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Learn everything about playing piano, from memorizing notes to navigating the keys, with these tutorials. As you advance, use tips to develop sight-reading skills and master the piano song by song. Major and minor scales are built similarly. The differences between the two are: The position of the 3rd and 6th notes.The location of the scale's intervals.Their contrasting "moods." Major and minor scales are variations of the diatonic scale, which is a musical scale built with intervals of 5 whole steps and 2 half steps. The diatonic pattern is as follows: whole - whole - half - whole - whole - whole - half C major scale: C -whole- D -whole- E -half- F -whole- G -whole- A -whole- B -half- C whole - half - whole - whole - half - whole - whole A minor scale: A -whole- B -half- C -whole- D -whole- E -half- F -whole- G -whole- A Notice how the two half steps are always separated by either two or three whole steps; this system of intervals is the diatonic pattern. What makes a scale major or minor depends on which notes these half steps affect. Compare pictures #1 and #2, above: In major scales, half steps appear after the 3rd and 7th notes.In minor scales, half steps follow the 2nd and 5th notes. Due to the placement of these half step intervals, the third is the first note to reveal a scale's major or minor status. In the diatonic pattern, the third is either major or minor: Major Third: The third note in a major scale, two whole steps (four half steps) above the tonic (or very first note). ● In the C major scale, E is four half steps above C, so the major third is E.Minor Third: 1.5 steps (three half steps) above the tonic. ● In the C minor scale, E flat is three half steps above C, so the minor third is Eb. Major and minor are often described in terms of feelings or mood. The ear tends to perceive major and minor as having contrasting personalities; a contrast that is most obvious when the two are played back to back. Major is perceived as more happy and positive.Minor is perceived as more somber and melancholy. Try It: Play a C major scale on your piano, and follow it with a C minor scale; observe the change in mood once the third note is struck. For scale help, view the C minor scale highlighted on the piano keyboard, or read the notation. The C minor scale consists of: C -whole- D -half- Eb -whole- F -whole- G -half- Ab -whole- Bb -whole- C. Opinions expressed by Entrepreneur contributors are their own. You're reading Entrepreneur South Africa, an international franchise of Entrepreneur Media. Questions govern our lives more than we care to admit. Indira Gandhi said it best: "The power to question is the basis of all human progress." Bigstock There can be no better example to illustrate the direct relationship between questions and human progress than during the space race between Russia and the United States.In 1962, John F Kennedy gave his famous "we choose to go to the moon" speech and just 2 503 days later Neil Armstrong and pilot Buzz Aldrin stepped onto the moon. It was indeed a small step for man but a giant leap for mankind. The entire world celebrated the moon landing.We marvelled at a new dawn of human achievement and the possibilities that lay before us. Yet despite all the innovation that had occurred as a result of the Space Race, there was plenty more waiting in the wings. One of those innovations was wheeled luggage.Related: Video: The Mindset You Need To Scale From R100 000 To R1 MillionThat's right, we put a man on the moon 13 years before we put wheels on luggage. Why? Because the best minds in the world were focused on putting a man on the moon, not making normal travel a bit easier.Ask better questionsThis same principle is true for you, because as an entrepreneur on any given day, you can create any number of possible futures for your business and for yourself. And so, the question becomes how do you create the future you truly desire?Well, the simple way is to ask better questions, because if you don't ask the right questions, you'll never get the right answers. You will always be acting on less-than-okay information. And with less-than-okay information you will inevitably make less-than-okay decisions.And decisions are your ultimate power. Whether you choose to scale up or not, your decisions today will always predict the outcomes of tomorrow.Related: How Osidon Has Gone From Start-up To Scale-up in 2 YearsSo, what kind of questions should you be asking? Start by asking yourself: What do I want? Do you want to make the human race a multi-planetary species and colonise Mars like Elon Musk?Do you want to prove to your dad that you can build a bigger business than he ever could? Do you want to build a bigger business than your ex-wife's new partner? Do you want to live a simple life in relative isolation, made possible by an online information product business that makes \$50 000 a month?Find your inner valuesNext, ask yourself why? For example, if you want to build a billion-dollar business, then ask yourself why? It may be because you want people to admire your achievements or maybe your risk radar is broken and you'll do anything just to see if you can pull it off.At its essence, it's about understanding what motivates you as a human being. The world's leading expert on the human psyche, Tony Robbins suggests that there are six needs that drive us as humans. These are broken down by the four needs of the personality and the two needs of the soul.The needs of the personality:Certainty – the desire to know what is going to happen.Uncertainty – the desire and appetite for risk.Love – the desire to connect with people.Significance – the desire to be seen and admired by others.Related: 5 Lessons to Take Your Start-up to Scale-upThe needs of the soul:Growth – the desire to grow and improve.Contribution – the desire to give back.Most of us are motivated by one or two of the above needs more than the others. If you were to select two of the above six, what would they be? How can you see these needs being expressed in your behaviours and importantly, in the things that you want for yourself and for your business?The thing about your motivations and the goals you set for yourself is that they will change over time. When I was in my twenties, when someone asked me what I wanted out of life, my need for significance would kick in and I would say, "I want to be the owner of a billion-dollar business,"But when I'm asked that question today, the answer is all about contribution. Most entrepreneurs go through this same transformation. My good friend Rich Mulholland, who is one of South Africa's (if not the world's) best speakers, says it best: "When I was 20, I wanted to be a billionaire. When I was 30, I realized that I probably would never be one and at the age of 40 I stopped giving a fuck."Related: Do You Have That 1 In 100 Business That Can Scale And Land An Investor?He's busy building a great new startup that he plans to scale around the world, but his why has changed.The greatest entrepreneurs are motivated by passionWhat I have observed about the motivations of the entrepreneurs who have built businesses to scale, is that they are very rarely – if ever – motivated by material things. Since the very first interview I conducted on my podcast, my last question to every guest has been this: "Why do you do what you do? What gets you get out of bed in the morning?"You may be surprised to learn that I've never received an answer that had anything to do with wanting to be successful or about chasing a number in a bank account.In fact, the large majority are motivated by spiritual needs, a deep desire for personal growth and a need to contribute to humanity and the world around them. In all cases, there is a great deal of meaning attached to their actions.Find the hungerBack to growth versus scale businesses. The biggest difference I've encountered between an entrepreneur who chooses to build a growth business versus one that chooses to pursue a scale business comes down to one thing – hunger.Related: Why Start-ups Like Uber Stumble When They Scale"Scalepreneurs" or entrepreneurs who do build a business to scale, remain hungry despite their successes. It's never about the money.Instead, their motivations are firmly placed in the areas of uncertainty, growth and contribution and they have an insatiable fascination and curiosity to see how big something can become.Their love for the game of business is tireless. If this sounds like you, then you are probably chasing a scale business and I would also bet that you are not reading these words by chance.This is an edited excerpt from Matt Brown's new book, Your Inner Game: 12 Principles For High-Impact Entrepreneurs.To attend the launch, go to The First Rule For Fast Growing Businesses? Scale Yourself Before you check out a used piano, learn about its background. Ask the seller about the brand, model, year of manufacture, and if possible, the piano's serial number. You can use the information to find the piano's value before you even leave your house. The reasons for selling a piano are plenty; make sure those reasons aren't going to cost you. Watch out for reasons like: "It's taking up space," or "I could use the money." It might allude to neglect, and if they need the cash, chances are they haven't been spending on maintenance. You should also ask whether they'll be purchasing another piano, and if so, why they prefer it to the one they're selling. Was the tuning schedule consistent? A piano must be tuned at least twice per year; anything less could mean you'll soon be paying extra for special tunings or other related maintenance. If the piano is out of tune, purchase at your own risk. You'll have no way of knowing if the piano is out of tune because of serious internal issues or if it's tunable at all. Was the piano being tuned by a qualified professional or by Bob down the street for \$25? If Bob wasn't qualified, he may have made some errors that could lead to an avalanche of internal damage. Tuning and repairs should always be carried out by a registered piano technician. Beware if a piano has been kept in a basement (especially in flood-prone areas) or a public storage facility. These areas often lack climate-control, and temperature extremes along with humidity fluctuations pose serious threats to piano health. Find out how much extra stress the piano has endured, and whether any dangerous measures were ever taken during a move (like leg removal). Keep an eye out for tight corners and small staircases leading to a piano room, because these could up your moving bill. Two pianos of the same make and age will each sound differently 20 years from now, depending on who's been playing them. Serious pianists are more inclined to keep their instruments in top shape because they're more likely to get annoyed at minute changes in sound. On the other hand, those uninterested in playing the piano are interested in testing its volume or ambushing the keyboard with a merciless series of glissandos. Was the piano avidly played or was it kept for ambience? This is important to know so you can find out if it was tuned accordingly. Household pianos used once a week or more should be tuned four times per year, while unused pianos can go up to a year in the right climate conditions. If possible (and applicable), find out how many previous owners the piano has had, and how well they cared for it. The longer a piano's history, the longer you're affected by it; get to know your potential investment as intimately as possible, and watch out for signs of damage when inspecting a used instrument.





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