

*"A survival guide for a world that keeps  
telling you not to believe your own eyes"*

# PT\$D

# TRUTH AS CURRENCY IN A MARKET OF DENIAL

THOMAS DWYER  
*First Edition*



# PT\$D

## Truth as Currency In a Market of Denial

*Thomas Dwyer*

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## Preface

*“Would you rather be happy, or would you rather be right?”*

That question, tossed out casually on a podcast, stuck in my thoughts and became the starting point for this book. It begins with a challenging premise: that our society operates within a **False Economy of Comfort**: a system where prioritizing ease over difficult realities comes at the steep cost of genuine understanding and collective resilience.

This book explores a counterintuitive idea: that significant trauma, the kind that shatters the foundational assumptions of safety and stability, can force a different relationship with truth. It is not a chosen path, but one where the destruction of personal comfort strips away societal illusions, compelling a confrontation with inconvenient realities. This is not to claim that trauma bestows an infallible “truth detector,” nor to romanticize suffering. Instead, it examines how adversity can force a raw engagement with reality, like a shipwrecked sailor learning the currents and the stars, and asks what such hard-won perspective reveals about the machinery of denial.

Blending personal experience with concepts from psychology, sociology, and philosophy, *PTSD* dissects this machinery: the dangers of certainty, the class dynamics of truth, and the gears of self-deception. It examines the elaborate shields we construct—from professional jargon to manufactured identities—to avoid the messy work of confronting uncomfortable truths.

This journey is not comfortable. It asks difficult questions about complicity, privilege, and the stories we tell ourselves. It requires a willingness to navigate discomfort and practice what John Keats, the English poet, called *Negative Capability*: the psychological fortitude to remain “in uncertainties, Mysteries, doubts, without any irritable reaching after fact & reason.”<sup>1</sup> That capacity, fueled by *curiosity*, is what allows us to look squarely at the narratives that shape us and the denials that constrain us.

This book is an invitation to question the comforting stories of our culture, scrutinize the worth of unexamined ease, and consider whether facing truth, in all its complexity, is not just *a* course but *the* course to something more resilient, coherent, and meaningful than manufactured comfort.

## About the Author

The author brings an **Insider-Outsider** perspective to the themes explored in *PT\$D: Truth as Currency in a Market of Denial*. He draws on his training as a robotics engineer, appreciating the logic of complex systems. This analytical framework is paired with his lived experience navigating significant childhood adversity, including parental substance abuse, poverty, and institutional neglect; as evidenced by a high ACE score (explained in Chapter 1). This dual vantage point shapes his examination of the comforting fictions that obscure uncomfortable truths. It fosters acute skills in pattern recognition and code-switching.

Yet this lens is no precision instrument; it is a shard of glass, shaped by trauma, offering perception that can both clarify and distort. The initial view through such a lens is a blur of pain and hypervigilance. A mind calibrated by systemic failure and personal loss must perpetually guard against mistaking malice for incompetence, conspiracy for chaos, or patterns where there is only noise. This book, then, is not just an analysis of societal denial but a simultaneous self-interrogation, the constant, deliberate act of adjusting the focus and wiping away the fog of old griefs to see the present more clearly. This is the vital and ongoing work of calibrating that lens, the primary instrument for this journey. This work is what this book calls developing *Inner Coherence*.

Central to this self-critique is an understanding of universal cognitive fallibility, what he terms the **Draped Apes** concept:

$$\{\textit{Primates}\} + \{\textit{Fancy Clothing}\} = \{\textit{Humans}\}$$

This perspective posits that humans share an inherent susceptibility to bias and self-deception, a principle he applies to himself as a tool for humility.

This book traces a journey toward **Inner Coherence**: the challenging yet essential process of integrating one's experiences, values, and actions through this constant act of calibration. Throughout, he grapples with the tension between observed patterns suggesting determinism and the felt human need for agency and moral responsibility. This sustained inquiry is the essential work of mapping the terrain and charting the waters where a more coherent Self is built.

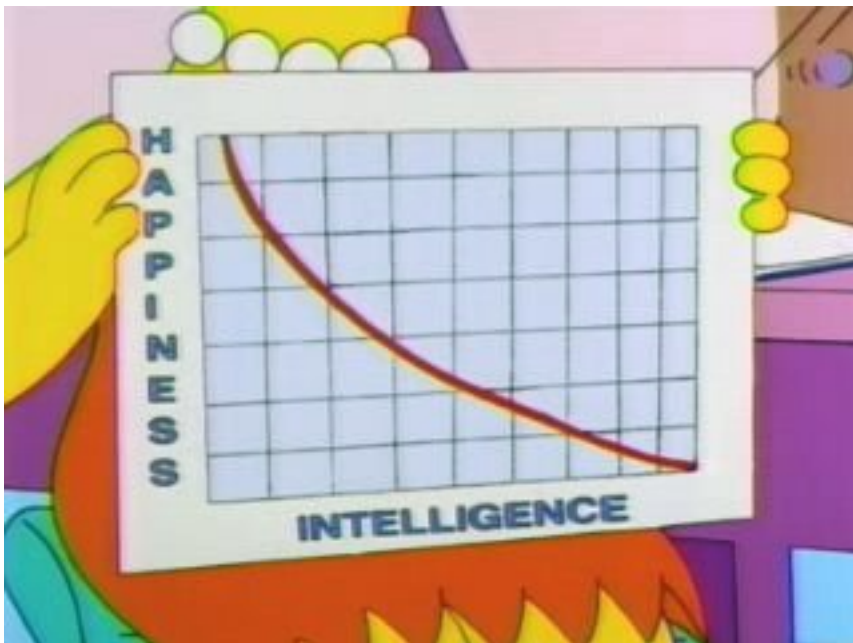
*A Note on Tone: This book addresses challenging subjects. To navigate them without succumbing to despair, the author relies on a tool he has relied on his entire life: humor. This is not levity for its own sake but an analytical instrument to expose the absurdities of denial and hypocrisy. He believes that sometimes the most effective way to expose a difficult truth is with a sharp joke, and that confronting a world built on comforting fictions demands the emotional and intellectual buoyancy of satire. If you find yourself laughing at a description of a hollow ritual or breathtaking illogic, understand that this is by design: a shared, dark laugh for resilience.*

## Introduction

### *The ‘Happiness vs. Right’ Dilemma & The False Economy of Comfort*

*“Would you rather be happy, or would you rather be right?”*

Comedian Neil Brennan asked this question on his podcast and explores it in his Netflix Special “Blocks” <sup>2</sup>. The question lodged in my mind with unsettling persistence. For many, the question resonates. I regularly say, with a blend of dark humor and deep gratitude, that *The Simpsons* did more to raise me than anyone. In that brilliant satire, Lisa Simpson once presented a hand-drawn graph illustrating a sharp inverse correlation: “*As intelligence goes up, happiness goes down. See, I made a graph.*” <sup>3</sup> I make lots of graphs.



*(image of Lisa Simpson holding graph)*

Though Lisa’s formulation is comically blunt, doesn’t her observation, like Brennan’s question, poke at something core to our experience? In a culture saturated with advice on achieving happiness, optimizing comfort, and curating contentment, the pursuit of truth—especially uncomfortable truth—often feels like a secondary concern, perhaps even an impediment. While most of us would claim to prefer being right, our choices usually betray a gravitational pull toward comfort, even if that comfort rests on ignored realities. Being right, whatever that truly means, sounds difficult. Maybe even unpleasant.

### *The False Economy of Comfort*

What if our society runs on a hidden marketplace where truth, especially the inconvenient kind, is perpetually undervalued, while comfort and conformity are the affordable currencies? What if we've constructed an elaborate system, the *False Economy of Comfort*, that shields us from harsh realities and smooths over the jagged edges of existence, but at the steep price of genuine understanding and collective resilience?

But let's be precise about what this "False Economy" is—and what it isn't. Not all comfort is a form of denial. A *Healthy Economy of Comfort* is not only legitimate but essential. This healthy version includes the comfort of genuine rest that restores our energy, the psychological safety of a trusted friendship that allows for vulnerability, the stability of a routine that provides a firm foundation in a chaotic world. Healthy comfort is what recharges our capacity to be curious, resilient, and brave. Sometimes escape, solitude, and isolation are appropriate. Whatever form this restorative comfort takes, it serves as the necessary foundation for the emotional work this book demands. We cannot confront difficult truths when our own systems are running on empty.

By contrast, this False Economy extracts a steep price. Its currency is not restoration but avoidance: the comfort purchased at the cost of truth, the ease that comes from looking away, from engaging in strategic ignorance, from outsourcing our conscience, or from accepting a reassuring lie over a disruptive fact. While a Healthy Economy builds our capacity to face reality, its counterfeit counterpart erodes it. The false version offers the short-term sugar high of denial at the long-term cost of our collective resilience and individual Inner Coherence.

The litmus test is simple: Does this comfort restore my capacity to engage with reality, or is it a mechanism to avoid it? The former builds strength while the latter builds a cage of denial: a small, walled-off harbor of certainty within a vast, unexplored universe. This book is an exploration of that cage, its architecture, and the tools we might use to find our way out.

These systems feed into one another. For instance, the dotcom bust that began deflating in 2000 and the housing market collapse of 2008 were not merely financial events; they were object lessons in how our *Draped Ape* nature—our inherent cognitive fallibility and tendency toward social imitation and tribal thinking—can distort supposedly rational systems.

This phenomenon is hardly new. Alan Greenspan famously warned of "irrational exuberance" <sup>4</sup> during the 1990s tech bubble, and economist Robert Shiller, in his 2000 book of the same name <sup>5</sup>, systematically explored the very Draped Apes tendencies this book discusses. These psychological and behavioral factors drive such speculative bubbles and widespread economic denial. Similarly, when social media algorithms exploit our psychological vulnerabilities to capture attention, they operate within a system in which engagement and



clicks, not truth, drive value. This societal bargain of ease for ignorance is the undercurrent in all these examples, compelling us to prefer comforting illusions over disruptive realities.

### *A Lens Forged in Trauma*

This book explores a counterintuitive and potentially unsettling idea: that significant trauma—the kind that shatters foundational assumptions about safety, trust, and the world’s coherence itself—can inadvertently create a different relationship with the truth.

It’s not a path anyone would choose. Yet for those who have navigated severe adversity, the kind quantified by frameworks like the Adverse Childhood Experiences (ACE) study—the luxury of choosing comforting fiction over reality can feel like an indulgence they can no longer afford. When the systems meant to protect you fail spectacularly, and when the narratives you were told to believe are crumbling, survival itself demands new tools. It necessitates a heightened awareness of hypocrisy and of the subtle workings of denial that others might miss. It is like being shipwrecked in uncharted waters; survival requires a new form of navigation.

The result is a collection of **Orphaned Truths**: realities too disruptive for the dominant narrative, too heavy for conversation. I carried my own for years, truths like the unacknowledged violence of a childhood knife fight and the systemic silence that later swallowed my uncle’s murder. The pressure to mask one’s reality for the comfort of others is a heavy and isolating burden. It’s the quiet engine of a *Cassandra complex*<sup>a</sup>: the torment of seeing clearly while being disbelieved, dismissed, or unwelcomed.

This trauma-forged lens, while initially a painful and uncalibrated burden, offers something crucial: the ability to perceive patterns that those comfortably insulated within the prevailing denial might miss. Consider the historical parallels journalist Evan Osnos draws between our current era and past moments of civilizational crisis. When he quotes the late Yale scholar Ramsey McMullin’s distillation of Rome’s 500-year decline into three bare words, “**fewer had more,**” or when he describes our current wealth concentration as reminiscent of the Gilded Age’s “cartoonish extravagance,” these are far from mere academic observations.<sup>6</sup> For someone whose childhood was defined by precarity and systemic abandonment, whose formative experiences involved watching institutions prioritize appearance over intervention, these patterns feel hauntingly familiar. The architecture of denial is the same whether it allows a family to ignore dysfunction or a civilization to decay. It operates at every scale, built on willful blindness, institutional inertia, and the prioritization of comfort over truth. It’s the same architecture, just with more zeros attached to the consequences.

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<sup>a</sup> Cassandra, in Greek mythology, was a princess of Troy cursed by the god Apollo. He gave her the gift of prophecy but ensured that no one would ever believe her predictions. Her warnings about the Trojan Horse and the fall of Troy were tragically ignored.

This recognition that personal trauma can illuminate broader social pathologies isn't unique to my experience, but the specific vantage point it creates might be. The Insider-Outsider perspective, emerging from navigating significant adversity while also functioning within mainstream professional environments, provides a dual consciousness: understanding both the lived reality of systemic failure and the comfortable fictions that allow those failures to persist. It's a lens calibrated by necessity to detect the gap between proclaimed values and actual behavior, between surface narratives and underlying dynamics.

This lens was no sudden gift of clarity. At first it offered only a bewildering blur of chaos, a fractured view that scattered as much as it revealed. The journey described in these pages is one of slow, painstaking calibration: the work of grinding that broken shard into a functional lens, of learning how to adjust its focus. It recounts the shift from bearing trauma as a crushing weight that obscured vision to shaping it into an instrument of perception. A finely ground lens, after all, does more than help us see; it can also be used for spotlighting or to project a clear image. In this way, perception becomes illumination: what once revealed only the treacherous currents and hidden reefs of experience, when sharpened, began to cast its light outward as a lighthouse beam. A lighthouse not only illuminates the dangers that have long been hidden, it creates a safer passage for other vessels. This is the journey of the navigator: from shipwreck survivor clinging to debris, to the builder of a beacon for others.

The historical context Osnos provides frames our current moment as potentially pivotal. His observation that *"people would say, 'We can't go on like this'"* during the Gilded Age—which ultimately gave way to the Progressive Era and the New Deal—suggests that societies can reach a breaking point where the False Economy of Comfort becomes unsustainable.<sup>7</sup> However, recognizing these potential breaking points and alternative paths requires clear-eyed assessments, the kind trauma often forces but comfort typically obscures.

### ***The High-Fructose Feed and Our "Draped Ape" Nature***

The great physicist Richard Feynman once said, *"I would rather have questions that can't be answered than answers that can't be questioned."*<sup>8</sup> That sentiment feels more urgent than ever. We live in an era of shouted certainties and algorithmically amplified opinions, where the pressure to take a side usually eclipses the courage to explore the messy, uncomfortable gray areas. Perhaps true wisdom lies less in finding all the answers, but in learning to ask the right questions, a skill that becomes more critical as technology offers ever more answers generally devoid of context or genuine understanding. As a guiding principle, I offer a rule I learned while navigating environments thick with denial: *Never trust an absolutist.* Anyone selling perfect certainty or demanding you ignore complexity, warrants deep skepticism. *Absolutism* is denial's native tongue.

The past few Presidential cycles have turned these dynamics into vivid images: from the angry glow of tiki-torches on a college campus to the performative lip service of a corporate land acknowledgment, spoken with all the warmth of a quarterly earnings report. Political and social upheavals seemed to rip the lid off, exposing patterns of denial that have been simmering for decades. It wasn't new. But it has been *loud*. It forces a confrontation. It also highlights an ancient warning: the Greeks cautioned that incompetent certainty inflicts far more damage than outright malice. This is a pattern tragically repeated throughout history, from the Peloponnesian War to the present day. The stakes of human judgment, of our collective ability to perceive and respond to reality, only escalate as our technological power grows.

This brings us to a concept requiring careful handling due to the loaded nature of the language often used to describe it and the pain and shame it induces. When we speak of societal missteps or collective irrationality, the word “stupid” comes to mind. But let's approach this idea without judgment—let's reframe it through a powerful modern parallel. The staggering rise in obesity is not a mass failure of willpower. It is a predictable outcome of a food environment where, for many, the only visible or affordable options are nutrient-poor and engineered for overconsumption. Our environments demand screen time but not much physical work.

If we feel overwhelmed, distracted, or even “stupid,” it's not due to a sudden collapse in individual intelligence. We are suffering from *cognitive malnourishment*, force-fed a diet from the **High-Fructose Feed**: a constant stream of sensationalist clickbait, polarizing memes, and algorithmically amplified outrage. We're gorging on the intellectual equivalent of gas-station nachos—cheap, instantly gratifying, and devoid of nutrition—while wondering why we feel so sluggish and confused. In a world offering an all-you-can-eat buffet of outrage and distraction, the path to clarity may look like a sad, unappealing kale salad.

This High-Fructose Feed is so effective precisely because it exploits our inherent cognitive architecture—our Draped Ape vulnerabilities to novelty, tribalism, and emotionally resonant but intellectually empty content. It is the polluted current that makes the crew mutinous and keeps the ship sailing in circles. From this perspective, *stupidity* is not an insult. It is a shared, systemic condition, a predictable symptom of a toxic information diet designed for our species. It's not a personal failing to feel this way, it's a human one, as universal as having two arms and a head.

We will later explore how this foundational idea of universal cognitive fallibility relates to other perspectives on “stupidity”: such as Dietrich Bonhoeffer's view of it as a moral failing, Jonathan Haidt's concept of Systemic Stupidity, or Carlo Cipolla's framework of irrational, destructive impact. We will also touch upon how phenomena like anti-intellectualism might serve as a societal defense mechanism against the discomfort of confronting these inherent limitations. The point, then, is to approach this idea not as an accusation, but as a starting point

for understanding why the *False Economy of Comfort* is so pervasive and why pursuing truth can feel arduous.

This inherent human fallibility—our Draped Apes nature—makes the pursuit of truth difficult. Arguably, it even necessitates the construction of comforting fictions as a bulwark against our cognitive limitations: the False Economy of Comfort. This presents a challenge not just for our interpersonal dynamics but also for the systems we are creating.

### *A Moment of Witness: The Spark for this Book*

There are rare moments, unexpected and transformative, when one encounters an individual who does more than listen. I had such an experience that proved pivotal in bringing this book to fruition. A good friend, Nico, invited me camping with his long-time friend group, a tribe I was eager to meet. Around a late-night fire, I found myself in conversation with Ben, someone whose genuine curiosity and intellectual depth created a space I hadn't quite experienced before. It wasn't a therapeutic setting, nor was it the familiar dynamic of a long-standing friendship, where one might cautiously edit for fear of overwhelming. It was an encounter marked by genuine curiosity, remarkable intellectual depth, and an unvarnished engagement with difficult ideas.

In a context unbound by professional obligation or the careful calculus of friendship, for what felt like the first time, someone “actually asked and cared”—not just about the surface but about the intricate, painful connections I was trying to articulate.

In that exchange, a powerful sense of clarity and validation emerged. It wasn't that Ben agreed with everything, it was that he actually understood; he met the complexity with his own and, in doing so, provided a space where my Orphaned Truths felt not just acknowledged, but heard and seen as valuable insights rather than mere damage. It was the startling realization that heavy truths didn't have to destroy connection; that an outlier's perspective could find resonance, and that the very experiences that had felt like impediments to being understood were, in fact, the bedrock of essential insights.

This interaction offered more than comfort; it re-ignited a spark of intellectual and moral urgency. It affirmed that these explorations into denial, trauma, and coherence were not simply personal obsessions but vital inquiries worth pursuing and perhaps sharing. It was a pivotal moment in calibrating my own lens, a demonstration that insights born of trauma could indeed find resonance and offer value, moving them from orphaned burdens toward potential beacons. The book itself might have remained another unarticulated frustration, another set of observations confined to the internal world of an Insider-Outsider, had it not been for that catalytic moment of genuine understanding.



### *The Path This Book Takes*

Fueled by that spark of clarity, this book delves into these dynamics. It explores the paradox that those most bruised by the system are also the ones who see its flaws with the most painful acuity. They become unwilling experts in the Orphaned Truths that society prefers to abandon. Malcolm Gladwell, in his podcast series *I Hate the Ivy League* (hereafter, *IHTIL*)<sup>9</sup>, touches on related themes. He discusses how fragile talent can be in disadvantaged contexts and how abysmally low society's "Capitalization Rate"—its ability to help people reach their potential—often is for those navigating such realities. For many, their clarity about the system's failings isn't an abstract exercise. It is branded into their understanding through direct, painful experience.

This raw clarity reveals that society's definitions of 'comfort' and 'truth' are not fixed, but are constantly renegotiated. Consider the stoic outward appearance that past generations prized; this societal "comfort" came at the cost of forcing all psychological distress into the private, heavily stigmatized shadows. The public discourse and support for mental health we now take for granted are recent inventions, illustrating how profoundly the bargains we strike can shift.

This pattern of unacknowledged costs is not new, and its modern scale is alarming. The historical parallels drawn by journalist Evan Osnos serve as a stark warning. He describes the growth of radical inequality as a crisis "so large and encompassing that it's almost like climate change"—a reality that becomes both omnipresent and nearly invisible, perceptible only when one steps outside the insulating reassurance of the dominant narrative.

This book examines the workings of denial, the class dynamics of truth, and the anxieties that drive us from reality. We will consider how raw truths can reshape this lens of perception, and how moments of genuine witness can give it new purpose.

The book charts and uncomfortable voyage. Still, it offers something the marketplace of denial cannot: the possibility of genuine understanding, authentic connection, and the resilience that comes from facing reality rather than fleeing it. What you will find here is an invitation: to examine the comforting narratives of our culture, to question the value of unexamined ease, and to consider whether facing truth—in all its disorienting complexity—may be the most reliable foundation for wisdom, integrity, and meaningful action in turbulent times. If you're willing to take this journey, it offers a framework for asking better questions, navigational tools for developing Inner Coherence, and the recognition that the experiences that make life difficult can also sharpen your perception, transforming a shard of wreckage into a reliable compass. The trauma-informed Insider-Outsider lens isn't offered as the only way to see, but as one way that might illuminate patterns others miss, patterns that, once recognized, cannot be unseen. These new perspectives offer the possibility of more honest engagement with the world as it is, rather than as we wish it to be.

## Part I: The Mechanisms of Denial

### Chapter 1

#### The Orphaned Truth

Truth, for me, was never abstract philosophy. It was seared into me by the chaos of my childhood, a lens of clarity I never asked for. Long before I had terms like *systemic failure* or *cognitive dissonance*, I knew the stomach-deep weight of contradictions I couldn't reconcile. These weren't intellectual puzzles; they were the texture of my world, the backdrop of my formative years. Later, I would joke about it as my **Trauma XP<sup>b</sup>**—not the kind that grants cool new abilities, unless you count a permanent debuff to *Trust in Institutions* and a +10 bonus to *Spotting Hypocrisy at fifty paces*.

#### A Prelude in Denial: The Rock and the Fire Truck

The incoherence of our family's story crystallized for me in an incident in third grade. During the chaos of lunch recess, my friends issued a challenge: throw a rock at the next truck. It was a pointless act, born of playground pressures, but the fear of being left out is a powerful force for a child.

I picked up a rock. A big red fire truck drove past. I threw, not expecting to hit it, just impulsively trying to belong. Then, the sound: a sharp crack, a spiderweb spreading across the windshield. My stomach plummeted. I hadn't meant to damage anything. But I had.

I was caught and suspended. Later, in the principal's office, my grandmother—my legal guardian—convinced him she would handle it, acting with a stern parental authority I hardly recognized. My fear curdled into something else: a strange, defiant rage. "*You're not going to do anything*," I said to her. "*You never do*." There was an expletive in there as well.

Why say that? Why challenge my legal guardian, the only person representing stability, after doing something so clearly wrong? Because I already sensed a pattern. Disaster would strike, and afterward, a baffling, suffocating silence would always descend. Watching my family felt like being trapped in a slow-motion crash I was powerless to stop, a maddening frustration that simmered just below consciousness.

And here's the kicker: I was right. She *didn't* do anything about the rock. No punishment. No grounding. The cracked windshield, the suspension, my outburst—all of it was never spoken of again. It simply vanished into the family's Bermuda Triangle of uncomfortable truths, a mysterious region where accountability went to die alongside mismatched socks and car keys.

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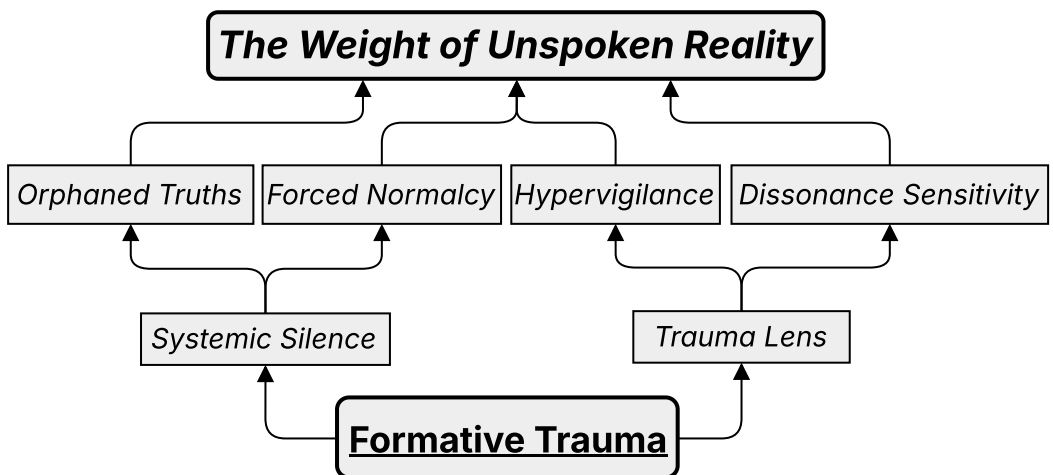
<sup>b</sup> Derived from Experience Points (XP) found in gaming

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This history, this score, isn't destiny, but it is an explanation. It illuminates how the same workings that failed to acknowledge my reality operate at every level of society, creating a vast architecture of denial I would spend my adult life learning to dissect. This book is about piercing the comforting thought that "Everything is Fine," a delusion brilliantly satirized by the comedy duo Mitchell and Webb.

This book charts a voyage: from Orphaned Truths as crushing weight to beacons of hard-won clarity—from shipwreck survivor to lighthouse keeper. It is the Insider-Outsider's path: to take what once oppressed and make it illuminate, to hold truth not only with clarity but with purpose.



## Chapter 2

### The Tyranny of Certainty: The Mathematics of Betrayal and Our “Draped Ape” Nature

Carrying the Orphaned Truths of the last chapter rewires one’s relationship with certainty, breeding a deep allergy to easy answers.

What begins as raw calibration—the accumulation of *Trauma XP* with each invalidated reality—quickly hardens into skepticism, less a philosophy than a survival tool. It tunes you to the low-grade fever of cognitive dissonance when words clash with actions, a tension others seemed able to ignore with baffling ease.

Out of this vigilance crystallized a heuristic, a rule of thumb forged in environments thick with denial: *Never trust an absolutist*. What began as private defense becomes an invitation to intellectual vigilance, because from the precarious vantage point of the Insider-Outsider, you learn that truth rarely arrives in binaries. It shimmers with complexity, bristles with contradiction, and refuses easy categorization. The rule endures as a coping mechanism born not only of that realization but also of the complicit silence that lets denial fester.

#### The Problem: The Brittle Confidence of Authority

An unease rooted deep in my childhood, an intuition honed by a chaotic early life, found its name years later in Socrates. Before that encounter, however, I recall many galling interactions with authority figures (teachers, administrators, managers, and even well-meaning friends) who radiated an aura of absolute certainty. These individuals weren’t always malicious; many likely believed they acted with laudable clarity and conviction, perhaps even for the greater good. Yet they operated from an unshakeable faith in their own frameworks. From my vantage point, already attuned to the world’s inconsistencies by the real violence of the knife fight and its systemic dismissal, their certainty felt brittle: a towering confidence built on an uninspected foundation. It felt like watching **naïve realism**<sup>d</sup> in action: the unshakeable belief that one’s perception of reality is the only correct one. Any difference in perception is a sign of another’s defect.

In such environments, dissent was rarely treated as an opportunity for dialogue or deeper understanding; it was typically framed as disruption, a sign of being “difficult,” or perhaps damaged. My attempts to question inconsistencies, fueled by the hyperawareness of early trauma, were frequently met with condescension. “That’s just how it is,” they might say. Or, “You’re thinking too much.” Or “How dare you suggest X.” And the classic: “...because I said

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<sup>d</sup> Naïve realism (also “direct realism”) is the view that perception puts us in direct contact with mind-independent objects as they are, with roots in ancient Greek philosophy (especially Aristotle) and a modern revival in the 18th-century Scottish Common Sense school (e.g., Thomas Reid).



so.” Each dismissal has a translation: *Stop questioning the things I consider unquestionable. Your reality doesn’t fit the approved narrative.*

This atmosphere of distrust—where one risks being excluded, labeled problematic, or jeopardizing one’s standing—inevitably breeds fear and self-censorship. One learns to acquiesce to the dominant certainty even when internal doubts scream in protest. As the old line goes, *“Who are you going to believe, me or your own lying eyes?”*

I have been told I am too sensitive, perhaps too empathetic. Maybe. Yet when I observe the willful blindness that defines so much of public and private life, I cannot help but think *they* are not sensitive enough. (I must continuously check myself here: is that a genuine observation, or my own potential superiority bias—a common pitfall for the chronically misunderstood—peeking through? It is a delicate and crucial line.)

### *The Socratic Antidote and the Castle of Certainty*

It took me years to find the conceptual language for what I instinctively sensed in those early interactions. Then I encountered Socrates and his approach resonated deeply. When the Oracle at Delphi pronounced him the wisest man in Greece, Socrates was puzzled. His foundational principle was the antithesis of certainty: “One thing only I know,” he famously declared, “and that is that I know nothing.”<sup>12</sup> He concluded the Oracle must have meant he was wiser only because he didn’t *claim* to know what he did not.

This *Socratic humility*—embracing ignorance, or at least acknowledging its vastness—is the ultimate rebuke to the absolutist mindset. It reframes certainty not as a strength but as a potential symptom of unexamined assumptions. It is a lesson I have had to learn and re-learn, often through my own humbling encounters with premature judgment. My own journey with Robert Greene’s work is a case in point. Years ago, I bought *The 48 Laws of Power* but let it gather dust. When I finally picked it up, I made a classic mistake: I skipped the introduction, went straight to the first chapter, and promptly dismissed the book as a cynical manual for sociopaths. It wasn’t until much later, when I heard Greene explain his work was *descriptive* and not *prescriptive*—unmasking how power has operated and certainly not advocating for such behavior—that I realized my leaky memory and initial judgment had been a perfect example of the rigid and myopic thinking I aim to avoid. It was a humbling reminder of how easily my own certainty could lead me astray and a lesson in the value of what ancient philosophers called practical wisdom: the ability to navigate complex realities with a clear-eyed perspective.

The *Socratic method* offers a potent antidote to this insulated certainty. Its genius lies not in winning debates but in cooperatively dismantling false confidence from the inside out. It is a process of shared inquiry, a way of asking questions to reveal the contradictions in our thinking. As Ward Farnsworth notes in *The Socratic Method: A Practitioner’s Handbook*, its goal is to show that a claim “must be in some way unsatisfactory to the person who made it.”<sup>13</sup> It targets

the internal contradiction, the point where a belief leads to an untenable consequence. This is harder to dismiss than external evidence; one can't attack the author of a study when the study examines one's own mind. Socrates wasn't attacking the person but the person's argument. He contrasted the comfortable love of holding opinions with the rigorous love of testing them.

This distinction crystallized a principle for me over the years, one that serves as a powerful diagnostic tool for any conversation: *Argue to understand, not to win*. The moment you sense someone is arguing to win, you have learned something vital: you have found the perimeter of their curiosity, the boundary of a protected belief, the wall of their ideological fortress. Their goal is no longer discovery; it is defense. And there is rarely a good reason to engage with a fortress.

Socrates viewed unacknowledged ignorance masquerading as knowledge as a kind of moral failing: the ignorance involving the **conceit of knowledge**.

#### **DATA BOX: The “conceit of knowledge”**

Socrates considered this as the most dangerous form of ignorance: not just being ignorant of a subject, but being ignorant of one's own ignorance. This “double ignorance”—believing you know something when you do not—prevents any possibility of learning, as the person sees no need to inquire further.

But if Socrates offers the antidote, where does the poison of unyielding conviction take hold? It seeps into the one environment that guarantees its survival: profound isolation. Herein lies the mechanism behind the absolutist's confidence.

As journalist Evan Osnos observes, such isolation is a kind of petri dish for distortion, breeding pronouncements utterly divorced from common human experience. He notes how “the building of walls, both literally around people's estates, but also psychologically and emotionally... has become so complete that we are now living in an arrangement that is much closer to what it was like in... medieval Europe.” These modern castles do not merely protect; they concentrate the toxin, intensifying its effects until detachment becomes second nature. When a figure like Elon Musk declares that “the greatest flaw of Western civilization is empathy,” Osnos suggests it is “a tell about how divorced his life had become... from the lives of most other human beings.” Such statements are the native tongue of certainty steeped in its own fumes, nurtured in what Osnos calls the “amniotic fluid of agreement”—an echo chamber where absolutism circulates unchallenged.

#### ***A Clinical Diagnosis: The ‘Draped Ape’ and Varieties of Stupidity***

This struggle against premature certainty is vital because, as the Greeks observed, leaders operating from unshakeable convictions can be catastrophically dangerous. How, then, do we identify this intellectual rot, especially when it's packaged as strength?

Illinois Governor JB Pritzker offered a surprisingly resonant, if unconventional, “idiot detection system.” He argued that the most reliable indicator of a particular kind of dangerous “idiot” isn’t a lack of intellect but the raw, unmistakable presence of **cruelty**.<sup>14</sup> Cruelty, Pritzker elaborated, frequently comes from a failure to override primal instincts of fear and judgment. Kindness, conversely, requires empathy and considered judgment: “evolved states of being” that demand the mental capacity to step past our most reactive urges. This unevolved state, this regression to primal instinct, is the behavioral signal of a deeper foundational truth: precisely the truth I try to capture with the Draped Apes perspective.

This brings me to a concept that requires careful handling: “stupidity.” I use the word not as an insult but as a clinical term for a phenomenon crucial to this book’s diagnosis of denial. The Draped Apes framework is offered not as a judgment but as a starting point for empathy rooted in acknowledging universal fallibility—myself emphatically included.

This perspective posits that all humans, irrespective of intellect or education, share an inherent cognitive architecture. We are, in essence, primates draped in the finery of complex thought, but the animal remains. We are still operating with minds prone to bias and self-deception. This Draped Ape nature is not about a lack of intelligence; it is our shared human condition, a baseline susceptibility to flawed thinking that helps explain why seemingly intelligent people and entire systems can reach incoherent conclusions. This inherent fallibility is so deep-seated that even our most sophisticated AIs currently struggle when attempting to process illogical or emotionally defended human input. The AI’s challenge mirrors our own: how does one constructively engage with assertions that defy basic reason? Pritzker’s “cruelty indicator” aligns with this: the cruel individual, by failing to engage higher empathetic pathways, is perhaps operating closer to the unadorned, primal “ape” level.

The Draped Apes concept of inherent cognitive fallibility differs from, yet complements, other important perspectives on stupidity—a subject for which, it seems, the world never runs out of new flavors to sample.

**DATA BOX: Cipolla’s Basic Laws of Human Stupidity**

Italian economic historian Carlo Cipolla, in his satirical yet earnest essay “The Basic Laws of Human Stupidity,” approached the issue from an almost economic, outcome-oriented perspective.<sup>15</sup> He wasn’t focused on IQ or intent but on the impact of actions.

**First Law:** Always and inevitably, everyone underestimates the number of stupid individuals in circulation.

**Second Law:** The probability that a certain person is stupid is independent of any other characteristic of that person. (“Stupidity,” in his model, is found in equal proportion across all groups, regardless of education, class, gender, intelligence, etc.)

**Third Law (The Golden Law):** A stupid person is a person who causes losses to another person or a group of persons while himself deriving no gain and even possibly incurring losses.

Helpless/Unfortunate: Harms self, benefits others.

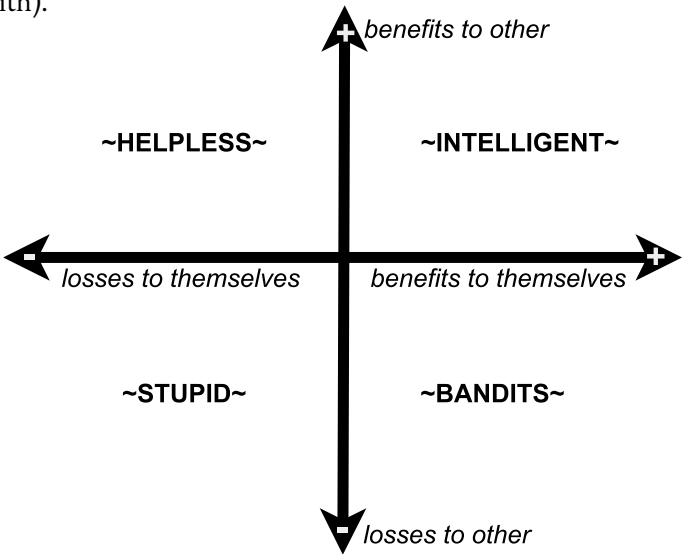
Intelligent: Benefits self, benefits others.

Bandit: Benefits self, harms others.

Stupid: Harms others, harms or gains nothing for self.

**Fourth Law:** Non-stupid people always underestimate the damaging power of stupid individuals. In particular, non-stupid people constantly forget that dealing with and/or associating with stupid people always turns out to be a costly mistake, regardless of time, place, or circumstance.

**Fifth Law:** A stupid person is the most dangerous type of person. (More dangerous than a *Bandit* because their actions are irrational and unpredictable, making them harder to guard against or reason with).





**DATA BOX: Bonhoeffer on Stupidity – A Moral Failing**

Dietrich Bonhoeffer, a German theologian writing his “Letters and Papers from Prison” before his execution by the Nazis, proposed a theory of “stupidity” distinct from intellectual deficiency.<sup>16</sup>

**A Moral, Not Intellectual, Defect:** For Bonhoeffer, this “stupidity” was primarily a *moral failing*. He observed that intellectually brilliant people could be “stupid” in this sense, while intellectually simple people might not be. He saw it as less an innate lack of capacity and more a chosen or conditioned abdication of responsibility.

**Socially Induced:** “Stupidity,” in this view, is often acquired under the pressure of power or strong social movements. Individuals can be “made stupid” by surrendering their independent judgment and critical faculties to the collective or charismatic leaders.

**Susceptibility to Slogans:** The “stupid” person is easily swayed by slogans, catchphrases, and prevailing narratives, losing the ability to assess situations independently or question dominant ideologies.

**Dangerous and Difficult to Counter:** Bonhoeffer considered this type of “stupidity” more dangerous than malice because the “stupid” person is often self-satisfied, closed off to reason, and thus easily manipulated into becoming a tool for destructive ends. The argument, he noted, is often futile against such entrenched, socially reinforced conformity. He saw it as a psychological and sociological phenomenon where individuals, under overwhelming external pressures (political, social, or psychological), abdicate their inner independence and their responsibility for critical thought.

While their approaches differ, the Draped Apes perspective offers a unifying insight: this inherent fallibility is the fertile soil for the moral abdication Bonhoeffer described, the destructive irrationality Cipolla cataloged, and the cruelty Pritzker identified. These are not separate phenomena, but the bitter fruits that sprout when our vulnerabilities go unexamined. To clarify these frameworks, the following table offers a comparative analysis of this multifaceted irrationality:

<u>Dietrich Bonhoeffer</u>	<u>Carlo Cipolla</u>	<u>JB Pritzker</u>	<u>Draped Apes</u>
~Approach~			
<b>Moral</b> Sociological Philosophical Theological	Satirical <b>Sociological</b> Economic Outcome-Oriented	Psychological Sociological <b>Behavioral</b>	Psychological <b>Universal</b> Cognitive
~Cause~			
Moral failing, surrender of independent thought	<b>Innate</b> characteristic, statistically distributed	Failure to override primal instincts fear, judgment; lack empathy/compassion	<b>Inherent</b> cognitive architecture, universal fallibility
~Effect~			
Lack of critical judgment, <b>conformity</b> , moral weakness	Causes harm to others while deriving no gain (or loss) for oneself	Manifests as <b>cruelty</b> ; lack of kindness	Susceptibility to bias, self-deception, flawed reasoning
~Danger~			
Very high (makes evil possible and persistent)	Highest (most dangerous type, destabilizes society)	High (indicates regression, lack of evolved problem-solving)	High (as it enables other forms of stupidity/ denial)
~Solutions~			
Inner moral awakening, resistance to manipulation, courage	Awareness, containment, protecting society from impact	Cultivating empathy, compassion; valuing kindness as intelligence	Self-awareness, Socratic humility, critical thinking, systemic safeguards

*The Political Consequence: The Mathematics of Betrayal*

Understanding our Draped Apes nature helps explain why absolutism is so seductive. If we are all prone to error and confusion, latching onto a straightforward, unwavering narrative can feel like a lifeline: a way to silence the internal static of doubt. Certainty can feel like an antidote to the discomfort of our inherent cognitive limitations. The absolutist, in their rigid certainty, commonly displays a profound lack of empathy for differing views—a trait aligning with Pritzker’s definition of cruelty as a failure of evolved understanding.

This environment enables the “authoritarian backlash” Osnos describes. “This is the great risk for Authoritarians, either in private business or in public office,” he explains, “is that you

become so insulated and comfortable. It's like this kind of amniotic fluid of agreement around you that nobody who disagrees with you stays very long. And as a result, you make actually sometimes terrible mistakes." This "amniotic fluid of agreement" is the absolutist's castle, a space created not only by the noise of supporters but by the enabling silence of the comfortable.

The consequences are predictable: misjudgments of the public mood and catastrophic strategic errors. Osnos cites examples like the Shah of Iran hosting a lavish party months before the revolution or the uproarious applause in Moscow for the plan to invade Ukraine, as perfect illustrations of this dangerous insulation.

This pattern extends beyond heads of state; it is a "deep lesson in the problem of becoming too far ahead, too far isolated." Even figures like Mark Zuckerberg, on his "weird tour of the United States" wanting to meet "humans," suffered from this insulation; as a former employee told Osnos, "there was nobody around him who could and would tell him that [it looked ridiculous]."

This isolation is also characteristic of what scholars term a "sultanistic oligarch," a figure Osnos applies to leaders like Putin. Such a leader is "essentially agreed upon by the other elites... to let one among them rule... But the danger... is that kind of seclusion and that kind of absence of any sort of critical thinking and judgment around you." The result? Disastrous decisions are born of unchallenged certainty.

This kind of absolutism (the insistence of simple, binary, unquestionable answers for complex issues, the love of holding opinions rather than rigorously testing them) is the ideal psychological and political kindling for denial. It demands that one ignore contradictory evidence, dismiss inconvenient facts, and silence dissenting voices (both external and internal). It thrives not only on the noise it creates but on the silence it compels. Driven by fear, the allure of easy answers, or tribal loyalty, it forces a choice of sides, usually based on emotional affiliation rather than critical assessment. It short-circuits the messy, difficult, yet essential work of grappling with complexity – the kind of work the Insider-Outsider perspective demands simply for survival and the same work Socratic inquiry embodies. This difficulty in dismantling baseless certainty—this *overwhelm of dissection*—becomes crippling when confronted with systemic tactics like the *firehose of falsehoods*. It leads to exhaustion and a retreat from engagement, inadvertently allowing flawed ideas to persist.

But why does this absolutism resonate so strongly, particularly in the American context? It's not merely individual psychology at play. A deep cultural current exists here, a persistent strain of American anti-intellectualism that views expertise with suspicion and, sometimes, bafflingly, seems to value ignorance. As journalist Charles P. Pierce diagnosed in "Idiot America," there's a tendency in American public life to actively celebrate ignorance as a form of populist virtue.<sup>17</sup> "Common sense," often redefined as just a bundle of unexamined biases and gut feelings, is

valorized over rigorous analysis or specialized knowledge. Being perceived as “too smart” or “too educated” can be framed as being out of touch, elitist, or somehow untrustworthy. This anti-intellectual climate can also serve as a defense mechanism against intellectual insecurity; if one fears their own Draped Apes limitations, attacking or dismissing complex ideas can feel safer than engaging with them and potentially exposing those limitations.

Historian Richard Hofstadter traced these anti-intellectual roots back further, identifying a historical tension between democratic egalitarianism (where every opinion feels equally valid regardless of expertise) and the hierarchical nature of specialized knowledge.<sup>18</sup> He also noted how certain strands of American evangelicalism, by prioritizing faith and direct emotional experience over theological reasoning or intellectual inquiry, contributed to a climate where questioning established beliefs could be seen as suspect or even hostile. When ignorance can be framed as authenticity and certainty as strength, the soil is perfectly tilled for Bonhoeffer’s ‘moral stupidity’ to take root. It’s not just a personal failing; it is tapping into a powerful, recurring cultural script that actively resists the Socratic call for humility and rigorous examination. The cruel pronouncements of an absolutist, in this light, might be seen not as a sign of strength but as a symptom of this cultural script, enabling an unevolved, Pritzker-esque “idiocy.”

To understand the deep origins of this script—why a society might become so unmoored from shared standards that absolutism feels like a viable alternative—a recent essay by David Brooks<sup>19</sup>, channeling the work of the late moral philosopher Alasdair MacIntyre, offers a powerful historical lens. MacIntyre argued that the Enlightenment, for all its great achievements, inadvertently created a “moral vacuum.” It replaced a world where one’s purpose was inherited—defined by duty to family, community, and a craft with its own intrinsic standards of excellence—with a world centered on the “autonomous individual.” In this new order, morality was “privatized,” becoming a matter of personal preference.

The consequence, MacIntyre argued, is that we have been left with moral fragments but no coherent system. We use words like virtue or purpose, but they lack the shared framework that once gave them weight. In this vacuum, morality becomes “emotivism”—the idea that our judgments are just expressions of personal feeling. This is the philosophical bedrock of the False Economy of Comfort: if truth is relative, then comfort and preference become the highest goods. Brooks suggests that a figure like Donald Trump thrives in this environment because he intuitively understands that the language of a shared moral order no longer holds power for many. Instead of appealing to that fractured framework, he speaks directly to the languages of the modern individual in a moral vacuum: *preference* (“I want”), *power* (“I have the leverage”), and *self-interest*. He uses institutions not to be formed by their traditions of excellence but as a stage on which to perform, a purely instrumental goal. This deep cultural current of anti-intellectualism and resentment can light a fire. It provides the perfect political kindling for one of the most



powerful and dangerous forces in the modern world: *populism*. It is the political manifestation of the absolutist mindset, a strategy that weaponizes grievance and offers the false comfort of simple enemies and heroic saviors.

#### **DATA BOX: Populism – The Politics of the False Economy**

Populism is not a complete ideology like socialism or libertarianism, but rather a political *style* or logic that can attach itself to various ideologies. Its core feature is a moralistic division of society into two camps. **“The Pure People”**: A virtuous, authentic, and hardworking majority who are the legitimate heart of the nation. **“The Corrupt Elite”**: A self-serving and often immoral cabal of politicians, financiers, academics, and media figures who have betrayed or exploited “the people.”

The populist style can manifest on both the left and the right. Left-wing populism typically identifies the “elite” as corporate and financial powers. Right-wing populism often defines the “elite” more broadly to include cultural institutions and intellectuals while defining “the people” in narrower, nativist, or nationalist terms that frequently exclude immigrants and minorities.

But to understand *why* this grievance is so potent, why populations become susceptible to leaders who tell them the future is stolen, we must get analytical. We need a tool that can quantify betrayal itself. We find it in finance: the **discount rate**, or **R**. The time-value of money can be confusing because we rarely describe money with its full definition, which must also include *time*. An assigned dollar value is arguably the most popular yardstick in the world. But it is intrinsically linked to time. In its purest form, the inseparable relationship of time and money is the mathematics of trust.

**Bart Simpson:**

*Mom, can I have 200 bucks for a 256k game station?*

*That’s less than a dollar a K!*

**Marge Simpson:**

*Ohh, I might be able to help you.*

*With a song about thrift.*

...Marge pulls out a pitch pipe -the harmonica-like voice tuner seen in barbershop quartets

*When you get a penny from a chum,*

*Don't just buy some bubble gum.*

*Put it in your cap! Put it in your cap!*

*When you find a nickel in the snow,*

*Don't just blow it on a picture show.*

*Put it in your cap! Put it in your cap!*

**Bart Simpson:**

*I don't have a cap.*

**DATA BOX: The Metaphor of the Discount Rate (*R*): How We Price the Future**

In finance, a dollar today is worth more than a dollar tomorrow. The **discount rate, *R***, is the mathematical expression of risk, the number that quantifies our confidence in a future promise. The symbol *R* takes on many names across a range of disciplines (*interest rate, rate of return on an investment, inflation rate, certainty, risk, confidence, long term cost of capital, social discount rate, etc.*), but its core function remains the same: it is how we price the future. A low *R* means low risk and high trust. A high *R* means high risk and low trust. The Present Value (***PV***) of a Future Value (***FV***) formula is:

$$PV = \frac{FV}{(1 + R)^t}$$

In this equation, ***t*** is the time period and ***R*** is the interest rate. It's not necessary to understand the mathematics of the equation. The important point is that this translates numbers from one point in time to another point in time.

The following examples use simple numbers to illustrate some profound complexities about **time-money**. Let's consider some values made equal across time, calculated using *R* values from the Consumer Price Index (CPI), which is the most popular measure of inflation. These values use 100-year and 25-year windows:

$$\$0.05_{1925} = \$0.92_{2025}$$

$$\$1.00_{1925} = \$18.37_{2025}$$

$$\$1.00_{2025} \approx \$0.05_{1925}$$

$$\$50.00_{2000} = \$93.57_{2025}$$

$$\$100.00_{2025} = \$53.43_{2000}$$

**Low *R* (High Confidence)**

With low inflation, let's consider 1% for example, a \$1.00 loaf of bread might cost \$1.01 tomorrow. The one dollar (\$1.00) in your pocket today will still be \$1.00 (1 green rectangle or 100 pennies) tomorrow, but it will be worth a little less tomorrow because it won't buy that loaf of bread that is now one day older and has a sticker price of \$1.01. This low *R* also indicates low rates of return on investments. If you invest \$1.00 today and the interest is a little better than inflation, tomorrow your investment account will have a higher *numerical value* and a higher *actual value*. If interest is 2% while inflation is 1%, tomorrow's bread will cost \$1.01 but you will have \$1.02 in your investment account, so you can buy a loaf of bread and have an extra \$0.01. If the inflation rate and the rate of return are the same, then tomorrow you can still, at least, buy a loaf of bread. If you didn't invest that dollar, your buying power tomorrow is weakened and you will need to find an extra \$0.01 to buy that bread.

$$\text{in pocket: } \$1.00_{\text{today}} = \$1.00_{\text{tomorrow}}$$

$$\text{bread for sale: } \$1.00_{\text{today}} = \$1.01_{\text{tomorrow}}$$

$$\text{investment account: } \$1.00_{\text{today}} = \$1.02_{\text{tomorrow}}$$

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vulnerable. It allows manipulators to hijack narratives by offering simple falsehoods or by overwhelming the capacity for rational thought with sheer volume. This creates catastrophic blind spots, both personal and societal, as vital information is actively ignored. Ultimately, it can lead to a surprisingly malleable morality, where core ethical principles are bent or discarded to fit the demands of the absolute narrative.

When one refuses to grapple with complexity, prioritizes the comfort of holding opinions over the difficult work of testing them against reality, or when manipulative noise inflates the cost of critical engagement, we cede the ground to those selling the illusion of certainty. Choosing this path—the comfort of the absolute over the Socratic path of critical thought and facing uncomfortable truths—isn’t only an intellectual error; it is a surrender, a flight from responsibility that creates the psychological vulnerability populist leaders exploit to transform personal denial into a collective political force. And historically, it is how ordinary people, convinced of their own righteousness, become complicit in terrible things.

Bonhoeffer provides a crucial lens on the *moral* dimension of certainty-driven stupidity. Cipolla’s framework reminds us of the danger posed by this kind of irrationality, particularly when they manifest in actions that harm others without any rational benefit. Cipolla’s Third Law, as we’ve seen, defines a stupid person by their effect: *someone who causes losses to others while deriving no gain, and potentially even incurring losses themselves*. This isn’t the calculated self-interest of the *Bandit*. This is harm without rational purpose. According to Cipolla’s Fifth Law, this makes the stupid person the most dangerous type of person because their actions are fundamentally irrational and, therefore, unpredictable. Pritzker’s observation that cruelty usually accompanies this kind of “idiocy” adds another layer: the irrational actions are not just unpredictable but potentially driven by a lack of empathy, making them all the more damaging. This synthesis of moral, behavioral, and outcome-based failure brings us to a specific political archetype who embodies all these dangers: the *useful idiot*.

Here, the frameworks of Bonhoeffer and Cipolla converge in their most potent political expression. The useful idiot *is* Bonhoeffer’s morally compromised person who has abdicated critical thought for the comfort of ideology. Simultaneously, they are Cipolla’s “stupid person”—causing immense harm to the social order for no personal gain, all while serving the interests of a Bandit leader.

### **DATA BOX: The Useful Idiot – The Politics of Weaponized Naivete**

The term “useful idiot” (often attributed to Vladimir Lenin) refers to a person who propagandizes for a cause without fully comprehending its cynical goals. They are the naive, often idealistic believers manipulated by the cause’s leadership. It describes a profound asymmetry of knowledge and intent. The “*user*” (a cynical leader or state) understands the true, often brutal, objectives. The “*idiot*” (the supporter) accepts the public-facing, idealistic narrative

at face value. The useful idiot provides a powerful service to the manipulator. They grant a veneer of moral legitimacy, intellectual credibility, or grassroots authenticity to a cynical agenda. Crucially, the useful idiot is seen by the manipulator as a disposable tool. Once their utility is exhausted or they begin to grasp the true nature of the cause, they are typically discarded or purged.

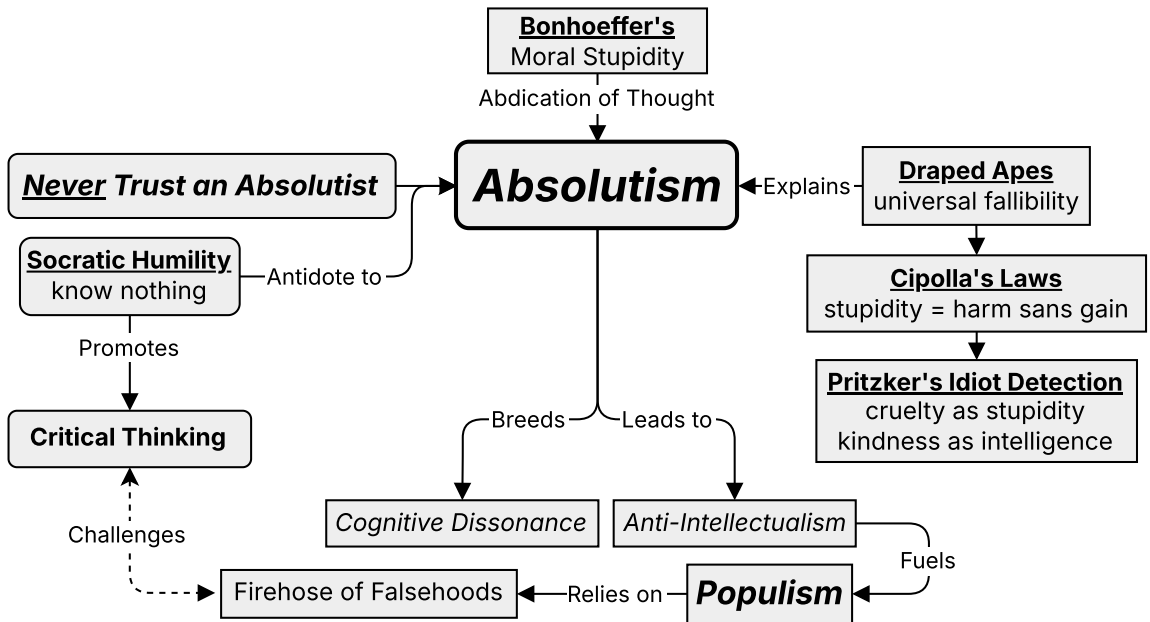
This is the end-stage consequence of the “tyranny of certainty.” The absolutist leader, operating from within their “amniotic fluid of agreement,” requires a legion of followers who have accepted the simple narrative. These followers, suffering from what Socrates called the conceit of knowledge, believe they possess a unique and virtuous insight into the world’s problems. In reality, they are merely echoing the talking points of the manipulators who prey on the *Promise Trauma* (Chapter 6) and high-R desperation this chapter describes. They become the unwitting foot soldiers in a war against nuance and complexity, mobilized against a foundational principle of a healthy democracy: that those who disagree are not enemies to be purged, but fellow citizens to be engaged.

Cipolla’s First Law—“*Always and inevitably everyone underestimates the number of stupid individuals in circulation*”—is itself an absolute statement, an ironic detail. Does this law, by its absolutist framing, invite the same skepticism this chapter advocates? Perhaps, if taken as unyielding dogma. Yet its real utility lies not in its literal, unassailable truth but in its power as a provocative insight. It forces us to confront a persistent human blind spot: our systemic failure to account for the pervasive and typically underestimated element of irrationality in human affairs. If we interpret the “stupidity” Cipolla describes not as a fixed individual trait but as a *potential* for anyone to act in damagingly irrational ways (a potential inherent in our Draped Ape nature), then his First Law serves as a critical reminder: we are all prone to underestimating the frequency and impact of such actions, both in others and, crucially, in ourselves. This underestimation (Cipolla’s Fourth Law: *non-stupid people consistently underestimate the damaging power of stupid individuals*) is perhaps because the anti-intellectual currents in our culture make us hesitant to call out irrationality for what it is, mistaking the conceit of knowledge for actual competence, or cruelty for strength.

So the heuristic, “Never trust an absolutist,” is more than a personal shield. It is a practical defense against the danger Cipolla identified, a moral safeguard against the conformity Bonhoeffer warned of, and a necessary expression of the humility required to acknowledge our shared Draped Ape nature.

This rule is a reminder, grounded in painful experience and bolstered by thinkers observing the phenomenon from different angles. It warns that anyone demanding you silence your own questions, ignore your observations, and abandon nuance is waving a red flag.

Such a person is not just morally compromised; they are a fundamentally irrational and underestimated danger, perhaps even signaling their flawed thinking through acts of cruelty. And chances are, they have good reason to fear the Socratic questions that threaten to dismantle their fragile certainty and expose the emptiness within.





Your dollar feels lighter each day.  
The future feels canceled,  
but you're told to smile and carry on.

This is life in the **Market of Denial**: a place where truth is traded for comfort, where financial strain is waved away as “just noise,” and where broken promises pile up like unpaid debts. What you feel in your gut is not a glitch — it’s the system working as designed.

At the center is **Promise Trauma**: the wound left by broken commitments, from families that couldn’t keep their word to the American Dream itself. Each chapter pairs personal experience with a systems-level model, turning individual scars into diagnostic tools.

More than memoir, more than critique, this book is a field guide to coherence in a world built to confuse you. It doesn’t promise relief. It offers something rarer: a way to see clearly, so that truth can become a form of survival.

*Thomas Dwyer brings a unique "Insider-Outsider" perspective shaped by navigating both high-trauma environments and elite institutions. A robotics engineer by training, he applies a systems-level analysis to the complex, often irrational, patterns of human behavior. PT\$D is his first book.*

