



# Wise Decisions

How the psychology of  
wisdom can be  
applied to everyday  
life

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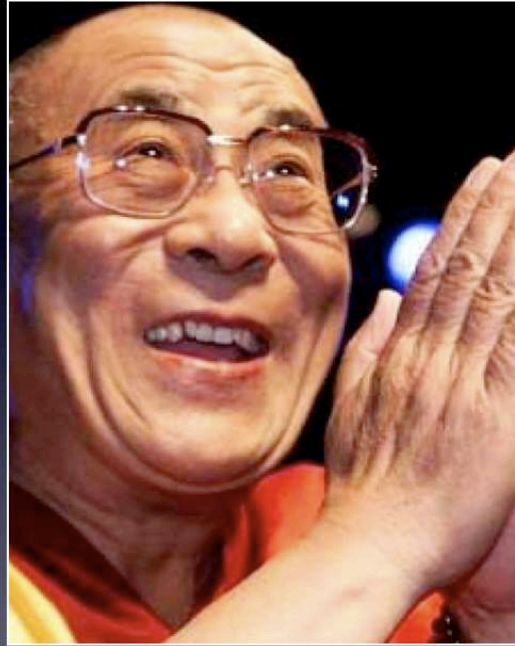
What's the difference between a wise  
decision and a *foolish* one?

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# Wisdom as Personality

“The simultaneous presence of *cognitive, affective, and reflective* personality characteristics”

(Ardelt, 2005)



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# Coping with crises and obstacles in life

(Ardelt, 2005)

Mental distancing  
Active coping  
Application of life lessons

Passive coping  
Avoidance of reflection

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# Wisdom as Knowledge

“Expert knowledge and judgement in the fundamental pragmatics of life”

(Baltes & Staudinger, 2000)



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# The Berlin Wisdom Paradigm

(Baltes & Staudinger, 2000)



I. Factual knowledge

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# The Berlin Wisdom Paradigm

(Baltes & Staudinger, 2000)



## 2. Procedural knowledge

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# The Berlin Wisdom Paradigm

(Baltes & Staudinger, 2000)



## 3. Lifespan conceptualization

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# The Berlin Wisdom Paradigm

(Baltes & Staudinger, 2000)



4. Value relativism

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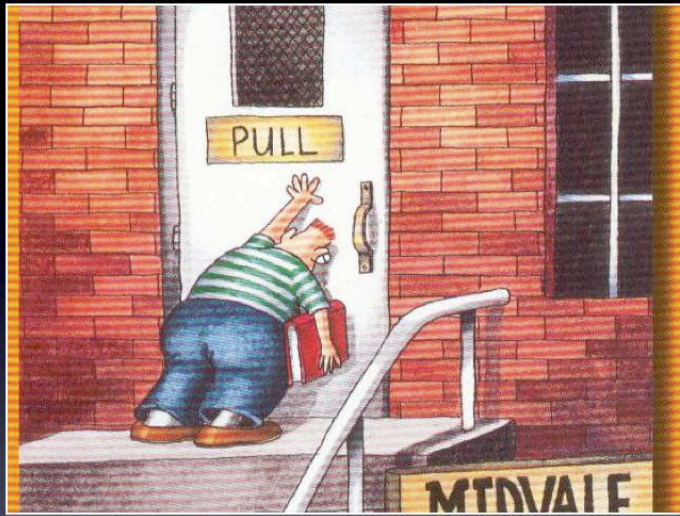
# The Berlin Wisdom Paradigm

(Baltes & Staudinger, 2000)



5. Management of uncertainty

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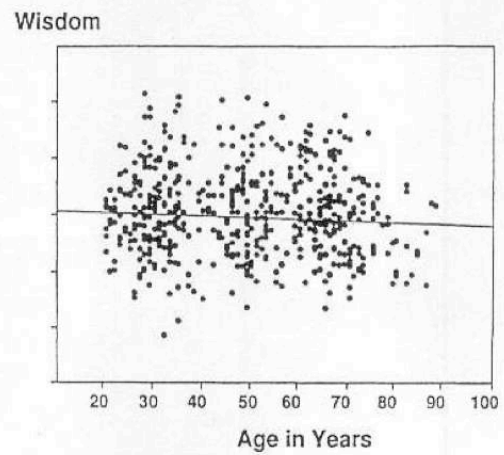
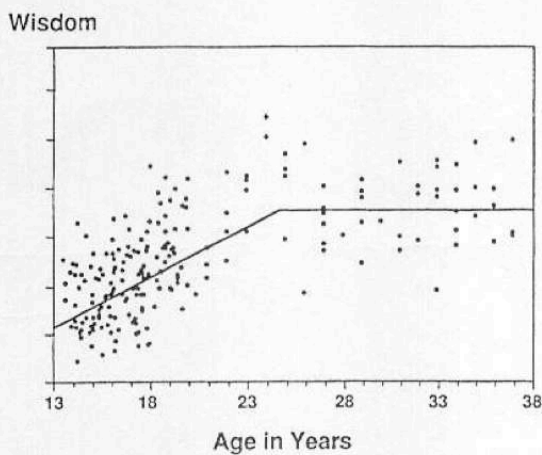


## Measuring wisdom-related Performance

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## Wisdom-related performance by age

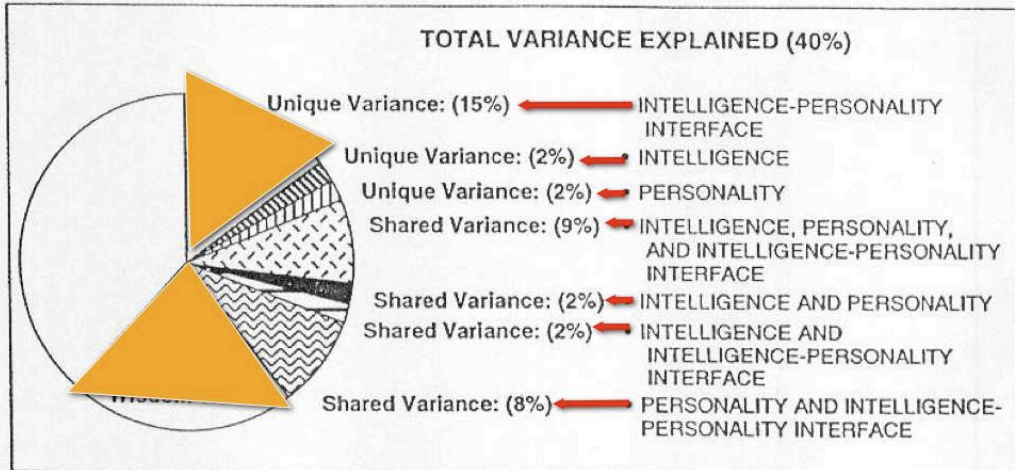
(Baltes, Glück, & Kunzman, 2002)



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# Psychometric location of wisdom-related performance

(Staudinger, Lopez, & Baltes 1997)



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## Wisdom as Situational

“A decision to use one’s intelligence, creativity and experience for a common good”

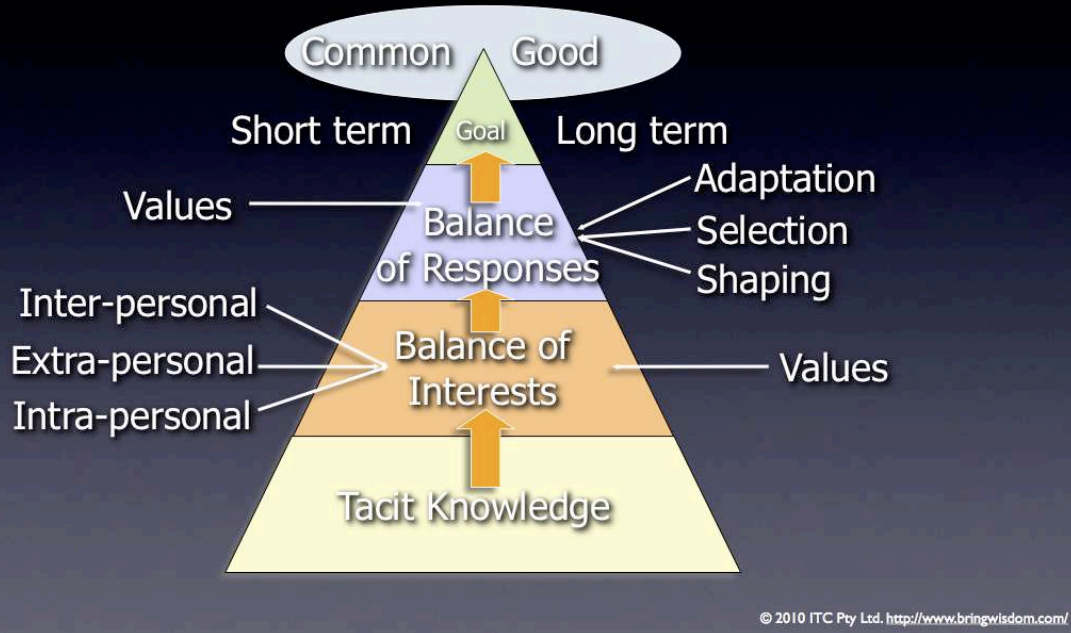
(Sternberg, 1998)



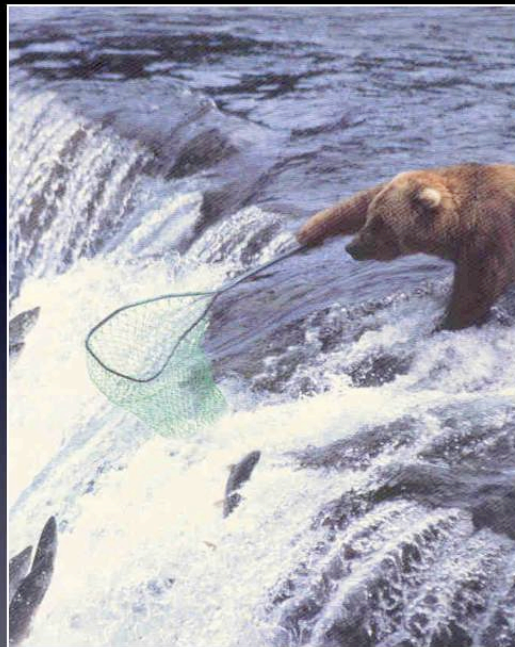
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# A balance theory of wisdom

(Sternberg, 1998)



## Ways of Enhancing Wisdom Performance



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Life experience

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Teaching: a wisdom curriculum

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## Mentor/imaginary dialogue

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## “The philosopher’s dream”

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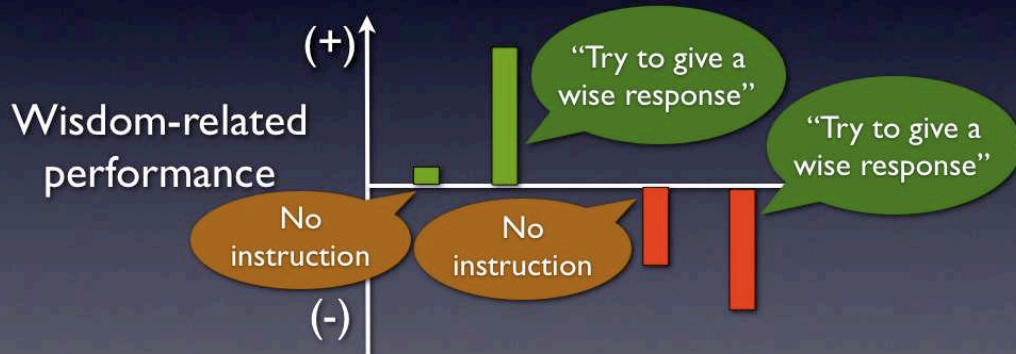
# Activating wisdom resources

(Glück & Baltes, 2006)

## Resources

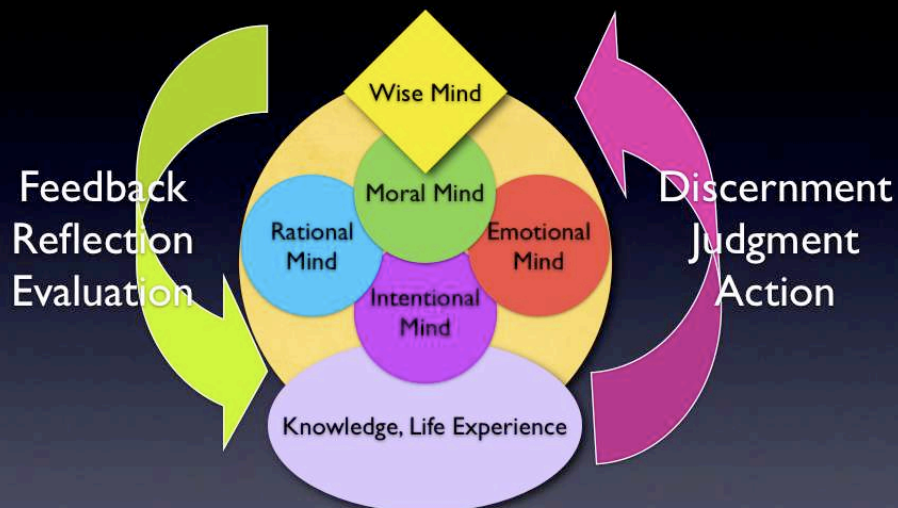
1. Fluid & Crystallized Intelligence
2. Life Experience
3. Personality-interface factor (self-regulation & openness toward growth)

- High on all 3 Resources
- Low on all 3 Resources



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# “Bring Wisdom” Model



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“What do you wish for?”

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“What are the *costs* and *benefits*?”

Column 2

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“What does your *heart* tell you?”

Column 3

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*“What are you afraid of?”*

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*“What’s the wisest thing to do?”*

Column 5

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“What personal *challenge* must you overcome?”

Column 6

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“There’s no place  
like home!”



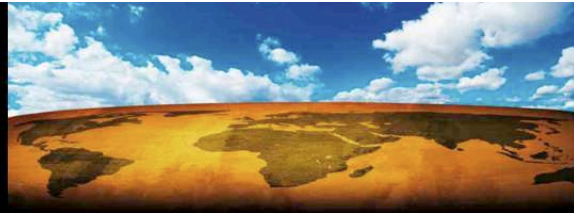
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# “Coaching for Wisdom”

Peter Webb (2008)

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DAVID B. DRAKE  
DIANE BRENNAN  
KIM GØRTZ

## THE PHILOSOPHY AND PRACTICE OF COACHING

Insights and issues for a new era