

Uncommon Sense

Providing Clarity, Promoting Intelligence

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Dear David,

Summer is nearing a close, the seasons continue to change, and new adventures (or challenges) await each of us. Welcome to the latest issue of *Uncommon Sense*, and a hearty welcome to the many new subscribers, which include some of my new college students.

In this issue, the **Self-Development** column highlights a few key items relative to conducting job interviews effectively. I hope you find it helpful.

The **Elephant in the Room** column provides recent examples of a phenomenon that I believe stands a good chance of destroying Western Civilization as we know it. That is not an exaggeration.

The **From Ara's Journal** column has me ruminating on the plight of aging.

And, of course, the **World of Words** column doesn't take a back seat to anyone, and provides another word to your ever-increasing ability to express yourself with elegance and concreteness.

OK, let's get started.

Ara Norwood



Self-Development

Interviewing Effectively

There is an aspect of conducting a job interview I wish to bring to your attention. It concerns the opening moments of the interview. If you conduct interviews, pay attention. Even if you do not at this time conduct interviews, you may find yourself conducting them in the future - so pay attention.

Many job seekers are nervous when they are being interviewed for a job. The reasons for this nervousness are legion. Perhaps they feel they are being judged or interrogated. Perhaps they are desperate for the job. Perhaps they simply don't do well talking to people they don't know, or they are somewhat self-conscious by nature.

Since you want to conduct an interview with a candidate that is at his or her best rather than at his or her worst, it is a good idea that you, as the interviewer, do all

you can to create an environment that is conducive to a relaxed, non-threatening exchange.

Here are three specific ways you can create the right environment that, while obvious, are often not followed:

First, consider the initial greeting. When you first go out to the lobby and meet the candidate, be punctual. Don't do what 99% of interviewers do, and make the candidate wait for 20 minutes. The interview is a scheduled appointment -- a meeting with a clearly defined start time. This isn't a doctor's office where a patient is forced to wait indefinitely. If the interview is scheduled for 10:00 AM, you should walk out into the lobby at 10:00 AM, not 10:17 AM. Failure to do so demonstrates a lack of respect to the candidate, not to mention a lack of organization on your part.

Also, greet the candidate by name with a fair dose of warmth and enthusiasm, and introduce yourself, clearly stating your name. A warm and professional handshake is always in order.

Second, consider some of the professional courtesies that you may wish to address prior to beginning the formal interview. For instance, is parking validation something you need to take care of? If so, address that and get the candidate's parking stub validated. Offering the use of the restroom before the interview begins may help relieve (no pun intended) the candidate of any possible discomfort that may be associated with a long drive. Finally, once you are in the room where the interview is to take place, having a few bottles of water present is a best practice. You, the interviewer should take one yourself, and at the same time offer a bottle of water to the candidate. The reason you should take one yourself is to help the candidate overcome any shyness or self-consciousness about the social ritual of drinking water; when they see you partaking of the water, that will help put them at ease.



Third, don't begin with an interview question about their qualifications, work history, or work skills. Instead, try to break the ice with a question that broaches a subject that is less intense. For example, let's say the candidate's résumé indicates she is fluent in French. I would suggest leading with that. Ask her how that came about. Perhaps she was born or raised in France, and French is her first language. Perhaps she majored in French in college. Perhaps she had a stint doing missionary service or some other type of volunteer work in France. Either way, such a question is probably disarming and causes the candidate to relax as she shares her story on how she knows French. Likewise, if the candidate's résumé

shows that he has a hobby (perhaps racquetball), or won an award, or was president of a club, ask about that. It's not an intrusive line of questioning and the candidate will usually enjoy addressing such a question. This will calm the candidate down a bit and enable him to get the jitters out.

Remember, a calm, more relaxed, more comfortable candidate will perform better than one who is stressed out or on edge. You can facilitate that process by implementing the tips I have shared here. And doing so will help you identify the best candidates you interview and add real talent to your team.

The Elephant in the Room

Leftist Shenanigans

The greatest threat currently facing the United States, as well as Western Civilization, isn't Islamic Terrorism. Nor is it global warming, or any other natural disaster. Nor is it the economy. The greatest threat facing the United States is something I call Leftism.

Leftism is a world-view. It's an all-encompassing philosophy and way of seeing the world that has various telltale characteristics. It's also a reality whose very existence is denied by many of its most ardent proponents. It's true: Leftists often deny the very existence of Leftism. They often deny they themselves are Leftists. Like a fish that discovers water last, Leftists clearly see Conservatives, all of whom they imagine are extremists, but they do not see themselves for what they are. To the typical Leftist, there are no moderates among their opponents -- only radicals running the Conservative movement.



To illustrate the dangers that Leftism poses to America, as it permeates so much of American life (e.g., the media, the university, the teachers unions, the Democrat Party, etc.,) here I present a collection of some Leftist Shenanigans I took note of during the month of August 2019. Read them and see if you can get a sense of why I assert that Leftism is the greatest threat to our country, our liberty, our safety, and our well-being.

An Obsession with Racism

- Ellen Pompeo, who stars in the TV Drama Grey's Anatomy, made a comment about presidential candidate Kamala Harris and why Ms. Harris is so aggressive with fellow candidate Joe Biden during the presidential debates. Said Ms. Pompeo, it's because Ms. Harris is "overconfident and believes he is her only competition." The backlash on social media was swift and unforgiving. The lion's share of the criticism included the claim that Ms.

Pompeo was racist for making the comment. Given that normal Americans do not generally associate overconfidence with racism, one can only surmise that Leftists have an unhealthy obsession with racism. As the Left wields the "racist" hammer, every comment they don't like appears to be a nail needing to be pounded down.

The Power to Hijack Elections

- Kevin Cernekee, an engineer recently terminated by Google for being a Conservative, claimed that the tech giant, whose employee base is mostly comprised of radical Leftist activists, has both the intent and the capabilities to influence the outcome of the 2020 election, and that they plan to use such power to defeat President Trump. This suggests that Leftists do not believe in allowing the traditional process of voting in free elections to determine outcomes, but to meddle in our elections, essentially ending democracy as we know it.

Hatred of Gender

- The Democratic Socialists of America National Convention was held in Georgia. If you were to read a transcript of the proceedings, you would be forgiven for imagining you were reading a transcript from an insane asylum. One delegate formally complained of "sensory overload" from "guys" whispering in the room, which prompted another "comrade" to grab the microphone and angrily demand an immediate end to the use of "gendered language." It appears that the word "guys" is highly offensive to a group of people that are deeply adversely affected by the notion of *male* and *female*. Curiously, the Left hates the very notion of gender.
- This came out loud and clear when a Virginia judge ruled in favor of a former high school student, a woman, who insists she is actually a man. The masculinized woman who wishes to be called Gavin Grimm stated, "My case has given me something of a platform that I intend to use, as long as I have it available to me, for trans education and advocacy." So this masculinized woman is not content with winning a court case; she/he is bent on brainwashing other people, particularly children, as to the wonders of changing one's gender.
- A California middle school science teacher by the name of Luis Davila Alvarado, created an uproar for giving his students a "Gender Unicorn" sheet that explained gender identity and sexual attraction. Mr. Alvarado is enamored with the notion of destroying gender and felt it was his place to introduce such notions to his young, impressionable students at Denair Middle School. His handout was provided to him by a group called Trans Student Education Resources, which exists solely to get children as young as 5 years old to confront issues surrounding gender identity, hoping to turn boys into girls and girls into boys.

- A young man who wants to be known as June Eastwood, is a University of Montana Cross Country athlete. But because he doesn't win so consistently when competing against other young men, he has decided to call himself a girl and compete against girls where he can win consistently, thus ruining the experience for actual girls. Leftists are narcissistic to a level rarely seen.
- An award-winning college professor from the University of Louisville School of Medicine named Allan Josephson was fired. What was his crime? His crime was he uttered a common-sense idea at a panel discussion hosted by The Heritage Foundation, wherein he said that when treating children with gender dysphoria, medical professionals should first seek to understand and treat the psychological issues that often cause this confusion before pursuing more radical, aggressive treatments. Leftists who heard him say this were outraged. They believe that the first time a five year old boy says anything to the effect that he thinks he's a girl, even if he's just being silly, his penis must be removed at once and replaced with a vagina. So these Leftists got Dr Josephson fired from his job. They don't tolerate non-Leftist ideas.

Fake News

- A man committed a mass shooting in Dayton, Ohio, killing 9 and injuring 27. The man had pro-Antifa feelings and was a self-proclaimed Leftist. The mainstream media, being run by Leftists who believe that only Conservatives use guns, chose to offer only muted reporting on this man's ideology, deliberately downplaying or remaining silent on the man's political ideology.
- After the Department of Homeland Security announced a rule change, CNN took to the airways to inform their sparse viewing audience that the new policy meant that children could be held in cages indefinitely, when in fact, it meant nothing of the sort.
- Lawrence O'Donnell of MSNBC floats a completely bogus story on the air that suggests President Trump was only able to obtain loans from Deutsche Bank because he has as co-signers wealthy Russian oligarchs, a lame attempt to resurrect the thoroughly discredited Russian Collusion hoax.

Incivility

- Following another mass shooting in El Paso, Texas, Left-wing Democrats demanded President Trump not dare show up to console his fellow Americans. These same Left-wing Democrats actually blamed President Trump for the shooting, but didn't blame the shooter. For instance, Representative Veronica Escobar said "The president has made my community and my people the enemy," before explaining how he had done this. "He has told the country that we are people to be feared, people to be

hated." Of course, she didn't provide any specific references where President Trump had actually said such things she attributed to him because the President has never said such things.

- An NPR senior political correspondent, Domenico Montanaro, even in the face of President Trump's unambiguous condemnation of racism, bigotry, and white supremacy (all of which the Left routinely accuses President Trump of being guilty of) simply could not resist blaming the president on the mass shootings. And why was the president responsible for the mass shootings according to Mr. Montanaro? Because earlier in the year, Mr. Trump used the term "invasion" to refer to the, well, invasion of illegal immigrants crossing our southern border. *How dare President Trump use the term "invasion" to refer to an invasion!*
- Meanwhile, at a memorial service for the El Paso victims of that mass shooting, a woman wearing a MAGA hat was surrounded by people who do not want America to be great, and they called her a terrorist, all the while they were the ones spreading terror.
- And when libertarian philanthropist David Koch died this month at age 79, Leftists swarmed to social media to express their hope that he suffered in his final days, one person called him "pure evil," and another claiming that his death was cause for celebration.

Persecution and Harassment

- Democratic Rep Joaquin Castro, the brother of a 2020 Presidential candidate, publicly posted a list of prominent Texas Trump donors, including their names and employers. The only motivation he did such a thing was to shame such donors, and try to guilt them (and other potential donors) to rethink their loyalties and stigmatize their behaviors. It's an assumed given in the mind of the typical Leftist that voting Republican is not a right but a crime. But there is another, darker reason Mr. Castro published such information. He is counting on the more unstable among his party to go to the homes of such donors, harass and persecute them, threaten their children, and harass their employers in an effort to get the employers to terminate the donors from employment. Embracing Leftism means becoming less civil, less kind, and more prone to persecution.
- In fact, a group of Leftists produced a movie, "The Hunt," which celebrated the notion of Leftists hunting down Conservatives and murdering them for sport. Leftists find the movie amusing.

Trump Derangement Syndrome (TDS)

- An MSNBC host made the absurd claim that Mr. Trump had called for the extermination of Latinos. She was forced to retract that bit of Fake News and make a public apology. But even after offering her phony, coerced apology, she immediately went back to attacking Trump: "Trump's constant assault on people of color and his use of the word 'invasion' to describe the flow of immigrants is intentional and constant."
- Similarly, after the *NY Times* published a headline that did not possess a suitable amount of Trump Hatred ("Trump Urges Unity vs. Racism"), the Left piled on to their Secular Bible and, predictably, the *NY Times* instantly caved and republished the story with a new headline that displayed more Trump Hatred ("Assailing hate but not guns".) This may be one of the first times a major newspaper capitulated to a Leftist mob and lowered their journalistic standards to satisfy the rage of that mob.
- Not to be outdone, an MSNBC contributor by the name of Frank Figliuzzi, who is a former FBI assistant director, and a die-hard Leftist, publicly stated that President Trump's decision to fly the flags at half-staff until August 8th was a secret sign that neo-Nazis would pick up on, because August 8th, or 8/8, is significant since the letter "H" is the 8th letter of the alphabet, and that 8/8 could be interpreted as "HH" which is the abbreviation for "Heil Hitler." And yes, Mr. Figliuzzi said this with a straight face.
- Some additional TDS was manifested by one Elie Mystal, who suggested that it was basically criminal for Trump Campaign workers to work their campaign, and that he wasn't above "going further" than simply harassing such campaign workers.
- A college professor by the name of Jeff Klinzman, who teaches English at Kirkwood Community College in Cedar Rapids, Iowa, openly admitted he was part of Antifa, and also admitted he would like to take a baseball bat to the skull of President Trump.
- A psychiatry professor at Duke University, Allen Frances, claimed that President Trump is responsible for more deaths than Hitler, Mao, and Stalin combined. In other words, since Stalin is responsible for 20 million deaths, and Hitler is responsible for 48 million deaths (6 million in the Holocaust and 42 million World War II deaths in Europe), and Mao is responsible for around 70 million deaths, Professor Frances is claiming that Trump is, right now, responsible for the deaths of more than 138 million people. That's a nasty case of TDS affecting Professor Frances.

Lawlessness

- ICE raided a food processing plant in Mississippi and arrested over 600 illegal immigrants, but predictably, Leftists everywhere went a little crazy, condemning the Trump administration and ICE officials for following the law.

- After a bill was passed in New York making it a felony to spray police officers with water, Leftists again went a little nuts, feeling it unfair for them to be punished for drenching police officers.
- Employees at a Burger King in Clovis, New Mexico showed where they stand: they drew a crudely drawn cartoon of a pig on the wrapper of the hamburger a police officer had ordered. Respect for the law is not a value of the Left. Hatred of law enforcement is.
- This is why a McDonald's manager in Andalusia, Alabama openly insulted a police officer who had gone there to eat. The manager made it clear to the officer that he was neither liked nor respected.
- Further lawlessness from the Left came to the surface in Montgomery County, Maryland, which has sanctuary status, meaning it wantonly breaks the law and allows convicted criminal aliens who are dangerous to be shielded from federal law enforcement so that they can continue to break the law and commit serious crimes. As a result, 6 different rapes took place (that we know of) in Montgomery County -- all by illegal aliens who had been released from jail and allowed to continue their crime spree on an unsuspecting public. One of the victims was a girl as young as 11 who was repeatedly gang raped by two illegal aliens who filmed their crimes. But to the Leftist lawmakers in Montgomery County, that is perfectly fine, so long as these thugs are not turned over to ICE.
- And you have to hand it to San Francisco. They hate the law so deeply that they simply ban language such as "convicted felon" which they now refer to as "justice-involved person" or, if you prefer, a "returning resident." A "drug addict" is no longer permitted to be uttered. It must be rebranded as "a person with a history of substance abuse."

Hatred for America and its Founding Fathers

- Charlottesville Mayor Nikuyah Walker hates Thomas Jefferson so deeply, that she insists the city no longer honor his birthday, claiming that Mr. Jefferson is "still able to celebrate his birthday in hell." But other than that, she doesn't have strong feelings on the matter.

All of these examples, which are unique to the phenomenon known as Leftism, represents a small sampling of the Left's activities, and only for the month of August 2019. These sorts of shenanigans are carried out by the Left regularly, and with increasing boldness. That should give us pause.

And that, my friends, is the latest elephant in the room.

Check out [my website](#) for tools to help you with your career, your presentations, and other matters.

Shameless Plug

Need Help Preparing For That Next Big Interview?

So you have trouble with job interviews? You get nervous? You feel unprepared? You get psyched out? I understand. And that is why I am pleased to alert you to my eBook: ***Your Interview Roadmap***. At over 12,000 words and with six appendices, this guide book will open your eyes to what really goes on in the world of interviewing from both sides of the table, and will prepare job seekers to hit it out of the park 80% of the time. (OK, more like 90%, but I prefer to be understated.)



If you are interested in purchasing the product, you can [click here](#) to make your purchase. The

advice you will glean from this eBook is golden! I would charge you six times the price of the eBook to give you the same advice in person.

If you've done poorly in job interviews in the past, you can turn it around. The answers are there. Take action!

From Ara's Journal

Mind Over Matter

Growing older is an interesting proposition. This machine known as the human body seems to drift, imperceptibly, towards corruption and break-down. . . Yet, due to choices I have made, I have more upper body strength today than I did in my prime while in high school. The decision to take strength training seriously over the last few years has seen me capable of working



out with 180 pounds on the bench press; in high school, my peak workouts had me at 165 pounds on bench press. Still, today I have to wear wraps on my wrists, as my right wrist seems a bit compromised and unstable. Chances are high that as I get older, my wrist may deteriorate. While I may still have a window of time over the next few years to increase my upper body strength to the point that I may one day, in the months ahead, be working out with, say, 200 pounds on the bench press, I recognize I may eventually hit a ceiling and be unable to continue to "lift heavy." That's fine; it's part of life. It may just mean that I will exercise with lighter weights and perform more reps, which will help keep me toned.

The same goes for other aspects of my health. Up until very recently, I ate whatever I wanted and as much as I wanted. I was eating too much, and it showed. After weighing around 135 pounds in high school, I eventually found myself at 155 in the early years of marriage, then 165, then 175. In recent years I ballooned up to around 183, then 188, then 192. This alarmed me, but not enough to curtail my food intake. When I joined Weight Watchers about 5 weeks ago, I weighed in at 199. That was shocking, even for me. But by mostly following their plan, I am down to 181. And as I continue to follow their program, I am confident I can get my weight down to around 165 again.

In the area of work, I find myself demanding greater perfection in my output. I find myself taking chances and being a bit more bold. I presume that all of my past experiences, the successes and the failures, have prepared me to produce my best work at this stage of my life. I am inclined to believe that my last must be my best. . . . and I perform accordingly.

As I climb the career mountain that is before me, I see that I have about 9 years remaining before I reach the pinnacle, and then, I begin the return journey of coming down the mountain, which are my retirement years. But even in retirement, there will be plenty of moments to contribute, through occasional consulting, through writing, through speeches and lectures, through mentoring.

I truly believe the quality of my life at that stage will largely be a product of how elegantly I utilize my mind to guide my decisions with rigor, with discipline, and with determination.

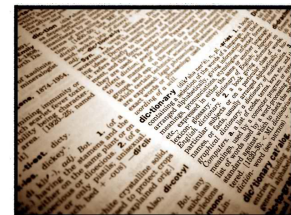
The World of Words

Adroit, Adroitly

Building Your Power of Expression

Adroit, adj. **Adroitly**, adv.

Pronunciation: ədʁɔɪt, ədʁɔɪtl̩



Meaning: These words, coming from the lovely French language, denote clever or skillful use of the hands or mind.

Usage:

- *He was adroit at tax avoidance.*
- *She managed the evacuation adroitly.*
- *His skill as a wide receiver can only be described as a combination of adroit acrobatics and uncanny ability to elude defenses.*

New subscribers, the Special Report "11 Ways to Beat the Odds" should have been sent out to you already. If you have not received it, please communicate that to me via email (ara@aranorwood.com).

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