

Why Intelligent People Fail: Sternberg (1986)

Sternberg: Why Intelligent people fail

Sternberg (1986) believes that conventional intelligence tests tell us little about performance in everyday life and suggest a number of reasons why so-called intelligent people fail:

- lack of motivation
- lack of impulse control
- lack of perseverance
- fear of failure
- procrastination
- inability to delay gratification
- too little/too much self-confidence

Remember Sternberg suggests that if intelligence properly defined and measured it MUST translate into real-life success (Sternberg, 1986)