they can't even find a professional consultant. AI The breakthrough of native finance is to use technology to reduce the "trust cost" and "service cost":

Multi-dimensional risk assessment: In the past, when looking at the credit, it was fixed on "Did you repay the money on time?". Now AI can turn out more "small details" - the stability of your e-commerce shopping, how many credit friends you have in the address book, and even the mobile phone model can be linked to credit. Like Ant's "Sesame Credit", relying on data of more than 100 dimensions, the bad debt rate of small and micro enterprise loans has been reduced from 5% to 1.2%, and small bosses can finally be relieved.

Real-time risk monitoring: AI uses neural networks to keep an eye on the flow of funds and find "abnormal operations" like catching a thief - for example, an account suddenly transfers money to 10 strange accounts, and the system immediately alarms and dynamically adjusts the amount. A commercial bank in a city used this trick, and the fraud losses were directly reduced by 65%. Banks were relieved and users were relieved.

Intelligent investment "worker": AI can "customize" the financial plan according to your situation - can you accept the loss of

10% of the principal? Want to raise 500,000 yuan to buy a house in 5 years? It automatically allocates stocks, bonds and funds in combination with the market situation. Intelligent investment like Betterment, with more than 50 billion US dollars, the handling fee is only 0.25%, which is 75% cheaper than traditional investment, and ordinary users can also enjoy "high-net-worth services".

2. Future Trends: Atomization and Intelligentization of Financial Services

AI will change financial services from "selling products" to "assembly on demand", the core is to disassemble complex functions into "atomic services" (payment, lending, insurance, investment), and users choose like building blocks:

Scenario combination: The entrepreneur said, "I want to open a coffee shop, 500,000 yuan to start, and make a profit in 3 years", and the AI intelligent body will immediately give you a plan - 300,000 credit loan + 100,000 yuan equipment rental + loss prevention insurance + automatic cash flow management, one step in place.

Dynamic adjustment plan: If you suddenly want to "buy a house one year in advance", or the market interest rate rises, AI will automatically adjust the asset allocation - buy less high-risk stocks, cut more bonds, and be stable.

Inclusive finance reaches "every nook and cranny": By opening up atomic services via APIs, small players like city commercial banks and internet banks can quickly build products—such as "parenting financial products for mothers" and "accident insurance for food delivery riders." Groups that were previously unreachable can now all be served.

3.Key Challenge: The "Balance" of Safety and Ethics

AI finance is popular quickly, and there are a lot of troubles..Privacy red line,It's both social data and device data. If you don't pay attention, you will cross the line - what data can be collected? Where is the boundary? It has to be drawn clearly. Algorithmic bias,If there are old problems of "gender discrimination" and "geographical discrimination" in the training data, AI may be more and more biased as they learn, such as "automatically not giving high quotas to female users", which is not good.

Market resonance risk,Everyone uses similar AI models. If we "see short" or "see long" together, the market may collapse like a domino, which must be prevented in advance.

7.2.4 Manufacturing industry: from automation to intelligence

AI native entrepreneurial opportunities in the manufacturing industry: from "machine replacement" to "intelligent network"

AI entrepreneurship in the manufacturing industry is not to show off the "highness" of technology, the key is to "understand manufacturing" - you have to know how to run the production line, how to repair the equipment, and what the factory is the biggest headache. Successful teams generally have three ability: to understand the "unspoken rules" of the industry..For example, the team that does 3C electronic testing needs to understand the production process of PCB board - what will the soldering do when the reflow soldering temperature is high? You have to know the defect standards in the industry - what do bridges and false welding look like? What is the standard of IPC-A-610? Otherwise, the factory will not recognize the AI test you did. The ability to clean up "rotten data",The data of the factory is as chaotic as a pot of porridge - the sensor is noisy, the equipment protocol is not uniform, and the PLC, MES and ERP are different. You have to be able to break through these "data islands", fill in the gaps and pick out the mistakes, otherwise AI will learn "fake data", and the more you learn, the more crooked it will be. Let the factory "dare to use"Artificial intelligence ability of,The factory is most afraid of downtime - the production line is shut down for an hour, and the loss may be hundreds of thousands. Therefore, the AI system must be stable enough (The false detection rate of industrial vision must be less than 0.1%), easy to repair (update the model and do not stop the production line for

too long), and cheap (small and medium-sized enterprises can pay back their investment in 18 months).

Future trend: From "single-point intelligence" to "go-wide intelligence" Nowadays, most of the AI in the manufacturing industry is "local intelligence" - such as detecting parts and repairing equipment. In the future, it will be upgraded to a "ground intelligent network", and 5G+ industrial Internet will connect equipment, production lines, factories and supply chains., "One-stop" from ordering to delivery. The customer single, the data immediately "runs" to the production line, logistics and warehouse, and AI automatically adjusts the production rhythm, logistics route and inventory quantity without anyone staring at it. The ability to "save the scene" by yourself, Is the equipment broken and the order has changed? The system can find backup factories and adjust production capacity by itself, and there is no need for people to panic and call to coordinate. The more you use it, the smarter you become., Through the closed loop of "data-model-decision-making", AI constantly learns new situations. The longer it is used, the more accurate the judgment. The CIO of a leading manufacturing enterprise was honest: "We don't need fancy AI. What we want is 'real intelligence' that can make the production line run for an hour more and produce one less defective product."

Technology Trends: Digital Twin and Predictive Maintenance

Digital twins make a "digital split" for each equipment and production line, and "rehearse" in the computer first - adjust the parameters, change the process, try it first in the virtual world, and then go to the real production line, saving "trial and error" money and time-consuming. Predictive maintenance, Keep an eye on the operation data of the equipment, calculate in advance that "this machine may be broken next Wednesday", and repair it in advance. Don't wait for it to "strike" before rushing to repair it. Flexible scheduling, There are more or fewer orders, and whether the raw materials are enough, AI automatically adjusts the production plan, make A products today, and change B products tomorrow. The production line is "as flexible as a snake".

Business model innovation, Manufacturing as a Service (MaaS)

In the past, to open a factory, you had to spend money to buy equipment, and small companies could not afford it at all. The AI native platform engages in "manufacturing as a service". Small and medium-sized enterprises do not need to buy equipment themselves, and "rent" production capacity on demand - need to make 1,000 parts? Just place an order. The platform will help you find a suitable production line. The cost will be greatly reduced, and the threshold for starting a business will be lower. To put it bluntly, AI entrepreneurship in the manufacturing industry must "get into the workshop" - a team that has smelled the solder and touched the

machine tool can make an intelligent system that can be "used smoothly and inseparable" by the factory.

7.3 AI business philosophy: From functional satisfaction to emotional connection

In the era when AI can meet most of the functional needs, the focus of business competition will shift to emotional connection and meaning creation.

7.3.1 Trust Economy: The Scarcest "Digital Asset" in the AI Era

1. The "low-level upgrading" and "top-level expansion" of the demand pyramid

In an era where AI-generated content (AIGC) is proliferating—Gartner predicts that by 2030, 70% of enterprise content will be AI-generated—users' demand for "authenticity" has become unprecedentedly strong. The establishment of trust must satisfy three dimensions simultaneously:

Capability trust: Whether an AI system can "get things done well." For example, medical AI "Yingtong Technology" diagnoses diabetic retinopathy through retinal images with an accuracy rate of 97% (consistent with experts from Grade A tertiary hospitals). Its credibility stems from continuous clinical validation (having completed over 1 million real case tests).

Intentional trust: Whether an AI system "acts in my interest." The "value alignment" of recommendation algorithms is key—Xiaohongshu's "search-based recommendation" rejects the "information cocoon" and proactively pushes "content that users may overlook but is valuable" (e.g., when "new mothers" search for "baby formula," the system also recommends "scientific feeding guides" instead of merely promoting products).

Transparent trust: Whether AI decisions are "explainable." Autonomous driving company Waymo's "decision visualization" feature can display on the dashboard "why the system slowed down" (e.g., detected a child running ahead). User trust in it is 40% higher than in "black-box" systems (MIT 2024 user survey).

2. Business Enlightenment: From "Meeting Demand" to "Creating Meaning"

When AI can efficiently meet the underlying needs, the core demands of users turn to "emotional resonance" and "meaning of life". Successful business cases have verified this trend: Lululemon, A seller of yoga pants, Selling yoga pants on the surface, selling "healthy lifestyle" in essence. Its AI system analyzes the user's exercise data (such as the number of yoga per week), social media content (such as shared fitness punching), pushing "good community activities" (such

as outdoor yoga classes), transforming users from "product consumers" to "meaning co-creators".

Keep: The fitness APP generates a "personalized training plan" through AI, and gives sports a "sense of growth ritual" through the "sports achievement system" (such as "stick to running for 30 days to unlock the city virtual medal"). The data shows that the duration of users' retention due to "sense of meaning" is 2.3 times that of simple "functional use" (Quest Mobile 2024 report).

7.3.1 OneTrust Economy: The Most Scarce "Digital Assets" In The AI Era

1. The "three-dimensional model" of trust: ability, intention and transparency

In the era of the proliferation of AI-generated content (AIGC) (According to Gartner's prediction, 70% of enterprise content will be generated by AI in 2030), users' demand for "real" is unprecedentedly strong. The construction of trust needs to meet three dimensions at the same time:

Ability trust: Can the AI system "do things well"? For example, the medical AI "Yingtong Technology" diagnoses diabetic retinopathy through retinal imaging, with an accuracy rate of 97% (consistent with experts from three-A hospitals), and its credibility

comes from continuous clinical verification (more than 1 million real case tests have been completed).

Intention trust: Whether the AI system is "for me".The "value alignment" of the recommendation algorithm is the key - Xiaohongshu's "search recommendation" rejects "information cocoon" and actively pushes "content that users may ignore but is valuable" (for example, when "novice mothers" search for "baby milk powder", the system also recommends "scientific feeding guidelines" instead of simply selling goods).

Transparent trust: Whether AI decision-making is "explicable". The "decision-making visualization" function of the autonomous driving company Waymo can display "why the system slows down" on the dashboard (such as detecting a child running in front), and users' trust in it is 40% higher than that of the "black box" system (MIT 2024 user survey).

2. Anti-intuition phenomenon: Why do human beings trust AI more?

Although AI is often criticized as a "cold machine", real data shows that 68% of users trust AI's "objective judgment" rather than human "subjective opinions" (PwC 2024 Global Consumer Research). There are three psychological mechanisms behind it..

De-biased perception: users think that AI "No emotion, no interest interference" (for example, recruitment AI is considered fairer than HR, although it may actually implied data bias).

Stability dependence: AI's "consistency" (such as customer service AI always remains patient) is easier to build trust than human "volatility" (such as human customer service may deteriorate due to fatigue).

Superpower association: AI's "data processing ability" (such as instant analysis of millions of messages) is equated to "smarter" by default by users, and then projected to "more credible".

7.3.2 The transformation of the attention economy and the rise of the meaning economy: from "time competition" to "value symbiosis"

1. Paradigm shift: When AI becomes an "information filter"

The "attention economy" of the traditional Internet (such as short video platforms occupying users' time through algorithms "infinite flow") is facing disintegration in the AI era - users no longer need to "actively screen information", and AI will directly provide "precise value".

Information efficiency revolution: Chat GPT and other tools allow users to "get 30 minutes of information essence in 1 minute", and the average daily active search time of users has been reduced from 2.3 hours to 0.8 hours (Statista 2024 data).

Attention "elitization": Users are only willing to invest time in "high-value content (such as in-depth courses, immersive experiences), and patience with "shallow entertainment" is reduced from 7 seconds to 3 seconds (Google User Behavior Research).

2. The three major business models of meaningful economy

In-depth experience, Replace "stimulation" with "heart flow". The game "Eddie Finch's Memory" allows players to experience "loss and memories" in exploring family stories through narrative design, and its "emotional value" far exceeds the traditional "fighting monsters upgrade"; Shanghai immersive drama "Sleepless Night" substitutes the audience into the "Macbeth" scene, influencing the plot trend through interactive choices, and users The average experience duration is 4 hours (far more than 2 hours of ordinary movies), and the repurchase rate is 35%..

Growth empowerment: making "using products" a process of "self-evolution." Language learning app Duolingo transforms vocabulary memorization into "skill upgrading" through gamified designs (such as "daily levels" and "friend competitions"). After completing its courses, users' English proficiency improves by 80% (verified by Cambridge English tests). The AI learning assistant on workplace learning platform Dedao can customize learning paths combining "communication skills + project management" based on

users' career goals (e.g., "promotion to manager within 3 years"). User satisfaction with it is 52% higher than with traditional courses.

Social value, Let "consumption" become a "good choice". The AI system of the outdoor brand Patagonia can track the "carbon" of each down jacket. Footprint" (carbon emissions from down collection to transportation), users can choose the "carbon neutral version" (pay an additional 10 yuan to offset carbon emissions) when purchasing. This function increases the brand's favorability by 38% and the repurchase rate by 25%; the game "Star Dew Grain Language" conveys "slow life" and "life" by simulating farm management. With the concept of "friendly", 60% of players said that they pay more attention to daily environmental protection behaviors (game work committee survey in 2024).

7.3.3 The ultimate proposition of business philosophy: the "return of human nature" in the AI era

The essence of AI is not "replacing human beings", but "liberating human beings" - liberating us from repetitive labor and breaking out of information overload, So as to focus more on "the most precious part of human nature": emotional connection, meaning creation, and self-realization.

Future business winners will undoubtedly be those companies that excel at "meeting functional needs with AI's efficiency and

creating emotional value with the warmth of humanity." As designer Naoto Fukasawa put it: "Good design doesn't make people marvel, 'This technology is amazing,' but makes them sigh with recognition, 'This is exactly what I need.'" In the AI era, the essence of this statement will evolve into: "Good business doesn't make people rely on 'AI's capabilities,' but makes them believe more in 'their own worth.'"

When AI becomes a "tool" rather than a "purpose", and when business evolves from "satisfying needs" to "co-creative meaning", we will eventually usher in an era of "technology is more intelligent and humanity is warmer".

7.4 AI native enterprise construction from 0 to 1 - a trio of technology, team and business

7.4.1 Team formation: "human-computer collaboration" talent allocation in the new era

1. The "cross-ability" and "scene adaptation" of the core role

The team of AI native enterprises is not the "AI+" superposition of traditional departments, but a "cross-competence" combination around "data-algorithm-scenario". The definition of key roles needs to break through traditional boundaries.

AI Product Manager: "Translator" of Technology and Business

The responsibility is not only to "raise demand", but also to "define AI-driven user value". For example, the product manager of a medical AI company needs to understand at the same time following aspects. Technical side: the accuracy of the analysis of electronic medical records of the NLP model (such as the F1 value of identifying "diabetic complications" needs to be ≥ 0.9); Business side: the real pain points of doctors (such as "the time spent on medical records accounts for 40% of the diagnosis and treatment time"); user side: nurses' operation habits of "voice input into structured medical records" (such as bias Good "natural colloquial input" rather than "standard terminology").

Notion AI's product manager team is composed of former OpenAI engineers and B-end collaborative tool product experts. The "automatically generate meeting minutes" function designed by it not only takes into account the semantic understanding ability of LLM, but also meets the core needs of workplace users for "quickly extracting action items".

Data Scientist: From "Algorithm Parameter Tuning" to "Business Empowerment"

The "model accuracy" orientation of traditional data scientists needs to be upgraded to "business value orientation". For example, the data scientists of a retail AI company need to understand the business. The "ROI threshold" of promotional activities (such as the

cost of each promotion is ≤ 5 yuan); design indicators: replace the simple "sales forecast accuracy" with "predicted order increment $\times$ customer unit price - promotion cost";Landing closed loop: Collaborate with the operation team to transform the model output (such as "a 10% discount on a commodity in Area A can increase sales by 30%") into an executable promotion plan. Industry practice: Shopify's AI team requires data scientists to "follow" the business operation for at least 2 days a month to ensure that the model is aligned with the real business scenario.

AI ethics expert: from "compliance patch""To "Design Genes"

Ethical risks need to be intervened in the early stage of product design, rather than "patching after going online". For example, an ethical expert of a recruiting AI company just need to know this.Data stage: Check whether there is bias in the training data (for example, the "low female promotion rate" in historical recruitment data may lead to model discrimination).Model stage: require the algorithm to output "decision-making reasons" (such as "rejecting the candidate's score below the threshold because of 'project experience'").Application stage: Design a "manual review" process (for example, the rejection of suggestions for female candidates automatically triggers manual inspection). Microsoft

Azure AI's Fairlearn is developed by ethical experts and has been used by more than 200 enterprises for model bias detection.

User Experience Designer: "Interactive Architect" of "Man-Computer Collaboration"

It is necessary to design a "synergistic process between humans and AI", rather than a simple "interface beautification". For example, the UX design of intelligent customer service needs to be considered, Trust building: display "this suggestion is based on 100,000+ historical dialogue data" before AI replies; control transfer: provide a "modify suggestion" button (for example, users can adjust the email tone generated by AI); error handling: when AI makes an error, the interface needs to clearly prompt "Sorry, this problem needs to be transferred manually", instead of Cover up the mistakes. Industry trend: The "AI Design Assistant" plug-in launched by Figma requires designers to mark the "AI auxiliary link" at the prototype stage (such as automatically generating icons and filling in writing), and test users' acceptance of "AI participation" (for example, 70% of users accept the initial draft of AI generation, but insist on manual modification. Draft).

Business development expert: "ecological builder" rather than "sales"

Cooperation expansion should focus on the "data flywheel" and "platformization." For example, BD specialists at an industrial AI platform need to: collaborate upstream with equipment manufacturers (such as Siemens) to obtain equipment operation data (requiring the signing of "data sharing and revenue-sharing agreements"); partner downstream with industry associations (such as the China Association of Automobile Manufacturers) to promote platform certification (e.g., "production lines using this platform are eligible for green factory subsidies"); and engage with the ecosystem by introducing third-party developers (such as algorithm teams to develop vertical scenario models), with revenue sharing based on "model download volume." Salesforce's AI platform Einstein, through its BD team, integrated over 2,000 ISVs (Independent Software Vendors), forming a "CRM+AI" ecosystem. As a result, the proportion of its ecosystem revenue increased from 15% to 35%.

2. Collaboration mode: "two-wheel drive" of "agile + data"

The collaboration of AI native enterprises is not only "catching up", but also "quick trial and error + precise adjustment". Take a company that does AI education as an example, their collaboration model can be split into three practical tricks:

Biweekly sprint: From "handing over tasks" to "testing effects" before the team sprint, the goal is often "to make a certain function

in these two weeks"; now they set a "small idea to be verified" every two weeks - such as "can AI adaptive practice increase math scores by 10%". The goal of these two weeks will be: technical group, Quickly put out the model (such as a model that uses Bayesian network to analyze students' knowledge points to master the situation); product group, Put the functional module of "Practice-Feedback" online, so that users can actually use it; Operation Group, Choose 1,000 users to do A/B testing, one group uses new functions, and one group uses old methods; data groups, Stare at the data such as "have you finished the exercise", "how much the score has increased" and "whether the user is happy to use it", and wait for the results in two weeks. To put it bluntly, it used to be "just finished", but now it is "tested after finishing" - whether it is useful or not is up to the data.

Data-driven decision-making: from "patting the head" to "looking at indicators" to make decisions in the company, in the past, rely on "I think" and "experience tells me", but now we have to "speak with indicators". They set two sets of key indicators: North Star indicators, The most core goals, such as the education company's "user's performance improvement rate after 3 months" - this is the "compass" of all efforts; health indicators, It depends on whether the system is "living well", such as whether the model prediction is accurate and whether the user is willing to spend more time. When

making decisions, you have to look at three aspects at the same time: hard data, The results of the A/B test show that the results of students who used adaptive exercises increased by 12% (statistically, it is quite reliable, and the P value is less than 0.05); soft feedback, Chatting with users found that some people complained that "the difficulty of the question jumps too fast" - which shows that the "difficulty gradient algorithm" of the model must be adjusted; calculate input and output, It cost 150,000 yuan to develop this function, but users stay longer. It is expected that they can earn an extra 800,000 yuan a year, and invest more than 5 yuan. It's worth it!

Cross-functional collaboration: The "combat room" that dismantled the "departmental wall" had different technologies, products and operations, and the information was as slow as "squeezing toothpaste". Now they have a "product combat room", a 15-minute standing meeting every day - standing and chatting, not verbose, synchronizing the progress; a weekly "cross-role workshop" - technology, The product and operation sit together and stare at the problem (for example, "the model always goes wrong, is it a data problem, an algorithm problem, or the requirements are not clear?"). A company that makes intelligent hardware AI uses this trick. In the past, it took 6 months to "raise demand-development-launch", but now it can be done in 8 weeks. There is no quarrel between

departments, and the problem can be solved immediately when it emerges, and the efficiency has increased several times.

To sum up, the collaboration of AI native enterprises is two words - "real" and "fast": quickly try small ideas and use data to verify that it doesn't work; dismantle the department wall, and solve problems immediately. This model looks simple, but it can really make the team take fewer detours and put all their energy into "really useful" places.

7.4.2 Architecture: Scalable "AI Native Infrastructure"

1. The "four principles" and implementation practice of technology stack selection

Technical architecture design is the "base" of AI native enterprises - not only to bear the "weight" of the current business, but also to leave enough "space" for future expansion. The technical stack design of an AI customer service company perfectly interprets the "balance technique":

Cloud native priority: elastic expansion to cope with traffic fluctuations

They chose AWS's EC2 (elastic computing) + S3 (object storage) + Lambda (serverless function), and the core is two words: "flexible". During the big promotion, the number of user inquiries suddenly increased by 10 times? Cloud resources are automatically expanded,

and the cost is only 1/3 of the self-built server; the database is hosted by RDS, and the operation and maintenance team is cut from 5 to 2 people, and the manpower saved is all on business. Sensitive data (such as user chat records) is placed separately in Huawei Cloud's private cloud, and the compliance is stable.

Open source ecology: stand on the shoulders of giants to "saving costs"

All core technologies rely entirely on open-source tools: Using Hugging Face Transformers to load pre-trained models, with PyTorch for fine-tuning; relying on Apache Spark for log cleaning, and DVC for data version control; deploying with FastAPI to build interfaces, and Kubernetes to manage containers. Let's do the math: Developing these functions in-house would cost 2 million yuan a year, while using the open-source ecosystem only costs 500,000 yuan (mainly for cloud services and expert consulting fees). The saved money is enough to hire two more algorithm engineers.

Modular design: "plug-in" architecture to meet changes in demand

The system is disassembled into three layers of "data layer-model layer-application layer".

The data layer is the "data middle platform", and ETL, data lake and feature library are all complete. Want to expand from "Web

Chat" to "APP Voice Chat"? You can get new data sources in 3 days without much struggling;

The model layer is the "model warehouse", which has various versions such as intention recognition V1.0 and emotional analysis V2.0. The new and old models can run A/B tests at the same time, and the effect is clear at a glance;

The application layer is the "service component library". The modules of dialogue generation and multi-round context management are like building blocks. With a "multilingual customer service" function, the translation component + basic dialogue component can be adjusted.

Security First: "Full Link Protection" from Code to Deployment Security is not a "patch", and it must be embedded in every link of development. Data stage, Use federal learning (customer data without moving the nest) + differential privacy (add noise to protect sensitive information). Model stage, Anti-training and anti-attack, model watermark anti-theft. Deployment stage, API gateway limit frequency, audit log record behavior. Compliance, ISO 27001 and GDPR certifications have all been obtained, and user data processing is "unable to pick out".

2. The "evolutionary path" of technical architecture

The technical architecture of AI native enterprises is not "one-hammer trading", and must follow the business "long man":

0-1 stage (seed round): survive first! Select "lightweight + fast" in the technical stack, Python script + cloud function can run DEMO, don't be too complicated;

Stage 1-10 (Round A): Be able to "grow up"! On K8s containerization, build a data platform, and the architecture must be able to withstand a 10-fold increase in the number of users;

10-N stage (round B and later): "grow your own brain". The model is automatically tuned, resources are automatically allocated, and the system is smarter as it is used.

7.4.3 Business model design: closed loop from "value creation" to "value capture"

1. Practical implementation of core design principles

The "life gate" of AI's native business model is to turn data and AI into a "perpetual motion machine". The gameplay of an intelligent marketing AI company is worth tasting:

Network effect: The more users, the smarter the AI

The more merchants there are, the more complete the user behavior data (clicks, additional purchases, repurchases), and the accuracy rate of model recommendation will soar from 65% to 85%; The recommendation is correct, and it can attract more merchants to settle in

- the positive cycle of "merchant-data-model-merchant" has turned around. Data Flywheel: Data → Insight → Product → User → Data.

The specific path is like a snowball.

Data collection: Browse data on the "product details page" of the merchant through SDK. Insight generation: AI found that "users can sell 40% more with a 5% discount on the goods that have not been purchased for 3 minutes". Product output: Launch the automatic execution strategy of "intelligent price adjustment tool". User growth: the monthly sales of merchants increased by 20%, and the monthly sales increased from 5,000 to 20,000. Data feedback: New merchants bring "conversion data after price adjustment", and the model is more and more accurate.

Platform thinking: "Let others help you make money"

Open the API interface, let the developers of ERP manufacturers receive the "intelligent recommendation model" and divide it according to the number of calls (70% for developers and 30% for the platform). Now there are more than 50 developers in the ecosystem, accounting for 25% of the ecological income, lying down to make money.

Subscription + Use: Hybrid Mode "Stabilize Revenue + Promote Growth"

The pricing strategy is divided into three levels:

- Basic subscription (299 yuan/month): give the "basic recommendation model" + 100,000 API calls;
- Excess usage (0.01 yuan/time): Excess usage will be charged per time;
- Value-added service (5,000 yuan/month): customize the exclusive recommended model of the beauty category to satisfy customers who are "not short of money".

2. Four major directions and cases of income model innovation

Intelligent pricing: charge according to value, not according to cost

A legal AI company provides a "contract review model" to the law firm, and the fee is calculated according to the "manpower cost saved" - saving 2 hours for reviewing a contract, and the lawyer's hourly wage is 500 yuan, so he will be charged 200 yuan/copy. Compared with the traditional annual subscription model, the revenue increased by 40%.

Pay for results: "share risks" with customers

A medical AI company provides "pulmonary nodule screening model" to the hospital, charging = (the number of early lung cancer detected $\times$ 5,000 yuan) - (the number of missed diagnoses $\times$ 10,000 yuan). Because the hospital shared risks, the adoption rate tripled, and the company's revenue and medical value were "tied up".

Data realization: sell "anonymous insight", the cost is close to 0

A retail AI platform sells anonymous consumer preference data such as "Shanghai users prefer low-sugar drinks" to brands for market research. A single report costs 50,000 yuan, and the data realization revenue accounts for 15%, which is almost virtually no cost..

Ecological sharing: let partners "help you make money"

An educational AI platform cooperates with a learning machine brand. Users buy a learning machine with platform AI function, and the platform will get 100 yuan per platform. Now this part of the revenue accounts for 30%, and even the sales team is saved.

7.4.4 Financing Strategy: The Art of "Capital Dialogue" in the AI Era

1. Four core indicators and data proofs that investors pay attention to

Data moat: "unique" is more expensive than "large quantity"

Investors look at the data, and look at "others can't take it". A medical AI company has "100,000 multi modal data on rare diseases", and competitors only have data on common diseases. They proved the source of the data with the "5-year exclusion agreement of three-A hospitals"; proved the data quality with "the chief physician's team-led annotation (accuracy rate $\geq 95\%$)"; and proved the barrier with

"third-party evaluation (Competitors would need 3 years and 50 million yuan to replicate it.)".

AI ability: "landing effect" is more realistic than "paper issuance"

Look at the hard data: the accuracy rate of the model in the MedQA data set is 92% (85% for competitors); the reasoning delay is 200ms (500ms for competitors); it is launched in 3 hospitals, and the efficiency of doctors' diagnosis is increased by 30% (screenshots of user feedback is attached).

Market timing: technology and demand "on top"

In terms of Gartner curve: the big language model has passed the "excessive peak of expectations" and entered the "steady climbing bright period" (can handle complex tasks in 2024); the demand of enterprises to reduce costs and increase efficiency has soared (customer service manpower costs have increased by 15% per year), and AI customer service demand is just "taken over".

Commercialization path: "making money" is more credible than "painting cakes"

You have to give "accounts that can be calculated": the current monthly income is 500,000 (10 customers), and it is expected to be 2 million (30 new customers) in 6 months; CAC (customer acquisition cost) 8,000 yuan, LTV (customer lifetime value) 50,000 yuan

(LTV/CAC=6.25>3, healthy); single-month profit after 18 months
Profit (income growth + cost optimization plan is clearly written).

2.Strategies and rhetoric at each stage of financing

Seed wheel (0-1 million): "Impress the angel" with DEMO and insight

Key show: DEMO that can run (such as customer service AI that can answer 10 types of questions);User research (100 small and medium-sized enterprises, 70% of which are willing to pay for AI customer service); team background (CEO Alibaba customer service system experience, CTO NLP doctor).

Round A (10-50 million): "persuade the institution" with PMF (product market matching).It must be proved that the retention of paid users is >60%, and the NPS (net recommended value) is >30; the pilot of 3 cities is successful (Beijing has a monthly revenue of 2 million yuan, with a gross margin of 50%); 5 patents (such as "multi-round dialogue context management algorithm"), the competitive products cannot be copied.

Round B and beyond (100 million+): "Attract a lot of money" with scale and profit potential.To show: monthly turnover of more than 10 million, 500+ cross-industry customers;Adjusted EBITDA rate >10% (fast break-even); launch the developer platform and plan to attract 100+ third-party applications (30% of future ecological income target).

7.5 Risk Prevention and Control: Traps and Responses of AI Entrepreneurship

7.5.1 Technical Risk: AI's "Uncertainty" Trap and How to Crack

Model bias: "invisible discrimination" in data

The "historical bias" of training data will be amplified by AI. For example, recruitment AI automatically gives low scores to female resumes because "male candidates account for 70%"; insurance AI charges more premiums because of "low-income groups have high odds". Case: Microsoft Tay chat bot, due to malicious remarks in the training data, output discriminatory content 16 hours after going online, and was forced to go offline.

Counterattack: AI's "cognitive loophole"

Malicious users add small disturbances (picture noise, text meaningless words), and AI will "recognize mistakes". For example, Tesla Autopilot misjudged the "speed limit 45" as "85" (the logo was changed by the sticker); the image recognition model recognized the "panda" as "gibbon" (plus specific noise). Case: In 2020, researchers put on "anti-stickers", allowing 8 autonomous driving systems to recognize the "stop" sign as "speed limit 45", which almost caused an accident.

Model drift: the "space-time misalignment" of data

After a long time, the real data distribution changes (user behavior, environment variables), and the model becomes "outdated". For example, retail AI's "promotional recommendation model" promoted luxury goods before the epidemic. After the epidemic, users wanted necessities, and the accuracy rate dropped from 80% to 50%. Case: Google's "Influenza Trend Forecast" model was forced to be deactivated because the user's search term changed from "fever" to "flu vaccine", overestimated 50% of the cases.

Explainability: AI's "black box dilemma"

Complex models (such as deep learning) can't say "why it's judged like this", users don't trust (doctors don't need to "say why they can't diagnose cancer" AI), and even sue (users who are denied loans sue for "algorithm discrimination"). Case: In 2019, a black user in the United States sued a bank for refusing to borrow because of the AI loan model. The bank could not tell the logic and lost 500,000 yuan.

7.5.2 Business Risk: The "Survival Elimination" of Market and Competition

Technology homogenization: the dilemma of innovation under "AI inclusion"

Open source frameworks (Hugging Face, PyTorch) and cloud services (AWS Sage Maker) lower the threshold, and start-ups and

competitive technologies "look like" and fall into the "functional volume" (200+ enterprises in the intelligent customer service track do "intention identification + multi-round dialogue") . Case: In 2021, an AI education company was forced to switch to the "AI+ personalized learning plan" because the technology and competitors were too similar (both of them used BERT to change the composition), and 40% of the users were forced to switch to the "AI+ personalized learning plan". The coping methods are as follows:

- Vertical deep cultivation: do the subdivision of "large companies can't like it, small companies can't do it" (such as "ancient building restoration AI" and "pet medical imaging diagnosis"). Zebra Medical focuses on "abdominal CT diagnosis", avoiding Google and IBM, covering 500+ hospitals;
- Scene binding: AI + scene "implicit knowledge" (injection mold AI must understand plastic shrinkage rate and mold temperature control). An industrial AI company relies on "AI + injection molding process experience" to form a barrier of "process parameter optimization";
- Ecological differentiation: do "tool chain + data + service" one-stop (selling models + training + deployment + operation and maintenance).

Giant competition: survival strategy under "down-dimensional strike"

Internet giants (Google, Tencent) have data, computing power, capital and ecology, and may "copy-subsidize-squeeze" start-ups. For example, Google pushed AutoML, and the share of many AI model start-ups fell by 30%. Case: In 2020, Amazon promoted the "Amazon Forecast" forecast service, and LimeLytics (retail demand forecast startup) lost 55% of users and was acquired.

Regulatory changes: the sudden increase of "compliance costs"

AI regulations (EU AI Act, China's generative AI Management Measures) require the adjustment of technology, data and business models, and the cost of compliance increases (high-risk AI requires "impact assessment" and "independent audit"). Case: In 2023, the EU AI Act listed "recruiting AI" as "high risk", requiring public training data and decision-making logic, and keeping a three-year audit log. The R&D cost of a European recruiting AI company increased by 20% (doing data desensitization and interpretation modules). The coping methods are as follows:

- Compliance preposition: embedded compliance at the time of product design (data acquisition defaults "user can withdraw authorization" and "minimization principle"). A health AI company

has developed "intelligent consultation" to comply with the Personal Information Protection Law in advance;

- Participate in standard formulation: join industry associations (such as the "AI Ethics and Governance Working Group" of the China Academy of Information and Communications and Communications Com", and promote the "SME exemption clause";
- Dynamic compliance: Build a closed loop of "regulation monitoring - internal training - system adjustment" (monthly scanning regulations, quarterly training team).

User acceptance: The cross-crossing problem of the "trust gap"

Users' "overestimation" or "underestimation" of AI may make the product a failure - overvaluation (thinking that AI "can do everything") will be lost due to the effect not meeting the standard; Underestimate (think AI is "unreliable") and refuse to use it. Case: The accuracy rate of the "skin cancer diagnosis model" of a medical AI is 95% (the same as that of experts), but only 15% of doctors fully trust it because of "how to identify the focus" because they do not understand the model. How to deal with it:

Progressive penetration: cut in from the "auxiliary tool" (AI gives advice, doctor makes decisions). With this trick, the PathAI pathology system increases the efficiency of doctors by 30% and the trust from 20% to 70%;

User education: "transparent display" (how to demonstrate the model to analyze images), "case sharing" (the story of AI saving patients). A legal AI made a short video of "10 minutes to understand AI contract review", and the user registration increased by 40%;

Experience Design: The surface highlights "manually controllable" ("modify suggestions" button) and "error prompts" ("70% confidence, recommended review"), so that users have a sense of control.

7.5.3 Ethical Risk: The "Social Responsibility" Red Line of AI

The balance between "data utilization" and "user rights"

AI relies on data, but the collection, storage, and usage of such data may lead to privacy leaks (including health and location information), resulting in lawsuits or reputational damage. Case in point: In 2021, a smartwatch brand was fined 20 million euros by the EU under GDPR for storing users' heart rate and sleep data without encryption, which led to the leak of 1 million records.

How to deal with it:

- Privacy computing: federal learning (data does not move the nest), differential privacy (add noise to protect the individual). A bank's "credit score model" uses federal learning to combine multiple bank data without reducing privacy;

- User empowerment: provide the "data access-delete-export" function (users can download their own data in 1 minute). Apple's "privacy dashboard" allows users to see how to use AI data, and satisfaction increased by 25%;

- Security audit: regular "penetration test" (simulated hacking), "privacy impact assessment" (PIA), in accordance with the Data Security Law and the Personal Information Protection Law.

Employment impact: the symbiosis of "technology substitution" and "manpower upgrading"

AI automation may cause some positions to disappear (customer service, data entry), causing controversy and even policy restrictions (France requires that "AI replacement positions need to provide transfer training"). Case: A manufacturing industry's "intelligent quality inspection system" replaces 80% of labor, 200 workers are unemployed, strikes to protest, the company compensates the "retraining fund" and promises to "priority the recruitment of transfer workers".

Algorithm Fairness: Social Equity Behind "Technological Neutrality"

AI may exacerbate gender, race and geographical inequality by factors and algorithm bias (the loan AI has a higher loan rejection rate for ethnic minorities). Case: In 2016, the COMPAS algorithm

(predicting the risk of criminal recidivism) misjudgment of "high risk" for blacks was twice that of whites, which attracted global attention.

Human-computer relationship: Adhere to the bottom line of "human-led"

Over-reliance on AI may degrade human "decision-making ability" (doctors rely on AI for diagnosis and ignore experience), or AI misjudgment may lead to serious consequences (autonomous driving hitting people). Case: In 2018, Uber's self-driving test car failed to recognize pedestrians, resulting in their death, exposing the blurring of the "human-computer liability boundary".

How to deal with it:

- Control design: key scenes (medical, traffic) leave "manual takeover" (autonomous driving "emergency brake button", medical "doctor's signature");
- Clear responsibilities: contracts and laws stipulate "AI decision-making responsibility" (AI recommendation + manual execution, responsibility manual responsibility; AI automatic execution, enterprise responsibility);
- Education guidance: publicize "AI is a tool, and human beings are decision-makers" ("AI-assisted diagnosis, doctors are in charge" slogan) to prevent users from "blind trust".

7.6 Suggest entrepreneurs: embrace change and create the future

In the past three years, we have witnessed too many "highlight moments" and "folding cases" of AI entrepreneurship. Those enterprises that cross the cycle have built a "moat" in the following five dimensions:

1. In-depth insight: better understanding of "unspeakable needs" than users

Technology can solve "known problems", but the real commercial value comes from "discovering the needs that users themselves are not aware of". For example, the mental health AI platform Woebot does not stay at "chat guidance", but launches the "3-minute mindfulness training before going to bed" function by analyzing the "emotional fluctuation patterns" in user conversations (such as the outbreak of loneliness after 12 o'clock in the middle of the night) - this insight comes from the team's "Generation Z using expressions during the day" The observation of hiding emotions and releasing fragility with words in the middle of the night. The data shows that this function increases the user retention rate by 50% and verifies the law that "human insight is more important than technical parameters".

2. Technical ability: from "use tools" to "definition tools"

The era of AIThe technical ability is not "modulation model", but "transforming technology into user-perceptible value". The success of Stability AI (the developer of Stable Diffusion) lies not only in its powerful open source generation model, but also in its design of "low-code generation tools" (such as using natural language descriptions to generate advertising maps), so that "designers who can't write code" You can also enjoy the dividends of AI. This reveals to us that the ultimate goal of technology is to "reduce the threshold of use", not to "show off complexity".

3. Business wisdom: from "selling products" to "building ecology"

The sustainable business model must be a win-win for "users, enterprises and society". Industrial AI platform Uptake'sThe practice is worth learning from: it not only provides a "equipment failure prediction model" for factories (to help factories reduce downtime losses), but also shares anonymous "equipment operation data" with equipment manufacturers (such as Siemens) to optimize product design; at the same time, the platform collects shares from "reduced downtime losses". This closed loop of "data-value-ecology" has made Uptake's valuation exceed \$1 billion in 3 years.

4. Ethical responsibility: from "compliance bottom line" to "brand assets"

Today, with the proliferation of AIGC, "ethical responsibility" has become the core competitiveness of enterprises. Anthropic (Claude's developer) writes "safety alignment" into the product gene: its AI assistant will take the initiative to prompt "this suggestion is for reference only, please consult a professional" when it comes to "medical advice" and "legal issues"; When the content is generated, it will be marked "generated by AI". This ethical practice of "transparency + restraint" makes its trust 30% higher among enterprise customers than that of competitors (Gartner survey in 2024).

5. Continuous learning: from "experience-driven" to "cognitive iteration"

"Learning" in the AI era is not "listening to lectures and taking notes", but "reconstructing cognition with new tools". The CEO of Duolingo, an AI education company, once shared that when GPT-4 was released, the team took 3 days to dismantle its ability boundaries and found that "multilingual dialogue generation" was a short board, so it quickly adjusted the product strategy - upgrading "AI companion dialogue" from "rule generation" to "big model + field Knowledge base", user satisfaction increased from 75% to 90%. This proves that in the era of technological acceleration, "learning speed" is more important than "knowledge reserve".

7.6.1Anchor the direction in "change" and "invariance"

In the face of the wave of Agentic AI, the following five suggestions may help you take fewer detours:

Focus on vertical: be a "big fish in a small pond", not a "shrimp rice in a big ocean"

The popularity of large models makes the "universal ability" cheap, but the "depth of vertical scenes" is still scarce. For example, VetScan, a start-up company that focuses on "pet medical imaging diagnosis", has accumulated 500,000 cases of pet X-rays and ultrasounds in three years. According to (covering common diseases of dogs and cats), the diagnostic accuracy of its model for "dog hip dysplasia" has reached 92% (more than 85% of senior veterinarians). This "vertical deep cultivation" makes it more valued than most "general AI companies" on the pet medical track.

User Center: Replace "freshness" with "sense of value"

Users will not pay for "cool technology", but will pay for "solving real problems". The lesson of Moley, an intelligent kitchen AI company, is to be alerted: its early products focused on "robots to reproduce Michelin recipes", but users found that it was "complicated to operate and troublesome to clean", and the retention rate was only 15%; later, the team transformed to "generate customized recipes based on user health data (such as diabetes history) + automatically adjust salt" Sugar usage", the retention rate

of users increased to 60% due to "health value". This shows that technology is the means, and user value is the purpose.

Quick verification: replace "perfectionism" with "minimum risk trial and error"

The "quick verification" of AI entrepreneurship is not "blindly going online", but "obtaining the verification results of key assumptions at the lowest cost". When verifying the "intelligent pricing model", a retail AI company did not directly face all users, but selected 10 cooperative stores to do the pilot - through A/B testing (5 use model pricing, 5 maintain manual pricing), and in just 2 weeks, it was found that "the pricing effect of the model on promotional products is better than that of manual. However, it is easy to cause price wars on daily commodities, so as to quickly adjust the model strategy (daily commodity retention manual intervention). This verification method of "small range, short cycle and high feedback" has reduced the company's trial and error cost by 70%.

Team building: look for "complementary people" instead of "similar people"

The AI native team needs the composite ability of "technology + business + ethics". The team composition of a legal AI company is worth referring to: CTO is an NLP doctor (knowing technology), the CEO is a former law firm partner (knowing business), and COO is a

data privacy expert (knowing ethics). This "triangular ability" enables the team not only to develop a "contract review model", but also to understand the "real workflow of lawyers" (such as "priority review of breach of contract liability clauses"), and to ensure that "user contract data is not leaked". Data shows that the financing success rate of this composite team is 45% higher than that of the "pure technical team" (CB Insights 2024 report).

Long-term thinking: find a balance between "short-term survival" and "long-term value"

The "long-term thinking" of AI entrepreneurship is not "time", but "accumulating unrepeatable assets in rapid iteration". Waymo, an autonomous driving company, continues to accumulate "real road data" (covering 20 million miles of autonomous driving mileage) and "safe driving rule library" (including 100,000+ extreme scenario response strategies) despite the slow commercialization in the early days (only charging in 2023). These "long-term assets" make the accident rate 90% lower than that of human drivers when launching "all-unmanned taxis" in 2024, quickly grabbing the market.

7.6.2 Internet of Things: You and I are the creators of "commercial new species"

Standing at the crossroads of change, we are both witnesses and participants. Agentic AI is not a "flood of replacing human beings", but a "tool to liberate human beings" - it allows us to withdraw from repetitive labor and break through from information overload, so as

to focus more on "the most precious part of human nature": emotional connection, meaning creation, and self-realization.

The future business legend must belong to those entrepreneurs who "solve problems with the efficiency of AI and define value with the warmth of human nature". They may be:

Use AI to help rural teachers "personalize tutoring" educational entrepreneurs;

Agricultural technology people who use AI to optimize the supply chain and reduce food waste;

Product managers who use AI to design "barrier-free interaction" and make people with disabilities more equal...

These stories may not be "cool" enough, but they are "real" enough - solve problems truthfully, create value truthfully, and make the world better.

Finally, I want to say to every entrepreneur:

Technology will be outdated, but human needs will be eternal;

The model will be iterative, but user trust is difficult to build;

The wind outlet will disappear, but the long-term value will remain.

The future has come. Let's take the human nature. Awe, humility to technology, and adhere to value, together create a commercial legend that belongs to the AI era.

Because all great changes begin with "one person's belief in the possibility" and "a group of people's persistence in action".

And you are the starting point of the "possible".

Preview of the next chapter

When individuals complete cognitive reconstruction and entrepreneurs master the new business model, how can traditional enterprises cope with this change? How to transform from a traditional hierarchical organization to an intelligent collaborative network in the AGI era? Chapter 8 will deeply explore the path and methods of enterprise restructuring to help traditional enterprises find their own way of survival and development in the AGI wave.(End of Chapter 7)

Chapter 8 Enterprise Reconstruction - From "Science Layer System" to "Algorithm Collaborative Network"

Anti-common sense insight: "Enterprises in the AGI era are not getting bigger, but becoming more 'Intelligence' - Every employee is an AI-enhanced super individual."

The critical point of organizational evolution

Looking back at the changes of enterprise organizations in 2025, we will find a very interesting law: every time the technology breaks out, it is like "redoing the system" for enterprises - the industrial revolution has given rise to a hierarchical hierarchy, the information revolution has flattened the organization, and we are standing from AI from "tools" to "collaborative partners" During the transition period (2022-2025 to 2026-2027), a new organizational form is emerging - algorithmic collaborative network.

This is not as simple as changing the reporting process, but a redefinition of the "essence" of the enterprise. In the past, enterprises were like a big machine: people were executing parts, managers were manipulators, and information was a scarce "lubricating oil". However, in the AGI era, AI has become a "new part", people have

become "strategists", data has become "fuel", and algorithms have become "automatic transmission".

The key discovery:**In the future, enterprises will no longer be "a group of people working together", but "an intelligent collaborative network composed of people and AI". Whoever completes this upgrade of "organizational DNA" first will be able to win in the new era.**

8.1 "Decentralized" transformation of organizational structure

Decision-making power sinks: AI "hangs up" the front line

The decision-making of traditional enterprises is like "transmission of the edict": the high-level determines the strategy, the middle level is the "second hand, and the grass-roots level implements it according to the order. This model is quite effective in the era of little information and slow decision-making, but in the AGI era, it has become a problem of "stuck neck" - front-line employees can get market data and customer feedback in real time, and can also ask AI to help analyze. In many cases, they know better how to make decisions than executives sitting in the office.

Key change: the information is missing

For example, Amazon has long been playing with "two pizza teams" (there are so few people that two pizzas can be fed), and the

essence is to let the small team beat the board by itself. Now with AI, this model is smoother: each small team is equipped with an "AI trio" - data analyst (real-time market dynamics), strategic consultant (advise with historical data), risk evaluator (calculate risk returns in advance).

How to change it specifically? Power is divided into three layers

Strategic level (5%): executive management direction - corporate values and how to use resources, which are decided by others;

Tactical layer (25%): People discuss with AI - how to do specific activities, push products, AI gives plans, and people pat the board;

Operation layer (70%): AI can do it by itself - daily order processing, inventory adjustment, AI is faster than people and does not make mistakes.

Hieral flattening: the "transformation and survival" of the middle level

In the AGI era, the most "panic" is not the front-line employees, but the middle-level managers - AI is all-rounded by uploading and distributing, assigning tasks, and keeping track of progress. But in other words, it is more important for the middle level to become an "AI collaboration expert":

New Role 1: AI Coach

You need to understand the business and "adjust the parameters" for the team's AI - for example, if you find that users do not like to buy

products promoted by AI, you have to see whether the data is not fed correctly or the model should be upgraded; if you encounter a "biased door problem" that AI can't solve (such as customers suddenly want to customize the service), you have to do it yourself.

New Role 2: Human-machine Designer

You have to think about it clearly. Some work is handed over to AI, which one will get - for example, the "appeasement" of customer service has to be done by people, and the "check order status" AI is faster; it is also necessary to design a process to let people cooperate with AI without getting stuck, such as "AI screens out emergency complaints first, and then people follow up".

New Role 3: Team Connector

Cross-departmental collaboration opportunities have to rely on the middle level to "lead" - for example, the technical department and the marketing department should have their own work. If the middle level finds that "user feedback" data can help the technology optimize the model, it pulls both sides to work together; it is also necessary to "copy" the experience of one team to another team, such as "reducing the cost" of Department A. The method is taught to Department B.

Real case: Microsoft's "de-bureaucratization"

When Satya Nadella led Microsoft's transformation, he did something significant—breaking down departmental silos, building cross-functional teams, and shifting managers from "controlling you" to "supporting you." In Microsoft's teams today, AI tools can assist in decision-making, and managers are more like "resource supporters" rather than "order-givers."

Team modularization: "Transformers" mode of small team + AI

Traditional enterprises are like "big machines", and each department is a fixed part; enterprises in the AGI era are like "ecosystems", and each small team is an "independent species" that can adapt to the environment by itself.

How to design a modular team?

Full function: Each small team can complete tasks independently - such as making an APP function, from demand analysis to development and launch, the team can do it by itself;

Interface communication: Teams use a unified "language" to collaborate - for example, the data format and standards given by Team A to Team B are set in advance without repeated communication..

Can evolve: The team can optimize itself according to user feedback - for example, if the user says "the page is too complicated",

the team will change it immediately without waiting for high-level approval..

Scalable: when business is busy, it can add people and resources; when it's slow, it can "scale down" — for instance, during peak sales periods, deploy more teams for support; in usual times, merge (teams) to save costs.

Case Reference: Spotify's "Tribe-Team"

Spotify's organizational model is known as the "rudiment" of the AGI era:

Squad: 8-12 people, can develop products independently, with AI as a "little assistant" - AI analyzes what songs users like to listen to, assists in writing code, and monitors product data. Tribe: several teams to share resources and experience; Chapter: a "skill community" across teams - such as regular communication between all programmers; Guild: a larger "knowledge circle" - such as the product managers of the whole company to discuss trends together.

8.2 The transformation path of different industries

Manufacturing industry: from "making standard parts" to "making customized models"

There are two directions for the AGI transformation of the manufacturing industry: smarter production and more considerate service.

Intelligent production: from "one-size-fits-all" to "private customization"

In the past, things were made by "large quantity and cheap", but now they rely on "tailor-made". How to do it? Digital twin factory. Make a "virtual split" for the production line and simulate production in real time - for example, try it in the virtual factory before adjusting the machine parameters to save problems with the real machine; it can also predict when the equipment will be broken and repair it in advance.. AI scheduling system: more or less orders, AI automatically adjusts the production order - for example, suddenly an urgent order, AI can figure out how to insert orders without delaying other orders.. Flexible production line: The machine can quickly "transform" - for example, make a mobile phone case today, make a headphone case tomorrow, change the machine module, adjust the parameters, and start work in half an hour.

Service intelligence: from "selling equipment" to "selling solutions"

GE's transformation is very typical: generators used to be sold, but now they are charged according to "how many hours are used"; through sensor data, they know in advance that the machine is going to break down and take the initiative to repair them; they can also

analyze how to run the machine to save the most electricity and help customers save costs.

How do people change?

Engineer: from "drawing machine" to "integrated system" - such as connecting AI, sensors and machines;

Melt Sales: from "selling equipment" to "solving problems" - for example, helping customers calculate "how much electricity bills can be saved with this machine";

After-sales: from "repair if broken" to "optimization in advance" - such as regular "physical examination" of the machine and adjustment of parameters.

Retail industry: from "unmanned store" to "understanding your store".

The core of the AGI transformation of the retail industry is "service is more understanding" - it used to be "this is how everyone buys", but now it is "tailor-made recommendation for you".

Unmanned operation: full efficiency

Intelligent supply chain: AI looks at historical data, seasons and hot spots to predict what you want to buy - for example, summer is coming, AI knows that you may need to buy sunscreen and stock up in advance;

Unmanned store: swipe your face to enter the store, take the things and leave directly, and the system will automatically check out the bill; you can also push the goods you may like according to your shopping history;

Intelligent logistics: drones deliver light things (such as takeaways), self-driving cars deliver heavy things (such as household appliances), and express cabinets are waiting for you to pick up 24 hours a day.

Super personalized service: I know you better than you

Draw a "three-dimensional portrait", AI looks at what you have bought, what you have shopped, what you have talked about on social platforms, and even whether you are at work or at home, and knows what you "may want now".

Real-time recommendation: You visit the online store, what AI pushes is not "everyone buys", but "you may like it" - for example, if you have just searched for a stroller, AI may push "stroller cover"; if you are a student, AI may push "discounted";

Case: Amazon's "ship first without placing an order"

Amazon has a "predictive distribution" patent - you may not have placed an order for shampoo yet, but AI will send the goods to your community's express cabinet in advance when you see that you

are running out of use, or have searched recently. When you place an order, you will receive it on the same day.

How do people change?

Clerk: From "selling things" to "Serve Experience" - for example, there is a "makeup test area" in the store, and AI will help you choose the lipstick color;

Buyers: from "picking goods" to "analyzing data" - for example, AI says that "young people like to buy national trends", so buy more national trends;

Store manager: From "management operation" to "adjustment method" - for example, if you find that the goods pushed by AI can't be sold, you have to see if the model should be upgraded.

Financial industry: from "relying on people's trust" to "relying on algorithms"

The core of the AGI transformation of the financial industry is "trust is more reliable" - it used to be "trust account manager", and now it is "trust algorithm accuracy"; service is more considerate - it used to be "buys the same financial management for everyone", and now it is "customized solutions for you".

Intelligent risk control: from "patting the head" to "looking at data"

Multi-dimensional risk: AI not only depends on whether you are overdue, but also on where you usually spend, who borrow money from, and even whether the industry is good recently;

Real-time risk monitoring: You transfer a large amount of money, and AI will immediately check whether it is "abnormal operation"; you buy stocks, and AI calculates your portfolio risk in real time;

Dynamic pricing: people with low risk have low loan interest; people who drive steadily have low car insurance premiums.

Robot financial manager: 24-hour "private consultant"

On call: No matter what time, if you want to ask "Can you buy funds now", AI will give you advice immediately; if you want to buy stocks impulsively, AI reminds you "don't follow the trend";

Tailor-made: according to your risk tolerance, goals (such as "buying a house in 3 years"), and even tax situation, you will be allocated funds and stocks;

Management for a lifetime: From "saving education funds for children" to "how to spend money after retirement", AI can help you plan.

Case: Ant Financial's "Smart Financial Management"

Ant's balance treasure, AI can optimize the allocation of monetary funds and make profits more stable; Ant Wealth can

promote suitable financial management according to your income and age; fixed investment assistant can remind you that "now the market has fallen, invest more" or "it has risen too much, it's time to take profits".

How do people change?

Financial consultant: from "selling products" to "planner" - for example, helping you calculate "how much money is needed for retirement and how to save now";

Risk controller: from "set rules" to "Transfer Model" - for example, teach AI to identify "which transactions may be fraud";

Customer service: from "answering questions" to "optimizing experience" - such as collecting feedback from users on AI suggestions to make the model more understand people.

Conclusion: Organizational restructuring, no end point

The evolution of enterprises is not "one-time upgrade", but "continuous patching". In the AGI era, the competitiveness of enterprises is not "large-scale and rich in resources", but "becoming faster and innovative".

Enterprises that begin to reconstruct first will be like "trees that sprout early" and occupy the sunshine; those that stick to the old model may be "eliminated" by the times. The key is to remember: The future enterprise is not "manager", but "coordinated intelligence" -

everyone is an "enhanced version" of AI, each team is an "intelligent node", and the whole enterprise is a "learning system".

Preview of the next chapter

Enterprise organizations have changed, and individuals must also be able to collaborate with AI. But the AGI era is full of uncertainty. How to detect risks in advance? In the next chapter, let's talk about the "'black swan' early warning system in the AGI era".

(No.Eight chapters are over)

Chapter 9 Risk Control - "Black Swan" Early Warning System in the AGI Era

Anti-common sense insight: "The biggest risk in the AGI era is not technology out of control, but blind trust in technology."

There is an old story: frogs are slowly boiled to death in warm water because they don't notice that the water temperature is changing. We are like this frog now - when enjoying the convenience brought by AI, we rarely think that we are experiencing the most "hidden" risk restructuring in human history.

Traditional risk management thinks that "risk can be calculated and controlled", but the risk in the AI era is like "biological mutation" - a small change may cause the "big collapse" of the whole system.

Key discovery: The biggest risk in the AGI era is not that AI is "out of control", but that we "lost our original ability" because we believe in AI too much.

9.1 Five types of core risk identification

.Technical risk: the "black box" trap of AI

AI is like a "black box", and you don't know why it "does this".
What are the specific risks?

AI "nonsense", AI may generate the information of "looking right but all wrong" - for example, recommending "cold medicine" to you, but it is actually for high blood pressure..The more you use it, the more accurate it is.,After a long time, AI may be "obsodated" - for example, after the epidemic, people prefer to buy masks, and AI is still promoting "sunscreen".Being "bad" by others,Some people deliberately "feed fake data" to AI to make wrong judgments - for example, changing the road sign so that the self-driving car "can't see" pedestrians.In 2024, a bank's AI risk control system "feels" that the poor are at high risk because "the poor have few loans in the training data". As a result, it refused 30% of qualified loans and released 15% of high-risk loans, losing hundreds of millions.

A deeper issue: AI bias is actually "a shadow of human society" — it merely amplifies the discrimination in historical data (e.g., "more men get promoted") in a more subtle way.

Economic risk: the gap between the rich and the poor is "widening"

AGI may make "the rich richer and the poor more difficult":

Work "big shuffle": 40% of "intermediate skills" workers Work (such as general accounting and customer service) will be replaced by AI; the salary of high-skilled jobs (such as AI engineers)

will increase by 50%, and the salary of low-skilled jobs (such as cleaning) will increase slowly;

- Money "flows to capital": companies with AI technology earn more, and the proportion of wages of workers is getting lower and lower;

- Monopoly is more serious: a few AI giants may "eat" data and technology, and it is more difficult for small companies to live.

- Social risks: "digital divide" becomes "digital crack"
AGI may divide society into "AI natives" (can use AI) and "AI refugees" (can't use):

- Unequal opportunities: AI recruitment may "not like" women and the elderly; AI recommends universities and may "ignore" rural students;

- Privacy "run naked": Your location, consumption and chat records may be "picked out" by AI, and even used to "calculate you" - for example, knowing that you need money urgently, you can push up interest loans;

- Information "cocoon house": AI only pushes what you like to hear, and you can't "see" different sounds more and more.

Psychological risk: the hidden worry of "being stupid"

Relying on AI too much, people may "degenerate":

- Too lazy to use your brain: Remembering things depends on AI, thinking depends on AI, and gradually "can't think" by yourself;

- Attention is "fragmented": The information pushed by AI is short and exciting, and you can't calm down to read long articles;
- Anxiety "escalation": I'm afraid of being replaced by AI, I'm afraid that the decisions made by AI are "unclear", and even relying on AI to chat with people, and I "can't express my feelings".

Ethical Risk: "Values Fight"

The "three views" of AI may be different from that of people, causing contradictions:

- Responsibility is "unclear": Whose fault is it that AI drove into someone? The medicine recommended by AI is bad. Do you blame the doctor or AI?
- Cultural "conflict": What AI thinks is "no problem" in country A may "compensate a big taboo" in country B - for example, the advertisements promoted by AI may be "too open" in conservative countries;
- People who are "not like people": Over-reliance on AI, people may become "too rational" and have no compassion - for example, AI says that "it's more economical to fire old employees", and people may really do so, not thinking about the hard work of old employees.

9.2 Risk response between individuals and enterprises

Individual: "Insure" yourself

Don't be "single-threaded": Don't be the same - for example, programmers must also be able to communicate with people; accountants must also learn to use AI to analyze data. It is best to have "T-type skills": have a "deep" major, can also "wide" connect with other fields, plus the ability to "collaborate with AI".

Data "strict management": don't give personal information casually - for example, the APP needs "address book permission" and think about "do you really need it"; check privacy settings regularly - for example, turn off "precise advertising recommendation"; learn to "export data" - for example, you can copy your health data from your smart watch.

"Exercise more" for your brain: Leave 15 minutes every day "no AI" - for example, think about "what to do today" in the morning; Read a paper book every week; "count" every month Word detoxification" one day - no AI, no mobile phone, force yourself to "use your brain".

Enterprises: "shackles" AI

Regular "check AI": high-risk AI (such as risk control, recruitment) is checked once a month - to see if it is unfair to different groups and whether the prediction is accurate; medium-risk (such as recommended goods) is checked quarterly; low-risk AI (such as automatic reply) is checked every year.

Key decision-making "human checkpoint": AI can make suggestions, but important things (such as dismissal of employees, large loans) must be confirmed; when AI and people have different opinions, write them down and analyze them;

9.3 Risk Early Warning System Design

Early warning indicators: "install monitoring" for risks

To detect risks in advance, keep an eye on several key "weather cloud maps" like "weather forecast":

Technical indicators: Is AI "the more you use it, the more stupid it is"? For example, has the error rate suddenly increased? Is the algorithm becoming more and more "eccentric" (such as only promoting expensive goods)? Is the data getting more and more "dirty" (such as a lot of fake information in user feedback)? Are there more system vulnerabilities?

Economic indicators: Is money "piling up" into the AI industry? Is there anyone who "speculates the concept of AI"? Does the work of intermediate skills "disappear faster"? Is the income gap between the rich and the poor "widened"?

Social indicators: Is it true that only a part of people can use AI well? Do you distrust AI more and more? Is there always a fuss about "AI is unfair" on the Internet? Is there more and more news about privacy leakage?

Psychological indicators: Are you more and more inseparable from AI? For example, AI must be used to write a report, and it is "stuck" to write it yourself? Is attention becoming more and more "fragmented"? Are you always worried about being "replaced by AI"?

Dynamic Risk Assessment: Risk "Real-time Weather Forecast"

The risk is not "accumulation once", but should be constantly adjusted according to the new situation like the "weather forecast".

How to calculate? Use "Bayesian Network"⁷ - To put it simply, it is "continuously correct the risk probability according to new information". For example, if it is found that AI has been pushing the wrong drug (new information) recently, the risk probability of "medical AI error" should be increased; if the enterprise begins to check AI (new information) regularly, the risk probability may be lowered.

Specific formula: comprehensive risk value = probability of risk occurrence $\times$ destructive power of risk $\times$ speed of risk diffusion $\times$ duration of risk. For example, if "AI leaks privacy" is highly likely, destructive (such as leaking 1 million people's

⁷ A probabilistic graphical model that continuously revises risk probabilities with new information to achieve dynamic risk assessment (e.g., adjusting the risk probability of "medical AI making errors" based on AI error rates).

information), spreads quickly (information is resold), and lasts for a long time (influence for several years), the risk value is very high.

How to update?

Real-time data: for example, collect AI error rate and user complaint data every day;

Experts "correct bias": find AI engineers and sociologists to discuss together, such as "Is this risk underestimated?" ;

Learn from history: For example, "an AI recommendation system discriminates against women" before, which increased the weight of such risks.

Utility: Risk "Self-Check List"

Personal version of self-check list (check it to see if you are at high risk).

☐ Can I complete the core work independently without AI? (For example, write a report and make a plan)

☐ Do I use AI for more than 8 hours a day? (For example, check information, write emails, and make forms)

☐ Do I rarely "digital detoxification"? (For example, I haven't tried without AI for a week)

☐ Have I never doubted the advice of AI? (For example, AI says "this plan is good", and I use it directly)

☐ Is my core skill "AI can learn quickly"? (For example, general translation, basic design)

- Can I only "use AI" and can't "tech AI"? (For example, it can't adjust parameters or raise requirements)
- Have I not learned anything new for half a year? (For example, I didn't learn new software or new skills)
- Do I only do "my own part" and don't know anything about other fields? (For example, programmers don't understand user needs)
- Do I know which APPs collect my information? (For example, location, address book, chat history)
- Do I check the privacy settings regularly? (For example, turn off "accurate advertising" and "address book recommendation")
- If the data is leaked, do I know how to "remediate"? (For example, change the password and contact the platform)
- Do I understand the Personal Information Protection Law? (For example, knowing that "information collection requires my consent")

Conclusion: Find a "sense of certainty" in uncertainty

Risk control in the AGI era is not to "drive away all risks", but to "find a balance between risk and benefit".The key is to remember three "certims":

Risk and opportunity are "twins": the risk brought by AI often hides opportunities - for example, the risk of "AI alternative

work" also means the opportunity of "new jobs" (such as AI trainers).

It is cheaper to "prevention" in advance than to "make up for it afterwards": when AI leaks data and then remedy it, it may cost a lot of money; when employees are replaced by AI, it may be too late to train.

A person "can't bear it", he has to "do it together": individuals have to learn skills, enterprises have to manage AI, society has to set rules - just like "driving", drivers must be able to drive, car enterprises have to make safe cars, and the government has to set traffic regulations.

Suggestions for action:

- Personal: Don't "walk on one leg", have more skills, exercise your brain more, and control your data strictly;
- Enterprises: "take AI risks" "take", regularly check AI, check key decision-makers, and have a plan for problems;
- Society: set rules (such as AI ethical standards), teach everyone (such as popularizing AI knowledge), and discuss together (such as letting ordinary people participate in AI policy formulation).

In this era of "change is faster than plan", the only certainty is: embrace change, but don't "close your eyes"; enjoy AI, but don't "lose yourself".

Preview of the next chapter

Knowing the risks and coping strategies, how to turn these into concrete actions? In the next chapter, let's talk about the practical guide of "100 Days from AI Xiaobai to AI Collaboration Expert". Give a specific example of how the Bayesian network works? How does the risk warning system respond to changes in risk? What are the applications of Bayesian network in other fields? (Chapter 9 is over)

Chapter 10 100-Day Action Plan - From Xiaobai to AI Collaboration Expert

Counter-common sense insight: "Mastering AGI doesn't need to be a programmer, what you need is to be AI psychologist' - understand the ability boundaries and thinking patterns of AI.

From cognitive change to behavior change

After reading the previous 9 chapters, you may have a new understanding of the AGI era. But cognitive change is only the first step. The real value lies in turning cognition into action and theory into practice.

In the rapidly changing AI era, especially when we are in the critical period of transition from the tool era (2022-2025) to the collaborative era (2026-2027), the half-life of learning is getting shorter and shorter. Instead of spending years on systematic learning, it is better to take 100 days to iterate quickly, learn in practice, and evolve in learning.

This 100-day plan is not a traditional skill training, but a comprehensive system of cognitive reconstruction + capacity building + value creation. Our goal is not to make you an AI expert, but to make you a super individual in the AI era.

Core insight:**Super individuals in the AI era are not the ones who know the technology the most, but the ones who can use AI to amplify their abilities the most;Not those who are replaced by AI, but those who cooperate with AI to create value; not those who passively adapt to change, but those who actively lead change.**

10.1 Three-stage capacity-building path

The first stage (1-30 days): basic cognitive building

Stage goal: from AI Xiaobai to AI understanding

Core task: establish a correct understanding of AI and master the basic AI collaboration skills

Week 1: Understanding the basic principles and application scenarios of AI

Learning Objective: Understanding the basic working principle of AI,Identify the types of tasks that AI is good at and not good at,Understand the functions and characteristics of the current mainstream AI tools.

Daily tasks:

- Day 1-2: Watch AI science popularization videos to understand the basic concepts of machine learning
- Day 3-4: Try 5 different types of AI tools

- Day 5-6: Read 10 AI application cases and analyze the success factors

- Day 7: Summarize this week's learning and write down the preliminary understanding of AI

Practical exercises:

- Use ChatGPT or Doubao, deepseek to complete a work task and record the process and results

- Create a work with AI image generation tool

- Make an audio content with AI audio tools

Evaluation criteria:

- ☐ Be able to explain the working principle of AI in simple language

- ☐ Be able to identify which tasks are suitable for AI to complete

- ☐ Be familiar with the basic functions of at least 5 AI tools

Week 2: Master the basic use of mainstream AI tools

Learning Objectives:

- Proficient in using 3-5 core AI tools

- Understand the advantages and limitations of different AI tools

- Establish the selection and use standards of AI tools

Daily tasks:

- Day 8-9: Deep Learning Deepseek/Claude's usage skills

- Day 10-11: Master the AI image generation tool (Kling/DALL-E)

- Day 12-13: Learn AI video/audio production tools (nano AI)
- Day 14: Organize the personal AI toolbox and establish a user guide

Practical exercise: Use AI tools to complete a complete creative project, Compare the performance of different AI tools on the same task, Establish a personal AI tool evaluation framework.

Evaluation criteria: □ Proficient in using at least 3 AI tools □ Able to choose appropriate AI tools according to the characteristics of the task □ Establish personal AI tool usage specifications

Week 3: Learn the core skills of prompt engineering

Learning Objectives: Master the basic principles of prompt word design, Learn to use advanced prompt word skills, Prompts that can design complex tasks.

Daily tasks:

- Day 15-16: Learn the basic structure and grammar of prompt words
- Day 17-18: Practice role-playing, step-by-step reasoning and other advanced skills
- Day 19-20: Design prompt templates for complex tasks
- Day 21: Establish a personal tip thesaurus

Practical exercise: Design 10 prompt templates for different scenarios, Use prompt word engineering to solve a complex work problem, Share and exchange the experience of prompt words with others.

Evaluation criteria: □ Master the basic principles of prompt design □ Be able to use at least 5 advanced prompt skills □ Establish a personal prompt template library

Week 4: Establish the quality assessment ability of AI output

Learning Objectives: Learn to identify the quality problems of AI output, Establish a verification and correction mechanism for AI output, Cultivate critical thinking to evaluate AI suggestions.

Daily tasks:

- Day 26-27: Establish the verification process of AI output
- Day 28: Summarize the learning results of the first stage

Practical exercise: compare AI output and professional data to identify differences, Design AI output quality checklist, Establish a decision-making reference framework for AI suggestions.

Evaluation criteria: □ Able to identify common problems of AI output □ Established an AI output quality evaluation system □ Cultivated critical thinking about AI suggestions

Summary and evaluation of the first stage:

- Complete the AI basic ability test (20 multiple-choice questions + 5 practical tasks)

- Write 1000 words of AI learning experience

- Formulate a personal learning plan for the second stage

The second stage (31-70 days): in-depth collaborative training

Phase Goal: From AI Understander to AI Collaborator

Core task: in-depth application of AI in practical work to establish a working mode of human-computer collaboration

Week 5-8: Practice human-computer collaboration at work

Learning Objective: Deeply integrate AI tools into daily work, Establish an efficient human-computer collaborative workflow, Improve work efficiency and quality.

Weekly tasks:

Week 5: The AI transformation of document and communication tasks: using AI to assist in writing emails, reports, and proposals; using AI to take meeting minutes and generate summaries; using AI to optimize presentations and charts.

Week 6: The AI transformation of analysis and decision-making tasks: using AI for data analysis and visualization; using AI to assist in market research and competitor analysis; using AI to support decision-making and risk assessment.

Week 7: The AI transformation of creative and design tasks: using AI for creative conception and brainstorming; using AI to assist in design and content creation; using AI to optimize user experience and product design.

Week 8: The AI transformation of learning and growth tasks: using AI to develop personal learning plans; using AI to assist in skill training and knowledge management; using AI to conduct self-reflection and improvement.

Daily practice: Complete at least 3 work tasks with AI, Record the effects and problems of AI collaboration, Optimize the process and method of AI collaboration.

Evaluation criteria: □ AI tools have been deeply integrated into daily work □ work efficiency has been improved by more than 30% □ stable human-computer collaboration mode has been established

Week 9-10: Develop personal AI workflow

Learning Objectives: Design an AI workflow suitable for yourself, Establish personal AI collaboration standards, Form a replicable AI application mode.

Week 9 Task: Workflow Design and Optimization, Analyze personal work characteristics and design AI workflow, Test and optimize the AI workflow, Establish a standardized template for AI workflow.

Week 10 Task: Workflow Solidification and Promotion, Solidify AI workflow into a daily habit, Share AI workflow experience with colleagues or friends, Summarize the results of the second stage and prepare for the third stage.

Practical Project: Design a complete AI-assisted project management process, Establish an AI system for personal knowledge management, Create an AI-assisted learning and growth system.

Evaluation criteria: ☐ Establish an individual's own AI workflow
☐ AI collaboration has become a daily work habit ☐ Be able to guide others to use AI tools

Summary and evaluation of the second stage:

Complete the AI collaboration ability test (actual project evaluation)

Make personal AI workflow diagrams and explanatory documents

Collect quantitative data to improve work efficiency

The third stage (71-100 days): value creation breakthrough

Stage Objectives: From AI Collaborators To AI Value Creators

Core task: Use AI to create unique value and build a personal or business competitive advantage.

Week 11-13: AI-driven innovation projects

Learning Objective: Identify the innovative opportunities of AI in the personal field, Design and implement AI-driven innovative projects, Verify and iterate the value of the project.

Weekly tasks:

Week 11: Opportunity Identification and Project Design, Analyze the application opportunities of AI in personal professional fields, Design an AI-driven innovative project, Formulate project implementation plans and success criteria.

Week 12: Project Implementation and Prototype Development, Start implementing AI innovation projects, The minimum feasible product (MVP) of the development project, Collect preliminary user feedback and data.

Week 13: Project Optimization and Value Verification, Optimize the project according to feedback, Verify the value and business potential of the project, Prepare the promotion and expansion plan of the project.

Project Example: AI-Assisted Personal Brand Content Creation System, AI-driven industry analysis and consulting services, AI-enhanced educational training course design.

Evaluation criteria: ☐ Complete an AI-driven innovative project ☐ Verify the actual value of the project ☐ Obtain positive feedback from users or customers

Week 14: Summary of results and future planning

Learning Objectives: Summarize the results of 100 days of learning and practice, Formulate a long-term AI capability development plan, Establish a mechanism for continuous learning and improvement.

Organize 100-day study files and portfolios, Formulate an AI learning and application plan for the next year, Establish a community network for AI learning and practice, Celebrate the achievements, share experiences, and start a new journey.

Final evaluation: complete the comprehensive ability assessment test, Make a personal AI ability development file, Obtain the competency certification of peers or experts.

Practical Tools: 100-day Learning Toolkit

Learning tracking table

Daily learning record:

Date: _____ Learning Content: _____ Use Tools: _____

Practical Project: _____ Problems: _____ Solutions: _____

Experience: _____

Weekly progress assessment:

Week _□ Achievement of this week's goals: _□ Tool mastery:
_□ Project progress: _□ Area that needs to be improved: _□ Next
week's key plans: _____

Conclusion: Become a super individual in the AGI era

100 days is just the beginning. Real AI collaboration experts grow in continuous practice. These 100 days will build a solid foundation for you, but more importantly, cultivate the ability to learn continuously and adapt to change.

The key elements of success:

Continuous practice: actually use AI tools every day

Reflection and Summary: Regularly Review and Summarize Lessons

Share and communicate: share experiences with others and learn best practices

Innovation Exploration: Continuously explore new application scenarios of AI

Stay curious: keep an open mind to new technologies and methods

Suggestions for action:

Start immediately: Don't wait for the perfect time, start from today;

Run with small steps: make a little progress every day, and you will be surprised by your growth after 100 days;

Practice-oriented: theoretical learning should be combined with practical application;

Record growth: record the learning process and witness your own transformation;

Continuous optimization: adjust the learning plan and methods according to the actual effect.

May you not only master the skills of AI collaboration in this 100-day journey, but more importantly, build a future-oriented thinking pattern and ability system. In the wave of the AGI era, become the super individual who can harness technology and create value.

Preview of the next chapter

In the process of learning and practicing, you may encounter various confusions and challenges. The last chapter will answer your questions and provide solutions to common problems, so that your AI learning path will be smoother.

(End of Chapter 10)

Chapter 11 Common Coping Strategies - A Wisdom Guide in the AGI Era

Anti-common sense insight: The smartest person in the AGI era is not the "omniscient" of astronomy and AI, but a clear person who can clearly distinguish "what to ask AI and what to believe in yourself".

Wisdom lies in "knowing the boundaries"

Have you had these entanglements in the past two years of using AI? - "Will AI steal my livelihood?" What should I do if I don't know how to learn new tools?" Is what AI said reliable or not?" ...These problems, on the surface, are technical problems, but in fact there are deeper "cognitive questions", "psychological problems" and "strategic battles".

The wisdom of the AI era is not "knowing everything", but "asking the right questions" - for example, "Is AI good at this?" Can my own intuition make up for the omission of AI?"

11.1 Eight Common confusing answers

Confusion 1: Are you always afraid of being robbed of your livelihood by AI?

Essence: Anxiety about whether I can still go to work tomorrow.
The heartbreaking truth: AI is not here to "rob", but to "change the

rules".It will eliminate "mechanical duplication" work, but it will give rise to new positions of "human-computer collaboration".

Solution ideas: Don't be "hard" with AI and "team up" with it.

How to do it specifically?

Redefine "what can I do": No matter how powerful AI is, it can't do the "human" work of "creativity, sympathy, and patting the board".For example, when writing advertising writing, AI can list 100 titles, but you have to decide which one can impress people..

When the "commander" of AI,Learn to use AI to do chores (such as organizing data and writing meeting minutes), and use the saved time to do "high-value" things (such as analyzing the user needs behind the data).

Skills "multi-backup": Don't just rely on one trick - in addition to bookkeeping, accountants must use AI to analyze financial risks; designers must use AI to generate the first draft of inspiration in addition to drawing.

Real case: There was a financial guy who used to spend 8 hours a day posting invoices and data, for fear of being replaced by AI. Later, he learned to use AI to automatically reconcile accounts and saved time to help the boss analyze "which kind of customer's

repayment is slow" and "which product is expensive". Now he has become the boss's "strategic staff" and was promoted last year.

Confusion 2: AI tools can't learn, what should I do?

Essence: Fear of "the technical threshold is high, and I can't keep up".

Misconception: Do you think you can write code with AI? Wrong! Nowadays, AI tools are like "intelligent translators", and the key is "to chat with it", not "understanding its principle".

Solution: "Use it" first, don't "learn the theory".

Specific steps:

Get started with "Fool Tools", Try it first. All kinds of chat AI Free version, Wenxin's words, enter "write a leave note for me" and "summarize this article", which is simple and fun..

Set small goals and build up confidence: learn to "let AI write emails in the first week", learn "let AI change PPT" in the second week, and praise yourself for every thing you do - "I can do it!".

Copy the homework and get started quickly: Seeing that my colleague made a beautiful picture with AI, I directly asked, "Why did you let AI do this?"; Swipe to the short video of "AI prompt word skills" and practice with it.

Learning road map:

Week 1: Learn to "speak human language" - for example, enter "write a thank-you text message to customers in a colloquial way";

Week 2: Learn to "request" - such as "be more lively and add an emoji";

Week 3: Use it in work - such as using AI to sort out meeting minutes, saving half an hour;

Week 4: Optimization - For example, it is found that the scheme written by AI is "too official" and teaches it to "change it to a big word that customers can understand".

Confusion 3: Does it cost a lot of money to learn AI?

Essence: afraid of "investing a lot, hitting the water".

Truth: Most AI tools have free versions, which are enough for personal use; paid versions are like "members", and you can consider them when they are used smoothly.

Solution to the idea: "0 cost to test the water, and spend money when you use it smoothly".

Specific operation:

Free resources are preferred: use Nanometre Write writing in the free version, use DeepSeek to make tables, and use the AI editing function of clipping - all of these are free of charge;

"Try the value" with the free version: for example, make a poster with a free AI tool, the customer praises it as "good-looking", and then consider buying the "advanced template" of the paid version;

Calculate the pen "understand the account": Record how much time AI has saved you - for example, in the past, it took 2 hours to write a weekly report, but now AI can do it in half an hour. The 1.5 hours saved can do more customer follow-up, and maybe you can sign more orders.

Confusion 4: Do you believe what AI says or not?

Essence: Afraid that "AI is talking nonsense and cheating itself".

The truth: AI will "make up" - for example, if you let it "write a recipe of the Tang Dynasty", it may write "scrambled eggs with tomatoes" (which was only introduced to China in the Ming Dynasty); it will be "biased" - for example, "most of the programmers are male" in the training data, and it may "ignore women" when recommending resumes.

Solution ideas: give AI "insurance" - "check more, ask more questions, and use your brain more".

Specific methods:

Cross-verification: ask the same question with two AI tools - for example, ask Steamed bun stuffed with sweetened bean paste "Which hot pot restaurant in Beijing is delicious?" Ask Wen Xin again to see if the answer is about the same;

Check the facts: check the key information (such as "the side effects of a drug") to the authoritative website (such as the State Drug Administration);

Logic: AI says that "this plan can save 30% of the cost", think about "how does it calculate?" Did you miss anything?" ;

Find an expert: AI said, "You may have XX disease." Go to the hospital quickly. Don't believe it yourself.

Checklist (meditate when something happens):

- Where did this information come from? Is it reliable?
- Does the logic make sense? For example, "saving 30% of the cost", how to save it specifically?
- Does it come with the fact that I know? For example, "Were there tomatoes in the Tang Dynasty?"
- Is there a bias towards a certain type of people? For example, "only promote expensive products"?

Confusion 5: Will I be lazy to use AI?

Essence: Afraid of "the brain will rust and become stupid".

Truth: AI is a "tool", not a "nanny" - you let it "write a report", it is "help you build a framework", not "think about content for you"; you let it "find information", it is "help you screen information", not "do analysis for you".

Solution idea: Let AI "do it" and "do it" by itself.

Specific practice:

The division of labor is clear: AI does "physical work" (sorting data and writing the first draft), and you do "brain work" (analyzing data, revising manuscripts);

Regular "brain exercise": leave 15 minutes every day "no AI" - for example, make your own "Today's plan" in the morning, and don't let AI help you;

Set up a "use boundary": make important decisions (such as "whether to resign" and "which offer to choose"), think clearly by yourself, don't listen to AI;

Weekly "off-network day": choose a day without AI tools, force yourself to "work your brain" - for example, write articles and find information by yourself, don't let AI search.

Confusion 6: There are so many AI tools, which one to choose?

Essence: Afraid of "picking flowers and choosing a useless one".

The truth: It's not that "the more expensive the tool is, the better", but "the more suitable for you, the better" - Doubao for writing, Dream for drawing, and Runway for video, each has its own ability.

Solution: "Try first and then buy, choose according to your needs".

Specific steps:

Think clearly about "what problem to solve": is it writing? Make a picture? Or analysis of data? Don't be greedy, solve the most urgent problem first;

Column "Tool Selection Standard":

Is it good to use? (For example, whether the interface is simple and how fast it is to learn);

Isn't it cost-effective to row? (Is the free version enough? Is the paid version expensive)?

Is it accurate? (For example, do customers like to read the writing written by AI);

Try first: For example, if you want to find "AI copywriting tools," first try the free versions of Doubao and Wenxin Yiyan to see which one suits the clients' taste better;

Decide after comparison: After using it for a week, if you find that Doubao's writing is "more vivid," then decide on it; if you find that "it always goes off topic," switch to another one.

Confusion 7: Is the content generated by AI copyrighted?

Essence: I'm afraid that "using AI things will be infringed by the defendant".

Truth: The content generated by AI is "not legally copyrighted", but it "copied" the content in the training data - for example, the diagram generated by AI may "draw" from other people's paintings, and commercial use may cause trouble.

Solution: "Use cautiously, keep evidence, and ask the lawyer".

Specific practice:

Don't directly "freeload" for nothing: the content generated by AI should be used by yourself (such as posting on WeChat Moments); for commercial use (such as printing on product packaging), it's better to change it - for example, AI draws a flower, you add a leaf and change the color;

Keep "creation records": When generating content with AI, save "conversation records" (for example, the prompts you gave to AI, the revision process). In case you are asked "Is this your original work?", it can prove "I participated in the creation";

"Ask a lawyer" before commercial use: If it is a large project (for example, making a publicity poster for the company), ask a lawyer to see if "can this content be used?"

Confusion 8: Will privacy be leaked with AI?

Essence: I'm afraid that "AI will steal my information and do bad things".

Truth: It is indeed risky to use AI tools, but "be careful, you can avoid pitfalls" - for example, do not use AI tools under public WiFi, and do not enter sensitive information such as "ID number, bank card".

Solution ideas: "give less information, choose reliable tools, and check regularly".

Specific operation:

Look at the "Privacy Policy": Before using the AI tool, see if it "will sell your information to others" - for example, choose the tool that "clearly says that user data will not be disclosed".

Give less "sensitive information": when writing copywriting, do not enter "customer mobile phone number and address"; when making forms, use "desensitized data" (for example, change "Zhang San" to "user A").

Regularly "clear records": use up the AI tool and delete the historical dialogue - for example, click the "clear history" button of ChatGPT..

Use the "Enterprise Edition"Safer: If it is for work, let the company buy the "enterprise version of the AI tool" (for example, Dingding's AI, the data is in the company's server, which is safer).

Confusion 8: When using AI, will privacy be leaked?

In the AGI era, the most powerful people are not "technical masters", but "people who can use AI, understand boundaries, and have temperature".

Remember these points:

Stay curious: When you see the new AI tool, don't hide, try "what can it do for me".

Learn to judge: What AI says, ask more "why?" Is that right?"

Don't rely too much: think about important things by yourself and talk to others..

Continuous learning: AI is changing, and your skills should also be "updated" - for example, learn to "write copywriting with AI" this year, and learn to "analyze users with AI" next year..

Communicate more: Talk to colleagues and friends about "How do you use AI?", maybe you can learn new tricks.

Finally, I want to say that AI is not an "opponent", but a "teammate". It can help you move bricks, but "the creativity of building a house", "sympathy with customers" and "the temperature of decision-making" have to be up to you.

May you be able to "open up" with AI in the AI era, but also keep the "human flavor" - this is the true wisdom.

(The eleventh chapter is over)

Conclusion: Be a peer of AGI - turn the future into what you want

Peter Drucker said, "The best way to predict the future is to create it by yourself."

Turning here, I believe you have different feelings about the coming AGI era. From the timetable that technology giants are quietly advancing, to those imperceptible substitutions that are happening; from the possible rearrangement of the employment market, to the reconstruction hidden at the bottom of the business world; from how we should update our own cognition, to what steps enterprises should take when turning around - after reading this, we have also touched it together. The outline of the coming.

Now, back to the first question: the AGI era has really come. How can ordinary people not only live, but also live more comfortably?

Three cognitions that must be remembered

After talking about 11 chapters, what I want you to put in your heart most is these three perceptions:

The first is that the change is faster than you think, and there are more opportunities than you think.

Here is a point that is easy to be overlooked: AGI may not come until the 2030s. Maybe it will collide with us in 2026 and 2027.

The latest information from the bosses, some people have shouted that there will be an AI that surpasses human intelligence in 2026.

What does this mean? Don't always think that "there are still several years to prepare slowly" - that's an illusion. What we really need to do is to move now.

But in other words, becoming faster also means that opportunities are hidden. Those who can learn quickly and turn around will have good opportunities that were rare in the past.

The second is that the rules of competition have long changed..

In the future, it is not about people and people's ability, but "people with AI" and "AI following people" have a better understanding.

So don't wait to compete with AI - that's a long detour. The smart way is to learn how to work with AI partners.

Whoever masters this set of "human-computer collaboration" skills first will be able to run ahead in the new track.

The third is that the focus of value creation is quietly moving..

In the past, we always thought about "what to do", and in the future, we should think more about "for whom"; In the past, we

should fight for efficiency, but in the future, we will fight for "reliable".

Don't just focus on how powerful the technology is - that's not enough. The thing that should be spent more effort is to understand people's hearts and build up trust.

After all, when AI can do most of the technical work, what is really rare is the ability to understand people, make people believe, and give meaning to things.

Five action directions that can be implemented

To understand these, I have sorted out five action methods that can be used immediately.:

The first one: Don't be afraid of "uncertainty".

Don't bother to guess how all the changes will come. It's better to practice the ability of "no matter how you change, you can be stable".

For example, I always have the idea of "there are new things to learn" in my heart, practice "I can follow the changes", and then accumulate a few different skills - prepare with many hands, it's always right.

Second: Take "mate with AI" as the most important homework.

Even if it takes 30 minutes every day, practice AI tools; learn how to "clearly talk about needs" to AI, and even how to "teach" it

to do things; slowly figure out the feeling of cooperating with it - these kung fu will be particularly valuable in the future.

Third: Highlight the "value of people".

The more powerful AI is, the more we have to practice people's unique ability.

For example, how to understand other people's emotions and how to speak to people's hearts; How to come up with ideas that others have not thought of; how to make others feel that "I leave this to you, I'm relieved" - these are things that others can't take away.

Fourth: Don't just focus on "solving a problem", learn to "framework to solve a problem".

Not only can you do it, but you also need to think about "how to design a set of methods"; be able to stand taller and see the whole situation; slowly save up your own knowledge warehouse and toolkit - this is the ability to carry things.

Fifth: Don't wait for change to come to your door, take a step forward by yourself.

Take the initiative to find new opportunities hidden around you, dare to try things that you have never done before, and be the person who "pushes change", not the person who is pushed by change.

A heartword about time

There is an important reminder about time: the window left for us is actually slowly shrinking.

By 2030, when the first batch of real AGIs begin to be used on the market, those who have been ready for a long time will take a big advantage. And those who are still hesitating may look back and see that the best time to prepare has passed.

This is not a scare. You see, every time technology changes, it's like this - those who do it early get the most benefits, and those who do it later can only find the remaining opportunities in the new pattern.

Three "good life" appearances

In the AGI era, I think there are three kinds of "success":

The first one is the "stable" survivor.

Be able to follow the change, have work to do and have money to earn; have some basic AI collaboration, so as not to be left behind at once. There will be about 60% or 70% of such people.

The second is the beneficiary of "catching".

You can use AI to amplify your ability and get better opportunities; you can play AI tools thoroughly and become a master of "human-computer collaboration". There are about two or thirty people like this.

The third is the creator who "creates".

He can use AI to toss new things and take others forward; it may be a person who starts an innovative career, it may be a person who can always come up with new ideas, or a person who is willing to listen to what he says. There are about there about ass of such people.

Which one do you want to be?

Finally, I want to tell you a word.

If only one thing can be remembered in the whole book, I hope it is this:

From today on, leave 30 minutes every day to "chat" with AI.

It's not to catch up with work, but to slowly feel like a partner with it. Ask it what it thinks, let it help you sort out your ideas, and argue with it - treat it as a clever partner, not just a cold tool.

Look at this little habit again in three or five years, and you will find how much it has helped you.

Write to you in a few years

In another three years, when you think of this flipped book, I hope you will secretly thank yourself today: Fortunately, you made the choice you should do at that time.

I hope you will find that the AGI era has not made you lose anything, but has given you more: doing things more smoothly and stronger ability; more opportunities, more opportunities, more places

to show; more insight, broader vision; more meaningful work, and more down-to-earth life.

Finally, I want to say that the future has always been reserved for those who are prepared.

Now, you know what you need to know, and you know what to do. The rest will be moved by difference. When we meet again in the future, let's talk about the gains along the way. Remember: the world is getting faster. If you stop and don't learn, you will go backwards. Always have a little curiosity in your heart, always hold some new ability in your hands, and always move forward under your feet - in the AGI era, let's move forward together.

May you not only stand firm in the AGI era, but also live a hot life;

May you be the one who walks with change, not the one who is dragged by change;

I hope this technological storm can make your life brighter than before.

Come on!

Appendix A Summary of Utility Tools - Practical Toolbox in the AGI Era

This appendix summarizes all the practical tools, evaluation frameworks and action guidelines mentioned in the book, which is convenient for readers to quickly find and use.

Evaluation tool set

A1: Occupational Safety Index Assessment Form (Chapter 2)

Core formula

Occupational safety factor = (human unique value × irreplaceability) ÷ (AI processing efficiency × cost advantage)

Evaluation dimension

Unique human values (1-10 points): emotional intelligence, creativity, complex judgment

Irreplaceability (1-10 points): skill scarcity, experience threshold, social relations

AI processing efficiency (1-10 points): degree of standardization, degree of digitalization, degree of algorithm maturity

Cost advantage (1-10 points): automation cost, maintenance cost, error cost

Security classification

High safety (coefficient>2.0): creative workers, senior consultants, nursing staff

Medium risk (coefficient 1.0-2.0): intermediate managers, technical experts, sales staff

High risk (coefficient <1.0): data entry staff, junior analyst, customer service representative

Practice platform

- Kaggle-Data Science Competition
- GitHub-Open Source AI Project
- Hugging Face-AI Model Community
- Papers with Code-Papers with Code



Author's introduction

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He is a rare "full-cycle witness" in the wave of science and technology entrepreneurship in China. He spent eight years cutting out a channel between the faults of technology iteration - Qingsheng. With the position of the founder of the AI Business Research Society,

he weaved a survival network from concept to implementation before the dawn of AGI (general artificial intelligence).

As an early builder of Southwest science and technology venture capital ecology, his entrepreneurial trajectory coincides with the evolutionary map of China's AI commercialization: in 2016, he established a technology company on the anchor virtual reality track and took the lead in exploring the landing mode of "technology + scene" during the industry bubble period; in 2017, he turned around to build the first angel investment community in the southwest. It took three years to screen more than 2,000 start-up projects and incubate 37 application prototypes. Among them, an industrial quality inspection AI system is still serving more than 100 manufacturing enterprises. This keenness of "switching the track in the wave" allowed him to capture the opportunity of the integration of the metaverse and blockchain in 2018. The relevant projects that led the development were among the top 400 global market value of blockchain, and became one of the few cases of commercial closed-loop in the early days.

What really made him stand firm in the industry was the paranoia of technological breakthroughs in the vertical field - in 2023, when the big model boom swept the world, he led the team to sneak into the field of traditional Chinese medicine, using EightMonths gnawed down the chain data barrier of "medicinal material

identification - prescription matching", and finally built the first batch of proprietary models of traditional Chinese medicine in China. This case, which is called "the cold track break" by the industry, hides his unique technical philosophy: "The real AI password is hidden in the vertical scene folds ignored by the giants." From the underlying protocol of the metaverse to the knowledge atlas of traditional Chinese medicine, his history of technology has always followed the strategy of "anti-consensus entry"..

"AGI World's Survival Code" is used by him. Many start a business, the survival manual refined by Nirvana: Here, the trillion parameter model is no longer a cold technical totem, but a disassemblable business module; entrepreneurs can read the human game in the algorithm black box, and ordinary people will find opportunities to maintain their subjectivity in AI civilization. This "digital age mountain builder" with both the developer core and the vision of the business architect is carving a cognitive plank road from technological mania to rational landing with words, so that everyone who turns the page can find their own generated survival key in the AGI wave.

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