



“Psychologists have spent decades searching for the secret of success, but Duckworth is the one who found it.”
—DANIEL GILBERT, author of *Stumbling on Happiness*

ANGELA
DUCKWORTH

GRIT

THE POWER *of* PASSION
and PERSEVERANCE

THE #1 NEW YORK TIMES BESTSELLER

Praise for *Grit: The Power of Passion and Perseverance*

“Profoundly important. For eons, we’ve been trapped inside the myth of innate talent. Angela Duckworth shines a bright light into a truer understanding of how we achieve. We owe her a great debt.”

—David Shenk, author of *The Genius in All of Us: New Insights into Genetics, Talent, and IQ*

“Enlightening . . . *Grit* teaches that life’s high peaks aren’t necessarily conquered by the naturally nimble but, rather, by those willing to endure, wait out the storm, and try again.”

—Ed Viesturs, seven-time climber of Mount Everest and author of *No Shortcuts to the Top*

“Masterful . . . *Grit* offers a truly sane perspective: that true success comes when we devote ourselves to endeavors that give us joy and purpose.”

—Arianna Huffington, author of *Thrive*

“Readable, compelling, and totally persuasive. The ideas in this book have the potential to transform education, management, and the way its readers live. Angela Duckworth’s *Grit* is a national treasure.”

—Lawrence H. Summers, former secretary of the treasury and President Emeritus at Harvard University

“Fascinating. Angela Duckworth pulls together decades of psychological research, inspiring success stories from business and sports, and her own unique personal experience and distills it all into a set of practical strategies to make yourself and your children more motivated, more passionate, and more persistent at work and at school.”

—Paul Tough, author of *How Children Succeed*

“A thoughtful and engaging exploration of what predicts success. *Grit* takes on widespread misconceptions and predictors of what makes us strive harder and push further . . . Duckworth’s own story,

wound throughout her research, ends up demonstrating her theory best: passion and perseverance make up grit.”

—Tory Burch, chairman, CEO and designer of Tory Burch

“An important book . . . In these pages, the leading scholarly expert on the power of grit (what my mom called ‘stick-to-it-iveness’) carries her message to a wider audience, using apt anecdotes and aphorisms to illustrate how we can usefully apply her insights to our own lives and those of our kids.”

—Robert D. Putnam, professor of public policy at Harvard University and author of *Bowling Alone* and *Our Kids*

“Empowering . . . Angela Duckworth compels attention with her idea that regular individuals who exercise self-control and perseverance can reach as high as those who are naturally talented—that your mindset is as important as your mind.”

—Soledad O’Brien, chairman of Starfish Media Group and former coanchor of CNN’s *American Morning*

“Invaluable . . . In a world where access to knowledge is unprecedented, this book describes the key trait of those who will optimally take advantage of it. *Grit* will inspire everyone who reads it to stick to something hard that they have a passion for.”

—Sal Khan, founder of Khan Academy

“I love an idea that challenges our conventional wisdom and *Grit* does just that! Put aside what you think you know about getting ahead and outlasting your competition, even if they are more talented. Getting smarter won’t help you—sticking with it will!”

—Simon Sinek, author of *Start With Why* and *Leaders Eat Last*

“Incredibly important . . . There is deeply embodied grit, which is born of love, purpose, truth to one’s core under ferocious heat, and a relentless passion for what can only be revealed on the razor’s edge; and there is the cool, patient, disciplined cultivation and study of resilience that can teach us all how to get there. Angela

Duckworth's masterpiece straddles both worlds, offering a level of nuance that I haven't read before."

—Josh Waitzkin, international chess master, Tai Chi Push Hands world champion, and author of *The Art of Learning*

"A combination of rich science, compelling stories, crisp graceful prose, and appealingly personal examples . . . Without a doubt, this is the most transformative, eye-opening book I've read this year."

—Sonja Lyubomirsky, professor, University of California, Riverside and author of *The How of Happiness*

"This book gets into your head, which is where it belongs . . . For educators who want our kids to succeed, this is an indispensable read."

—Joel Klein, former chancellor, New York City public schools

"*Grit* delivers! Angela Duckworth shares the stories, the science, and the positivity behind sustained success . . . A must-read."

—Barbara Fredrickson, author of *Positivity* and *Love 2.0* and president of the International Positive Psychology Association

Thank you for downloading this Scribner eBook.

Join our mailing list and get updates on new releases, deals, bonus content and other great books from Scribner and Simon & Schuster.

[CLICK HERE TO SIGN UP](#)

or visit us online to sign up at
eBookNews.SimonandSchuster.com



GRIT

THE POWER *of* PASSION
and PERSEVERANCE

ANGELA
DUCKWORTH

SCRIBNER

New York London Toronto Sydney New Delhi

CONTENTS

PREFACE

PART I: WHAT GRIT IS AND WHY IT MATTERS

CHAPTER 1: SHOWING UP

CHAPTER 2: DISTRACTED BY TALENT

CHAPTER 3: EFFORT COUNTS TWICE

CHAPTER 4: HOW GRITTY ARE YOU?

CHAPTER 5: GRIT GROWS

PART II: GROWING GRIT FROM THE INSIDE OUT

CHAPTER 6: INTEREST

CHAPTER 7: PRACTICE

CHAPTER 8: PURPOSE

CHAPTER 9: HOPE

PART III: GROWING GRIT FROM THE OUTSIDE IN

CHAPTER 10: PARENTING FOR GRIT

CHAPTER 11: THE PLAYING FIELDS OF GRIT

CHAPTER 12: A CULTURE OF GRIT

CHAPTER 13: CONCLUSION

ACKNOWLEDGMENTS

RECOMMENDED READING

ABOUT THE AUTHOR

NOTES

INDEX

For Jason

PREFACE

Growing up, I heard the word *genius* a lot.

It was always my dad who brought it up. He liked to say, apropos of nothing at all, “You know, you’re no genius!” This pronouncement might come in the middle of dinner, during a commercial break for *The Love Boat*, or after he flopped down on the couch with the *Wall Street Journal*.

I don’t remember how I responded. Maybe I pretended not to hear.

My dad’s thoughts turned frequently to genius, talent, and who had more than whom. He was deeply concerned with how smart he was. He was deeply concerned with how smart his family was.

I wasn’t the only problem. My dad didn’t think my brother and sister were geniuses, either. By his yardstick, none of us measured up to Einstein. Apparently, this was a great disappointment. Dad worried that this intellectual handicap would limit what we’d eventually achieve in life.

Two years ago, I was fortunate enough to be awarded a MacArthur Fellowship, sometimes called the “genius grant.” You don’t apply for the MacArthur. You don’t ask your friends or colleagues to nominate you. Instead, a secret committee that includes the top people in your field decides you’re doing important and creative work.

When I received the unexpected call telling me the news, my first reaction was one of gratitude and amazement. Then my thoughts turned to my dad and his offhand diagnoses of my intellectual potential. He wasn’t wrong; I didn’t win the MacArthur because I’m leagues smarter than my fellow psychologists. Instead, he had the

right answer (“No, she’s not”) to the wrong question (“Is she a genius?”).

There was about a month between the MacArthur call and its official announcement. Apart from my husband, I wasn’t permitted to tell anyone. That gave me time to ponder the irony of the situation. A girl who is told repeatedly that she’s no genius ends up winning an award for being one. The award goes to her because she has discovered that what we eventually accomplish may depend more on our passion and perseverance than on our innate talent. She has by then amassed degrees from some pretty tough schools, but in the third grade, she didn’t test high enough for the gifted and talented program. Her parents are Chinese immigrants, but she didn’t get lectured on the salvation of hard work. Against stereotype, she can’t play a note of piano or violin.

The morning the MacArthur was announced, I walked over to my parents’ apartment. My mom and dad had already heard the news, and so had several “aunties,” who were calling in rapid succession to offer congratulations. Finally, when the phone stopped ringing, my dad turned to me and said, “I’m proud of you.”

I had so much to say in response, but instead I just said, “Thanks, Dad.”

There was no sense rehashing the past. I knew that, in fact, he *was* proud of me.

Still, part of me wanted to travel back in time to when I was a young girl. I’d tell him what I know now.

I would say, “Dad, you say I’m no genius. I won’t argue with that. You know plenty of people who are smarter than I am.” I can imagine his head nodding in sober agreement.

“But let me tell you something. I’m going to grow up to love my work as much as you love yours. I won’t just have a job; I’ll have a calling. I’ll challenge myself every day. When I get knocked down, I’ll get back up. I may not be the smartest person in the room, but I’ll strive to be the grittiest.”

And if he was still listening: “In the long run, Dad, grit may matter more than talent.”

All these years later, I have the scientific evidence to prove my point. What's more, I know that grit is mutable, not fixed, and I have insights from research about how to grow it.

This book summarizes everything I've learned about grit.

When I finished writing it, I went to visit my dad. Chapter by chapter, over the course of days, I read him every line. He's been battling Parkinson's disease for the last decade or so, and I'm not entirely sure how much he understood. Still, he seemed to be listening intently, and when I was done, he looked at me. After what felt like an eternity, he nodded once. And then he smiled.

 *Part I*

WHAT GRIT IS AND WHY IT MATTERS

➔ Chapter 1

SHOWING UP

By the time you set foot on the campus of the United States Military Academy at West Point, you've earned it.

The admissions process for West Point is at least as rigorous as for the most selective universities. Top scores on the SAT or ACT and outstanding high school grades are a must. But when you apply to Harvard, you don't need to start your application in the eleventh grade, and you don't need to secure a nomination from a member of Congress, a senator, or the vice president of the United States. You don't, for that matter, have to get superlative marks in a fitness assessment that includes running, push-ups, sit-ups, and pull-ups.

Each year, in their junior year of high school, more than 14,000 applicants begin the admissions process. This pool is winnowed to just 4,000 who succeed in getting the required nomination. Slightly more than half of those applicants—about 2,500—meet West Point's rigorous academic and physical standards, and from that select group just 1,200 are admitted and enrolled. Nearly all the men and women who come to West Point were varsity athletes; most were team captains.

And yet, one in five cadets will drop out before graduation. What's more remarkable is that, historically, a substantial fraction of dropouts leave in their very first summer, during an intensive seven-week training program named, even in official literature, *Beast Barracks*. Or, for short, just *Beast*.

Who spends two years trying to get into a place and then drops out in the first two months?

Then again, these are no ordinary months. Beast is described in the West Point handbook for new cadets as “the most physically and emotionally demanding part of your four years at West Point . . . designed to help you make the transition from new cadet to Soldier.”

A Typical Day at Beast Barracks

5:00 a.m.	Wake-up
5:30 a.m.	Reveille Formation
5:30 to 6:55 a.m.	Physical Training
6:55 to 7:25 a.m.	Personal Maintenance
7:30 to 8:15 a.m.	Breakfast
8:30 to 12:45 p.m.	Training/Classes
1:00 to 1:45 p.m.	Lunch
2:00 to 3:45 p.m.	Training/Classes
4:00 to 5:30 p.m.	Organized Athletics
5:30 to 5:55 p.m.	Personal Maintenance
6:00 to 6:45 p.m.	Dinner
7:00 to 9:00 p.m.	Training/Classes
9:00 to 10:00 p.m.	Commander’s Time
10:00 p.m.	Taps

The day begins at 5:00 a.m. By 5:30, cadets are in formation, standing at attention, honoring the raising of the United States flag. Then follows a hard workout—running or calisthenics—followed by a nonstop rotation of marching in formation, classroom instruction, weapons training, and athletics. Lights out, to a melancholy bugle song called “Taps,” occurs at 10:00 p.m. And on the next day the routine starts over again. Oh, and there are no weekends, no breaks other than meals, and virtually no contact with family and friends outside of West Point.

One cadet's description of Beast: "You are challenged in a variety of ways in every developmental area—mentally, physically, militarily, and socially. The system will find your weaknesses, but that's the point—West Point toughens you."

So, who makes it through Beast?

It was 2004 and my second year of graduate school in psychology when I set about answering that question, but for decades, the U.S. Army has been asking the same thing. In fact, it was in 1955—almost fifty years before I began working on this puzzle—that a young psychologist named Jerry Kagan was drafted into the army, ordered to report to West Point, and assigned to test new cadets for the purpose of identifying who would stay and who would leave. As fate would have it, Jerry was not only the first psychologist to study dropping out at West Point, he was also the first psychologist I met in college. I ended up working part-time in his lab for two years.

Jerry described early efforts to separate the wheat from the chaff at West Point as dramatically unsuccessful. He recalled in particular spending hundreds of hours showing cadets cards printed with pictures and asking the young men to make up stories to fit them. This test was meant to unearth deep-seated, unconscious motives, and the general idea was that cadets who visualized noble deeds and courageous accomplishments should be the ones who would graduate instead of dropping out. Like a lot of ideas that sound good in principle, this one didn't work so well in practice. The stories the cadets told were colorful and fun to listen to, but they had absolutely nothing to do with decisions the cadets made in their actual lives.

Since then, several more generations of psychologists devoted themselves to the attrition issue, but not one researcher could say with much certainty why some of the most promising cadets routinely quit when their training had just begun.

Soon after learning about Beast, I found my way to the office of Mike Matthews, a military psychologist who's been a West Point faculty member for years. Mike explained that the West Point admissions process successfully identified men and women who had

the potential to thrive there. In particular, admissions staff calculate for each applicant something called the Whole Candidate Score, a weighted average of SAT or ACT exam scores, high school rank adjusted for the number of students in the applicant's graduating class, expert appraisals of leadership potential, and performance on objective measures of physical fitness.

You can think of the Whole Candidate Score as West Point's best guess at how much talent applicants have for the diverse rigors of its four-year program. In other words, it's an estimate of how easily cadets will master the many skills required of a military leader.

The Whole Candidate Score is the single most important factor in West Point admissions, and yet it *didn't* reliably predict who would make it through Beast. In fact, cadets with the highest Whole Candidate Scores were just as likely to drop out as those with the lowest. And this was why Mike's door was open to me.

From his own experience joining the air force as a young man, Mike had a clue to the riddle. While the rigors of his induction weren't quite as harrowing as those of West Point, there were notable similarities. The most important were challenges that exceeded current skills. For the first time in their lives, Mike and the other recruits were being asked, on an hourly basis, to do things they couldn't yet do. "Within two weeks," Mike recalls, "I was tired, lonely, frustrated, and ready to quit—as were all of my classmates."

Some did quit, but Mike did not.

What struck Mike was that rising to the occasion had almost nothing to do with talent. Those who dropped out of training rarely did so from lack of ability. Rather, what mattered, Mike said, was a "never give up" attitude.

Around that time, it wasn't just Mike Matthews who was talking to me about this kind of hang-in-there posture toward challenge. As a graduate student just beginning to probe the psychology of success, I was interviewing leaders in business, art, athletics, journalism, academia, medicine, and law: *Who are the people at the very top of*

your field? What are they like? What do you think makes them special?

Some of the characteristics that emerged in these interviews were very field-specific. For instance, more than one businessperson mentioned an appetite for taking financial risks: "You've got to be able to make calculated decisions about millions of dollars and still go to sleep at night." But this seemed entirely beside the point for artists, who instead mentioned a drive to create: "I like making stuff. I don't know why, but I do." In contrast, athletes mentioned a different kind of motivation, one driven by the thrill of victory: "Winners love to go head-to-head with other people. Winners hate losing."

In addition to these particulars, there emerged certain commonalities, and they were what interested me most. No matter the field, the most successful people were lucky and talented. I'd heard that before, and I didn't doubt it.

But the story of success didn't end there. Many of the people I talked to could also recount tales of rising stars who, to everyone's surprise, dropped out or lost interest before they could realize their potential.

Apparently, it was critically important—and not at all easy—to keep going after failure: "Some people are great when things are going well, but they fall apart when things aren't." High achievers described in these interviews really stuck it out: "This one guy, he wasn't actually the best writer at the beginning. I mean, we used to read his stories and have a laugh because the writing was so, you know, clumsy and melodramatic. But he got better and better, and last year he won a Guggenheim." And they were constantly driven to improve: "She's never satisfied. You'd think she would be, by now, but she's her own harshest critic." The highly accomplished were paragons of perseverance.

Why were the highly accomplished so dogged in their pursuits? For most, there was no realistic expectation of ever catching up to their ambitions. In their own eyes, they were never good enough. They were the opposite of complacent. And yet, in a very real sense, they were satisfied being unsatisfied. Each was chasing something of

unparalleled interest and importance, and it was the chase—as much as the capture—that was gratifying. Even if some of the things they had to do were boring, or frustrating, or even painful, they wouldn't dream of giving up. Their passion was enduring.

In sum, no matter the domain, the highly successful had a kind of ferocious determination that played out in two ways. First, these exemplars were unusually resilient and hardworking. Second, they knew in a very, very deep way what it was they wanted. They not only had determination, they had *direction*.

It was this combination of passion and perseverance that made high achievers special. In a word, they had grit.

For me, the question became: How do you measure something so intangible? Something that decades of military psychologists hadn't been able to quantify? Something those very successful people I'd interviewed said they could recognize on sight, but couldn't think of how to directly test for?

I sat down and looked over my interview notes. And I started writing questions that captured, sometimes verbatim, descriptions of what it means to have grit.

Half of the questions were about perseverance. They asked how much you agree with statements like "I have overcome setbacks to conquer an important challenge" and "I finish whatever I begin."

The other half of the questions were about passion. They asked whether your "interests change from year to year" and the extent to which you "have been obsessed with a certain idea or project for a short time but later lost interest."

What emerged was the Grit Scale—a test that, when taken honestly, measures the extent to which you approach life with grit.

In July 2004, on the second day of Beast, 1,218 West Point cadets sat down to take the Grit Scale.

The day before, cadets had said good-bye to their moms and dads (a farewell for which West Point allocates exactly ninety

seconds), gotten their heads shaved (just the men), changed out of civilian clothing and into the famous gray and white West Point uniform, and received their footlockers, helmets, and other gear. Though they may have mistakenly thought they already knew how, they were instructed by a fourth-year cadet in the proper way to stand in line (“Step up to my line! Not on my line, not over my line, not behind my line. Step up *to* my line!”).

Initially, I looked to see how grit scores lined up with aptitude. Guess what? Grit scores bore absolutely no relationship to the Whole Candidate Scores that had been so painstakingly calculated during the admissions process. In other words, how talented a cadet was said nothing about their grit, and vice versa.

The separation of grit from talent was consistent with Mike’s observations of air force training, but when I first stumbled onto this finding it came as a real surprise. After all, why *shouldn’t* the talented endure? Logically, the talented should stick around and try hard, because when they do, they do phenomenally well. At West Point, for example, among cadets who ultimately make it through Beast, the Whole Candidate Score is a marvelous predictor of every metric West Point tracks. It not only predicts academic grades, but military and physical fitness marks as well.

So it’s surprising, really, that talent is no guarantee of grit. In this book, we’ll explore the reasons why.

By the last day of Beast, seventy-one cadets had dropped out.

Grit turned out to be an astoundingly reliable predictor of who made it through and who did not.

The next year, I returned to West Point to run the same study. This time, sixty-two cadets dropped out of Beast, and again grit predicted who would stay.

In contrast, stayers and leavers had indistinguishable Whole Candidate Scores. I looked a little closer at the individual components that make up the score. Again, no differences.

So, what matters for making it through Beast?

Not your SAT scores, not your high school rank, not your leadership experience, not your athletic ability.
Not your Whole Candidate Score.
What matters is grit.

Does grit matter beyond West Point? To find out, I looked for other situations so challenging that a lot of people drop out. I wanted to know whether it was just the rigors of Beast that demanded grit, or whether, in general, grit helped people stick to their commitments.

The next arena where I tested grit's power was sales, a profession in which daily, if not hourly, rejection is par for the course. I asked hundreds of men and women employed at the same vacation time-share company to answer a battery of personality questionnaires, including the Grit Scale. Six months later, I revisited the company, by which time 55 percent of the salespeople were gone. Grit predicted who stayed and who left. Moreover, no other commonly measured personality trait—including extroversion, emotional stability, and conscientiousness—was as effective as grit in predicting job retention.

Around the same time, I received a call from the Chicago Public Schools. Like the psychologists at West Point, researchers there were eager to learn more about the students who would successfully earn their high school diplomas. That spring, thousands of high school juniors completed an abbreviated Grit Scale, along with a battery of other questionnaires. More than a year later, 12 percent of those students failed to graduate. Students who graduated on schedule were grittier, and grit was a more powerful predictor of graduation than how much students cared about school, how conscientious they were about their studies, and even how safe they felt at school.

Likewise, in two large American samples, I found that grittier adults were more likely to get further in their formal schooling. Adults who'd earned an MBA, PhD, MD, JD, or another graduate degree were grittier than those who'd only graduated from four-year colleges, who were in turn grittier than those who'd accumulated some college credits but no degree. Interestingly, adults who'd

successfully earned degrees from two-year colleges scored slightly higher than graduates of four-year colleges. This puzzled me at first, but I soon learned that the dropout rates at community colleges can be as high as 80 percent. Those who defy the odds are especially gritty.

In parallel, I started a partnership with the Army Special Operations Forces, better known as the Green Berets. These are among the army's best-trained soldiers, assigned some of the toughest and most dangerous missions. Training for the Green Berets is a grueling, multistage affair. The stage I studied comes *after* nine weeks of boot camp, four weeks of infantry training, three weeks of airborne school, and four weeks of a preparation course focused on land navigation. All these preliminary training experiences are very, very hard, and at every stage there are men who don't make it through. But the Special Forces Selection Course is even harder. In the words of its commanding general, James Parker, this is "where we decide who will and who will not" enter the final stages of Green Beret training.

The Selection Course makes Beast Barracks look like summer vacation. Starting before dawn, trainees go full-throttle until nine in the evening. In addition to daytime and nighttime navigation exercises, there are four- and six-mile runs and marches, sometimes under a sixty-five-pound load, and attempts at an obstacle course informally known as "Nasty Nick," which includes crawling through water under barbed wire, walking on elevated logs, negotiating cargo nets, and swinging from horizontal ladders.

Just getting to the Selection Course is an accomplishment, but even so, 42 percent of the candidates I studied voluntarily withdrew before it was over. So what distinguished the men who made it through? Grit.

What else, other than grit, predicts success in the military, education, and business? In sales, I found that prior experience helps—novices are less likely to keep their jobs than those with experience. In the Chicago public school system, a supportive teacher made it more likely that students would graduate. And for

aspiring Green Berets, baseline physical fitness at the start of training is essential.

But in each of these domains, when you compare people matched on these characteristics, grit still predicts success. Regardless of specific attributes and advantages that help someone succeed in each of these diverse domains of challenge, grit matters in all of them.

The year I started graduate school, the documentary *Spellbound* was released. The film follows three boys and five girls as they prepare for and compete in the finals of the Scripps National Spelling Bee. To get to the finals—an adrenaline-filled three-day affair staged annually in Washington, DC, and broadcast live on ESPN, which normally focuses its programming on high-stakes sports matchups—these kids must first “outspell” thousands of other students from hundreds of schools across the country. This means spelling increasingly obscure words without a single error, in round after round, first besting all the other students in the contestant’s classroom, then in their grade, school, district, and region.

Spellbound got me wondering: To what extent is flawlessly spelling words like *schottische* and *cymotrichous* a matter of precocious verbal talent, and to what extent is grit at play?

I called the Bee’s executive director, a dynamic woman (and former champion speller herself) named Paige Kimble. Kimble was as curious as I was to learn more about the psychological makeup of winners. She agreed to send out questionnaires to all 273 spellers just as soon as they qualified for the finals, which would take place several months later. In return for the princely reward of a \$25 gift card, about two-thirds of the spellers returned the questionnaires to my lab. The oldest respondent was fifteen years old, the absolute age limit according to competition rules, and the youngest was just seven.

In addition to completing the Grit Scale, spellers reported how much time they devoted to spelling practice. On average, they practiced more than an hour a day on weekdays and more than two

hours a day on weekends. But there was a lot of variation around these averages: some spellers were hardly studying at all, and some were studying as much as nine hours on a given Saturday!

Separately, I contacted a subsample of spellers and administered a verbal intelligence test. As a group, the spellers demonstrated unusual verbal ability. But there was a fairly wide range of scores, with some kids scoring at the verbal prodigy level and others “average” for their age.

When ESPN aired the final rounds of the competition, I watched all the way through to the concluding suspenseful moments when, at last, thirteen-year-old Anurag Kashyap correctly spelled A-P-P-O-G-G-I-A-T-U-R-A (a musical term for a kind of grace note) to win the championship.

Then, with the final rankings in hand, I analyzed my data.

Here’s what I found: measurements of grit taken months before the final competition predicted how well spellers would eventually perform. Put simply, grittier kids went further in competition. How did they do it? By studying many more hours and, also, by competing in more spelling bees.

What about talent? Verbal intelligence also predicted getting further in competition. But there was no relationship at all between verbal IQ and grit. What’s more, verbally talented spellers did not study any more than less able spellers, nor did they have a longer track record of competition.

The separation of grit and talent emerged again in a separate study I ran on Ivy League undergraduates. There, SAT scores and grit were, in fact, inversely correlated. Students in that select sample who had higher SAT scores were, on average, just slightly less gritty than their peers. Putting together this finding with the other data I’d collected, I came to a fundamental insight that would guide my future work: *Our potential is one thing. What we do with it is quite another.*