

The Paradox Of Choice: Why More Is Less

Organized around seven factors that determine whether we have a good day at work, Webb offers specific tools to use based on how our brains work, and she shows how to incorporate them into conversations, meetings, and projects in a way that will increase productivity, confidence, and enjoyment.

An exploration of why we play video games despite the fact that we are almost certain to feel unhappy when we fail at them. We may think of video games as being "fun," but in *The Art of Failure*, Jesper Juul claims that this is almost entirely mistaken. When we play video games, our facial expressions are rarely those of happiness or bliss. Instead, we frown, grimace, and shout in frustration as we lose, or die, or fail to advance to the next level. Humans may have a fundamental desire to succeed and feel competent, but game players choose to engage in an activity in which they are nearly certain to fail and feel incompetent. So why do we play video games even though they make us unhappy? Juul examines this paradox. In video games, as in tragic works of art, literature, theater, and cinema, it seems that we want to experience unpleasantness even if we also dislike it. Reader or audience reaction to tragedy is often explained as catharsis, as a purging of negative emotions. But, Juul points out, this doesn't seem to be the case for video game players. Games do not purge us of unpleasant emotions; they produce them in the first place. What, then, does failure in video game playing do? Juul argues that failure in a game is unique in that when you fail in a game, you (not a character) are in some way inadequate. Yet games also motivate us to play more, in order to escape that inadequacy, and the feeling of escaping failure (often by improving skills) is a central enjoyment of games. Games, writes Juul, are the art of failure: the singular art form that sets us up for failure and allows us to experience it and experiment with it. *The Art of Failure* is essential reading for anyone interested in video games, whether as entertainment, art, or education.

This book illuminates the sources and consequences of cycles and instability in the mathematical theory of voting and social choice.

An eye-opening, groundbreaking tour of the purpose of work in our lives, showing how work operates in our culture and how you can find your own path to happiness in the workplace. Why do we work? The question seems so simple. But Professor Barry Schwartz proves that the answer is surprising, complex, and urgent. We've long been taught that the reason we work is primarily for a paycheck. In fact, we've shaped much of the infrastructure of our society to accommodate this belief. Then why are so many people dissatisfied with their work, despite healthy compensation? And why do so many people find immense fulfillment and satisfaction through "menial" jobs? Schwartz explores why so many believe that the goal for working should be to earn money, how we arrived to believe that paying workers more leads to better work, and why this has made our society confused, unhappy, and has established a dangerously misguided system.

Through fascinating studies and compelling anecdotes, this book dispels this myth. Schwartz takes us through hospitals and hair salons, auto plants and boardrooms, showing workers in all walks of life, showcasing the trends and patterns that lead to happiness in the workplace. Ultimately, Schwartz proves that the root of what drives us to do good work can rarely be incentivized, and that the cause of bad work is often an attempt to do just that. How did we get to this tangled place? How do we change the way we work? With great insight and wisdom, Schwartz shows us how to take our first steps toward understanding, and empowering us all to find great work.

How Life Gets Better While People Feel Worse

The Substance of Style

The Right Way to Do the Right Thing

Future Shock

Harness the Power of Behavioral Science to Transform Your Working Life

How the Rise of Aesthetic Value Is Remaking Commerce, Culture, and Consciousness

Why More Is Less

The Community of Advantage asks how economists should do normative analysis. Normative analysis in economics has usually been about satisfying individuals' preferences. Its conclusions have supported a long-standing liberal tradition of economics that values economic freedom and views markets favourably. However, behavioural research shows that individuals' preferences, as revealed in actual choices, are often unstable, and vary according to contextual factors that seem irrelevant for welfare. Robert Sugden proposes a reformulation of normative economics that is compatible with what is now known about the psychology of choice. The growing consensus in favour of paternalism and 'nudging' is based on a very different way of reconciling normative economics with behavioural findings. This is to assume that people have well-defined 'latent' preferences which, because of psychologically-induced errors, are always revealed in actual choices. The economist's job is then to reconstruct latent preferences and to design policies to satisfy them. Challenging this consensus, *The Community of Advantage* argues that latent preference and error are psychologically ungrounded concepts, and that economics needs to be more radical in giving up rationality assumptions. Sugden advocates a kind of normative economics that does not use the concept of preference. Its recommendations are addressed, not to an imagined 'social planner' or citizens, viewed as potential parties to mutually beneficial agreements. Its normative criterion is the provision of opportunities for individuals to participate in voluntary transactions. Using this approach, Sugden reconstructs many of the normative conclusions of the liberal tradition. He argues that a well-functioning market economy is an institution that individuals have reason to value, even if their preferences do not satisfy conventional axioms of rationality, and that individuals' motivations in such an economy can be cooperative rather than self-interested.

We all value freedom, family, friends, work, education, health, and leisure—"the best things in life." But the pressure we experience to chase the dollar in order to satisfy both the demands of the bottom line and the demands of our seemingly insatiable desire to consume are eroding these best things in life. Our children now value profit centers, not sports heroes. Our educational system is fast becoming nothing more than a financial investment where students are encouraged to expend more energy on making the grade than on learning about their world. Our business leaders are turning young idealists into cynics when they cut corners and explain that "everybody is doing it." The need to achieve in our careers intrudes so greatly on our personal world that we find ourselves weighing the "cost" of enjoying friendships rather than working. In this book, psychologist Barry Schwartz unravels how market freedom has insidiously expanded its reach into domains where it does not belong. He shows how this trend developed from a misguided application of the American value of individuality and self-pursuit, and how it was aided by our turning away from the basic social institutions that once offered traditional community values. These developments have left us within an overall framework for living where worth is determined entirely by usefulness in the marketplace. The more we allow market considerations to guide our lives, the more we will continue to incur the real costs of living, among them disappointment and loneliness. We all value freedom, family, friends, work, education, and leisure—"the best things in life." But the pressure we experience to chase the dollar in order to satisfy both the demands of the bottom line and the demands of our seemingly insatiable desire to consume are eroding these best things in life. Our children now value profit centers, not sports heroes. Our educational system is fast becoming nothing more than a financial investment where s

encouraged to expend more energy on making the grade than on learning about their world. Our business leaders are turning idealists into cynics when they cut corners and explain that “everybody’s doing it.” The need to achieve in our careers intrudes greatly on our personal world that we find ourselves weighing the “costs” of enjoying friendships rather than working. In this psychologist Barry Schwartz unravels how market freedom has insidiously expanded its reach into domains where it does not. He shows how this trend developed from a misguided application of the American value of individuality and self-pursuit, and how it was aided by our turning away from the basic social institutions that once offered traditional community values. These developments have left us within an overall framework for living where worth is measured entirely by usefulness in the marketplace. The more we allow market considerations to guide our lives, the more we will continue to incur the real costs of living, among them disappearance and loneliness.

A hedge fund expert explains how to avoid biases that interfere with good decision-making while debunking popular myths and demystifying hedge funds to help investors solve even the most complicated and frustrating portfolio problems. 40,000 first-time investors. We commonly think of society as made of and by humans, but with the proliferation of machine learning and AI technologies, it is clearly no longer the case. Billions of automated systems tacitly contribute to the social construction of reality by drawing artificial distinctions between the visible and the invisible, the relevant and the irrelevant, the likely and the unlikely – on and beyond personal experience. Drawing on the work of Pierre Bourdieu, this book develops an original sociology of algorithms as social agents, actively participating in social life. Through a wide range of examples, Massimo Airoidi shows how society shapes algorithmic code, and how this code in turn guides the practical behaviour of the code in the culture, shaping society in turn. The ‘machine habitus’ is the general mechanism at work throughout myriads of feedback loops linking humans with artificial social agents, in the context of digital infrastructures and pre-digital social structures. Machine Habitus will be of great interest to students and scholars in sociology and cultural studies, science and technology studies and information technology, and to anyone interested in the growing role of algorithms and AI in our social and cultural life.

Summary of The Paradox of Choice

The Paradox of Scientific Authority

The State of Food Security and Nutrition in the World 2018

Abraham Lincoln and the Forge of National Memory

Go Wild

50 Psychology Classics

The Costs of Living

*Every day we make choices. Coke or Pepsi? Save or spend? Stay or go? Whether mundane or life-altering, these choices define us and shape our lives. Sheena Iyengar asks the difficult questions about how and why we choose: Is the desire for choice innate or bound by culture? Why do we sometimes choose against our best interests? How much control do we really have over what we choose? Sheena Iyengar's award-winning research reveals that the answers are surprising and profound. In our world of shifting political and cultural forces, technological revolution, and interconnected commerce, our decisions have far-reaching consequences. Use *The Art of Choosing* as your companion and guide for the many challenges ahead.*

NEW YORK TIMES BESTSELLER • *The classic work that predicted the anxieties of a world upended by rapidly emerging technologies—and now provides a road map to solving many of our most pressing crises. “Explosive . . . brilliantly formulated.” —The Wall Street Journal* *Future Shock* is the classic that changed our view of tomorrow. Its startling insights into accelerating change led a president to ask his advisers for a special report, inspired composers to write symphonies and rock music, gave a powerful new concept to social science, and added a phrase to our language. Published in over fifty countries, *Future Shock* is the most important study of change and adaptation in our time. In many ways, *Future Shock* is about the present. It is about what is happening today to people and groups who are overwhelmed by change. Change affects our products, communities, organizations—even our patterns of friendship and love. But *Future Shock* also illuminates the world of tomorrow by exploding countless clichés about today. It vividly describes the emerging global civilization: the rise of new businesses, subcultures, lifestyles, and human relationships—all of them temporary. *Future Shock* will intrigue, provoke, frighten, encourage, and, above all, change everyone who reads it.

This resource compliments the Psychology of Learning and Behavior textbook. The Test-item File is presented in a printed format which is included in the Instructor's Manual.

Why the news about the global decline of infectious diseases is not all good. Plagues and parasites have played a central role in world affairs, shaping the evolution of the modern state, the growth of cities, and the disparate fortunes of national economies. This book tells that story, but it is not about the resurgence of pestilence. It is the story of its decline. For the first time in recorded history, virus, bacteria, and other infectious diseases are not the leading cause of death or disability in any region of the world. People are living longer, and fewer mothers are giving birth to many children in the hopes that some might survive. And yet, the news is not all good. Recent reductions in infectious disease have not been accompanied by the same improvements in income, job opportunities, and governance that occurred with these changes in wealthier countries decades ago. There have also been unintended consequences. In this book, Thomas Bollyky explores the paradox in our fight against infectious disease: the world is getting healthier in ways that should make us worry. Bollyky interweaves a grand historical narrative about the rise and fall of plagues in human societies with contemporary case studies of the consequences. Bollyky visits Dhaka—one of the most densely populated places on the planet—to show how low-cost health tools helped enable the phenomenon of poor world megacities. He visits China and Kenya to illustrate how dramatic declines in plagues have affected national economies. Bollyky traces the role of infectious disease in the migrations from Ireland before the potato famine and to Europe from Africa and elsewhere today. Historic health achievements are remaking a world that is both worrisome and full of opportunities. Whether the peril or promise of that progress prevails, Bollyky explains, depends on what we do next. A Council on Foreign Relations Book

Why More Is Less, Revised Edition

How Thriving Firms Threaten the Future of Work

Why We Work

How Market Freedom Erodes the Best Things in Life

An Essay on the Pain of Playing Video Games

The Mobile Commerce Revolution

SUMMARY - The Paradox Of Choice: Why More Is Less By Barry Schwartz

Thousands of books have examined the effects of parents on their children. In *All Joy and No Fun*, award-winning journalist Jennifer Senior now asks: what are the effects of children on their parents? In *All Joy and No Fun*, award-winning journalist Jennifer Senior tries to tackle this question, isolating and analyzing the many ways in which children reshape their parents' lives, whether it's their marriages, their jobs, their habits, their hobbies, their friendships, or their internal senses of self. She argues that changes in the last half century have radically altered the roles of today's mothers and fathers, making their mandates at once more complex and far less clear. Recruiting from a wide variety of sources—in history, sociology, economics, psychology, philosophy, and anthropology—she dissects both the timeless strains of parenting and the ones that are brand new, and then brings her research to life in the homes of ordinary parents around the country. The result is an unforgettable series of family portraits, starting with parents of young children and progressing to parents of teens. Through lively and accessible storytelling, Senior follows these mothers and fathers as they wrestle with some of parenthood's deepest vexations—and luxuriate in some of its finest rewards. Meticulously researched yet imbued with emotional intelligence, *All Joy and No Fun* makes us reconsider some of our culture's most basic beliefs about parenthood, all while illuminating the profound ways children deepen and add purpose to our lives. By focusing on parenthood, rather than parenting, the book is original and essential reading for mothers and fathers of today—and tomorrow.

Explore the key wisdom and figures of psychology's development over 50 books, hundreds of ideas, and a century of time.

New evidence this year corroborates the rise in world hunger observed in this report last year, sending a warning that more action is needed if we aspire to end world hunger and malnutrition in all its forms by 2030. Updated estimates show the number of people who suffer from hunger has been growing over the past three years, returning to prevailing levels from almost a decade ago.

Although progress continues to be made in reducing child stunting, over 22 percent of children under five years of age are still affected. Other forms of malnutrition are also growing: adult obesity continues to increase in countries irrespective of their income levels, and many countries are coping with multiple forms of malnutrition at the same time - overweight and obesity, as well as anaemia in women, and child stunting and wasting.

Offering the first comprehensive theoretical engagement with actions for wrongful conception and birth, *The Harm Paradox* provides readers with an insightful critique into the concepts of choice, responsibility and personhood. Raising fundamental questions relating to birth, abortion, family planning and disability, Prialux challenges the law's response that enforced parenthood is a harmless outcome and examines the concept of autonomy, gender and women's reproductive freedom. It explores a wealth of questions, including: Can a healthy child resulting from negligence in family planning procedures constitute 'harm' sounding in damages, when so many see its birth as a blessing? Can a pregnancy constitute an 'injury' when many women choose that very event? Are parents really harmed, when they choose to keep their much loved but 'unwanted child'? Why don't women seek an abortion if the consequences of pregnancy are seen as harmful? An exciting and original contribution to the fields of medical law and ethics, tort law and feminist jurisprudence, this is an excellent resource for both students and practitioners.

The Paradox of Vertical Flight

Who We Are, How We Think, What We Do: Insight and Inspiration from 50 Key Books

The Case for Settling for Mr. Good Enough

Tort Law and the Unwanted Child in an Era of Choice

The Paradox of Modern Parenthood

The Profit Paradox

All Joy and No Fun

Should we pay children to read books or to get good grades? Should we allow corporations to pay for the right to pollute the atmosphere? Is it ethical to pay people to test risky new drugs or to donate their organs? What about hiring mercenaries to fight our wars? Auctioning admission to elite universities? Selling citizenship to immigrants willing to pay? In *What Money Can't Buy*, Michael J. Sandel takes on one of the biggest ethical questions of our time: Is there something wrong with a world in which everything is for sale? If so, how can we prevent market values from reaching into spheres of life where they don't belong? What are the moral limits of markets? In recent decades, market values have crowded out nonmarket norms in almost every aspect of life—medicine, education, government, law, art, sports, even family life and personal relations. Without quite realizing it, Sandel argues, we have drifted from having a market economy to being a market society. Is this where we want to be? In his *New York Times* bestseller *Justice*, Sandel showed himself to be a master at illuminating, with clarity and verve, the hard moral questions we confront in our everyday lives. Now, in *What Money Can't Buy*, he provokes an essential discussion that we, in our market-driven age, need to have: What is the proper role of markets in a democratic society—and how can we protect the moral and civic goods that markets don't honor and that money can't buy?

Selected by *Choice* magazine as an Outstanding Academic Title for 2011 Between 1990 and 1996, the U.S. Congress passed market-based reforms in the areas of civil rights, welfare, and immigration in a series of major legislative initiatives. These were announced as curbs on excessive rights and as correctives to a culture of dependency among the urban poor—stock images of racial and cultural minorities that circulated well beyond Congress. But those images did not circulate unchallenged, even after congressional opposition failed. In *The Paradox of Relevance*, Carol J. Greenhouse provides a political and literary history of the anthropology of U.S. cities in the 1990s, where—below the radar—New Deal liberalism, with its iconic bond between society and security, continued to thrive. *The Paradox of Relevance* opens in the midst of anthropology's so-called postmodern crisis and the appeal to relevance as a basis for reconciliation and renewal. The search for relevance leads outward to the major federal legislation of the 1990s and the galvanic political tensions between rights- and market-based reforms. Anthropologists' efforts to inform those debates through "relevant" ethnography were highly patterned, revealing the imprint of political tensions in shaping their works' central questions and themes, as well as their organization, narrative techniques, and descriptive practices. In that sense, federal discourse dominates the works' demonstrations of ethnography's relevance; however, the authors simultaneously resist that dominance through innovations in their own literariness—in particular, drawing on diasporic fiction and sociolegal studies where these articulate more agentive meanings of identity and difference. The paradox of relevance

emerges with the realization that in the context of the times, affirming the relevance of ethnography as value-neutral science required the textual practices of advocacy and art.

The scientific evidence behind why maintaining a lifestyle more like that of our ancestors will restore our health and well-being. In *GO WILD*, Harvard Medical School Professor John Ratey, MD, and journalist Richard Manning reveal that although civilization has rapidly evolved, our bodies have not kept pace. This mismatch affects every area of our lives, from our general physical health to our emotional wellbeing. Investigating the power of living according to our genes in the areas of diet, exercise, sleep, nature, mindfulness and more, *GO WILD* examines how tapping into our core DNA combats modern disease and psychological afflictions, from Autism and Depression to Diabetes and Heart Disease. By focusing on the ways of the past, it is possible to secure a healthier and happier future, and *GO WILD* will show you how.

Abraham Lincoln has long dominated the pantheon of American presidents. From his lavish memorial in Washington and immortalization on Mount Rushmore, one might assume he was a national hero rather than a controversial president who came close to losing his 1864 bid for reelection. In *Abraham Lincoln and the Forge of National Memory*, Barry Schwartz aims at these contradictions in his study of Lincoln's reputation, from the president's death through the industrial revolution to his apotheosis during the Progressive Era and First World War. Schwartz draws on a wide array of materials—painting and sculpture, popular magazines and school textbooks, newspapers and oratory—to examine the role that Lincoln's memory has played in American life. He explains, for example, how dramatic funeral rites elevated Lincoln's reputation even while funeral eulogists questioned his presidential actions, and how his reputation diminished and grew over the next four decades. Schwartz links transformations of Lincoln's image to changes in the society. Commemorating Lincoln helped Americans to think about their country's development from a rural republic to an industrial democracy and to articulate the way economic and political reform, military power, ethnic and race relations, and nationalism enhanced their conception of themselves as one people. Lincoln's memory assumed a double aspect of "mirror" and "lamp," acting at once as a reflection of the nation's concerns and an illumination of its ideals, and Schwartz offers a fascinating view of these two functions as they were realized in the commemorative symbols of an ever-widening circle of ethnic, religious, political, and regional communities. The first part of a study that will continue through the present, *Abraham Lincoln and the Forge of National Memory* is the story of how America has shaped its past selectively and imaginatively around images rooted in a real person whose character and achievements helped shape his country's future.

You Are Now Less Dumb

Cycles and Social Choice

The True and Unabridged Story of a Most Protean Paradox

What Money Can't Buy

by Barry Schwartz - Why More Is Less - A Comprehensive Summary

The Moral Limits of Markets

Free Your Body and Mind from the Afflictions of Civilization

Explains how mobile commerce has transformed consumer behavior and the competitive culture, and offers business strategies for profiting in this environment.

Assessing the influence of scientific advice in societies that increasingly question scientific authority and expertise.

In the spirit of Alvin Toffler's *Future Shock*, a social critique of our obsession with choice, and how it contributes to anxiety, dissatisfaction and regret. This paperback includes a new P.S. section with author interviews, insights, features, suggested readings, and more. Whether we're buying a pair of jeans, ordering a cup of coffee, selecting a long-distance carrier, applying to college, choosing a doctor, or setting up a 401(k), everyday decisions--both big and small--have become increasingly complex due to the overwhelming abundance of choice with which we are presented. We assume that more choice means better options and greater satisfaction. But beware of excessive choice: choice overload can make you question the decisions you make before you even make them, it can set you up for unrealistically high expectations, and it can make you blame yourself for any and all failures. In the long run, this can lead to decision-making paralysis, anxiety, and perpetual stress. And, in a culture that tells us that there is no excuse for falling short of perfection when your options are limitless, too much choice can lead to clinical depression. In *The Paradox of Choice*, Barry Schwartz explains at what point choice--the hallmark of individual freedom and self-determination that we so cherish--becomes detrimental to our psychological and emotional well-being. In accessible, engaging, and anecdotal prose, Schwartz shows how the dramatic explosion in choice--from the mundane to the profound challenges of balancing career, family, and individual needs--has paradoxically become a problem instead of a solution. Schwartz also shows how our obsession with choice encourages us to seek that which makes us feel worse. By synthesizing current research in the social sciences, Schwartz makes the counterintuitive case that eliminating choices can greatly reduce the stress, anxiety, and busyness of our lives. He offers eleven practical steps on how to limit choices to a manageable number, have the discipline to focus on the important ones and ignore the rest, and ultimately derive greater satisfaction from the choices you have to make.

Whether we're buying a pair of jeans, ordering a cup of coffee, selecting a long-distance carrier, applying to college, choosing a doctor, or setting up a 401(k), everyday decisions -- both big and small -- have become increasingly complex due to the overwhelming abundance of choice with which we are presented. As Americans, we assume that more choice means better options and greater satisfaction. But beware of excessive choice: choice overload can make you question the decisions you make before you even make them, it can set you up for unrealistically high expectations, and it can make you blame yourself for any and all failures. In the long run, this can lead to decision-making paralysis, anxiety, and perpetual stress. And, in a culture that tells us that there is no excuse for falling short of perfection when your options are limitless, too much choice can lead to clinical depression. In *The Paradox of Choice*, Barry Schwartz explains at what point choice -- the hallmark of individual freedom and self-determination that we so cherish -- becomes detrimental to our psychological and emotional well-being. In accessible, engaging, and anecdotal prose, Schwartz shows how the dramatic explosion in choice -- from the mundane to the profound challenges of balancing career, family, and individual needs -- has paradoxically become a problem instead of a solution. Schwartz also shows how our obsession with choice encourages us to seek that which makes us feel

worse. By synthesizing current research in the social sciences, Schwartz makes the counter intuitive case that eliminating choices can greatly reduce the stress, anxiety, and busyness of our lives. He offers eleven practical steps on how to limit choices to a manageable number, have the discipline to focus on those that are important and ignore the rest, and ultimately derive greater satisfaction from the choices you have to make.

Psychology of Learning and Behavior

How to Conquer Mob Mentality, How to Buy Happiness, and All the Other Ways to Outsmart Yourself

The Investor's Paradox

Socrates' Philosophic Trial

Useful Delusions: The Power and Paradox of the Self-Deceiving Brain

The Role of Scientific Advice in Democracies

Building climate resilience for food security and nutrition

"Provocative and richly textured. . . Schwartz's analyses of the inadequacies of contemporary scientific views of human nature are compelling, but the consequences are even more worthy of note." —Los Angeles Times

Out of the investigations and speculations of contemporary science, a challenging view of human behavior and society has emerged and gained strength: a view that equates "human nature" utterly and unalterably with the pursuit of self-interest. Influenced by this view, people increasingly appeal to natural imperatives, instead of moral ones, to explain and justify their actions and those of others. From the New York Times best-selling author and host of Hidden Brain comes a thought-provoking look at the role of self-deception in human flourishing. Self-deception does terrible harm to us, to our communities, and to the planet. But if it is so bad for us, why is it ubiquitous? In *Useful Delusions*, Shankar Vedantam and Bill Mesler argue that, paradoxically, self-deception can play a vital role in our success and well-being. The lies we tell ourselves sustain our daily interactions with friends, lovers, coworkers. They can explain why some people live longer than others, why some couples remain in love and others don't, why some nations hold together while others splinter. Filled with powerful personal stories and drawing on new insights in psychology, neuroscience, and philosophy, *Useful Delusions* offers a fascinating tour of what it really means to be human.

In *The Progress Paradox*, Gregg Easterbrook draws upon three decades of wide-ranging research and thinking to make the persuasive assertion that almost all aspects of Western life have vastly improved in the past century—and yet today, most women feel less happy than in previous generations. Detailing the emerging science of "positive psychology," which seeks to understand what causes a person's sense of well-being, Easterbrook offers an alternative to our culture of crisis and competition. He makes a compelling case that optimism, gratitude, and acts of forgiveness not only make modern life more fulfilling but also actually in our self-interest. An affirming and constructive way of seeing life anew, *The Progress Paradox* will change the way you think about your place in the world—and about our collective ability to make it better.

Summary of *The Paradox of Choice - Why More Is Less - A Comprehensive Summary* Starting with choosing cereal at a local store to buying jeans, the number of options to choose from is ever increasing in the name of freedom for the individual. Imagine a point at which the options would be so copious that even the world's most ardent supporters of freedom of choice begin to say 'enough already.' But that point doesn't seem to come. Choosing retirement plans: Not every employee is going to know what a good retirement investment plan is, and if he chooses a wrong plan he will lose his retirement money. Even if there is a freedom of choice for the employee, not every employee is going to be a financial expert. This new choice demands more extensive research and creates more individual responsibility for failure. As we were given the freedom to choose, any failure will be our responsibility. Choosing Medical Care: In the 1990s and 2000s, if we went to a doctor he would do all the tests following a standard protocol for physical exams but nowadays it is not like that. Now, we have to tell the doctor what he/she has, though he/she is the specialist. Another life-altering choice given to us even though we don't have time to do extensive research and become experts. Here is a Preview of What You Will Get: ? A Full Book Summary ? An Analysis ? Fun quizzes ? Quiz Answers ? Etc. Get a copy of this summary and learn about the book.

Toward a Sociology of Algorithms

How to Have a Good Day

Practical Wisdom

Marry Him

Business Success in a Wireless World

A Behavioural Economist's Defence of the Market

The Paradox of Scale

An examination of why NGOs often experience difficulty creating lasting change, with case studies of transnational conservation organizations in Southeast Asia and the Pacific. Why do nongovernmental organizations face difficulty creating lasting change? How can they be more effective? In this book, Cristina Balboa examines NGO authority, capacity, and accountability to propose that a "paradox of scale" is a primary barrier to NGO effectiveness. This paradox—when what gives an NGO authority on one scale also weakens its authority on another scale—helps explain how NGOs can be seen as an authority on particular causes on a global scale, but then fail to effect change at the local level. Drawing on case studies of transnational conservation organizations in Southeast Asia and the Pacific, *The Paradox of Scale* explores how NGOs build, maintain, and lose authority over time. Balboa sets a new research agenda for the study of governance, offering practical concepts and analysis to help NGO practitioners. She introduces the concept of authority as a form of legitimated power, explaining why it is necessary for NGOs to build authority at multiple scales when they create, implement, or enforce rules. Examining the experiences of Conservation International in Papua New Guinea, International MarineLife Alliance in the Philippines, and the Community Conservation Network in Palau, Balboa explains how a paradox of scale can develop even for those NGOs that seem powerful and effective. Interdisciplinary in its approach, *The Paradox of Scale* offers guidance for interpreting the actions and pressures accompanying work with NGOs, showing why even the most authoritative NGOs often struggle to make a lasting impact.

Hilarious, deeply moving, mind-bending, original, romantic, and surprising, this debut teen novel by Emil Ostrovski will

appeal to fans of John Green, Chris Crutcher, and Andrew Smith. Gary Shteyngart, author of the New York Times bestseller *Super Sad True Love Story*, says: "Do yourself a favor and get inside a car with Emil Ostrovski immediately! *The Paradox of Vertical Flight* is an amazing road trip. You're in for one heck of a ride." An Indie Next Pick! On the morning of his eighteenth birthday, Jack Polovsky kidnaps his own baby, names him Socrates, stocks up on baby supplies at Walmart, and hits the road with his best friend, Tommy, and with the baby's mother, Jess. As they head to Grandma's house (eluding the police at every turn), Jack tells baby Socrates the Greek myths—because all stories spring from those stories, really. Even this one. By turns funny, heart wrenching, and wholly original, this debut novel by Emil Ostrovski explores the nature of family, love, friendship, fatherhood, and myth. "Shares a sense of humor and philosophical bent with such YA authors as John Green and Chris Crutcher. But the story and likable characters are Ostrovski's own, a delightful mix of quirky, intelligent, naive, well-intentioned, and just plain dumb teens. A delightful success."—ALA Booklist

An examination of Socrates' trial as played out in the *Apology*, *Theaetetus*, *Euthyphro*, *Cratylus*, *Sophist*, and *Statesman*. Finding that the heart of the dialogues is the rivalry between the characters of the Stranger of Elea and Socrates, the author devotes a chapter to each dialogue and explores the Stranger of Elea's criticism that the uncompromising pursuit of knowledge conflicts with the task of weaving together humans into a political community. The melding of the arguments of Socrates and the Stranger of Elea, the author suggests, is the best path to understanding Plato's political philosophy. Annotation copyrighted by Book News, Inc., Portland, OR

A reasoned yet urgent call to embrace and protect the essential, practical human quality that has been drummed out of our lives: wisdom. It's in our nature to want to succeed. It's also human nature to want to do right. But we've lost how to balance the two. How do we get it back? *Practical Wisdom* can help. "Practical wisdom" is the essential human quality that combines the fruits of our individual experiences with our empathy and intellect—an aim that Aristotle identified millennia ago. It's learning "the right way to do the right thing in a particular circumstance, with a particular person, at a particular time." But we have forgotten how to do this. In *Practical Wisdom*, Barry Schwartz and Kenneth Sharpe illuminate how to get back in touch with our wisdom: how to identify it, cultivate it, and enact it, and how to make ourselves healthier, wealthier, and wiser.

The Paradox of Choice

The Art of Choosing

The Paradox of Relevance

Machine Habitus

Ethnography and Citizenship in the United States

The Harm Paradox

The Power of Simplicity in a World of Overwhelming Choice

"A book on why most things are more expensive or lower quality, and why we're all still working long hours for the same or lower wages. Does it ever seem like most things you buy are more expensive or not as good as they once were, or both? Does it ever seem odd that, despite having access to much better communication and cheaper transportation, we're all working just as many hours and for the same wages as workers decades ago? Well, we now know you're not wrong to wonder about these things. In recent years, economists have been documenting how most of the gains from technology and globalization have been going to an increasingly concentrated number of huge businesses, at the expense of consumers and workers. Prices are higher and wages are lower. The reason is market power. One of the first to authoritatively document the rise of market power was Jan Eeckhout. In this book, he will explain for a general audience how large firms have faced increasingly little competition, allowing them to charge higher prices than they otherwise could. And how we, as consumers, pay more for many goods and services—"everything from a bottle of beer to a flight to Houston to our grandmother's prosthetic hip." As a result, business profits have soared since 1980, and just a few "mega firms" dominate the marketplace. Eeckhout shows how the rise in market power has had radically negative effects on work and the lives of workers—trends that, if not reversed, may cause historical corrections in the form of wars and market collapse. Drawing on a wealth of research and the stories of working people, *The Profit Paradox* will explain in clear language the rise of market power, how it could change the world further if left unaddressed, and how we can tackle the problem"-- An eye-opening, funny, painful, and always truthful in-depth examination of modern relationships and a wake-up call for single women about getting real about Mr. Right. You have a fulfilling job, great friends, and the perfect apartment. So what if you haven't found "The One" just yet. He'll come along someday, right? But what if he doesn't? Or what if Mr. Right had been, well, Mr. Right in Front of You—but you passed him by? Nearing forty and still single, journalist Lori Gottlieb started to wonder: What makes for lasting romantic fulfillment, and are we looking for those qualities when we're dating? Are we too picky about trivial things that don't matter, and not picky enough about the often overlooked things that do? In *Marry Him*, Gottlieb explores an all-too-common dilemma—how to reconcile the desire for a happy marriage with a list of must-haves and deal-breakers so long and complicated that many great guys get misguidedly eliminated. On a quest to find the answer, Gottlieb sets out on her own journey in search of love, discovering wisdom and surprising insights from sociologists and neurobiologists, marital researchers and behavioral economists—as well as single and married men and women of all generations.

Whether it's sleek leather pants, a shiny new Apple computer, or a designer toaster, we make important decisions as consumers every day based on our sensory experience. Sensory appeals are everywhere, and they are intensifying, radically changing how Americans live and work. The twenty-first century has become the age of aesthetics, and whether we realize it or not, this influence has taken over the marketplace, and much more. In this penetrating, keenly observed book, Virginia Postrel makes the argument that appearance counts, that aesthetic

value is real. Drawing from fields as diverse as fashion, real estate, politics, design, and economics, Postrel deftly chronicles our culture's aesthetic imperative and argues persuasively that it is a vital component of a healthy, forward-looking society. Intelligent, incisive, and thought-provoking, *The Substance of Style* is a groundbreaking portrait of the democratization of taste and a brilliant examination of the way we live now.

* Our summary is short, simple and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. As you read this summary, you will discover that having too many possibilities is detrimental to your happiness, and how to make it change. You will also discover : how to no longer regret your purchases; how to deal with bad decisions; how to develop a state of mind adapted to this overabundance; how to choose quickly and well; the secret to being happier! When Barry Schwartz, who is not a fashionista, wanted to buy a new pair of jeans, he was plagued with questions he didn't know the answers to. What size, what fit, what wash, what waist height, what leg length did he want? A choice that he thought was simple suddenly became so complex and obscure that he didn't even know what to buy. This example is not unique. In consumer societies, the smallest product can be declined ad infinitum, offering immeasurable possibilities of choice. The problem is that the more potential there is, the less happy you are. This is the "paradox of choice". Once you understand it, you can free yourself from its hold and considerably improve your life. *Buy now the summary of this book for the modest price of a cup of coffee!

The Progress Paradox

The Community of Advantage

How NGOs Build, Maintain, and Lose Authority in Environmental Governance

The Battle for Human Nature: Science, Morality and Modern Life

Why the World Is Getting Healthier in Worrisome Ways

Plagues and the Paradox of Progress

The Paradox of Political Philosophy

*The author of the bestselling *You Are Not So Smart* shares more discoveries about self-delusion and irrational thinking, and gives readers a fighting chance at outsmarting their not-so-smart brains* David McRaney's first book, *You Are Not So Smart*, evolved from his wildly popular blog of the same name. A mix of popular psychology and trivia, McRaney's insights have struck a chord with thousands, and his blog--and now podcasts and videos--have become an Internet phenomenon. Like *You Are Not So Smart*, *You Are Now Less Dumb* is grounded in the idea that we all believe ourselves to be objective observers of reality--except we're not. But that's okay, because our delusions keep us sane. Expanding on this premise, McRaney provides eye-opening analyses of fifteen more ways we fool ourselves every day, including: *The Misattribution of Arousal* (Environmental factors have a greater affect on our emotional arousal than the person right in front of us) *Sunk Cost Fallacy* (We will engage in something we don't enjoy just to make the time or money already invested "worth it") *Deindividuation* (Despite our best intentions, we practically disappear when subsumed by a mob mentality) McRaney also reveals the true price of happiness, why Benjamin Franklin was such a badass, and how to avoid falling for our own lies. This smart and highly entertaining book will be wowing readers for years to come.

Whether we're buying a pair of jeans, ordering a cup of coffee, selecting a long-distance carrier, applying to college, choosing a doctor, or setting up a 401(k), everyday decisions—both big and small—have become increasingly complex due to the overwhelming abundance of choice with which we are presented. As Americans, we assume that more choice means better options and greater satisfaction. But beware of excessive choice: choice overload can make you question the decisions you make before you even make them, it can set you up for unrealistically high expectations, and it can make you blame yourself for any and all failures. In the long run, this can lead to decision-making paralysis, anxiety, and perpetual stress. And, in a culture that tells us that there is no excuse for falling short of perfection when your options are limitless, too much choice can lead to clinical depression. In *The Paradox of Choice*, Barry Schwartz explains at what point choice—the hallmark of individual freedom and self-determination that we so cherish—becomes detrimental to our psychological and emotional well-being. In accessible, engaging, and anecdotal prose, Schwartz shows how the dramatic explosion in choice—from the mundane to the profound challenges of balancing career, family, and individual needs—has paradoxically become a problem instead of a solution. Schwartz also shows how our obsession with choice encourages us to seek that which makes us feel worse. By synthesizing current research in the social sciences, Schwartz makes the counter intuitive case that eliminating choices can greatly reduce the stress, anxiety, and busyness of our lives. He offers eleven practical steps on how to limit choices to a manageable number, have the discipline to focus on those that are important and ignore the rest, and ultimately derive greater satisfaction from the choices you have to make.

The Art of Failure