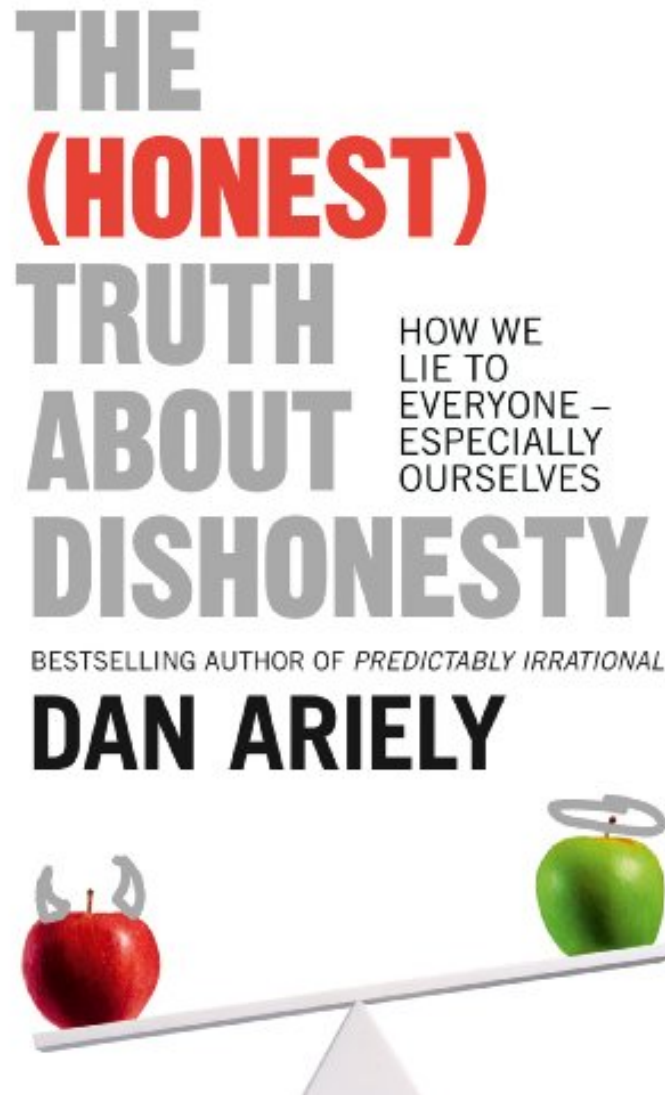



[Download free ebook] The (Honest) Truth About Dishonesty: How We Lie to Everyone Especially Ourselves

# The (Honest) Truth About Dishonesty: How We Lie to Everyone Especially Ourselves

Von Dan Ariely

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Von Dan Ariely : The (Honest) Truth About Dishonesty: How We Lie to Everyone Especially Ourselves before purchasing it in order to gage whether or not it would be worth my time, and all praised The (Honest) Truth About Dishonesty: How We Lie to Everyone Especially Ourselves:

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entertaining Von Dr. M. very fun, interesting, and easy read, would highly recommend. short chapters with captivating stories provides many ideas for contemplation and discussion 1 von 1 Kunden fanden die folgende Rezension hilfreich. Der Mensch lgt. Oft belgt er sich sogar selbst. Von Abby Normal Nachdem mir die ersten beiden Bcher von Ariely gefallen haben, wollte ich natrlich auch den dritten Band lesen. In dem geht es darum, wie ehrlich der Mensch ist und welche Faktoren (Aufsicht, Gemeinschaft, Ehrenkodex, usw.) das Mogeln beflgeln, oder gar reduzieren. Es ist in der Tat sehr interessant, wie wir uns beeinflussen lassen und wo wir unsere Grenzen ziehen, wie wir uns rechtfertigen und wo wir uns schuldig fhlen. Viele Studien bergen die eine oder andere Berraschung! Dennoch ist dieser Band sehr einseitig. Anders als in Predictably Irrational: The Hidden Forces that Shape Our Decisions geht es dieses Mal eben "nur" ums Mogeln. Dazu dient in den meisten Studien sogar derselbe grundlegende Versuchsaufbau - ausgeschmckt mit unterschiedlichen Zusatzkomponenten. Teilweise wurden die Studien sogar schon in "Predictably Irrational" behandelt. Was mir aber sehr gefallen hat: Im letzten Kapitel geht es darum, wie die Bibel sich zu diesen menschlichen Eigenschaften uerst. Etliche Geschichten behandeln erstaunlich frische psychologische Aspekte, die in "The Honest Truth..." nachgewiesen werden! Es lohnt sich auf jeden Fall, dieses Buch zu lesen. Wer jedoch noch nichts von Ariely gelesen hat, dem wrde ich zum Einstieg zu "Predictably Irrational" raten, da es einfach vielseitiger ist und die hier behandelten Studien in der Grundform ebenfalls schon anreicht. 4 von 4 Kunden fanden die folgende Rezension hilfreich. Amazing book - very entertaining, well written - provided moments of revelation Von jc\_1970 This is an amazing book. It is not only very well written, interesting and entertaining, one also learns a lot about how people behave and why. Just for example: In one chapter I learned why I should make important decisions only when well rested and on a full stomach. In another chapter one learns that contributions influence people's decisions in favour of the contributors even if the people are aware that their decisions will not be made known to the contributors and even if the people themselves believe to be independent and objective (i.e. a very strong argument against political contributions).

Kurzbeschreibung Fascinating and provocative, Ariely's The Truth About Dishonesty is an insightful and brilliantly researched take on cheating, deception and willpower. Internationally bestselling author Ariely pulls no punches when it comes to home truths. Previous titles PREDICTABLY IRRATIONAL and THE UPSIDE OF IRRATIONALITY have become classics in their field, revealing unexpected and astonishing traits that run through modern humankind. Now acclaimed behavioural economist Dan Ariely delves deeper into the dark and murky recesses of contemporary psychology, daring to ask the big questions: What makes us cheat? How and why do we rationalise deception of ourselves and other people, and make ourselves wishfully blind to the blindingly obvious? What affects our infuriatingly intangible willpower and how can we catch the cheating bug from other bad apples? If you've ever wondered how a whole company can turn a blind eye to evident misdemeanours within their ranks, whether people are born dishonest and whether you can really be successful by being totally, brutally honest, then Dan has the answers, and many more. This ebook has been optimized for reading on colour screens. The majority of the text will appear the same across all devices, but there is one exercise that will not work unless viewed on a colour screen. Pressestimmen Ariely raises the bar for everyone. In the increasingly crowded field of popular cognitive science and behavioral economics, he writes with an unusual combination of verve and sagacity. (Washington Post) I thought [Ariely's] book was an outstanding encapsulation of the good hearted and easygoing moral climate of the age. (David Brooks, the New York Times) The best-selling author's creativity is evident throughout. . . . A lively tour through the impulses that cause many of us to cheat, the book offers especially keen insights into the ways in which we cut corners while still thinking of ourselves as moral people. (Time.com) Captivating and astute. . . . In his characteristic spry, cheerful style, Ariely delves deep into the conundrum of human (dis)honesty in the hopes of discovering ways to help us control our behavior and improve our outcomes. (Publishers Weekly) Dan Ariely ingeniously and delightfully teases out how people balance truthfulness with cheating to create a reality out of wishful-blindness reality. You'll develop a deeper understanding of your own personal ethics and those of everybody you know. (Mehmet Oz, MD; Vice-Chair and Professor of Surgery at Columbia University and host of The Dr. Oz Show) Anyone who lies should read this book. And those who claim not to tell lies are liars. So they should read this book too. This is a fascinating, learned, and funny book that will make you a better person. (A.J. Jacobs, author of The Year of Living Biblically and Drop Dead Healthy) I was shocked at how prevalent mild cheating was and how much more harmful it can be, cumulatively, compared to outright fraud. This is Dan Ariely's most interesting and most useful book. (Nassim Nicholas Taleb, author of The Black Swan) Through a remarkable series of experiments, Ariely presents a convincing case. . . . Required reading for politicians and Wall Street executives. (Booklist) Pressestimmen 'Anyone who lies should read this book. And those who claim not to tell lies are liars. So they should read this book too. This is a fascinating, learned, and funny book that will make you a better person., A.J. Jacobs, author of The Year of Living Biblically and Drop Dead Healthy 'Dan Ariely ingeniously and delightfully teases out how people balance truthfulness with cheating to create a reality out of wishful-blindness reality. You'll develop a deeper understanding of your own personal ethics and those of everybody you know., Mehmet Oz, MD; Vice-Chair and Professor of Surgery at Columbia University

and host of The Dr. Oz Show 'I was shocked at how prevalent mild cheating was and how much more harmful it can be, cumulatively, compared to outright fraud. This is Dan Ariely,s most interesting and most useful book., Nassim Nicholas Taleb, author of The Black Swan 'A captivating and astute study [...] In his characteristic spry, cheerful style, Ariely delves deep into the conundrum of human (dis)honesty in the hopes of discovering ways to help us control our behaviour and improve our outcomes., Publishers Weekly 'Lucid and succinct as always [...] Required reading for politicians and Wall Street executives, Booklist