



*"Without fear and without favour"*

Wednesday November 13 2013



**Meir: put-down**

AP

## Feigning modesty can backfire on you

*From Mr Samuel Passow.*

Sir, Lucy Kellaway's column "Why it is very clever to pretend to be stupid" (November 11) reminded me of a story about Golda Meir.

She was chairing a cabinet meeting at which a minister who deeply disagreed with her policy kept repeating that he might not be intelligent enough – unlike the

others in the room – to grasp the concepts she was outlining. After listening to him for several minutes she said: "You shouldn't feign modesty. You were never that good to begin with."

**Samuel Passow,  
Director,  
The Negotiation Lab,  
Canterbury, Kent, UK**