

## COMMON SENSE TALK



“Common sense is the knack of seeing things as they are, and doing things as they ought to be done.”

*Calvin Ellis Stowe*

“When a man is given a promotion his responsibility has been extended, and the first thing for him to do is to worry over it instead of taking a great deal of pride in his new power.”

*Thomas J. Watson Sr.*

“There is no rule in this (business) game except to use the best judgment you have, think hard, act quickly, and remember the other fellow has as good a right to live as you.”

*William Wrigley Jr.*

“The great secret of success in business, especially in manufacturing, where a small saving in each process means fortune, is a liberal division of profits among the men who help to make them, and the wider distribution, the better.”

*Andrew Carnegie*

“Where all think alike, no one thinks very much.”

*Walter Lippman*

“It is always safe to assume, not that the old way is wrong, but that there may be a better way.”

*Henry F. Harrower*

“Innovation is a gamble, but so is standing pat.”

*Arthur B. Dougall*

“Be not afraid of growing slowly, be afraid only of standing still.”

*Chinese Proverb*

“There are risks and costs to a program of action. But they are far less than the long range risks and costs of comfortable inaction.”

*John F. Kennedy*