

Malcolm Gladwell

Quotes

*People, Thinking, Success, Opportunity, Writing, Ideas, World, Book, Mean,
Epidemics, Years, Hard Work, Successful, Needs, Powerful, Children,
Differences, Mind, Sports, Decision*

The visionary starts with a clean sheet of paper, and re-imagines the world.

~Malcolm Gladwell

We don't know where our first impressions come from or precisely what they mean, so we don't always appreciate their fragility.

~Malcolm Gladwell

The great accomplishment of Jobs's life is how effectively he put his idiosyncrasies - his petulance, his narcissism, and his rudeness - in the service of perfection.

~Malcolm Gladwell

If everyone has to think outside the box, maybe it is the box that needs fixing.

~Malcolm Gladwell

The successful are those who have been given opportunities.

~Malcolm Gladwell

An aggressive drug-testing program would cut down on certain abuses, but its never going to catch everyone - or even close to everyone.

~Malcolm Gladwell

There will be statues of Bill Gates across the Third World. There's a reasonable shot that - because of his money - we will cure malaria.

~Malcolm Gladwell

When you're an underdog, you're forced to try things you would never otherwise have attempted.

~Malcolm Gladwell

Outlier are those who have been given opportunities-- -and who have had the strength and presence of mind to seize them.

~Malcolm Gladwell

If we are to learn to improve the quality of the decisions we make, we need to accept the mysterious nature of our snap judgments.

~Malcolm Gladwell

A radical and transformative thought goes nowhere without the willingness to challenge convention.

~Malcolm Gladwell

If you don't contradict yourself on a regular basis, then you're not thinking.

~Malcolm Gladwell

The key to good decision making is not knowledge. It is understanding. We are swimming in the former. We are desperately lacking in the latter.

~Malcolm Gladwell

Practice isn't the thing you do once you're good. It's the thing you do that makes you good.

~Malcolm Gladwell

The sad thing about doping is how much it obscures our appreciation of greatness.

~Malcolm Gladwell

Hard work is a prison sentence only if it does not have meaning.

~Malcolm Gladwell

The world is not a meritocracy, as much as we may like to pretend that it is. And we have a long way to go before we really reward people based on their own merit.

~Malcolm Gladwell

The act of facing overwhelming odds produces greatness and beauty.

~Malcolm Gladwell

Success has to do with deliberate practice. Practice must be focused, determined, and in an environment where there's feedback.

~Malcolm Gladwell

People who bring transformative change have courage, know how to re-frame the problem and have a sense of urgency.

~Malcolm Gladwell

The values of the world we inhabit and the people we surround ourselves with have a profound effect on who we are.

~Malcolm Gladwell

We learn by example and by direct experience because there are real limits to the adequacy of verbal instruction.

~Malcolm Gladwell

Those three things - autonomy, complexity, and a connection between effort and reward - are, most people will agree, the three qualities that work has to have if it is to be satisfying.

~Malcolm Gladwell

We have, as human beings, a storytelling problem. We're a bit too quick to come up with explanations for things we don't really have an explanation for.

~Malcolm Gladwell

Success is not a random act. It arises out of a predictable and powerful set of circumstances and opportunities.

~Malcolm Gladwell

Sometimes the most modest changes can bring about enormous

effects.

~Malcolm Gladwell

The tipping point is that magic moment when an idea, trend, or social behavior crosses a threshold, tips, and spreads like wildfire.

~Malcolm Gladwell

...If you work hard enough and assert yourself, and use your mind and imagination, you can shape the world to your desires. (151)

~Malcolm Gladwell

We prematurely write off people as failures. We are too much in awe of those who succeed and far too dismissive of those who fail.

~Malcolm Gladwell

It takes ten thousand hours to truly master anything. Time spent leads to experience; experience leads to proficiency; and the more proficient you are the more valuable you'll be.

~Malcolm Gladwell

No one who can rise before dawn three hundred sixty days a year fails to make his family rich.

~Malcolm Gladwell

Success is a function of persistence and doggedness and the willingness to work hard for twenty-two minutes to make sense of something that most people would give up on after thirty seconds.

~Malcolm Gladwell

Incompetence annoys me. Overconfidence terrifies me.

~Malcolm Gladwell

Achievement is talent plus preparation

~Malcolm Gladwell

What does it say about a society that it devotes more care and patience to the selection of those who handle its money than of those who handle its children?

~Malcolm Gladwell

When people in authority want the rest of us to behave, it matters-first and foremost-how they behave.

~Malcolm Gladwell

In fact, researchers have settled on what they believe is the magic number for true expertise: ten thousand hours.

~Malcolm Gladwell

The people at the top don't work just harder or even much harder than everyone else. They work much, much harder.

~Malcolm Gladwell

What is learned out of hard work and trial is inevitably more powerful than what is learned easily.

~Malcolm Gladwell

Courage is what you earn when you've been through the tough times and you discover they aren't so tough after all.

~Malcolm Gladwell

The Band-Aid solution is actually the best kind of solution because it involves solving a problem with the minimum amount of effort and time and cost.

~Malcolm Gladwell

We cling to the idea that success is a simple function of individual merit and that the world in which we all grow up and the rules we choose to write as a society don't matter at all.

~Malcolm Gladwell

To be someone's best friend requires a minimum investment of time. More than that, though, it takes emotional energy. Caring about someone deeply is exhausting.

~Malcolm Gladwell

Working really hard is what successful people do.

~Malcolm Gladwell

Innovation-the heart of the knowledge economy-is fundamentally social.

~Malcolm Gladwell

A lot of what is most beautiful about the world arises from struggle.

~Malcolm Gladwell

Who we are cannot be separated from where we're from.

~Malcolm Gladwell

We have the kind of self-made-man myth, which says that super-successful people did it themselves.

~Malcolm Gladwell

Truly successful decision-making relies on a balance between deliberate and instinctive thinking.

~Malcolm Gladwell

Through embracing the diversity of humans beings, we will find a sure way to true happiness.

~Malcolm Gladwell

That is the paradox of the epidemic: that in order to create one contagious movement, you often have to create many small movements first.

~Malcolm Gladwell

There can be as much value in the blink of an eye as in months of rational analysis.

~Malcolm Gladwell

It's not how much money we make that ultimately makes us happy between nine and five. It's whether or not our work fulfills us. Being a teacher is meaningful.

~Malcolm Gladwell

Nobody accomplishes success by themselves.

~Malcolm Gladwell

Emotion is contagious.

~Malcolm Gladwell

There is a simple way to package information that, under the right circumstances, can make it irresistible. All you have to do is find it.

~Malcolm Gladwell

Instinct is the gift of experience. The first question you have to ask yourself is, 'On what basis am I making a judgment?' ... If you have no experience, then your instincts aren't any good.

~Malcolm Gladwell

Often a sign of expertise is noticing what doesn't happen.

~Malcolm Gladwell

What track needs to figure out: how to engage us between the races. Instead, the entire off-the-track conversation is about doping. This is how you kill a sport.

~Malcolm Gladwell

It wasn't an excuse. It was a fact. He'd had to make his way alone, and no one - not rock stars, not professional athletes, not software

billionaires, and not even geniuses - ever makes it alone.

~Malcolm Gladwell

The key to good decision making is not knowledge... It's whether our work fulfills us.

~Malcolm Gladwell

We need to look at the subtle, the hidden, and the unspoken.

~Malcolm Gladwell

People don't rise from nothing.

~Malcolm Gladwell

If you want to bring a fundamental change in people's belief and behavior...you need to create a community around them, where those new beliefs can be practiced and expressed and nurtured.

~Malcolm Gladwell

As human beings, we always expect everyday change to happen slowly and steadily, and for there to be some relationship between cause and effect.

~Malcolm Gladwell

Does that mean we should give up? Probably. But there are two issues worth considering. The first is - is it really true that drugs destroy the integrity of the game?

~Malcolm Gladwell

Arousal leaves us mind-blind.

~Malcolm Gladwell

Poverty is not deprivation, it is isolation.

~Malcolm Gladwell

The difference isn't resources, it's attitude.

~Malcolm Gladwell

Our first impressions are generated by our experiences and our environment, which means that we can change our first impressions... by changing the experiences that comprise those impressions.

~Malcolm Gladwell

It is those who are successful, in other words, who are most likely to be given the kinds of special opportunities that lead to further success.

~Malcolm Gladwell

I know it sounds hard to believe, but habits laid down by our ancestors persist even after the conditions that created those habits have gone away.

~Malcolm Gladwell

Activism that challenges the status quo, that attacks deeply rooted problems, is not for the faint of heart.

~Malcolm Gladwell

The best example of how impossible it will be for Major League Baseball to crack down on steroids is the fact that baseball and the media are still talking about the problem as "steroids."

~Malcolm Gladwell

It is the new and different that is always most vulnerable to market research.

~Malcolm Gladwell

Hard work is a prison sentence only if it does not have meaning. Once it does, it becomes the kind of thing that makes you grab your wife around the waist and dance a jig.

~Malcolm Gladwell

We can unravel the logic behind who succeeds and who doesn't.

~Malcolm Gladwell

Television allows the audience to argue with the creator in a way you don't in a movie.

~Malcolm Gladwell

What we do as a community, as a society, for each other, matters as much as what we do for ourselves. It sounds a little trite, but there's a powerful amount of truth in that, I think.

~Malcolm Gladwell

We vary greatly in the natural advantages that we've been given. The world's not fair

~Malcolm Gladwell

I recently talked to an eighteen-year-old - a huge FIFA fan - and realized that he spends more time playing the FIFA video game than he does watching actual FIFA games.

~Malcolm Gladwell

Our unconscious is really good at quick decision-making - it often delivers a better answer than more deliberate and exhaustive ways of thinking.

~Malcolm Gladwell

People are experience-rich and theory-poor.

~Malcolm Gladwell

Success is a function of persistence and doggedness and the willingness to work hard.

~Malcolm Gladwell

Insight is not a lightbulb that goes off inside our heads. It is a flickering

candle that can easily be snuffed out.

~Malcolm Gladwell

Acquaintances represent a source of social power, and the more acquaintances you have the more powerful you are.

~Malcolm Gladwell

The single most important thing a city can do is provide a community where interesting, smart people want to live with their families.

~Malcolm Gladwell

There are exceptional people out there who are capable of starting epidemics. All you have to do is find them.

~Malcolm Gladwell

The trick to finding ideas is to convince yourself that everyone and everything has a story.

~Malcolm Gladwell

I've always been baffled by how much we over-rate the statistically insignificant differences that separate competitors at the top end of the distribution.

~Malcolm Gladwell

You don't manage a social wrong. You should be ending it.

~Malcolm Gladwell

If people disobey, don't ask what is wrong with them, ask what's wrong with their leaders.

~Malcolm Gladwell

Since becoming a journalist, each time I engage with subjects I become more radicalized.

~Malcolm Gladwell

I'm a purist: I start to wrinkle my nose when the Cold War ends.

~Malcolm Gladwell

An incredibly high percentage of successful entrepreneurs are dyslexic. That's one of the little-known facts.

~Malcolm Gladwell

The injunction to be nice is used to deflect criticism and stifle the legitimate anger of dissent.

~Malcolm Gladwell

Visionaries are limited by their visions.

~Malcolm Gladwell

We overlook just how large a role we all play--and by 'we' I mean society--in determining who makes it and who doesn't.

~Malcolm Gladwell

The answer is that the success of any kind of social epidemic is heavily dependent on the involvement of people with a particular and rare set of social gifts.

~Malcolm Gladwell

My earliest memories of my father are of seeing him work at his desk and realizing that he was happy. I did not know it then, but that was one of the most precious gifts a father can give his child.

~Malcolm Gladwell

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