A beginner-friendly AI session

AI is here.

Understand it. Use it. Don't fear it.

DANISH PHOPLANKAR

SEPTEMBER 2026

AGENDA

What we'll cover

01

Understand it

Everything digital is 0s and 1s. What AI actually is, the kinds you already use, and how it learns.

02

Use it

AI as an aeroplane for life: faster work, learning, creativity — and the time you get back.

03

The jobs question

Where machines win, what happened to the ship's crew, and the jobs that truly matter.

04

Risks

A bad teacher, the shadow of every benefit, and the bigger societal risks.

05

Don't fear it

Learn to think, let AI run the factory — and take the flight.

Part 1

Understand it

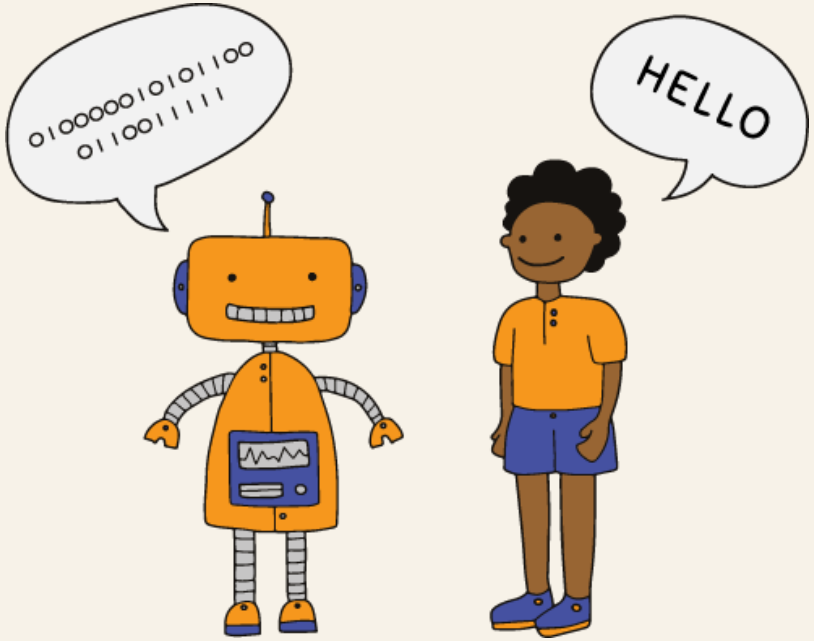
What it is, how it learns, and why every model sees the world a little differently.

DANISH PHOPLANKAR

SEPTEMBER 2026

PART 1 · UNDERSTAND IT

Everything in the digital world is Binary: 0s and 1s



A = You type or say **A**. Your phone or laptop never sees a letter — it sees eight switches.

128	64	32	16	8	4	2	1
0	1	0	0	0	0	0	1

Two switches on — 64 and 1 — add up to 65. That's the code for A.

PART 1 · UNDERSTAND IT

Hardware is the body. Software is the soul.

You've just seen the body — eight switches. The soul is what those switches mean.

HARDWARE

Body

What you can touch.

- Your phone or laptop
- The screen and keyboard
- The Wi-Fi router in the corner

SOFTWARE

Soul

Invisible, but it makes the decisions.

- MacOS, Windows, iOS, Android
- WhatsApp, Excel, email
- AI — Claude, Gemini, Grok, ChatGPT

Our own mind works the same way — it sorts every experience into two piles, good or bad. The whole world runs on pairs.

Good · Bad	**Day · Night**	**Hot · Cold**	**1 · 0**
how we judge	light, dark	weather, coffee	on, off

PART 1 · UNDERSTAND IT

What is AI?

Software that mimics human intelligence.

It imitates four things we do with our mind and body — without being handed a rulebook.

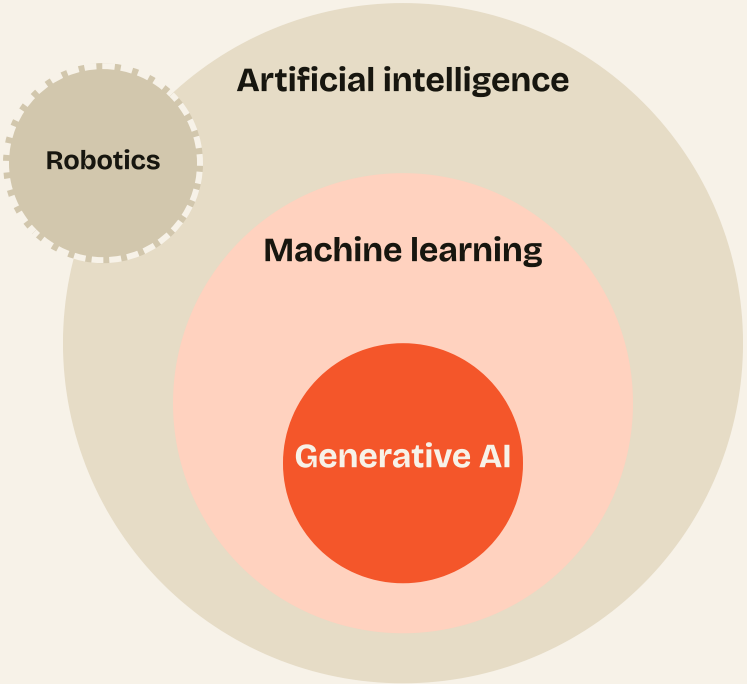
	WHAT IT DOES	IN PLAIN WORDS	WHERE YOU MEET IT
01	**Learns**	From examples, not instructions.	**Netflix knows what you'll like**
02	**Sees & hears**	Recognises faces, reads documents, understands what you say.	**Face ID and Alexa**
03	**Judges**	Weighs the evidence and decides in a split second.	**Your bank blocks a fraudulent tap**
04	**Creates**	Writes, draws, speaks, codes — new things, not copies.	**AI generates videos & images**

The word that matters is mimics. It imitates thinking — it doesn't think.

DANISH PHOPLANKAR

SEPTEMBER 2026

Four words that get mixed up



Artificial intelligence

The umbrella term — software that mimics human intelligence.

Machine learning

Learning the rules from examples instead of being told them. Stock market predictions, Social media connections, Recommendation systems etc.

Generative AI

Creates new text, images, video, code - by Claude, ChatGPT, Gemini, Grok etc

Robotics

AI with a body. AI for the eyes and decisions; the rest is engineering — so it sits half outside.

PART 1 · UNDERSTAND IT

From the four circles to two places

PHYSICAL AI · HAS A BODY

Robots & machines

Self-driving cars. Warehouse robots. Surgical arms. Delivery drones.

Real and growing — more coming soon.

Today's focus

DIGITAL AI · LIVES ON A SCREEN

Recommends

Google Maps picks your route. LinkedIn suggests who to hire.

Sorts & decides

Your CV screened. Your loan approved. Your insurance priced.

Sees & hears

Scans an invoice. Hears your accent. Reads an X-ray.

Talks & creates

Claude, Gemini, Grok, ChatGPT. The one making headlines.

Today we focus on digital AI, not robotics — the kind you can open in a browser tonight.

PART 1 · UNDERSTAND IT

How does machine learn — to create, recommend, decide, see?

SUPERVISED

With a teacher

Show it examples with the right answer attached. It learns to match them.

Example · Your inbox. Every time you mark an email “spam”, you're the teacher — it learns to catch the next one.

UNSUPERVISED

No teacher

Give it a pile of data with no answers. It finds the patterns and groups by itself.

Example · Spotify's Discover Weekly. Nobody told it your taste — it noticed you listen like other people do.

REINFORCEMENT



Trial and error

Try something, get a reward or a penalty, do more of what worked. Like learning to cook: try a recipe → taste it → adjust → better next time.

Example · The thumbs up or down you give a ChatGPT or Claude response. You're teaching it what a good answer looks like.

More examples — from your own day

SUPERVISED

Learned from labelled examples

Face unlock

You showed it your face and said “this is me”. Now it knows.

Autocorrect

Every time you fix a word, you're telling it the right answer.

Google Translate

Learned from millions of sentences a human had already translated.

UNSUPERVISED

Found the groups itself

Instagram Explore

Nobody told it your taste. It noticed you scroll like certain other people.

Amazon “Frequently bought together”

Nobody told it. It spotted the pattern in millions of baskets.

“Was this you?” bank text

Learned what your normal spending looks like. Spotted the odd one out.

REINFORCEMENT

Trial, error, reward

TikTok & YouTube Shorts

Every second you keep watching is a reward. Every swipe away is a penalty.

Google Maps

Suggests a route. Did you arrive faster? Reward. Slower? Penalty. Next route is better.

Uber pricing

Sets a price. You book? Reward. You close the app? Penalty. Learns what you'll pay.

None of it felt like AI. It felt like a feature. That's what mature AI looks like — invisible.

How we are trained?

YOUR TRAINING DATA

- Parents & family
- Culture & norms
- Country
- Languages you read
- Early childhood
- Religion
- School
- Media

Every experience arrived with a label: good or bad, positive or negative. That's how your software got programmed.

ONE DATA POINT, TWO LABELS

A glass of wine

Culture A

Celebration. Weddings, toasts, Friday night.

Labelled good

A glass of wine

Culture B

Shame. Forbidden. Something you hide.

Labelled bad

Neither is right or wrong — it's classification.

Remember this You classify by the examples you were shown. So does the machine.

How an AI model is trained?

1 Collect

Scrape the internet, digitise the libraries — from every country and language.

- Websites & forums
- Books
- Research papers
- Code
- Images & video
- Transcripts

→

2 Label

Humans and other programs attach tags to the pile.

- “This is spam”
- “This is Apple”
- “This answer is better”

→

3 Feed

Pour it all in. The model finds the patterns; no one writes the rules.

- Billions of examples
- Weeks of computing
- A worldview emerges

Same as you Its worldview is exactly — and only — what went into the pile.

PART 1 · UNDERSTAND IT

Different data, different answers

You are still feeding it

Every question you ask and every thumbs-up you give is more data going in.

So it keeps getting better

Millions of people feeding it every day. That's why it improves so fast.

Each model learned from different data

Ask Claude, ChatGPT, Gemini and Grok the same question — you get four different answers.

SAME QUESTION, DIFFERENT COUNTRY

Built in the US · ChatGPT, Claude, Gemini

Learned mostly from English-language books, news and web.

Ask about history, politics, family or food — it answers from that culture's point of view.

Built in China · DeepSeek, Qwen

Learned mostly from Chinese-language books, news and web.

Same questions — answered from a different culture's point of view.

Remember the glass of wine. Neither is wrong — each learned from what it was shown.

Part 2

Use it

Why it's worth using, how to connect it to your tools, which kind to pick, and what the evidence says.

DANISH PHOPLANKAR

SEPTEMBER 2026

PART 2 · USE IT

London to Sydney. Ship or plane?

1826 · SAILING SHIP

CO_2 · 0 kg — wind

About 4 months

Around the Cape of Good Hope, ~13,000 miles. **Dozens of crew** — a slow journey is a complicated one. Remember them.

2026 · FLIGHT

CO_2 · ≈1,800 kg per passenger

About 22 hours

One stop. Same destination, same holiday — 130 times faster.

Show of hands **Nobody picks the ship. Why?**

CO_2 flight, per passenger one-way (DEFRA long-haul economy): ≈0.1 kg/km × 16,990 km ≈ 1.8 t · ~4.8 t CO_2e incl. altitude effect

PART 2 · USE IT

AI is an aeroplane for life

It doesn't change where you want to go. It changes how long it takes to get there — at work, at home, in your own head.

01

Productivity

The boring middle of any task disappears. Hours become minutes.

REAL EXAMPLE

A software team of 100s used to take years to build a complex app. With AI, a small team does it in weeks.

02

Learning

A patient tutor for anything — at your level, as long as you need.

REAL EXAMPLE

A patient uploads a medical report: “Explain this to me in plain English, then quiz me on it.”

03

Creativity

You never start from a blank page. Ten ideas to react to, instantly.

REAL EXAMPLE

Type a Prompt — get a narrated video with images and music, in minutes. No studio, no crew.

04



Time

The hours that come back are yours. That's the real dividend.

REAL EXAMPLE

Two hours a week saved — for family, sleep, or the gym.

The plane has read the whole map. But it doesn't pick your holiday — **you still choose where to go.**

PART 2 · USE IT

What the 2026 numbers say

41%

of new code is written by AI

Routine coding 46% faster. New engineers up to speed in half the time.

76%

of support tickets resolved by AI

Two in three service teams now run an AI agent. Klarna: 11 min → under 2.

32 days

a year saved per lawyer

92% of lawyers use AI. Contract review 80–85% faster.

2.2 hrs

a week, every knowledge worker

Gains of 15–50% across writing, support, coding, translation.

Biggest gains go to the least experienced. Novice support agents improved 34% — experts far less.

The catch: saved time only counts if you spend it on something that matters.

Sources: Index.dev & McKinsey developer surveys 2026 · Salesforce State of Service 2026 · Intercom Fin 2026 · Klarna · Wolters Kluwer Future Ready Lawyer 2026 · Everlaw 2025 · St. Louis Fed 2025 · International AI Safety Report 2026 · Brynjolfsson et al., QJE 2025

PART 2 · USE IT

Few things to try

AT HOME · FOR YOU

Make a song or video

Suno or Kling: “A birthday song for my dad, who loves fishing.” Done in a minute.

Help with homework

Claude: “Explain fractions three different ways for a 9-year-old.”

Ask about your health

Grok or Gemini: upload the blood test. “What does this mean? What should I ask my doctor?”

Plan your money

Claude: paste your monthly spending. “Where am I overspending? Build me a budget.”

AT WORK · FOR THE JOB

Write the report

Claude or ChatGPT: paste your notes. “Turn this into a two-page report, summary on top.”

Automate the boring task

Claude or Gemini: “Every Monday, summarise last week's sales sheet and email the team.”

Make sense of the numbers

Gemini: upload the spreadsheet. “What stands out? Draw me a chart.”

Prepare for the meeting

Claude: “Here's the client's brief. What ten questions will they ask tomorrow?”

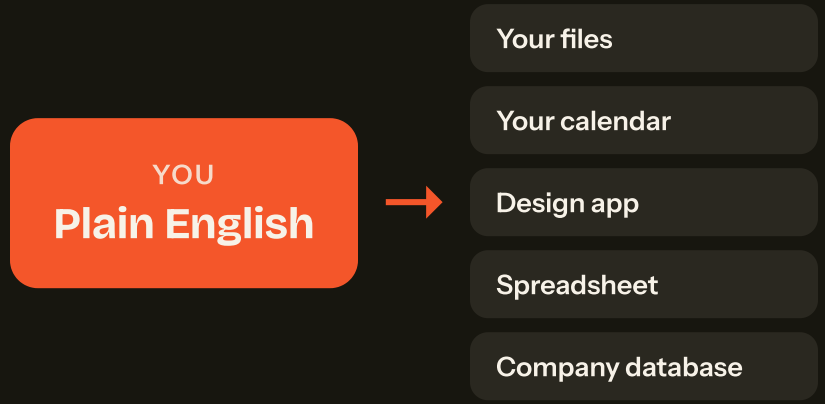
All free, all in plain English. And in every case — you decide what to do with the answer.

PART 2 · USE IT

What is Model Context Protocol (MCP)?

Until now, AI could only talk. Now it can act.

MCP is the plug that connects the model to your files, calendar and apps — the USB-C of AI. You ask in plain English; it opens the spreadsheet, checks the calendar and gets it done.



You don't need to understand the plumbing. You need to know the model can now reach your tools.

PART 2 · USE IT

There is more AI than ChatGPT: closed vs open

CLOSED - PAID MODELS (RESTRICTIONS)

Runs in their data centre

Claude, Gemini, Grok, ChatGPT. The company keeps the recipe and runs the model in vast buildings of computers.

Your data	Travels to their servers and back.
Upside	Most capable. Nothing to install.

OPEN - FREE MODELS (NO RESTRICTIONS)

Runs wherever you put it

Llama, Mistral, Gemma, DeepSeek — plus a million more on Hugging Face: speech, image, video, translation. Run them on your own laptop.

Your data	Never leaves your machine. Works offline.
Cost	Free. You only pay for the computer it runs on.

Where it's heading

Chatbots are the front door. Behind it: free models for speech, images and video, running on your own machine.

Part 3

The jobs question

What the headlines get wrong, what really gets replaced, what opens up, and what truly matters.

DANISH PHOPLANKAR

SEPTEMBER 2026

PART 3 · THE JOBS QUESTION

Where machines win — and where they don't

Machines speak 0s and 1s natively. We don't. So anything **Digitally** — machine talking to machine — they will do faster than any human ever could.

Faster than we can follow

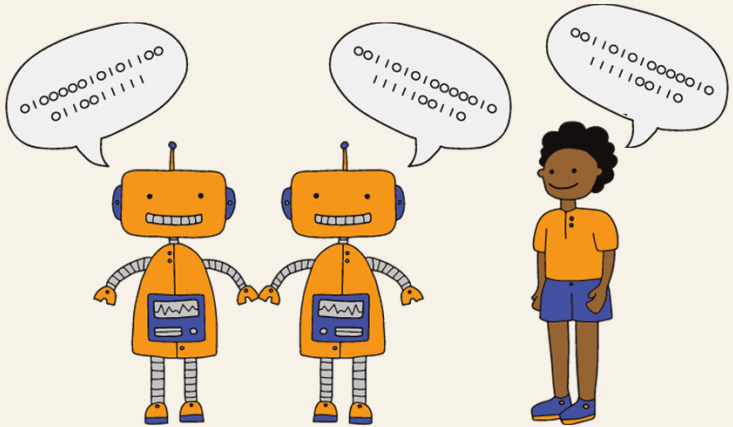
Billions of records checked in the time it takes us to read one.

24/7, no fatigue

No sleep, no breaks, no bad days. Same quality at 3am as at 9am.

No emotions in the loop

No boredom, no frustration, no fear of the boring task.



Where humans win

We are built to talk to **other humans** — trust, tone, reading a face, knowing what someone actually meant. A machine can imitate it; it can't be it.

PART 3 · THE JOBS QUESTION

What happened to the ship's crew?

JOBS THE AEROPLANE ENDED

Riggers & sailmakers
Climbing masts, sewing canvas. No sails, no job.

Navigator with a sextant
Reading the stars for four months. Replaced by instruments.

Ship's cooks & stewards
Feeding a hundred people for 120 days. A flight needs a trolley.

JOBS THE AEROPLANE CREATED

Pilots & cabin crew
Nobody in 1826 could have applied for these.

Air traffic controllers & engineers
Whole professions that didn't exist.

Airports & the travel industry
Tens of millions of jobs today — because faster meant far more people travelled.

The point

The journey didn't disappear — it got faster, and more people took it. The question isn't “will the crew lose their jobs?” It's **“does the sailmaker learn to work at the airport?”**

PART 3 · THE JOBS QUESTION

What employers actually expect by 2030

170m

jobs created

New roles worldwide, 2025–2030.

92m

jobs displaced

Existing roles made redundant.

+78m

net

More jobs, not fewer. About 14% of today's employment.

39% of skills change

Nearly two in five skills you use today will be different by 2030 — down from 44% forecast in 2023.

What's rising

AI literacy, yes. Also creative thinking, resilience, curiosity and lifelong learning — the human things.

Sources: World Economic Forum, Future of Jobs Report 2025 — 1,000+ employers, 22 industries, 55 economies

PART 3 · THE JOBS QUESTION

The jobs that stay — and the time we get back

JOBS AI WILL NOT REPLACE

One human caring for another

Nurses. Doctors. Caregivers. Midwives. Therapists. The hand on the shoulder when someone is frightened. These are the jobs that truly matter — and a machine cannot hold a hand.

For them, AI is a tool in the pocket — not a replacement at the bedside.

THE REAL DIVIDEND

Time to live

Time with family, friends and children. A walk outside. A healthy body. The beauty of the world we were given — and the time to actually enjoy it.

If AI takes the screen-to-screen work, what we get back is the point of it all: life.

Remember The goal was never more output. It was a better life.

PART 3 · THE JOBS QUESTION

The opportunity: one person, the output of a company

BEFORE · TO START A BUSINESS

A team of specialists
Developer, designer, writer, marketer, accountant.

Capital
Salaries for a year before you earn a penny.

Years of skills
Each one a career to learn. Nobody had them all.

TODAY · ONE PERSON WITH AI

Build an app
Describe it. Ship it. No development team.

Write & publish a book
Draft, edit, cover, translation — one author.

Make a film or run a business
Script, voice, video, music, marketing, bookkeeping — from a laptop.

The catch

This only works if you become **highly skilled at using AI**. Not anyone can do it by default — but anyone who dedicates the time can.

Turn down the NOISE

"AI will replace 40% of jobs by 2030"

"The end of white-collar work"

"Startup valued at $30bn — no revenue yet"

Fear sells

Scary headlines get clicks. Calm ones don't.

Hype raises money

Big claims lift valuations, attract investors, and set up IPOs.

Neither is a forecast

The noise is a business model, not a prediction about your job.

Part 4

Risks

The risks worth your attention, and the ones that aren't.

DANISH PHOPLANKAR

SEPTEMBER 2026

PART 4 · RISKS

The biggest risk: a bad teacher

REMEMBER HOW IT LEARNS

A school with one teacher and millions of students.

A model learns from the examples and the thumbs-up we give it. Teach it wrong, and it repeats the mistake — confidently, to everyone, at once.

HOW THE TEACHING GOES WRONG

Wrong data
It learned from the internet. The internet is often wrong.

Biased data
If the history it read favoured one group, so will its answers — in hiring, lending, policing.

Poisoned data
Lies fed in on purpose — or models learning from other models, so errors compound.

Wrong values
Whoever sets the thumbs-up decides what “good” means.

Same as a school

Know who the teacher is. Check what's being taught. **Never trust an answer just because it sounded confident.**

PART 4 · RISKS

Every benefit has a shadow

01 — From slide 22

Refusing to learn

Not AI taking your job — someone using AI taking it. The sailmaker who never went to the airport.

02 — From slide 19

It acts — wrongly

An AI that can send the email and move the money can send the wrong email and move the wrong money. Fast, without asking.

03 — Everyday habit

We stop thinking

66% don't check the output. If the tool always answers, the muscle of working it out yourself goes weak — for adults and for children.

04 — From slide 16

The time goes elsewhere

Hours saved should be yours. Unless they simply become more hours demanded.

One answer The plane flies faster than any ship. But **you stay the pilot.**

PART 4 · RISKS

The bigger risks: control, conflict, surveillance

01 Warfare and market manipulation

Military AI projected past $63bn by 2036. Autonomous combat systems. Algorithmic economic warfare.

02 Biased data, distorted results

Stressed or skewed inputs give skewed outputs. It is only as neutral as what it was fed.

03 Narrative control

Whoever controls the AI controls what people read, believe, and think.

04 The end of privacy

Emails in corporate databases. Steps and travel logged. Phones watching through front cameras and network pings.

Reality check We are already naked. Navigate this with your eyes open.

Part 5

Don't fear it

Why this is a tool to pick up, not run from — and how to work with it.

DANISH PHOPLANKAR

SEPTEMBER 2026

PART 5 · DON'T FEAR IT

Learn to think — wider, deeper, better

Answers are now cheap. The value sits in the quality of your thinking — before you ask, and after you get the answer.

01

Think first

Five minutes of your own thinking before you touch the AI. What do I actually want to know?

02

Believe it can help

Ask boldly. Assume it can give you the answer you need — that's the only way to get the most out of it.

03

Then trust nothing

Once the answer arrives, zero trust. Check it, question it, decide for yourself.

04

Keep the thinking yours

The machine will never think better than you. Don't hand over the one thing it can't take.

Remember Thinking is a muscle. **Use the tool to lift more — not to stop lifting.**

PART 5 · DON'T FEAR IT

Thinking is the prototype. AI is the factory.

THE HARD PART · HUMANS

The first prototype

The thinking and design behind the very first working iPhone. Rare, slow, valuable.

Our job now: think critically, ask the right questions.

THE REST · MACHINES

Millions of copies

Mass execution in a factory. Fast, cheap, at scale.

AI is now the factory for knowledge — instant output, in bulk.

The catch Let it do all your thinking and, slowly, you lose your own. It isn't thinking — it's rearranging someone else's.

Take the flight. Enjoy the destination.

AI doesn't choose where you're going. It gets you there faster — so there's more time for the family, the health, the ideas. The things that matter.

Honestly

If you don't take it, someone else will — and they'll be on the beach while you're still at sea.

UPCOMING TECHNOLOGY

Quantum computing

Today's computers: a switch is 0 or 1. Quantum: it can be both at once. will know what you are thinking

What that does to AI, to speed, and to today's encryption — a full session of its own.

DANISH PHOPLANKAR

SEPTEMBER 2026

Thank you

Questions?

Now go try it!