

# DAN SHIPPER

LENNY'S PODCAST

BILINGUAL TRANSCRIPT

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## Dan Shipper - 双语对照

# Lenny's Podcast: Dan Shipper (Bilingual Transcript)

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### 00:00:00 Lenny Rachitsky

#### English:

The business you're building, the team you're building, the way you're operating is the very bleeding edge of how companies are trying to operate in this AI era.

#### 中文翻译:

你正在打造的业务、组建的团队以及你的运营方式，都代表了在当前的 AI 时代，公司努力寻求运营的最前沿（bleeding edge）状态。

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### 00:00:07 Dan Shipper

#### English:

We have a head of AI operations. She's just constantly building prompts and building workflows that I and everyone else on the team are just automating as much as possible.

#### 中文翻译:

我们有一位 AI 运营负责人。她一直在不断地编写提示词（prompts）并构建工作流（workflows），我和团队里的每一个人都在尽可能多地实现自动化。

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### 00:00:20 Dan Shipper

#### English:

I hate the headlines that are like, "Entry-level jobs are taken away by AI." Whenever I see a kid with ChatGPT, I'm like, "Holy shit, they're going to go so much faster than any other person that I've worked with." We have this guy, he made a year's worth of progress in two months because every time I sat down with him and told him, "Okay, here's how you tell a story, here's how you think about a headline," he recorded all of it, put it into a prompt, and he never made the same mistake twice.

#### 中文翻译:

我很讨厌那种“AI 抢走了初级职位”之类的标题。每当我看到一个孩子在使用 ChatGPT 时，我都会想：“天哪，他们的进步速度会比我合作过的任何人都快得多。”我们公司有个小伙子，他在两个月内就取得了一年的进步，因为每次我坐下来教他“如何讲故事”或“如何构思标题”时，他都会把这些内容记录下来，输入到提示词里，从此他再也没有犯过同样的错误。

## 00:00:46 Dan Shipper

### English:

No one is manually coding anymore. Organizations like ours, people who are playing at the edge, we're doing things that, in three years, everybody else is going to be doing.

### 中文翻译:

现在已经没有人再手动编写代码了。像我们这样处于前沿探索阶段的组织，我们现在所做的事情，三年后每个人都会跟着做。

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## 00:00:55 Lenny Rachitsky

### English:

Today, my guest is Dan Shipper. Dan is the co-founder and CEO of Every, which is a company that is at the very bleeding edge of what is possible with AI. Their team of just 15 employees has built and shipped four different products. They publish a daily newsletter, and they have a consulting arm that helps companies adopt the latest AI best practices. On their product team, their engineers don't handwrite a single line of code and instead use an arsenal of agents who help them craft requirements and build their products.

### 中文翻译:

今天的嘉宾是 Dan Shipper。Dan 是 Every 的联合创始人兼 CEO，这家公司正处于 AI 潜能探索的最前沿。他们仅有 15 名员工的团队已经开发并发布了四款不同的产品。他们经营着一份每日时事通讯，还有一个咨询部门，帮助其他公司采用最新的 AI 最佳实践。在他们的产品团队中，工程师们一行代码都不亲手写，而是使用一整套智能体（agents）来帮助他们制定需求并构建产品。

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## 00:04:55 Dan Shipper

### English:

I'm going to go with my hottest take... I think that AI may be one of the biggest force for reshoring American jobs. And so I think everyone is worried about it unemploying people... but I think it may actually reshore a lot of jobs, and it'll do that in two ways. One is, there are a lot of expensive services that rich people and big companies are paid for right now... what cheap intelligence does is it makes those kinds of things affordable for small companies and individuals. The other thing that it does is it allows people who are in those jobs to serve more people cheaply.

### 中文翻译:

我要分享一个我最激进的观点……我认为 AI 可能是推动美国工作岗位回流（reshoring）的最大力量之一。虽然大家都在担心 AI 会导致失业，但我认为它实际上可能会让很多工作回到国内，这主要通过两种方式实现。第一，目前有很多昂贵的服务只有富人和大公司才付得起钱……而廉价的智能会让这些服务变得让小公司和个人也负担得起。第二，它能让从事这些工作的人以极低的成本服务更多的人。

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## 00:07:10 Dan Shipper

### English:

Another big hot take... I think people are truly sleeping on how good Claude Code is for non-coders. Claude Code is just the command-line interface (CLI). It's those black terminals that programmers use... It

has access to your file system, it knows how to use any kind of terminal command and it knows how to browse the web... You can give it something to do and it will go off and it'll run for 20 or 30 minutes and complete a task autonomously, agentially.

#### 中文翻译:

另一个激进观点是……我觉得人们真的低估了 Claude Code 对非编程人员的价值。Claude Code 本质上是一个命令行界面（CLI），就是程序员用的那种黑色终端窗口。它拥有访问你文件系统的权限，知道如何使用各种终端命令，还能浏览网页。你可以给它布置一个任务，它就会自己去执行 20 到 30 分钟，以一种自主的、智能体（agentic）的方式完成任务。

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### 00:08:38 Dan Shipper

#### English:

Something that I do, for example, is, "Tell me all the time that I subtly avoided conflict." And it writes a little to-do list for itself. It can have a little notebook, it can go and read each little thing and then write into its notebook, go down its to-do list and give you a summarized answer over multiple turns. So it's not just stuffing everything into context... It's actually processing every single file that you give it.

#### 中文翻译:

例如，我会对它说：“帮我找出我所有会议记录里，那些我微妙地回避了冲突的时刻。”然后它会为自己列一个待办清单。它会像有个小笔记本一样，去阅读每一项内容并记录下来，逐一执行清单任务，最后经过多轮处理给你一个总结性的答案。所以这不仅仅是把所有东西塞进上下文（context）里，它是真的在处理你给它的每一个文件。

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### 00:10:06 Dan Shipper

#### English:

I think Tolstoy is a brilliant writer. And one thing that I wanted to do is I was like, "I want to inflect some of my writing with some of Tolstoy's style." ... I just downloaded War and Peace to my computer... And then I had Claude read the first three chapters... and pull out all of those descriptions, and then make a guide for itself for how to do character descriptions like Tolstoy.

#### 中文翻译:

我认为托尔斯泰是一位天才作家。我曾想过：“我想在我的写作中融入一些托尔斯泰的风格。”于是我把《战争与和平》下载到电脑里，让 Claude 阅读前三章，提取出所有的描写，然后让它为自己制作一份指南，学习如何像托尔斯泰那样进行人物描写。