

**People who don't know much share a lot of superficial similarities with people who know a lot.  
 However, they don't recognize the very important differences.  
 So, they mistakenly think they know a lot, and don't spend enough time trying to learn and improve.  
 Here's a little comparison to help you recognize which type you might be.**

	<b>People who know a subject well often</b>	<b>People who are honestly trying to learn often</b>	<b>People who don't know a subject at all often</b>
<b>Similarities</b>	<b>Don't follow the rules</b>		<b>Don't follow the rules</b>
<b>Differences</b>	Can follow the rules when required	Follow the rules at first	Can't follow the rules even if required
<b>Similarities</b>	<b>Spend little time on practice problems</b>		<b>Spend little time on practice problems</b>
<b>Differences</b>	Do all of it correctly and finish quickly	Work hard on practice problems	Do little of it correctly and give up quickly
<b>Similarities</b>	<b>Use shortcuts</b>		<b>Use shortcuts</b>
<b>Differences</b>	Understand the material completely and can see more efficient methods, so they figure out shortcuts	Try to learn a few shortcuts, and use them if they feel comfortable using them	Don't understand the material and can't follow the standard methods, so they resort to using "shortcuts" they don't really understand
<b>Similarities</b>	<b>Take huge risks and make huge mistakes</b>		<b>Take huge risks and make huge mistakes</b>
<b>Differences</b>	Learn a lot before taking risks (educated guess) and learn from their own and other people's experiences and mistakes	Take some risks, make some mistakes, ask for help, pay attention to advice, correct their mistakes, learn from their mistakes, practice some more, then move on	Learn very little before taking risks (random guess) and don't learn from their own and other people's experiences and mistakes
<b>Similarities</b>	<b>Can seem confident or cocky, or have an attitude</b>		<b>Can seem confident or cocky, or have an attitude</b>
<b>Differences</b>	<p>Aware of how much they know and aware of how much they don't know (WISDOM)</p> <p>Know that learning = 10% inspiration (natural skill) 90% perspiration (practice)</p> <p>Develop their natural skill to such a high level, so they can do their practice quickly and go on to much bigger things</p>	<p>Try to be realistic about what they do and don't know, and learn as much as their lives will allow</p> <p>Practice, practice and practice so that their natural skill and confidence increases, and go on to satisfying and rewarding careers and lives</p> <p style="text-align: center;"><b>© Bert Lo 2007</b></p>	<p>Not aware of how little they know and not aware of how much they don't know (IGNORANCE)</p> <p>Mistakenly believe that learning = 10% perspiration (practice) 90% inspiration (natural skill)</p> <p>Their natural skill is so low, but they practice even less and go on to ?</p>