



THE WAY OF THE WALL STREET WARRIOR: CAREER CODEX



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PART IV THE SCORE

BEHAVIORAL RESIDUE
ENDOWMENT EFFECT
FOCUSING ILLUSION
FREE LUNCH
FREQUENCY ILLUSION
GRANT STUDY
HERO'S JOURNEY
LIFESTYLE CREEP
MASLOW'S HIERARCHY OF NEEDS
PARLAY
RELATIVITY
ROTI
SELF-ENHANCING TRANSMISSION BIAS
SELF-FULFILLING PROPHECY
SUNK COST

SURVIVORSHIP BIAS
TWO SELVES
WINNER'S CURSE
ZERO-SUM GAME

PART III WINNING TIME

ABC, ABL, ABS
AFFINITY BIAS
ANCHORING EFFECT / BIAS
ASYMMETRY OF INFORMATION
ATTENTIONAL BIAS
CLEVELAND AIRPORT TEST
BELIEF BIAS
CULTURAL FIT
DECOY EFFECT
EMPOWERMENT MODEL
ENDOWMENT EFFECT
EMOTIONAL INTELLIGENCE (EQ)
GALATEA EFFECT
GRIT
GUANXI

HALO EFFECT
IDIOSYNCRASY CREDIT
LOSS AVERSION
MANAGEMENT DIVERSITY
NASH EQUILIBRIUM
NOT INVENTED HERE SYNDROME (NIH)
OWNERSHIP BIAS
PRIMING EFFECT
PRISONER'S DILEMMA
PROSPECT THEORY
PYGMALION EFFECT
REACTIVE DEVALUATION BIAS
RISK AVERSION
ROTI
SEERSUCKER ILLUSION

SHIT SANDWICH
SINISTER SIX SYNDROME
TRAGEDY OF THE COMMONS
TWO SELVES
UNUS
WISE FEEDBACK
ZERO-RISK BIAS

BUILD LEGACY
PHILANTHROPY
FAMILY LIFE
HEALTH



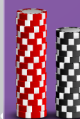
PART II PLAY TO WIN

ABC, ABL, ABS
AFFINITY BIAS
ANCHORING EFFECT
ASSORTATIVE MATING
ASYMMETRY OF INFORMATION
ATTENTIONAL BIAS
BELIEF BIAS
BITCH-CIRCLE
BLIND SPOTS BIAS
BLUE PILL
BUZZFEED TEST
CHOICE SUPPORTIVE BIAS
CLEVELAND AIRPORT TEST
COGNITIVE DISSONANCE

COLLECTIVE MINDFULNESS
CONFIRMATION BIAS
CORPORATE LADDER
CULTURAL INCLUSION
CURSE OF KNOWLEDGE
DUNBAR'S NUMBER
DYSRATIONALIA
ENDOWMENT (IKEA) EFFECT
EQ
FREE LUNCH
F*CK-YOU MONEY
FUNCTIONAL STUPIDITY
GREATER FOOL THEORY
GROUPTHINK
HALO EFFECT

HEDONIC ADAPTATION
HINDSIGHT BIAS
HOOGLE
HYPERBOLIC DISCOUNTING
ILLUSORY SUPERIORITY
INITIAL IMPRESSION BIAS
LAKE WOBEGON EFFECT
LOSS AVERSION
MEAN REVERSION
MODEL MINORITY MYTH
NEGATIVITY BIAS
OVERCONFIDENCE
PARADOX OF CHOICE
PEAK-END RULE
PLANNING FALLACY

POST-MORTEM
PRE-MORTEM
PROSPECT THEORY
RECENCY BIAS
RECIPROcity BIAS
RELATIONSHIP CAPITAL
RISK AVERSION
ROTI
SELF-ENHANCEMENT BIAS
SELF-SERVING BIAS
SHIT SANDWICH
SIGNAL-TO-NOISE RATIO
SMARTCUTS
SUNK COST
TRUTH BIAS
TWO SELVES
UTILITY THEORY
WISDOM OF THE CROWD
ZERO-SUM GAME



GET PAID
MANAGE WELL
BUILD GREAT TEAMS
BUILD REPUTATION
WIN DEALS

GET PROMOTED
GET PAID
LEARN TO MANAGE
BRING VALUE
MAKE FRIENDS

PART I GET IN THE GAME

AFFINITY BIAS
ASYMMETRY OF INFORMATION
ATTENTIONAL BIAS
BACKCHANNEL REFERENCE
BUZZFEED TEST
CLAMMY HAND TEST
CLEVELAND AIRPORT TEST
CONFIRMATION BIAS
CULTURAL FIT
EMOTIONAL INTELLIGENCE (EQ)
GOLDEN CIRCLE
GREATER FOOL THEORY
HOT-COLD EMPATHY GAP
INITIAL IMPRESSION BIAS
INTERVIEWER ILLUSION

PRE-MORTEM
RECENCY BIAS
RECIPROcity BIAS
ROTI
RULE OF THREE
SELF-ENHANCING TRANSMISSION BIAS
SIGNAL-TO-NOISE RATIO
SOCIAL PROOF
STATUS QUO
UNUS



GET HIRED
ACE THE INTERVIEW
ACE THE EMAIL

PART 0 PRE-GAME



LEVERAGE HANDICAPS
STAY ETHICAL
BUILD PURPOSE
BUILD WEALTH
BE UNIQUE
BUILD REPUTATION
BUILD SKILLS
BUILD RELATIONSHIPS