

WHY DO SMART PEOPLE MAKE SUCH STUPID MISTAKES?

A practical negotiation guide
to more profitable client relationships
for marketing and communication agencies,
sales teams and professional service people

Chris Merrington

Why Do Smart People Make Such Stupid Mistakes



Sam Knowles

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Why Smart People Do Stupid Things: Revised and Updated Gene F. Ostrom,2008-12-10 Why Smart People Do Stupid Things Revised and Updated follows the original publication by more than seven years We worried and fretted then particularly about the stupidity exhibited by two of our recent presidents Of course we worried about ourselves and the host of other intelligent people who behaved out of character at one time or another Today rather than seeing improvement we see a worsening of the condition in which obviously intelligent people do tragically stupid things Not only that The increased stupidity is operating at an institutional level Note the functioning of major financial corporations regulatory agencies of the federal government and the United States congress It is mind bogling Answers aren t easy to come by because there are complex political and sociological factors that have bearing on the problem But at the core and where it most matters are psychological and spiritual forces We need to take a look at individuals and individuals need to take a look at themselves This book explores why and it offers possible solutions The analyses are presented in a readily understandable style with numerous illustrations

Why Smart People Do Stupid Things Gene F. Ostrom,2001-06-24 Why Smart People Do Stupid Things addresses a question that s frequently on our minds When Bill Clinton s affair with Monica Lewinsky was exposed many people were utterly astounded How could he Most of us were asking Answers aren t easy to come by because we have spent considerable time building on our strengths to the neglect of our dark side We aren t only puzzled when we see friends co workers or public leaders engage in stupid unseemly unexplainable acts we are personally threatened by it If them why not still others or perhaps ourselves This book looks at numerous examples of apparently unexplainable stupidities with particular focus upon Richard Nixon and Bill Clinton Every mindless act doesn t turn out wrong There are occasions when the outcome greatly benefits us On the other hand there are many times when the result goes against us to our disadvantage if not to the point of tragedy Why This book addresses the complex issues involved in making rational decisions including excusable error Analyses are offered in a readily understandable style Potential solutions are described The topic is of vital interest to us individually as well as to the nation

Great Answers to Tough Questions at Work Michael Dodd,2016-05-24 SHORTLISTED FOR THE CMI MANAGEMENT BOOK OF THE YEAR AWARD The essential guide to turning

tough questions into positive opportunities Difficult questions can be thrown at you from your first job interview through to challenges you get when you've made it to the top If you find yourself on the firing line on a regular or occasional basis this is the perfect go to guide to help you turn tough questions into positive opportunities Great Answers to Tough Questions at Work promotes a confident win win win mindset for questioner answerer and wider audiences beyond Author Michael Dodd provides golden formulae and proven strategies for constructing inspirational answers however challenging vicious tricky or stupid the question He outlines simple but successful techniques for dealing with the kind of nightmare questions which all ambitious people in the workplace have to face along their journey whatever stage of their career Contains critical communication skills for executives managers leaders and those aspiring to fill these roles Covers a wide range of work place scenarios such as job interviews performance reviews negotiations customer relations parliamentary inquiries and cross examination Discusses how to see the issues underlying tough questions that you face in a different more positive solution oriented way Includes case study examinations of key moments where people in the public spotlight have done something particularly well or particularly badly while answering questions and draws out the lessons for readers **Why Smart**

People Can Be So Stupid Robert J. Sternberg, 2019-06-18 A serious attempt to understand a common phenomenon from the author of The Nature of Human Intelligence Psychology Today One need not look far to find breathtaking acts of stupidity committed by people who are smart or even brilliant The behavior of clever individuals from presidents to prosecutors to professors is at times so amazingly stupid as to seem inexplicable Why do otherwise intelligent people think and behave in ways so stupid that they sometimes destroy their livelihoods or even their lives This is an investigation of psychological research to see what it can tell us about stupidity in everyday life The contributors to the volume scholars in various areas of human intelligence present examples of people messing up their lives and offer insights into the reasons for such behavior From a variety of perspectives the contributors discuss The nature and theory of stupidity How stupidity contributes to stupid behavior Whether stupidity is measurable While many millions of dollars are spent each year on intelligence research and testing to determine who has the ability to succeed next to nothing is spent to determine who will make use of their intelligence and not squander it by behaving stupidly The contributors focus on the neglected side of this discussion reviewing the full range of theory and research on stupid behavior and analyzing what it tells us about how people can avoid stupidity and its devastating consequences Marvelous devilishly clever and culturally timely book A fascinating exploration Choice Easily readable and well referenced May provide just enough momentum for change International Journal of Intelligence **Speed Math for Kids** Bill Handley, 2007-03-20 Learn how to easily do quick mental math calculations Speed Math for Kids is your guide to becoming a math genius even if you have struggled with math in the past Believe it or not you have the ability to perform lightning quick calculations that will astonish your friends family and teachers You'll be able to master your multiplication tables in minutes and learn basic number facts while doing it While the other kids in class are still

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How to Find a Black Cat in a Dark Room Jacob Burak, 2017-10-17 An inquiry into what it is about our experiences and cultures that brings out the differences and reveals the similarities in us as human beings in the vein of Malcolm Gladwell and Daniel Kahneman Jacob Burak is on a quest to answer the question are we as human beings who are separated by different cultures and experiences similar or different Through the lens of behavioural studies we see how while our approaches differ and often conflict we all strive for similar things love acceptance power and understanding How to Find a Black Cat in a Dark Room offers the latest scientific studies of human behaviour alongside accessible anecdotes to examine the universal human experiences of comparing ourselves to others the need to belong the urge to achieve and the anxiety and uncertainty of life itself More importantly Burak shows us how in understanding these behavioural patterns we learn that we are actually more alike than we are different that our rivals often make us stronger and that being trusting can help us live longer With his inquisitive nature logical thinking and engaging style Burak examines whether it is destiny or personality that controls our lives through intriguing subjects such as What are the ten rules for happiness that are entirely under our control Why do smart people make stupid mistakes What distinguishes bureaucrats and entrepreneurs What are the psychological differences between liberals and conservatives In what circumstances is it right to surrender our privacy Does it pay to trust people

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