

"Essential reading for anyone who wants to think more clearly."

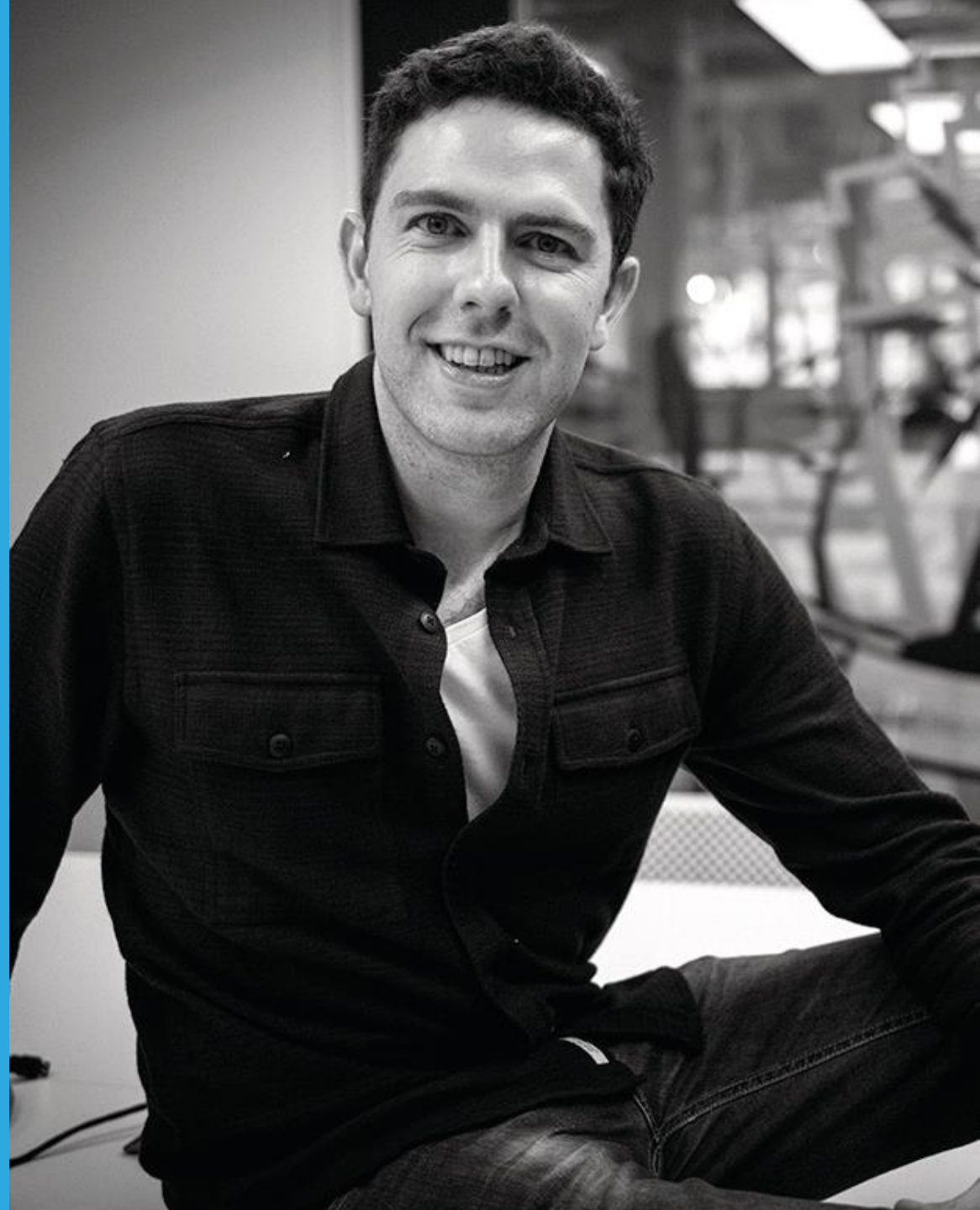
—ROLF DOBELLI, author of *The Art of Thinking Clearly*

*the*  
INTELLIGENCE  
TRAP

WHY SMART  
PEOPLE  
MAKE DUMB  
MISTAKES



DAVID ROBSON





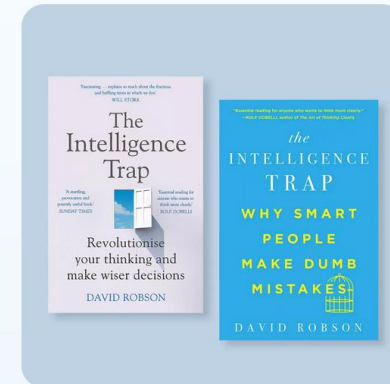
# David Robson

an award-winning science writer specialising in the extremes of the human brain, body and behaviour.



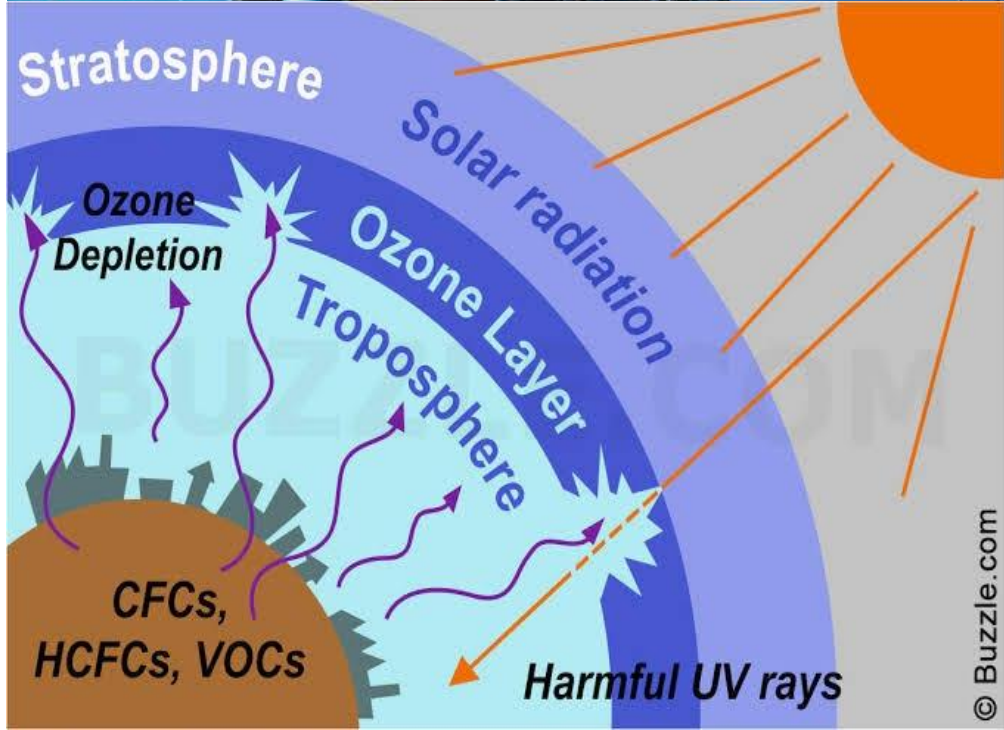
## The Expectation Effect

"Utterly riveting and transformative"  
– Nigella Lawson



## The Intelligence Trap

"Startling, provocative and potentially useful"  
– Sunday Times



# Kary B. Mullis

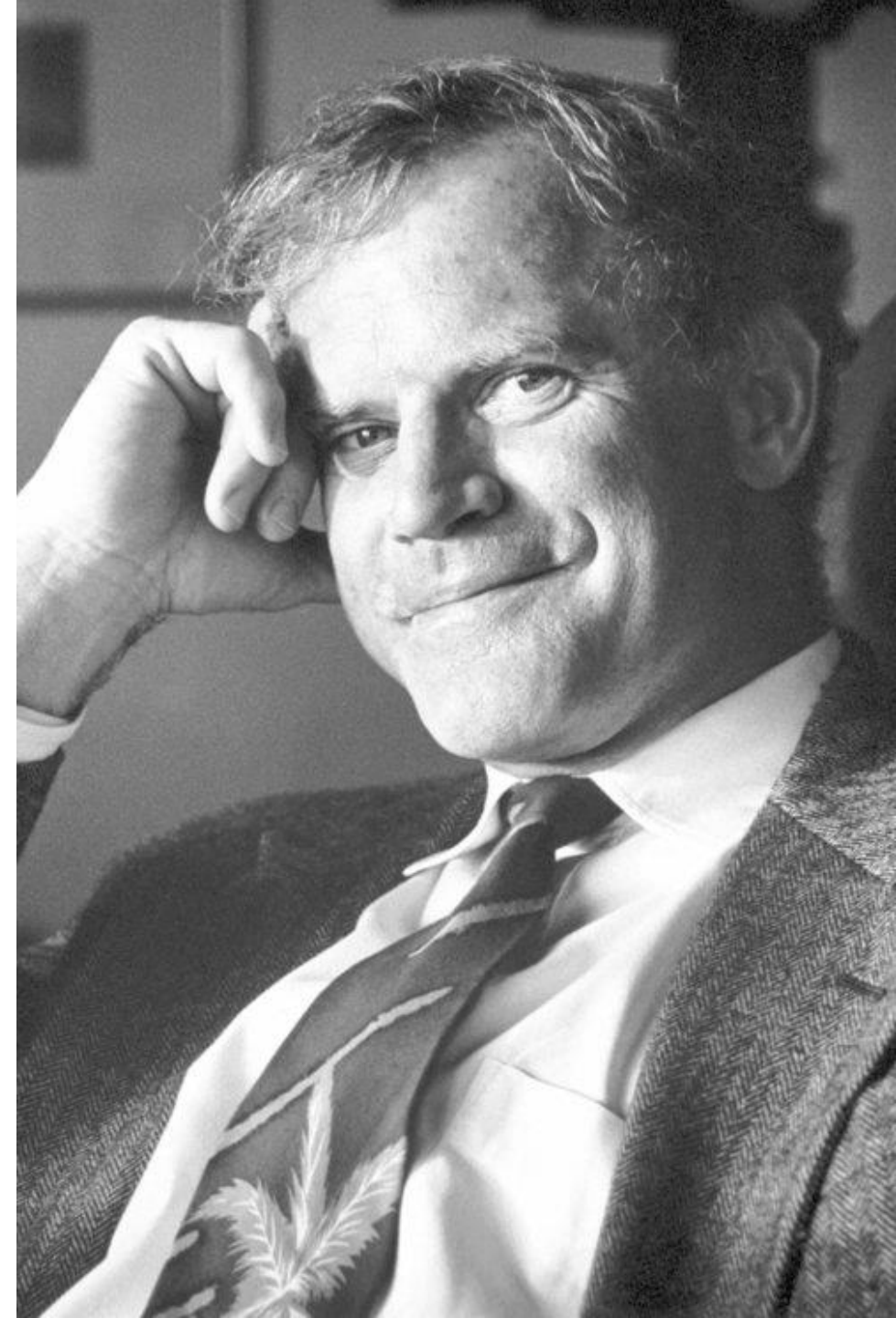
The Nobel Prize in Chemistry 1993

Born: 28 December 1944, Lenoir, NC, USA

Died: 7 August 2019, Newport Beach, CA, USA

Prize motivation: “for his invention of the polymerase chain reaction (PCR) method”

**Polymerase Chain Reaction PCR – A tool that allow scientist to clone DNA. “PCR is one of those inventions like the internet, once you have used it, you cannot quite understand how people managed**





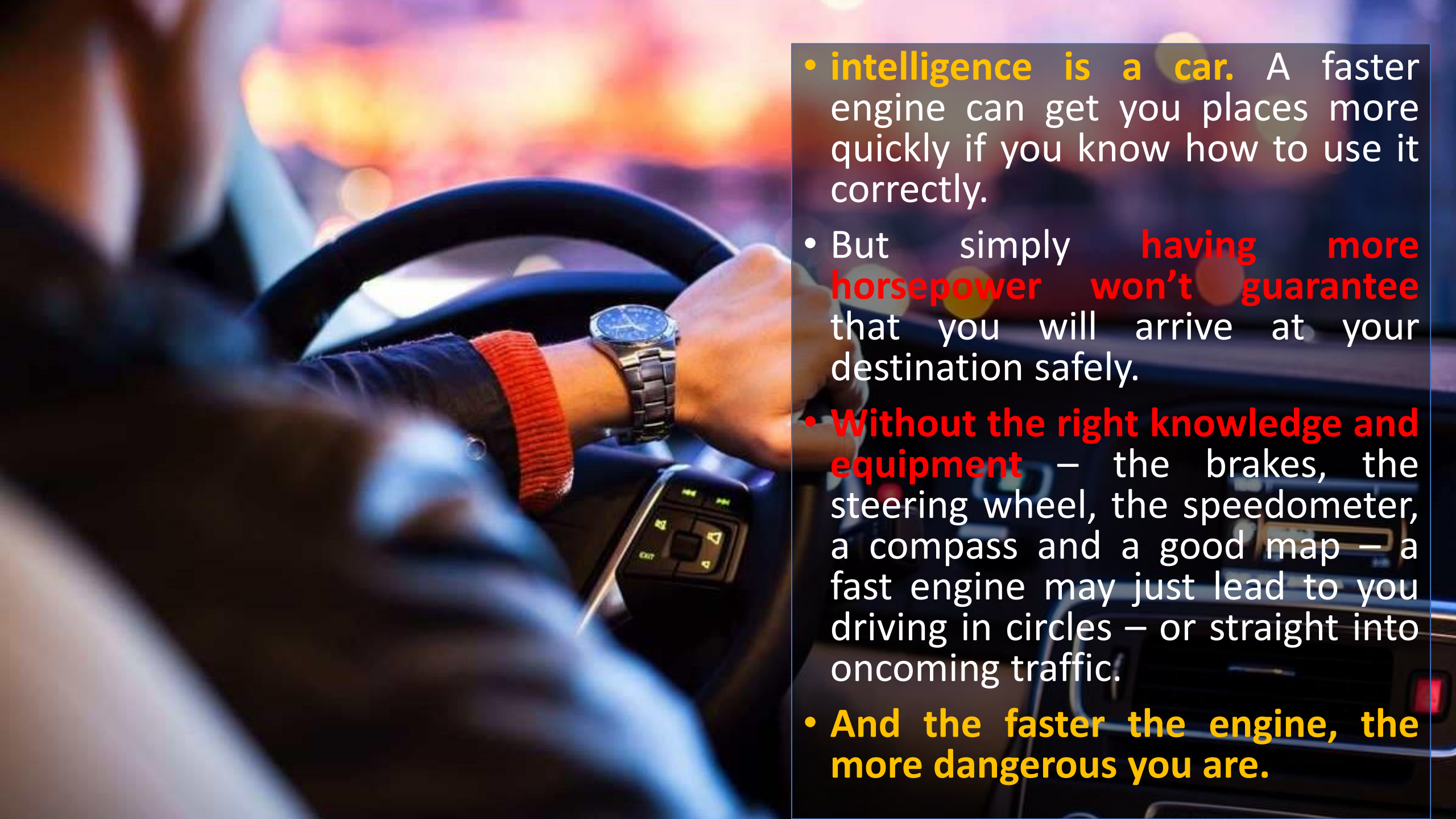
# INTELLIGENCE



**Intelligence** can help you to **learn and recall facts**, and **process complex information quickly**, but you also need the necessary **checks and balances** to apply that brainpower correctly.

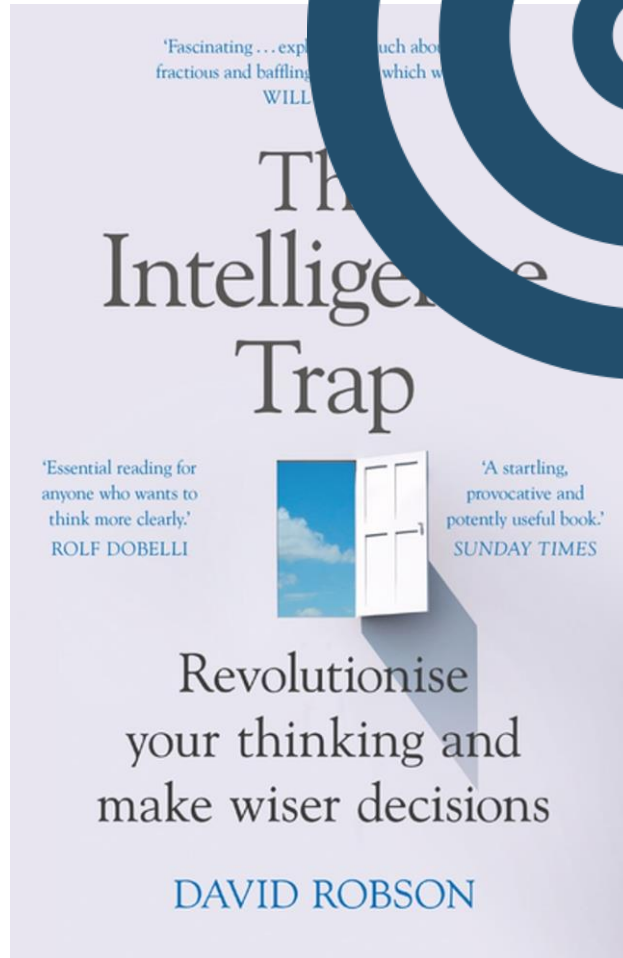
**Without them, greater intelligence can actually make you more biased in your thinking.**



- 
- **intelligence is a car.** A faster engine can get you places more quickly if you know how to use it correctly.
  - But simply **having more horsepower won't guarantee** that you will arrive at your destination safely.
  - **Without the right knowledge and equipment** – the brakes, the steering wheel, the speedometer, a compass and a good map – a fast engine may just lead to you driving in circles – or straight into oncoming traffic.
  - **And the faster the engine, the more dangerous you are.**



# GOAL

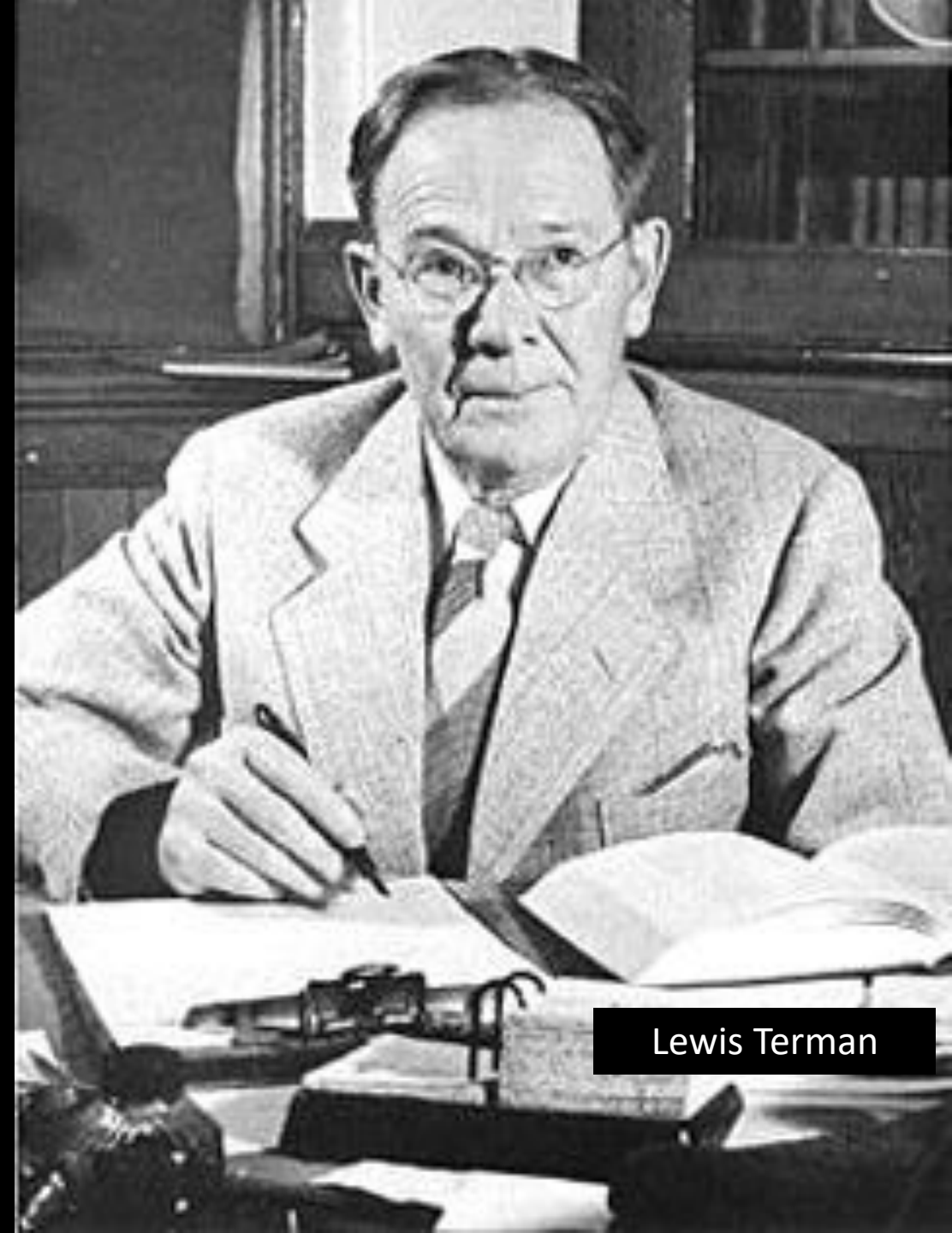


- The Intelligence Trap Book is about **why intelligent people act stupidly** – and why in some cases they are even **more prone to error than the average person**.
- The book focuses on the strategies that we can all employ to avoid the same mistakes: **lessons that will help anyone to think more wisely and rationally in this post-truth world**.

**How do we measure Intelligence?**



- **IQ** (Lewis Terman)
- **EQ** (Daniel Goleman)
- **Flynn Effect**
- **Multiple Intelligence** ( Howard Gardener )
- **Successful Intelligence : Practical, Analytical. Creative** (Robert Sternberg)
- **Cultural Intelligence** (Soon Ang)



Lewis Terman

A man with a white beard and glasses, looking thoughtful, surrounded by stacks of books and a cosmic background. The background is a vibrant, colorful space scene with stars, galaxies, and nebulae. The man is wearing a white shirt and a dark jacket. The overall mood is intellectual and contemplative.

# Intelligence = Rational ?

We're not always as smart as we think we are. Psychological research suggests that **greater intelligence**, education, and expertise might **amplify our errors**

- Intelligent and educated people are **less likely to learn from their mistakes**, for instance, or **take advice from others**
- When they do err, they are better able to build elaborate arguments to **justify their reasoning**, meaning that they become more and more dogmatic in their views.
- Worse still, they appear to have a bigger 'bias blind spot', meaning they are **less able to recognize the holes in their logic**.



# I.Q



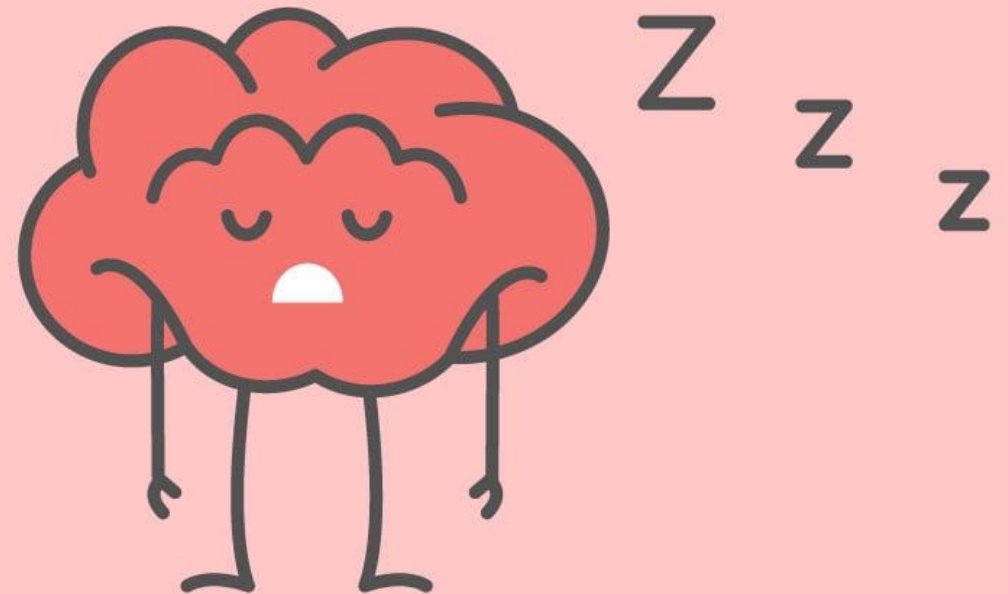
**Why high IQ people fall under the intelligence trap?**

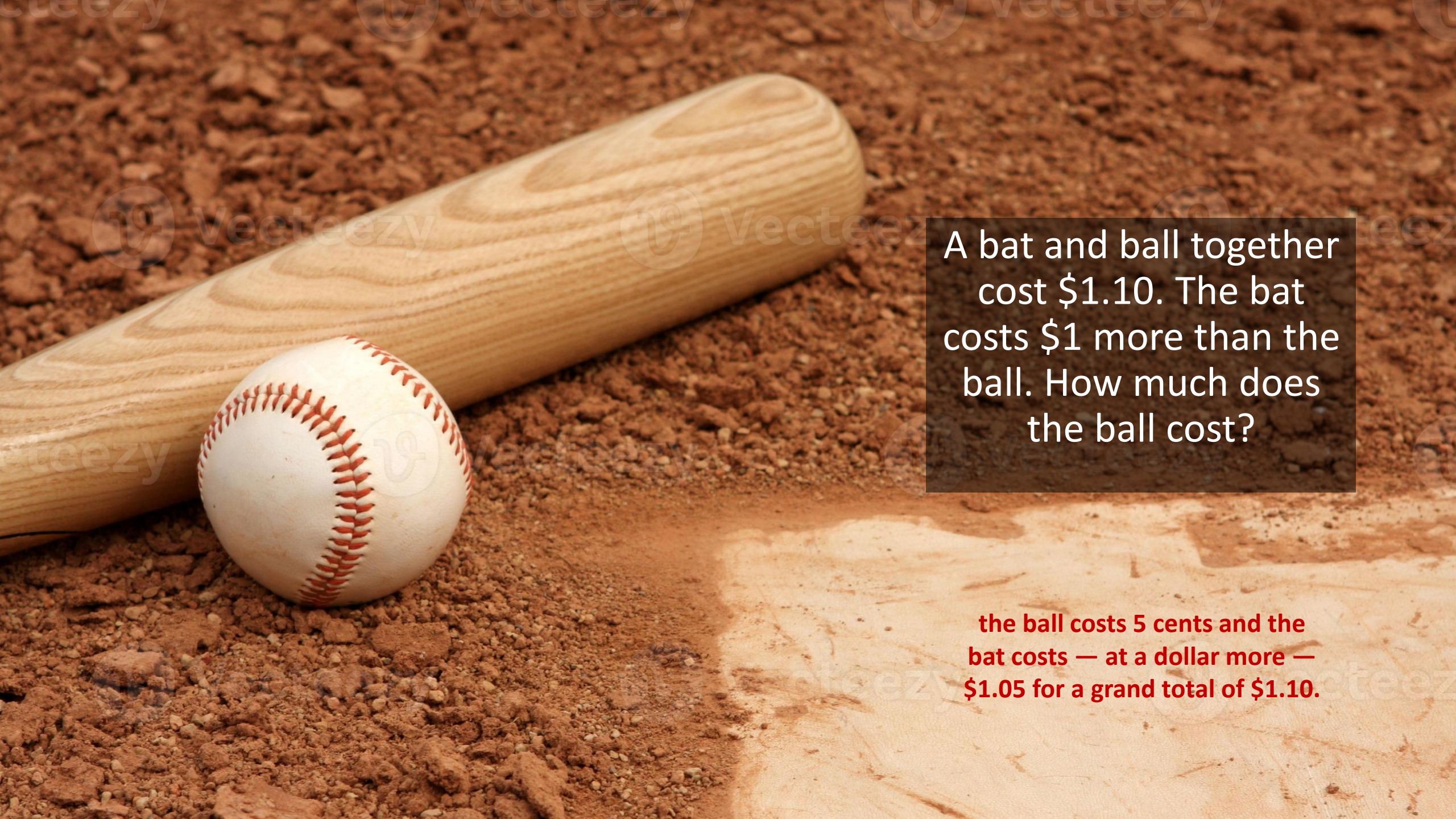
# Cognitive Miserliness

The brain's tendency to seek solutions to problems that take **the least mental effort**

intelligent people is their ability to **overestimate their assumptions** on topics as they become more heuristics in nature

when faced with a more complicated decision or question, we **tend to give the first response that comes to mind**, rather than considering carefully





A bat and ball together cost \$1.10. The bat costs \$1 more than the ball. How much does the ball cost?

**the ball costs 5 cents and the bat costs — at a dollar more — \$1.05 for a grand total of \$1.10.**



# Nasa's Russian Roulette

“ When playing Russian roulette the fact that the first shot got off safely is little comfort for the next. ”

~ *Richard Feynman*



foam insulation

# How to Reduce your Cognitive Miserliness

- **Think Slow** : Our slow brain is actually more effective than our fast brain.
- **Ask Why** : Take a pause, and think why you're making the decision that you are about to take. Unpopular belief, but there is no harm in second-guessing yourself.
- **Devil Advocate** : Cross question yourself, find edge cases to your decision. Developing a strategy of triggering the thought 'think of the opposite' can help prevent a host of thinking errors.

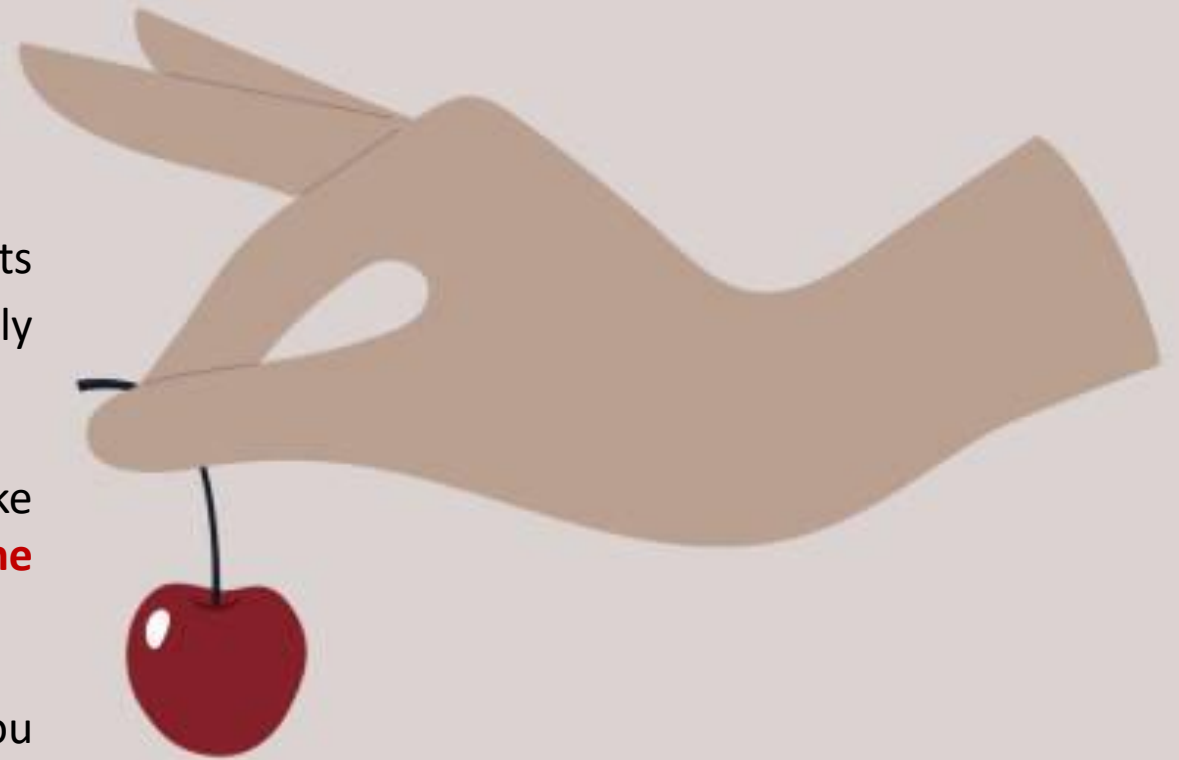


# Motivated Reasoning

subconsciously **cherry-pick facts** and arguments to back up our **pre-existing beliefs** while simultaneously ignoring any evidence against them.

Psychologist Tom Gilovich, who studies how people make decisions, has discovered that the **more intelligent you are, the more likely you are to fall prey to motivated reasoning.**

you're using your brainpower to support an argument that you want to be true, and he strongly wanted to believe **(confirmation bias)**





**Denise Melanii**

**Bikini Model**



**Paul Frampton**

**a brilliant  
particle physicist**



# How to avoid Motivational Reasoning



- **Be more curious**
- **Self Distance yourself**  
(putting yourself in someone else's shoes)



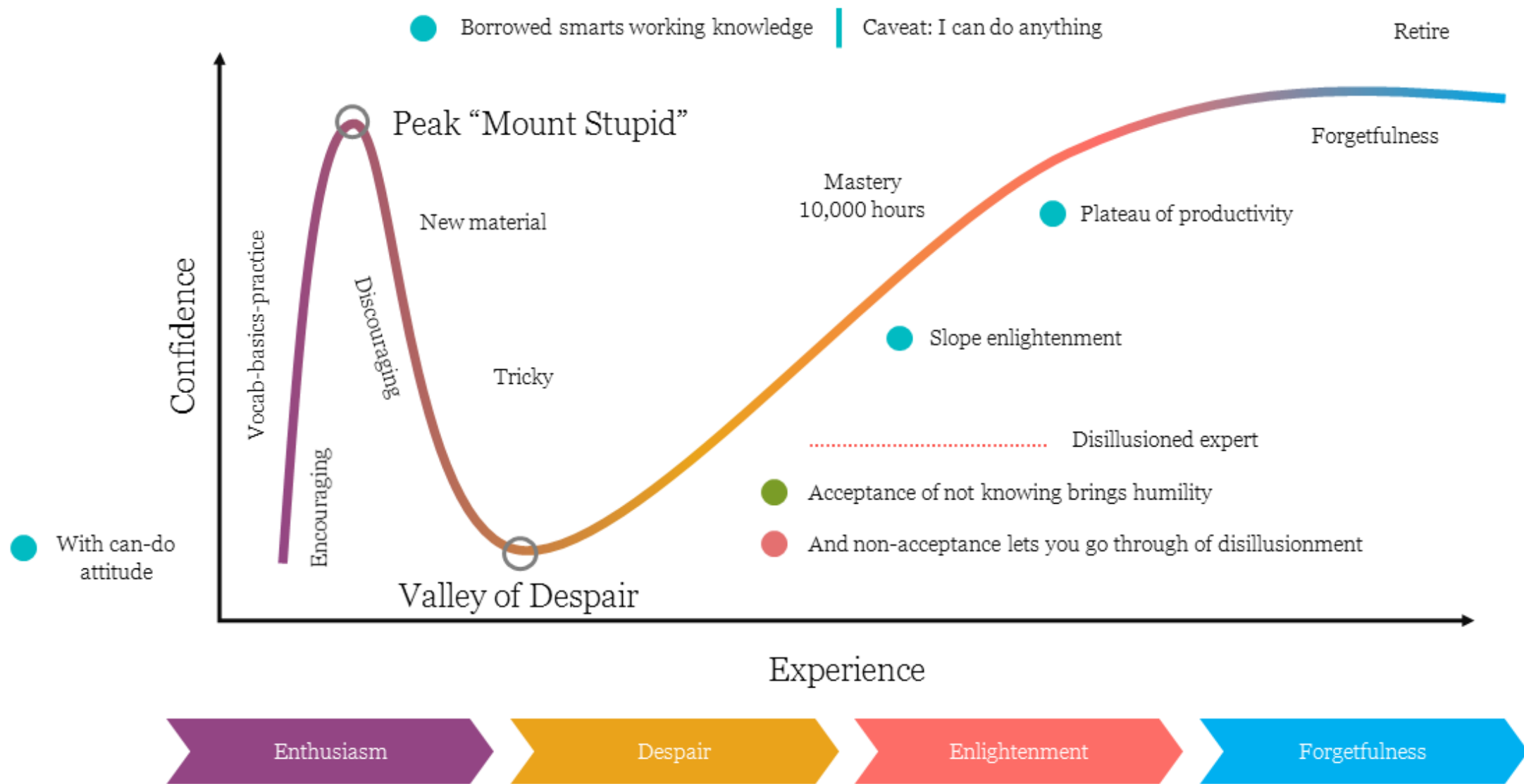
# The Curse of Expertise

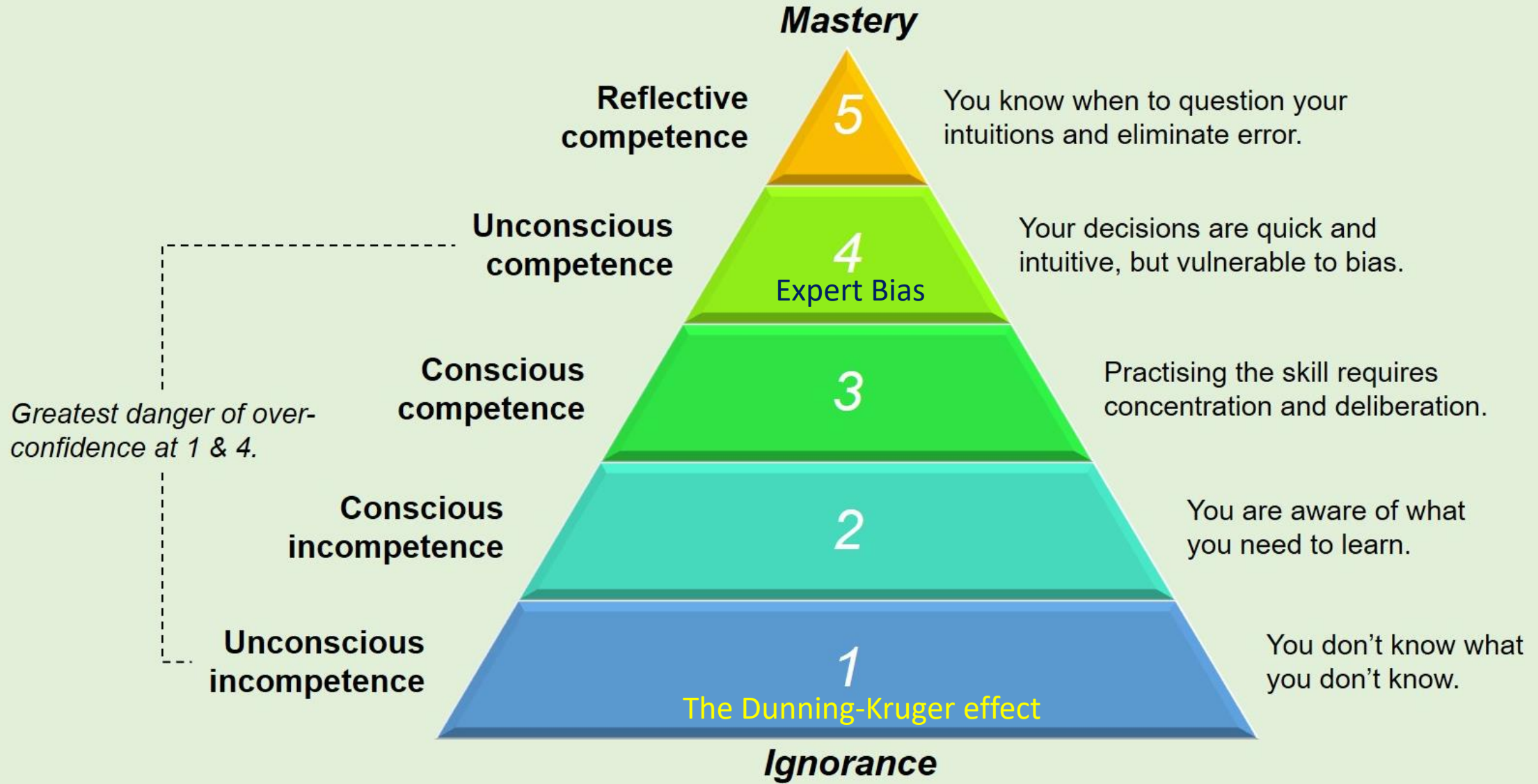
The background image features a large, open, antique book with thick, yellowed pages. A thick plume of white smoke rises from the center of the book. The book is placed on a dark surface, possibly a desk, with a human skull visible to the right. In the background, there are shelves filled with many books, creating a library or study atmosphere. The lighting is dramatic, highlighting the texture of the book's pages and the wisps of smoke.

- The more intelligent a person is, the more prone they are to their **curse of expertise**.
- Smarter people are more likely to get stuck in their ways and **fail to look at problems from new angles**.

**The Dunning-Kruger effect**, which theorizes that less competent people often overestimate their abilities. On the other hand, highly competent people are often unaware of how good they are

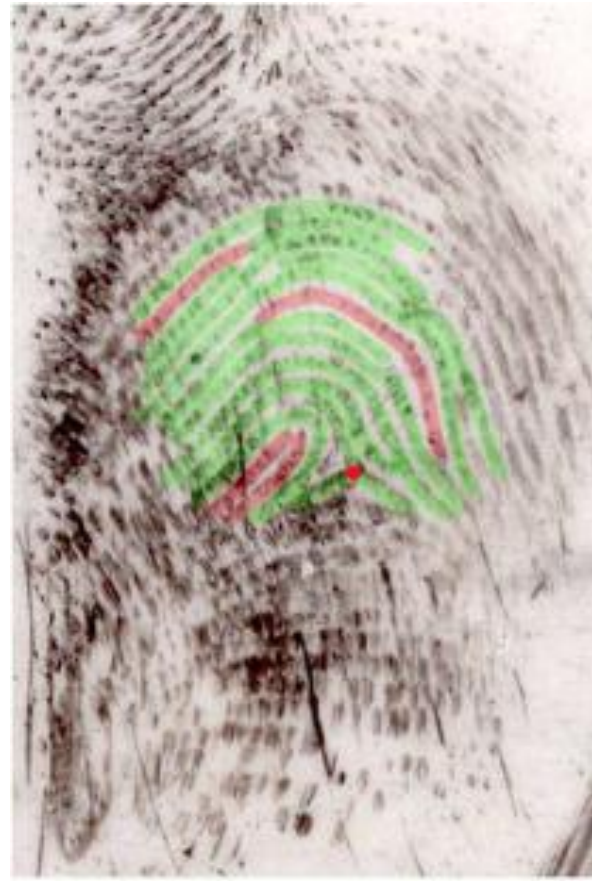
# Dunning Kruger Effect







# FBI's Dominos Effect



Brandon Mayfield, Madrid bombings  
(2004)

# How do you overcome the Curse of Expertise?

## Practice metacognition

thinking about one's thinking

## Consider alternatives

*What else might this be?*

## Check your ego

*What might I be missing?*



# The Too-much-talent Effect

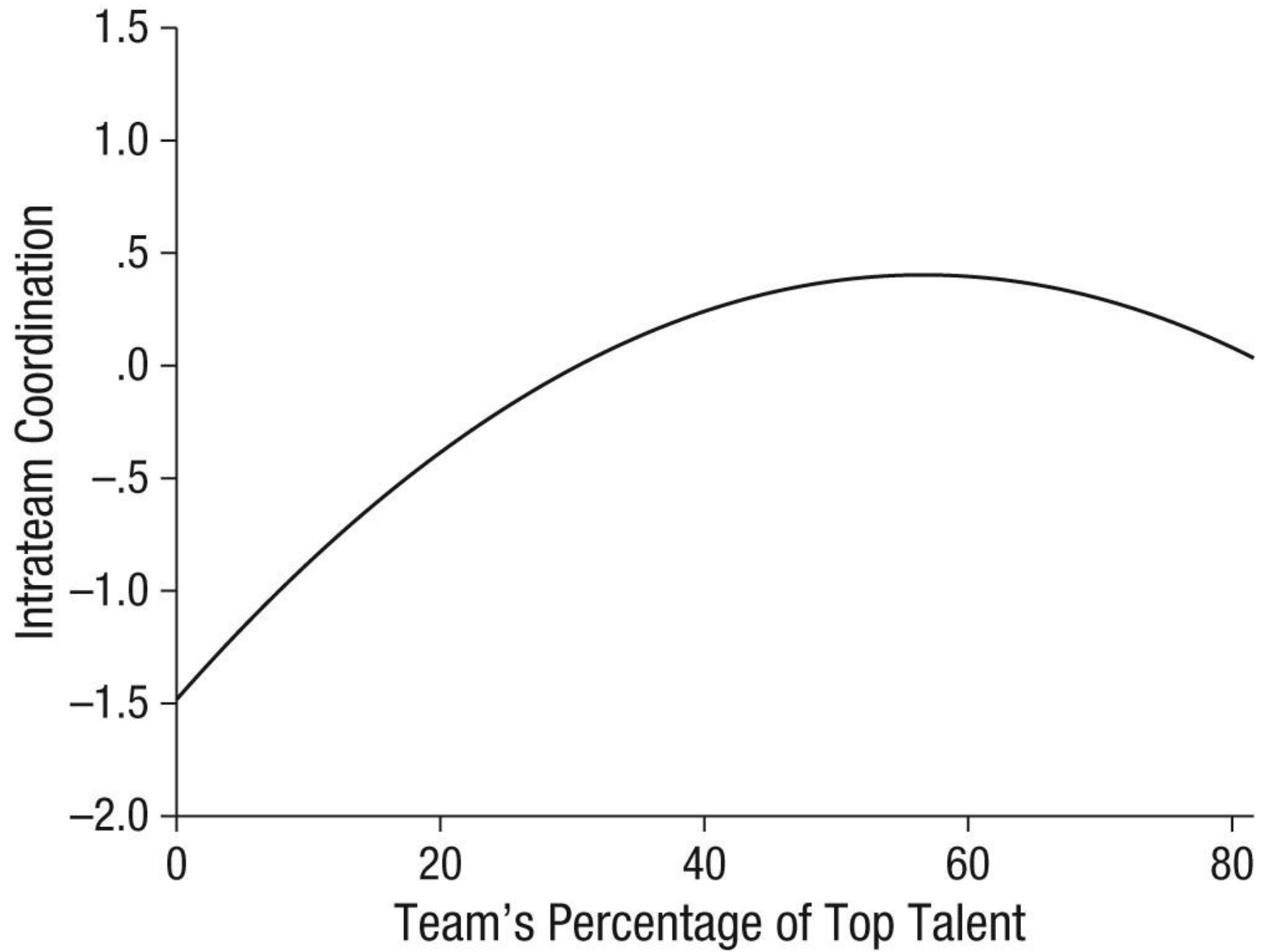
**A sense of conflict and competition** within a group can actually reduce each team member's problem-solving skills and creativity, especially if they are all in the same team.

**we can't separate our cognitive abilities from the social world around us.** All the time, our capacity to apply our brainpower will be influenced by our perceptions of those around us.

One study found that **people's individual IQ levels actually dropped when they feel in competition with others**

**Proves Talent**

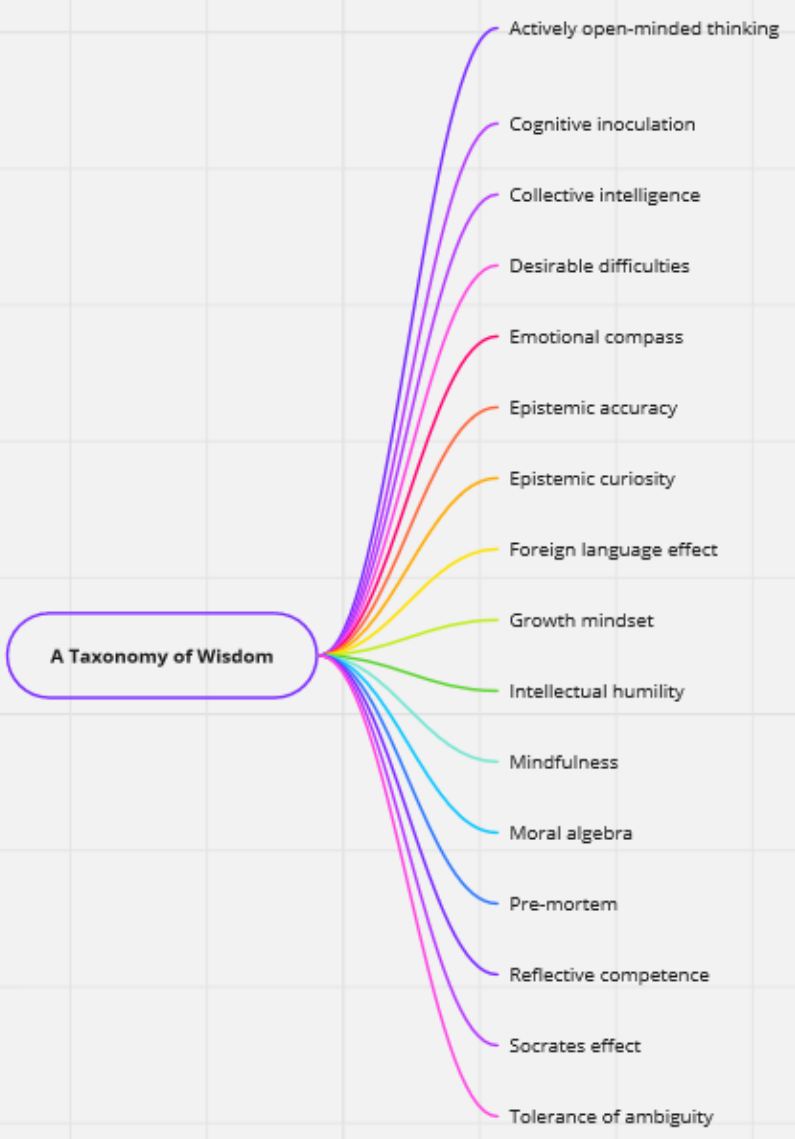
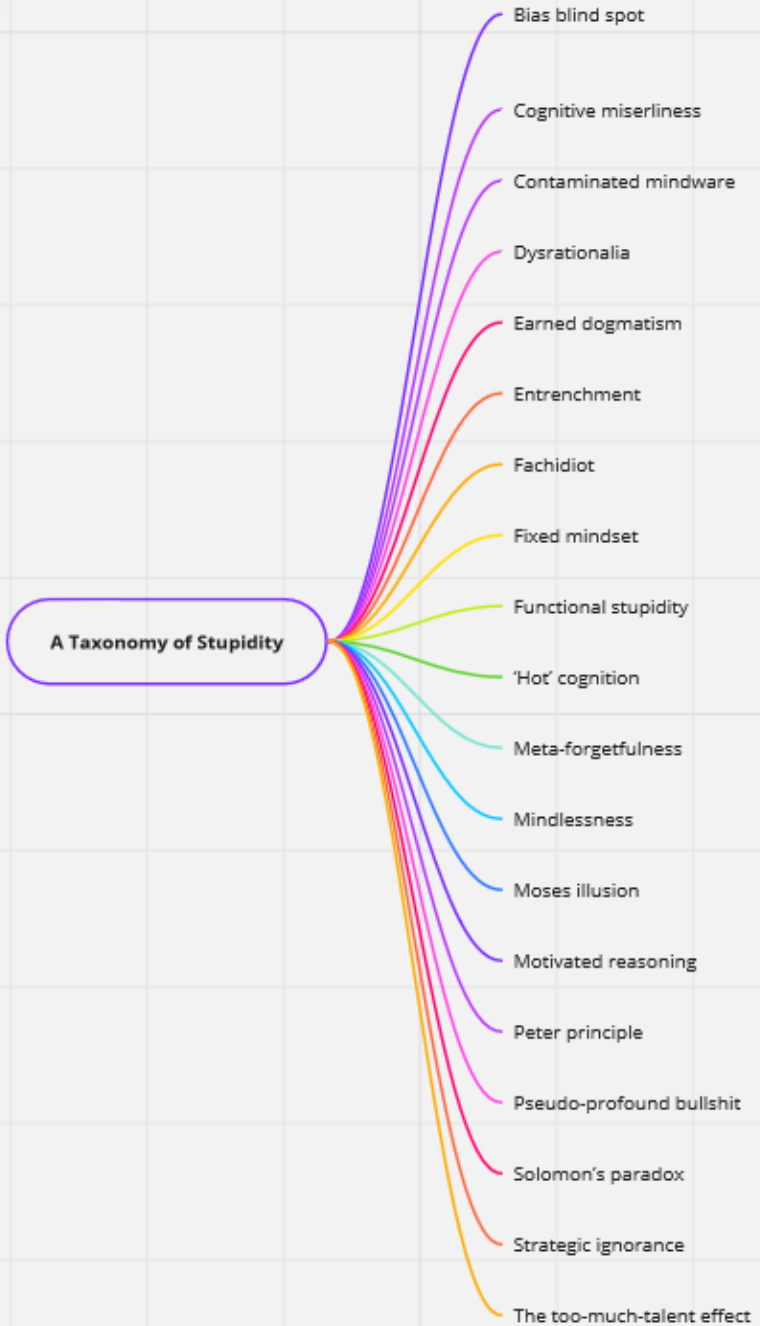




# How to manage too-much talent?

- Clear Understanding of Roles
- Valuing EQ over IQ
- Humble Leadership





# BREED #183

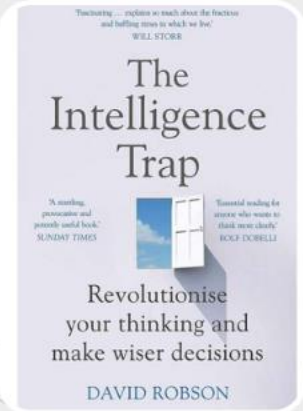
Book Review, Entrepreneur Excellence & Dialogue

Wed, 2024 Feb 28, 19.45

<https://bit.ly/-BREED>



Reviewer:  
**Deni Yulian**  
CTO Labs 247



“

Guest:  
**Lita Edia**  
Direktur Sekolah Amal Mulia



Moderator:  
**Rois Solihin**  
IT Security Consultant & Risk Strategic Analyst



@deniyulian