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*Professional Diversification*

*Page 8/45*

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Rather, says veteran

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entrepreneur Norm Brodsky,  
there's a mentality that  
helps street-smart people  
solve problems and pursue  
opportunities as they arise.  
He calls it 'the knack,' and  
it has made all the  
difference to the eight

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successful start-ups of his  
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Brodsky and Bo Burlingham.  
People starting out in  
business tend to seek step-  
by-step formulas or specific  
rules for success, but in  
reality there are no magic  
bullets. Rather, says  
veteran company-builder Norm

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Brotsky, there's a mentality that helps street-smart entrepreneurs solve problems and pursue opportunities as they arise.

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Norm, Burlingham, Bo.

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Being street smart doesn't mean you are 'uneducated' or 'unintelligent. That is a completely false assertion. I did relatively well at school and have a university

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degree. Entrepreneurs Learn To

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Norm Brodsky and Bo  
Burlingham, Columnists for  
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## Norm Brodsky

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Entrepreneurs ...~~

Being Street Smart Can

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Prepare You for Disaster. It would be foolhardy to say that being book smart isn't a good thing. But there is a lot to say about the value of being street smart. When you are street smart, you are able to discern when a

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situation is going south or  
when a situation is fine and  
safe. Again, the experience  
word here is ...

~~7 Ways Being Street Smart Is  
Different from Being Book~~

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"Street smart people are able to assess situations and make safe, smart decisions," Singleton says. Often, that means changing the way you planned to go. And that's totally OK.

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Burlingham, Norm Brodsky.

Random House, Nov 10, 2009 -

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Intelligence gained outside of school. Just as useful as book smarts, and in many cases more so. It can be divided into 4 categories.

1. Getting Along With Others-

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Knowing which questions to ask and not asking too many, being polite and friendly, but also being assertive. 2.Common Sense- Knowing who you can trust, which areas in town are good and which are bad, etc.

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3. Self-defense-Knowing how  
to . . .  
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