



The Non-  
Fiction  
of Life:  
Greatest  
Ancient  
Mystery  
Unveiled

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intelligent  
people fail  
and stupid  
ones succeed?

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## Why do intelligent people fail and stupid ones succeed?

I met yesterday in supermarket with an old client of mine from one of consultancy projects we were involved in and I remembered about something he said to me about 16-18 years ago. I don't recall exactly which was the situation back then but I had found a more creative solution to help him with something and my line managers had not agreed, although he was a loyal client and we could deviate slightly from our own regulations. At that moment, the man looked at me in despair and asked: "Why the hell intelligent people never become bosses?" Although it was a rhetorical question now after years of introspection (not really) I think I got to give him the answer. This response is rather long even though I've attempted to shorten it as much as possible. Otherwise, one could write trilogies about it.

**Smart people are stupid.**

Yes, some smart people are rather pretty stupid. Smart people do not understand that the universe operates on a relatively simple principle: **Action and Reaction.**

If you think about how to break the glass window, the glass window doesn't break. As simple as that, right? Well, it's amazing how many people do not get beyond that. The action is the main ingredient for success. If you do nothing, nothing happens!

## Smart people think too much

The idiots act, the intelligent ones analyze. If an idiot wants to go from point A to point B he will idiotically take the straight-ahead direction and will see where he is brought to afterwards. If a smart individual wants to get from point A to point B, he will first do an analysis of possible routes and unexpected situations that may occur on the way and will elaborate plan A, plan B and at least plan C as a backup. What if a wall appears in the way?

Will he take to the left or to the right or in generally dig a hole?

Will he pass over or dig a tunnel underneath?

If he will need to dig a tunnel, I think it would be advisable for him to take along an appropriate tool. But what's the best tool? Should it be made out of iron or wood? Should it be light and small so as not to disturb him on the road or something of high performance? Such dilemmas can go on forever, you get the point. Finally, he is getting way too troubled and bored and simply gives up the road and the idea itself.

## Smart people get quickly bored

An idiot has an idea once in 20 years, for example to give free chips every Wednesday at his fast-food boutique. And he keeps the idea for another 20 years. Paradoxically or not, this is just exactly how a brand is being built - through consistency.

Smart people are neither consistent, nor persistent. They have tons of ideas and want to try them all, switching from one to another in a short time, without giving them time to grow, to develop. Because they have so many ideas, they have no patience to go with one all the way. At the first setback, they tell themselves: That's it, I failed with this one, but it doesn't matter since I anyhow do have another 400 ideas and one of them will certainly be a success. And then they give up the idea of today and pass directly to another idea - the one of tomorrow. Smart people are asking themselves "what could I do, what would be the good idea, what else to try?" Instead of asking "what did I do and what worked so that I could repeat it?".



## Smart people want to change the world

The universe is 15 billion years old (or 13.7 according to certain scientific opinions). How old are you? 18, 23, 27? Good luck with that! What makes you think you can change the way the universe works? What makes you think you can change human nature? Seriously, do you think that some other tens of millions of people haven't tried to do so over many generations before you, you think you're the smartest, the only one who realized it was a problem to be solved in the universe? And how do you think you can make this change?

I know, let's sit at a bar/pub/terrace for a beer, and debate, vigorously deliberate, launch controversial arguments and presumptive proofs on the topic. The Universe surely will change in an instant by itself in the moment when it will only "hear" our extremely logical argumentation. **Breaking news: The Universe Does Not give a f@ck about you.**

## Smart people fight with the system

Oh yes! The “fighting against the system” is also part of such category as the one pertaining to the “changing the world”. The system is bad, the system is this and that, blah blah blah ... What's the system? Well, I do not know: it's a conspiracy, it's the corporatist plan of inoculation of an extra-dose of consumerism addiction into our veins, it's the Matrix which controls us, etc.....Is that your opinion? Do you really mean it? Well nobody forces you to have the latest smartphone, internet access, to shop at the supermarket. Do you find it easy to make a bow and then hunt a boar and then flay it with a knife made out of a sharp rock? There are still vast forest areas around the globe. Damn it, you can paint the trees in blue and say you're in Avatar if you want it! Matrix? The goal is not to leave the Matrix. Outside the Matrix is exactly as in those woods. You eat mud and dress in rags. The goal is to understand how the Matrix works and to use it in your best interest and benefit. The goal is to become the king of the Matrix.

## Smart people are socialists

This is not a surprise but rather a natural effect. Smart people do lots of education and our formal education systems implant socialist ideas in your head. Such ideas as charging excessive wealth, taking from the rich and giving to the poor, etc ... Basically, smart people want to help / to save those afflicted by the fate, but with all of their intelligence they just don't realize that they're doing the opposite. If you punish the efficient and productive people, by taking the money they've worked for, and then encourage the people with lack of initiative by giving them money for nothing, you simply condemn everyone to live equally in poverty. It's like apportioning a single pizza into extremely tiny slices so that everyone gets at least something, instead of stimulating those individuals capable of producing more pizza.

If you want success, money and wealth you should stop being against rich people and no longer consider them as “enemies”. It's like your dream would be to become a football player but you simply cannot stand the game.

## Smart people deny reality

This one is also related to the previous ideas, to the fight against the system, and to the solitary attempts of changing the world into a better place. People do not accept that there is no such thing as "should be", "worth", "deserve", etc ... but only "IS". Every argument I've heard from smart people contains at least one of the above expressions: it shouldn't have such high profits, he doesn't deserve to have such a small salary, the government should do it... should, deserve, worth, etc etc etc etc etc... The reality is as follows: the sky is blue, the grass is green! The sky does not care that you think that it should be pink, because that would suit you, a pink sky, or because you think it would be better so. The grass does not give a sh@t about your opinion, as for example that you feel like the blade of grass should sit tilted right because this would be of great advantage to the whole humankind. You can have the most solid logical argumentation that can ever be produced by your mind of an intelligent individual and still, **IT DOESN'T MATTER**. The reality is different, and the reality does not change just because you don't find it convenient. Accept the reality and adapt yourself instead of struggling ideologically against it!

## **Dunning-Kruger Effect**

Unskilled individuals suffer from illusory superiority, mistakenly rating their ability much higher than average. ... In contrast to the above, the smart people do exactly the opposite, they evaluate themselves at an inferior level, they “sell” themselves for little money and have no confidence in their own capabilities, are hesitant and in the end simply give up struggling. In the same line of reasoning with Dunning-Kruger ...

## Smart people are afraid of the judgment of others

Imagine that you're sitting on the toilet and calmly do your needs. You close your eyes for a split of a second and then blink. When you open them up, you find yourself on a stage with all the spotlights pointed at you and the people are pointing and laughing at you. That's more or less what smart people imagine what would happen when they have to expose themselves or show or promote their work or ideas.

I know designers who avoid for ages to set-up a website aimed to exhibit their works only because they assume it's not good enough in order to be shown the world. There are also those individuals who refuse some opportunities to make money because they have a mistaken impression that their services might be disappointing to the customers, and/or maybe not good enough in order to charge money for.

## Smart people are romantics

They are being indoctrinated in school with the idea that poverty is full of romance and very bohemian at the same time: poor painters, poor poets, true artists are poor. This would mean that people who are intelligent, capable for thinking and creation are above the ideas related to money and wealth generation, they are morally superior. Thus, these individuals also reject the idea of money generation in order to be able to join the overall group, in order to feel that they belong to this intellectual elite that is above the earthly notions of wealth.

## Smart people do not have guts

If the main ingredient of success is action, nerve and guts are coming up in 2<sup>nd</sup> place. Most confrontations are won with guts, not with the truth or right argumentative logic. Again, this is a reality that one must accept. This is the way the world we are living in works. Try the following test: go to the corner shop and buy a pack of biscuits. Get out, open the package, eat three biscuits and go back into the store and ask for money back in a nervous manner. I can assure you that in 95% of cases the nerve, high tone, anger and threats with the Authorities of Consumer Protection will bring back your money into your pockets. Smart people are too correct and honest, too modest, too timid, too much with good sense and humble - no courage, no guts, no initiative, always looking for a warm place to work (preferably in some state administration structure) where one does not have to prove anything, instead it has just to be written on some paper or job description who you are, what you are supposed to know, to do, etc ... Or smart people are being capped in all sorts of low-level jobs, with no stress, no responsibility, until retirement. And they live then with the impression that they deserve more, only or at least due to the rationale that they are (and/or find themselves as) being smart.



## Smart people don't want to be successful and they want no money

Surely, it's their choice. I personally don't mind. Only in this case they should stop complaining that others have too much money and do not deserve to have them because they are more stupid than them. Again, you cannot dream to be a football player when also hating the game itself or the other players. You have to decide what you want from life and to act and work hard towards the respective objective with confidence and courage.

## Instead of Epilogue: One explanation for the offended intellectuals

First of all, thanks to everyone who read this and commented it. Some have understood more, others less, some have started to show me otherwise by delving into all kind of specifics, some felt offended and in their turn simply insulted me.

Okay, what was the idea of these few lines? It's an invitation to action and that's it! Nothing more and nothing less! It's an invitation transmitted without diplomacy and/or political correctness. Such concepts as "stupid" and "smart" are just perceptions, as well as the idea of success. "Intelligent" is a perception of an individual about another individual. So is "stupid". You cannot accurately measure the intelligence, there are way too many types of intelligence, every man has his talent in a certain field, and you cannot say something like: That guy is smart and the other one is stupid. That's why the only thing that makes the difference is the action. "The intelligent people" in the article are we and "the stupid ones" are the others. We label ourselves and the others and thus get to the point when we have to adhere to one of the camps: we vs. them. Do not tell me that you cannot identify any public person whom you might perceive as at least "more stupid" than you. Or that you have never been pissed off or frustrated by the "unfair" gains of some of these types of individuals. At the same time only few of you want to admit the truth - that "stupid individuals" have set up a goal, they

focused on its accomplishment and have undertaken one or more action steps in order to achieve it. And this is exactly what has brought them success. Success as defined by all of them, not us. For example, owning a BMW might not be a success criteria for us, but it is for them.

Success is as subjective as the definitions of smart and stupid. Let me try and give a clearer example to those who still haven't understood it. If 5 people think about inventing a laser sword, the one who will be credited as its inventor will be the one who built the first functional one, not the one who has the best idea, not the one who has the most intelligent conceptual or execution plan, not the best theoretical analysis of fractals modules in unstable resonators, etc ... Only the one who actually builds it!

That's the essence of this novel: ACTION - REACTION. I'm sorry but I cannot explain it more clearly than that.

It's the principle that makes the world work, whether we like it or not. The mere potential (intelligence) without action does not affect anything, but rather jams (the reason why frustration occurs). And I listed only several such mental blocks hoping that once identified, we will then be able to overcome them and get success. Success should not necessarily mean BMW, but everything else what you might desire. It's your success, not others. Do not live by the standards of others. You might ask me why haven't I said so in the first instance? Because in this

case, this novel would have been read by up to 5-6 people only...and this also only by mistake.

Was I superficial? YES.

Have I generalized? YES.

Was I straightforward and possibly offensive? YES.

Was there a need to use quotation marks for “smart” and “stupid”?  
YES.

But it worked.

\* \* \*

I hope that I triggered certain thoughts on the matter. The bottom line is that this novel will not change you. You are what you are and some words in an ebook will not change your life. My purpose was just to put the mirror in front of you and then everyone is free to see whichever reflection they want....or the one which is more convenient to them.

\* \* \*

**P.S. One final piece of advice though:**

1. **Never Stop Dreaming** - Sit down and decide what you want to do with your life and make an **ACTION PLAN**. Not a simple plan, not a wish list, not a New Year resolution, etc but an **ACTION PLAN**...and then simply work it and hold on to it!

2. **Define Your Purpose** - Don't just make changes to make more money. Make changes to help yourself and others eat better, do better, live better, share better, smile better, and be better.

3. **Clean Your Professional Image** -make sure your image represents your goals and dreams.

4. **Take Action** - Network, hire a coach, hire a resume writer, find a recruiter, write that book, start that blog, start your own business, join a group, **TAKE ACTION**. Doing the same things everyday over and over again will result in the same things over and over again.

5. **Don't Give Up** - No matter what people say or do, and no matter what happens in your life you **HAVE** to keep at it. Make it your driving force in life to reach that goal and then create more. Don't worry about the money or the how, just start doing it and everything else will fall into place.