

## **We do not rise to the level of our expectations. We fall to the level of our training.**

--Archilochus, Greek Soldier, 650 BC

Have you ever heard of someone being injured and thought, "What an idiot?"  
Or how about this one: "You can't fix stupid."  
And then there's the old standby, "It's common sense."

The reality is that you don't know what you don't know.  
Yet we often expect people to perform at a level that is beyond what been trained to do. If WE  
haven't properly trained them, they don't know how to properly and safely do the job.

Most workers won't ask if they don't know. They don't want to appear stupid, and that's a mindset that  
often leads to injuries to people and damage to equipment.

What's your training like?  
Does it happen by default, or is it according to a plan?  
Is it intentional?  
Is it documented?  
Is it conducted on a regular basis?  
Who's doing it? Are your supervisors conducting proper training, or are your workers just picking up  
the bad habits of the people around them?  
Do your workers truly understand what's expected, or are they still using a crescent wrench for a  
hammer?  
The ancient Greeks recognized that rising to the occasion is a myth.  
Without the proper training—military or workplace—there is nothing to rise with.

## **As it is in war, so it is in the workplace.**

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