



appear unprecedentedly un-American, even. But they are not, writes The Atlantic's Adam Serwer in this prescient essay collection, which dissects the most devastating moments in recent memory to reveal deeply entrenched dynamics, patterns as old as the country itself. The January 6 insurrection, anti-immigrant sentiment, and American authoritarianism all have historic roots that explain their continued power with or without President Donald Trump—a fact borne out by what has happened since his departure from the White House. Serwer argues that Trump is not the cause, he is a symptom. Serwer's phrase "the cruelty is the point" became among the most-used descriptions of Trump's era, but as this book demonstrates, it resonates across centuries. The essays here combine revelatory reporting, searing analysis, and a clarity that is bracing. In this new, expanded version of his bestselling debut, Serwer elegantly dissects white supremacy's profound influence on our political system, looking at the persistence of the Lost Cause, the past and present of police unions, the mythology of migration, and the many faces of anti-Semitism. In so doing, he offers abundant proof that our past is present and demonstrates the devastating costs of continuing to pretend it is not. The Cruelty Is the Point dares us, the reader, to not look away.

The New York Times bestseller that gives readers a paradigm-shattering new way to think about motivation from the author of *When: The Scientific Secrets of Perfect Timing* Most people believe that the best way to motivate is with rewards like money—the carrot-and-stick approach. That's a mistake, says Daniel H. Pink (author of *To Sell Is Human: The Surprising Truth About Motivating Others*). In this provocative and persuasive new book, he asserts that the secret to high performance and satisfaction—at work, at school, and at home—is the deeply human need to direct our own lives, to learn and create new things, and to do better by ourselves and our world. Drawing on four decades of scientific research on human motivation, Pink exposes the mismatch between what science knows and what business does—and how that affects every aspect of life. He examines the three elements of true motivation—autonomy, mastery, and purpose—and offers smart and surprising techniques for putting these into action in a unique book that will change how we think and transform how we live.

This important handbook provides a comprehensive, authoritative review of achievement motivation and establishes the concept of competence as an organizing framework for the field. The editors synthesize diverse perspectives on why and how individuals are motivated in school, work, sports, and other settings. Written by leading investigators, chapters reexamine central constructs in achievement motivation; explore the impact of developmental, contextual, and sociocultural factors; and analyze the role of self-regulatory processes. Focusing on the ways in which achievement is motivated by the desire to experience competence and avoid experiencing incompetence, the volume integrates disparate theories and findings and sets forth a coherent agenda for future research.

Discover a "compelling" framework for setting and achieving your goals (Carol Dweck, author of *Mindset*), from a psychologist on the cutting edge of motivational science. A great deal of ink has been spilled on the subject of motivating and influencing others, but what happens when the person you most want to influence is you? Setting and achieving goals for yourself—at work, at home, and in relationships—is harder than it seems. How do you know where to start? How do you carry on in the face of roadblocks and distractions? How do you decide which tasks and ambitions to prioritize when you're faced with more responsibilities, needs, and desires than you can keep track of? In *Get It Done*, psychologist and behavioral scientist Ayelet Fishbach presents a new theoretical framework for self-motivated action, explaining how to: Identify the right goals Attack the "middle problem" Battle temptations Use the help of others around you And so much more... With fascinating research from the field of motivation science and compelling stories of people who learned to motivate themselves, *Get It Done* illuminates invaluable strategies for pulling yourself in whatever direction you want to go—so you can achieve your goals while staying healthy, clearheaded, and happy.

Readings in Managerial Psychology

Managing Oneself

Power

An Analysis of Abraham H. Maslow's A Theory of Human Motivation

Helping People Change

*The Handbook of Motivation at School presents the first comprehensive and integrated compilation of theory and research on children's motivation at school. It covers the major theoretical perspectives in the field as well as their application to instruction, learning, and social adjustment at school. Key Features: Comprehensive – no other book provides such a comprehensive overview of theory and research on children's motivation at school. Theoretical & Applied – the book provides a review of current motivation theories by the developers of those theories as well as attention to the application of motivation theory and research in classrooms and schools. Chapter Structure – chapters within each section follow a similar structure so that there is uniformity across chapters. Commentaries – each section ends with a commentary that provides clear directions for future research.*

*Motivation is that which moves us to action. Human motivation is thus a complex issue, as people are moved to action by both their evolved natures and by myriad familial, social and cultural influences. The Oxford Handbook of Human Motivation collects the top theorists and researchers of human motivation into a single volume, capturing the current state-of-the-art in this fast developing field. The book includes theoretical overviews from some of the best-known thinkers in this area, including chapters on Social Learning Theory, Control Theory, Self-determination theory, Terror Management theory, and the Promotion and Prevention perspective. Topical chapters appear on phenomena such as ego-depletion, flow, curiosity, implicit motives, and personal interests. A section specifically highlights goal research, including chapters on goal regulation, achievement goals, the dynamics of choice, unconscious goals and process versus outcome focus. Still other chapters focus on evolutionary and biological underpinnings of motivation, including chapters on cardiovascular dynamics, mood, and neuropsychology. Finally, chapters bring motivation down to earth in reviewing its impact within relationships, and in applied areas such as psychotherapy, work, education, sport, and physical activity. By providing reviews of the most advanced work by the very best scholars in this field, The Oxford Handbook of Human Motivation represents an invaluable resource for both researchers and practitioners, as well as any student of human nature.*

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*A groundbreaking, comprehensive program for designing effective and socially equitable groups of all sizes—from businesses and social justice groups to global organizations. Whether you work in business or schools, volunteer in neighborhoods or church organizations, or are involved in social justice and activism, you understand the enormous power of groups to enact powerful and lasting change in the world. But how exactly do you design, build, and sustain effective groups? Based on the work of Nobel Prize winning economist Elinor Ostrom and grounded in contextual behavioral science, evolutionary science, and acceptance and commitment therapy (ACT), Prosocial presents a practical, step-by-step approach to help you energize and strengthen your business or organization. Using the Prosocial model, you'll learn to design groups that are more harmonious, have better member or employee retention, have better relationships with other groups or business partners, and have more success and longevity. Most importantly, you'll learn to target the characteristics that foster cooperation and collaboration—key ingredients for any effective group.*

Abraham Lincoln in His Times

The Wiley Encyclopedia of Personality and Individual Differences, Models and Theories

A Theory of Human Motivation

Human Motives and Cultural Models

Goals, Emotions, and Personal Agency Beliefs

Coaching with Compassion for Lifelong Learning and Growth

John Rawls is widely regarded as one of the most influential philosophers of the twentieth century, and his work has permanently shaped the nature and terms of moral and political philosophy, deploying a robust and specialized vocabulary that reaches beyond philosophy to political science, economics, sociology, and law. This volume is a complete and accessible guide to Rawls' vocabulary, with over 200 alphabetical encyclopaedic entries written by the world's leading Rawls scholars. From 'basic structure' to 'burdened society', from 'Sidgwick' to 'strains of commitment', and from 'Nash point' to 'natural duties', the volume covers the entirety of Rawls' central ideas and terminology, with illuminating detail and careful cross-referencing. It will be an essential resource for students and scholars of Rawls, as well as for other readers in political philosophy, ethics, political science, sociology, international relations and law.

Investigates the psychological factors that influence drinking and explains the physical and mental effects of alcohol consumption

People are complex. There is behavior that we see and motives that we don't. Behind the 'what we do' of our lives is the 'why we do it.' Edward T. Welch challenges us to peer more closely into the 'why.' He insightfully reveals that, according to God's Word, the heart is the source of all human motivation. Our hearts contain motives such as Pleasure, Meaning, Comfort, Success, Freedom, Respect, Happiness, Power, Control, Peace, Reputation, Love/Intimacy Welch encourages us to ask questions to discover some of our deeper motives: 'What do you hope for, want, crave?' 'What do you fear? What do you worry about?' 'When do you say, 'If only

The Past, Present, and Future of Trump's America

Prosocial

Surprising Lessons from the Science of Motivation

Motivating Humans

"Why Do I Do the Things I Do?"

The Power Motive