

## Suggested Interview Questions

- Q.1** How has your experience as a Lieutenant in the elite Israel Defense Force Intelligence unit 8200 influenced your work in the Israeli tech sector?
- Q.2** Where did you first see the parallels between the lifecycle of a startup business and Israeli childhood?
- Q.3** Do you see your book as a parenting book as much as it is a business book?
- Q.4** In the first stage, *Discovery*, you lay out the Israeli concept of *balagan*—messiness in Hebrew. Can you explain why this concept is so crucial in the creative thought process?
- Q.5** In the third stage, *Efficiency*, you speak about the constant state of uncertainty that Israeli children are raised in. Can you explain the stark differences between an Israeli and Western childhood?
- Q.6** What role does the Israeli military lead in shaping the youth and culture of Israeli lives?
- Q.7** What frameworks and concepts could countries and communities who do not have compulsory military service adopt? And in what way?
- Q.8** How do these lessons translate to the Israeli business sector?
- Q.9** How can aspiring entrepreneurs take the life lessons from the five stages of Israeli childhood and use them to create successful startup companies in other cultures?
- Q.10** Why did you decide to write *Chutzpah*?
- Q.11** What do you hope readers will take away from *Chutzpah*?

[inbal.arieli@gmail.com](mailto:inbal.arieli@gmail.com)  
[twitter.com/InbalArieli](https://twitter.com/InbalArieli)  
[www.facebook.com/inbal.arieli](https://www.facebook.com/inbal.arieli)

[www.linkedin.com/in/inbalarieli](https://www.linkedin.com/in/inbalarieli)  
<https://www.instagram.com/inbal.arieli/>  
[www.chutzpahcenter.com](http://www.chutzpahcenter.com)