

## Why Do Smart People Make Such Stupid Mistakes A Practical Negotiation Guide To More Profitable Client Relationshipsfor Marketing And Communication Teams And Professional Service People

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### Why Do Smart People Make

Smart people make smart decisions and that's the most important factor in how things turn out for you. One of the smartest choices you'll ever make is to seek out smart people in your work...

### 10 Behaviors of Smart People - Entrepreneur

Startup Life 10 Problems Only Smart People Have Being intelligent is great, but it does have some real downsides, according to science.

### 10 Problems Only Smart People Have | Inc.com

Generally, we assume it's good to be smart. And we expect smart people to make generally smart decisions. But smart people may be so good at reasoning that they can logically reach the conclusion...

### Smart People, Dumb Decisions | Psychology Today

5. They avoid impulsive decisions. Going along with the same conscious theme we touched on a few points ago, extremely intelligent people are very intentional with their thoughts and actions. This means that they don't jump at the first idea, impulse, influence, or nudge.

### Extremely Intelligent People Do These 9 Things on a ...

Smart people make stupid decisions because they struggle with the same challenge that we all do—overconfidence. Overconfidence causes us to be close minded towards different ideas than ours. It makes us slow and rigid in adapting to change. It prevents us from solving complex problems and dealing with uncertainty with confidence.

### Why Smart People Make Stupid Decisions (And How to Avoid This)

There is a common mistake that often happens to smart people—in many cases, without you ever realizing it. The mistake has to do with the difference between being in motion and taking action.

### The Mistake Smart People Make: Being in Motion Vs. Taking ...

Why Do Smart People Make Dumb Parents? this glorious mess. 06 Apr 2016 · 31 minutes Back. play Episode Maybe the answer is less. In a world of too much - too many devices, too many extra-curricular activities, and too many parenting rules, is the answer to parenting just to do LESS? Jackie Lunn is a writer whose arguing for simplicity parenting.

### Why Do Smart People Make Dumb Parents?

Being smart is a huge leg up in life, but it's not a golden ticket. Intelligent people, despite their natural gifts, can, and often do, end up stalled in their careers and unhappy in their ...

### 7 Stupid Mistakes Smart People Make | Inc.com

The advantages of being intelligent are undeniable. Intelligent people are more likely to get better grades and go farther in school. They are more likely to be successful at work.

### Why Do Smart People Do Foolish Things? - Scientific American

Smart people develop overachieving personalities because things come so easily to them. They simply don't understand how hard some people have to work to accomplish the same things, and because of...

### 8 Ways Smart People Act Stupid - Forbes

Smart people are aware that skills such as effective communication or selling can only be acquired through actual time with clients and colleagues in that specific field. They are eager to get out...

### The 10 Things Really Smart People Do - Elite Daily

The book Why Do Smart People Make Such Stupid Mistakes: A Practical Negotiation Guide To More Profitable Client Relationship by Chris Merrington has certain downsides. It seems to be focusing on promotion of author's consulting firm Spring 80:20 in the beginning, but then there is no harm in doing it, in my opinion.

### Why Do Smart People Make Such Stupid Mistakes?: Merrington ...

Intelligence has been a prized human trait for a long time. When we think of smart people, we know that they typically earn more money, attend school for longer, and have an easier time managing all of the troubles we face in life. They seem to have more common sense and see things that will happen over the long term.

### 20 Common Characteristics of Highly Intelligent People

Learn from your mistakes means finding what is worth salvaging from your unfortunate experience, realizing what went wrong and finding a way to avert it in the future. Smart people use this input to work on themselves and change the things they have the power to change.

### 20 Things Smart People Don't Do (And What They Do Instead)

Intelligent people have less friends. The realer you are the fewer friends you have. Here's why: 1. You're liberated in your own speech, thoughts, and actions, which can be contrary to those of your "friends." You have a strong mindset and values. Your mind isn't limited and you always have something to say.

### 9 Reasons Why Intelligent People Have Fewer Friends ...

The desire for control and security. People need to feel they're in control of their lives. For instance, many people feel safer when they're the driver in the car rather than a passenger. Of ...

### Why Do People Believe in Conspiracy Theories? | Psychology ...

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### The Intelligence Trap: Why Smart People Make Dumb Mistakes ...

They simply don't understand how hard some people have to work to accomplish the same things, and because of that, they push people too hard," he wrote. "Smart people set the bar too high ...

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