

URL: <https://ecorner.stanford.edu/clips/values-are-a-superpower/>

Dante Disparte, chief strategy officer and head of global policy at Circle, explains how his life and business experiences have led him to anchor his career in authenticity and unimpeachable conduct. Every person has the “superpower” of being guided by values, he says, though it requires practice, no fear of failure, and trial and error to learn how to put values into action.



## Transcript

- The academic answer is, 00:00:05,640 values matter most when it's least convenient.. And I think the reason I've managed to really anchor my career and my leadership generally speaking against a true north is because when you start from a relatively low position, be it a station in life, be it an academic ladder, and the general sentiment in the world is, you know, your mere presence in the room is odd or anathema, then you know, at some level when you start to own the adversity that you started with, you realize that your greatest asset is a blend of authenticity and being unimpeachable.. And so, it was my earlier career was gravitated towards the risk and insurance industry.. It's a \$5.5 trillion industry.. It's the other side of the global financial system.. But no matter the outcome, it was an unequivocal good when the consumer used the financial service we provided, no one complained that their house was rebuilt, even if their premiums might have been too high.. And so that was my first foray into finance and then, the next question becomes questions about equity.. I mean, you said Circle's mission statement at the outset.. One of the reasons I'm very, very deeply committed to what Circle stands for is we live in a country here in the United States a Fortress Nation, where you are at the mercy of a zip code lottery on whether you get very basic public services, very basic public education.. And so, if we, people, businesses, and others don't start demanding greater ROI for the taxpayer dollar and greater ROI for the idea that we all are at the mercy of commons, digital commons, physical commons, public service commons, demanding better outcomes than we've all opted out..

And so, I've come to the business world in my journey as an entrepreneur from like almost a deep bent of public service and this idea of greater good.. It's hard.. I would encourage people to look at the senate hearing I gave last year in December.. It is very hard to criticize someone who has an unimpeachable North Star, even if they're trying to defend an otherwise complicated industry.. The word crypto today might as well be tobacco or asbestos.. But yet, because I believe in the vision and mission that Circle stands for, and because Circle is a breakaway company with a durable business model that isn't trying to create shortcuts, it's an easy business to defend, even if the industry or the term of art crypto gets co-opted by the market, by the media, and by many other players.. And so that superpower, I think is native in all of us, but the ability to overcome how to exercise it takes practice, takes no fear of failure and trial and error.. And that's how you sort of exercise those muscles...