

Wiser Getting Beyond Groupthink To Make Groups Smarter

Draws on behavioral psychology and economics to trace U.S. policy changes that reflect smarter and simpler government practices while preserving freedom of choice in areas ranging from mortgages and student loans to food labeling and health care.

This volume collects some of today's most original and important work at the intersection of feminism and political theory. A representative and wide-ranging set of readings on feminist political thought, the authors provide large-scale critiques, and in some instances reconstructions, of important strains in political thought, including notions of equality, rights-based justice, and contract theories. The fourteen essays are organized around four major themes: "The Question of a Different Voice: Care, Justice, and Rights," "Equality and Inequality in Politics and Elsewhere," "Coercion versus Consent, Public versus Private, and Sexuality," and "Trust and Responsibility."

In this fascinating book, New Yorker business columnist James Surowiecki explores a deceptively simple idea: Large groups of people are smarter than an elite few, no matter how brilliant—better at solving problems, fostering innovation, coming to wise decisions, even predicting the future. With boundless erudition and in delightfully clear prose, Surowiecki ranges across fields as diverse as popular culture, psychology, ant biology, behavioral economics, artificial intelligence, military history, and politics to show how this simple idea offers important lessons for how we live our lives, select our leaders, run our companies, and think about our world.

This important critique of the major schools of western political theory, provides a feminist dimension to contemporary political analysis. It covers a wide range of issues relating to political theory and women's studies. This book fills a large gap in political theory and will be essential reading for all political scientists. From different feminist perspectives, the authors reappraise and reconstruct political science in terms of a powerful new critique. Individual chapters consider the development of feminist thought in history and analyse the place occupied by women's issues in contemporary political theory. Conflicts within traditional Marxist as well as 'New Right' ideologies are highlighted by a feminist analysis that reveals how the distinction between 'public' and 'private' spheres in traditional political theory has marginalized women. This work examines the fundamental question of whether it is merely the content, or the essential methods and tools of political analysis, that need to be reassessed.

Averting Catastrophe

Risk and Reason

The Wisdom of Crowds

Understanding What You Don't Want to Know

Nudge

How Good Intentions and Bad Ideas Are Setting Up a Generation for Failure

Lead Like it Matters...Because it Does: Practical Leadership Tools to Inspire and Engage Your People and Create Great Results

An "illuminating" book that "puts norms at the center of how we thinking about change", revealing the different ways social change occurs—for readers of Freakonomics and Thinking, Fast and Slow (The New York Times) How does social change happen? When do social movements take off? Sexual harassment was once something that women had to endure; now a movement has risen up against it. White nationalist sentiments, on the other hand, were largely kept out of

mainstream discourse; now there is no shortage of media outlets for them. In this book, with the help of behavioral economics, psychology, and other fields, Cass Sunstein casts a bright new light on how change happens. Sunstein focuses on the crucial role of social norms—and on their frequent collapse. When norms lead people to silence themselves, even an unpopular status quo can persist. Then one day, someone challenges the norm—a child who exclaims that the emperor has no clothes; a woman who says “me too.” Sometimes suppressed outrage is unleashed, and long-standing practices fall. Sometimes change is more gradual, as “nudges” help produce new and different decisions—apps that count calories; texted reminders of deadlines; automatic enrollment in green energy or pension plans. Sunstein explores what kinds of nudges are effective and shows why nudges sometimes give way to bans and mandates. Finally, he considers social divisions, social cascades, and “partyism,” when identification with a political party creates a strong bias against all members of an opposing party—which can both fuel and block social change.

Two experts in business and psychology describe the detrimental effect that groupthink has on decision-making and explain how to combine ideas from management and social sciences to help improve problem-solving through non-deliberative decision-making. 20,000 first printing.

How does group behavior drive extremism and challenge democratic values? The answer lies in social dynamics - the ways people influence one another.

Conventional wisdom suggests that open discussion within groups will lead to compromise and moderation, yet just the opposite often occurs. In the course of exchanging opinions, like-minded people frequently develop more extreme versions of their original views on such issues as climate change, labor policy, same-sex relationships, and affirmative action. Groups ranging from citizens' forums to judicial panels tend to squelch diversity and polarize opinion. With the Internet facilitating the formation of like-minded groups, this phenomenon may help account for the intensity and division of contemporary social and political debate. Indeed, the dangers of homogeneity and polarization within groups highlight a fundamental tension between the consequences of free speech and assembly, and the value of intellectual diversity to a civil society. In *Why Groups Go to Extremes*, Cass R. Sunstein argues that the key to preventing the spread of extremist views is not to suppress deliberation among the like-minded; such groups productively challenge conventional thinking and majority opinion. Instead, policymakers should develop institutions to ensure that like-minded groups encounter a diversity of opinions within civil society. The goal, Sunstein contends, must be to create opportunities for civil deliberation that expose like-minded group members to opposing views, while exposing society at large to the views of such groups.

From the New York Times bestselling author of *Nudge* and *The World According to Star Wars*, a revealing account of how today's Internet threatens democracy—and what can be done about it As the Internet grows more sophisticated, it is creating new threats to democracy. Social media companies such as Facebook can sort us ever more efficiently into groups of the like-minded, creating echo chambers that amplify our views. It's no accident that on some occasions, people of different political views cannot even understand one another. It's also no surprise that

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terrorist groups have been able to exploit social media to deadly effect. Welcome to the age of #Republic. In this revealing book, New York Times bestselling author Cass Sunstein shows how today's Internet is driving political fragmentation, polarization, and even extremism--and what can be done about it. He proposes practical and legal changes to make the Internet friendlier to democratic deliberation, showing that #Republic need not be an ironic term. Rather, it can be a rallying cry for the kind of democracy that citizens of diverse societies need most. *Getting Beyond Groupthink to Make Better Decisions*

Laws of Fear

On Rumors

Noise

The Power of Disagreement in a World that Wants to Get Along

Worst-Case Scenarios

A fresh examination of constitutionalism is presented by one of the nation's most respected legal scholars.

From two legal luminaries, a highly original framework for restoring confidence in a government bureaucracy increasingly derided as "the deep state." Is the modern administrative state illegitimate? Unconstitutional? Unaccountable? Dangerous? Intolerable? American public law has long been riven by a persistent, serious conflict, a kind of low-grade cold war, over these questions. Cass Sunstein and Adrian Vermeule argue that the administrative state can be redeemed, as long as public officials are constrained by what they call the morality of administrative law. *Law and Leviathan* elaborates a number of principles that underlie this moral regime. Officials who respect that morality never fail to make rules in the first place. They ensure transparency, so that people are made aware of the rules with which they must comply. They never abuse retroactivity, so that people can rely on current rules, which are not under constant threat of change. They make rules that are understandable and avoid issuing rules that contradict each other. These principles may seem simple, but they have a great deal of power. Already, without explicit enunciation, they limit the activities of administrative agencies every day. But we can aspire for better. In more robust form, these principles could address many of the concerns that have critics of the administrative state mourning what they see as the demise of the rule of law. The bureaucratic Leviathan may be an inescapable reality of complex modern democracies, but Sunstein and Vermeule show how we can at last make peace between those who accept its necessity and those who fear for its downfall.

This text shows us how to approach the Internet as responsible people. Democracy, it maintains, depends on shared experiences and requires people to be exposed to topics and ideas that they would not have chosen in advance.

Freedom of speech is one of our greatest legal rights and Cass Sunstein is one of our greatest legal theorists. This book is a must read for anyone who wants to think seriously about the free speech issues facing this generation. -- Akhil Amar, Southmayd Professor, Yale Law School This is an important book. Beautifully clear

and carefully argued, Sunstein's contribution reaches well beyond the confines of academic debate. It will be of interest to any citizen concerned about freedom of speech and the current state of American democracy. -- Joshua Cohen, Massachusetts Institute of Technology
How can our constitutional protection of speech serve to strengthen democracy? Cass Sunstein challenges conventional answers with a remarkable array of lucid arguments and legal examples. There is no better book on the subject. -- Amy Gutmann, Laurance S. Rockefeller University Professor, Princeton University

Wiser

A Citizen's Guide

Democracy and the Problem of Free Speech

The Power of Social Influences

Free Markets and Social Justice

No!

How Falsehoods Spread, Why We Believe Them, and What Can Be Done
We like to get along, at home or in the workplace. We don't want to hurt people or offend. Therefore, it is no surprise that numerous famous psychological experiments have proven that we don't tend to go against authority or the majority view. Famous management gurus share the view that harmony, cohesiveness and agreement are the building blocks for effective decision-making and creativity. But they are wrong. In *No!*, Charlan Nemeth, the world's leading expert on dissent, uses her 35 years of research to show why we need rebels - and how fostering more disagreement can dramatically improve decisions and the production of good ideas. Using examples from *Twelve Angry Men* to brainstorming, she explains how people with minority opinions need the space to express themselves uncompromisingly, even if it causes discomfort. Explaining why the devil's advocate technique doesn't work and why authentic disagreement is necessary to open our perspectives, this book has the power to revolutionise business, creative organisations, and society.

From New York Times bestselling author Cass Sunstein, a brisk, provocative book that shows what freedom really means—and requires—today
In this pathbreaking book, New York Times bestselling author Cass Sunstein asks us to rethink freedom. He shows that freedom of choice isn't nearly enough. To be free, we must also be able to navigate life. People often need something like a GPS device to help them get where they want to go—whether the issue involves health, money, jobs, children, or relationships. In both rich and

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poor countries, citizens often have no idea how to get to their desired destination. That is why they are unfree. People also face serious problems of self-control, as many of them make decisions today that can make their lives worse tomorrow. And in some cases, we would be just as happy with other choices, whether a different partner, career, or place to live—which raises the difficult question of which outcome best promotes our well-being. Accessible and lively, and drawing on perspectives from the humanities, religion, and the arts, as well as social science and the law, *On Freedom* explores a crucial dimension of the human condition that philosophers and economists have long missed—and shows what it would take to make freedom real.

Effects of group dynamics on decision making /div
Best-selling author Cass R. Sunstein examines how to avoid worst-case scenarios The world is increasingly confronted with new challenges related to climate change, globalization, disease, and technology. Governments are faced with having to decide how much risk is worth taking, how much destruction and death can be tolerated, and how much money should be invested in the hopes of avoiding catastrophe. Lacking full information, should decision-makers focus on avoiding the most catastrophic outcomes? When should extreme measures be taken to prevent as much destruction as possible? *Averting Catastrophe* explores how governments ought to make decisions in times of imminent disaster. Cass R. Sunstein argues that using the "maximin rule," which calls for choosing the approach that eliminates the worst of the worst-case scenarios, may be necessary when public officials lack important information, and when the worst-case scenario is too disastrous to contemplate. He underscores this argument by emphasizing the reality of "Knightian uncertainty," found in circumstances in which it is not possible to assign probabilities to various outcomes. Sunstein brings foundational issues in decision theory in close contact with real problems in regulation, law, and daily life, and considers other potential future risks. At once an approachable introduction to decision-theory and a provocative argument for how governments ought to handle risk, *Averting Catastrophe* offers a definitive path forward in a world rife with uncertainty.

Improving Decisions About Health, Wealth, and Happiness
Why Common Sense is Nonsense

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Inside the Juror

What Stops Us from Getting Things Done and What to Do about It

Designing Democracy

Why Societies Need Dissent

Going to Extremes

NEW YORK TIMES BESTSELLER #1 Washington Post Bestseller There ' s Santa Claus, Shakespeare, Mickey Mouse, the Bible, and then there ' s Star Wars. Nothing quite compares to sitting down with a young child and hearing the sound of John Williams ' s score as those beloved golden letters fill the screen. In this fun, erudite, and often moving book, Cass R. Sunstein explores the lessons of Star Wars as they relate to childhood, fathers, the Dark Side, rebellion, and redemption. As it turns out, Star Wars also has a lot to teach us about constitutional law, economics, and political uprisings. In rich detail, Sunstein tells the story of the films ' wildly unanticipated success and explores why some things succeed while others fail. Ultimately, Sunstein argues, Star Wars is about freedom of choice and our never-ending ability to make the right decision when the chips are down. Written with buoyant prose and considerable heart, *The World According to Star Wars* shines a bright new light on the most beloved story of our time.

Many of us are being misled. Claiming to know dark secrets about public officials, hidden causes of the current economic situation, and nefarious plans and plots, those who spread rumors know precisely what they are doing. And in the era of social media and the Internet, they know a lot about how to manipulate the mechanics of false rumors—social cascades, group polarization, and biased assimilation. They also know that the presumed correctives—publishing balanced information, issuing corrections, and trusting the marketplace of ideas—do not always work. All of us are vulnerable. In *On Rumors*, Cass Sunstein uses examples from the real world and from behavioral studies to explain why certain rumors spread like wildfire, what their consequences are, and what we can do to avoid being misled. In a new afterword, he revisits his arguments in light of his time working in the Obama administration.

Reveals the sources of such problems as airplane safety, global warming, and pollution, and examines what can be done by providing proposals for social reform and risk regulation.

From the field's pioneer, an exploration of the neurobiology and psychology of wisdom: what science says it is and how to nurture it within yourself—at any stage of your life. What exactly does it mean to be "wise?" And is it possible to grow and even accelerate its unfolding? For over two decades, Dr. Dilip Jeste has led the search for the biological and cognitive roots of wisdom. What's emerged from his work is that wisdom is a very real and deeply multilayered set of traits. Across many cultures and centuries, he's found that wise people are compassionate and empathetic, aware of their gifts and blind spots, open-minded, resolute and calm amid uncertainty, altruistic decision-makers who learn from their experiences, able to see from many perspectives and "altitudes," and often blessed with a sense of adventure and humor. "The modern rise in suicides, opioid abuse, loneliness, and internet addiction is damaging people ' s health and destroying the social fabric," Dr. Jeste reflects. But we all have the ability to nurture and grow every facet of wisdom to face these challenges and others more effectively. If you seek to be a wiser person—with your family, at work, and in your community—this book will show you how, with the researcher who's launched and advanced this exciting new path to our highest human potential.

Beyond the Precautionary Principle

A Flaw in Human Judgment

Decision Theory for COVID-19, Climate Change, and Potential Disasters of All Kinds

Simpler

Conspiracy Theories and Other Dangerous Ideas

The Scientific Roots of Wisdom, Compassion, and What Makes Us Good

Political Group Dynamics and Foreign Policy-making

Cass Sunstein and Martha Nussbaum bring together an all-star cast of contributors to explore the legal and political issues that underlie the campaign for animal rights and the opposition to

it. Addressing ethical questions about ownership, protection against unjustified suffering, and the ability of animals to make their own choices free from human control, the authors offer numerous different perspectives on animal rights and animal welfare. They show that whatever one's ultimate conclusions, the relationship between human beings and nonhuman animals is being fundamentally rethought. This book offers a state-of-the-art treatment of that rethinking. Create a "ripple effect" of positive change in your organization Lead Like it Matters . . .

Because it Does reveals the author's proven Ripple Effect method for increasing engagement, reducing turnover, and driving overall business success. Readers learn simple but critically important practices like cutting wasted meetings, addressing conflict, and aligning decisions with business needs—all of which create a ripple effect that leads to widespread change, greater employee engagement, and better business results. Roxi Bahar Hewertson is CEO of Highland Consulting Group, Inc., and an adjunct at Cornell University's School of Industrial and Labor Relations.

How we became so burdened by red tape and unnecessary paperwork, and why we must do better. We've all had to fight our way through administrative sludge--filling out complicated online forms, mailing in paperwork, standing in line at the motor vehicle registry. This kind of red tape is a nuisance, but, as Cass Sunstein shows in Sludge, it can also impair health, reduce growth, entrench poverty, and exacerbate inequality. Confronted by sludge, people just give up--and lose a promised outcome: a visa, a job, a permit, an educational opportunity, necessary medical help. In this lively and entertaining look at the terribleness of sludge, Sunstein explains what we can do to reduce it. Because of sludge, Sunstein, explains, too many people don't receive benefits to which they are entitled. Sludge even prevents many people from exercising their constitutional rights--when, for example, barriers to voting in an election are too high. (A Sludge Reduction Act would be a Voting Rights Act.) Sunstein takes readers on a tour of the not-so-wonderful world of sludge, describes justifications for certain kinds of sludge, and proposes "Sludge Audits" as a way to measure the effects of sludge. On balance, Sunstein argues, sludge infringes on human dignity, making people feel that their time and even their lives don't matter. We must do better.

Instead of adopting the Precautionary Principle, Professor Sunstein argues for three steps: a narrow Anti-Catastrophe Principle, designed for the most serious risks; close attention to costs and benefits; and an approach called 'libertarian paternalism,' designed to respect freedom of choice while also moving people in directions that will make their lives go better. He also shows how free societies can protect liberty amidst fears about terrorism and national security."--BOOK JACKET.

What Constitutions Do

How Change Happens

Conformity

The Psychology of Juror Decision Making

Feminism and Political Theory

Too Much Information

How Like Minds Unite and Divide

Nuclear bombs in suitcases, anthrax bacilli in ventilators, tsunamis and meteors, avian flu, scorchingly hot temperatures: nightmares that were once the plot of Hollywood movies are now frighteningly real possibilities. Sunstein explores these and other worst-case scenarios and how we might best prevent them in this vivid, illuminating, and highly original analysis. Why is the Mona Lisa the most famous painting in the world? Why did Facebook succeed when other social networking sites

failed? Did the surge in Iraq really lead to less violence? And does higher pay incentivize people to work harder? If you think the answers to these questions are a matter of common sense, think again. As sociologist and network science pioneer Duncan Watts explains in this provocative book, the explanations that we give for the outcomes that we observe in life-explanations that seem obvious once we know the answer—are less useful than they seem. Watts shows how commonsense reasoning and history conspire to mislead us into thinking that we understand more about the world of human behavior than we do; and in turn, why attempts to predict, manage, or manipulate social and economic systems so often go awry. Only by understanding how and when common sense fails can we improve how we plan for the future, as well as understand the present—an argument that has important implications in politics, business, marketing, and even everyday life.

New York Times Bestseller • Finalist for the 2018 National Book Critics Circle Award in Nonfiction • A New York Times Notable Book • Bloomberg Best Book of 2018 “Their distinctive contribution to the higher-education debate is to meet safetyism on its own, psychological turf . . . Lukianoff and Haidt tell us that safetyism undermines the freedom of inquiry and speech that are indispensable to universities.” —Jonathan Marks, Commentary “The remedies the book outlines should be considered on college campuses, among parents of current and future students, and by anyone longing for a more sane society.” —Pittsburgh Post-Gazette Something has been going wrong on many college campuses in the last few years.

Speakers are shouted down. Students and professors say they are walking on eggshells and are afraid to speak honestly. Rates of anxiety, depression, and suicide are rising—on campus as well as nationally. How did this happen? First Amendment expert Greg Lukianoff and social psychologist Jonathan Haidt show how the new problems on campus have their origins in three terrible ideas that have become increasingly woven into American childhood and education: What doesn't kill you makes you weaker; always trust your feelings; and life is a battle between good people and evil people. These three Great Untruths contradict basic psychological principles about well-being and ancient wisdom from many cultures. Embracing these untruths—and the resulting culture of safetyism—interferes with young people's social, emotional, and intellectual development. It makes it harder for them to

become autonomous adults who are able to navigate the bumpy road of life. Lukianoff and Haidt investigate the many social trends that have intersected to promote the spread of these untruths. They explore changes in childhood such as the rise of fearful parenting, the decline of unsupervised, child-directed play, and the new world of social media that has engulfed teenagers in the last decade. They examine changes on campus, including the corporatization of universities and the emergence of new ideas about identity and justice. They situate the conflicts on campus within the context of America's rapidly rising political polarization and dysfunction. This is a book for anyone who is confused by what is happening on college campuses today, or has children, or is concerned about the growing inability of Americans to live, work, and cooperate across party lines.

Cass R. Sunstein is at the forefront of developing public policy to encourage people to make better decisions. In *Choosing Not to Choose* he presents his most complete argument for how we should understand the value of choice, and when and how we should enable people to choose not to choose.

On Freedom

Sludge

Feminism & Political Theory

The Coddling of the American Mind

Animal Rights

The Future of Government

Why Groups Go to Extremes

"With insight, wisdom, affection, and concern, Sunstein has written the story of impeachment every citizen needs to know. This is a remarkable, essential book." –Doris Kearns Goodwin No one is above the law, not even the president. Impeachment is the most potent tool the founders gave us to ensure it, and yet few of us even know how it works. As Benjamin Franklin famously put it, Americans have a republic, if we can keep it. Preserving the Constitution and the democratic system it supports is the public's responsibility. One route the Constitution provides for discharging that duty--a route rarely traveled--is impeachment. Expanding beyond violations of the law, impeachment was meant to defend against any action that would undermine the foundations of our republic. Harvard Law professor Cass R. Sunstein provides a succinct citizen's guide to this essential tool of self-government. Taking us deeper than mere partisan politics, he illuminates the constitutional design behind impeachment and emphasizes the people's role in holding presidents accountable. In spite of the loud national debate over whether or not the House is right to impeach Trump, impeachment itself remains widely

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misunderstood. Sunstein identifies and corrects a number of common misconceptions, and describes how impeachment helps is an essential piece of our constitutional order, and a crucial part of the framers' decision to install an empowered executive in a nation deeply fearful of kings. With an eye toward the past and the future, *Impeachment: A Citizen's Guide* considers a host of actual and imaginable arguments for a president's removal, explaining why some cases are easy and others hard, why some arguments for impeachment have been judicious and others not. And with an afterword and appendix on the current impeachment, it puts the national debate in its proper historical context. In direct and approachable terms, it is a guide through the treacherous waters of the impeachment process so that Americans of all political convictions may use their ultimate civic authority wisely. The bestselling author and recipient of the 2018 Holberg Prize, Cass R. Sunstein, explores how more information can make us happy or miserable, and why we sometimes avoid it--but sometimes seek it out. How much information is too much? Do we need to know how many calories are in the giant vat of popcorn that we bought on our way into the movie theater? Do we want to know if we are genetically predisposed to a certain disease? Can we do anything useful with next week's weather forecast for Paris if we are not in Paris? In *Too Much Information*, Cass Sunstein examines the effects of information on our lives. Policymakers emphasize "the right to know," but Sunstein takes a different perspective, arguing that the focus should be on human well-being and what information contributes to it. Government should require companies, employers, hospitals, and others to disclose information not because of a general "right to know" but when the information in question would significantly improve people's lives. Sunstein argues that the information on warnings and mandatory labels is often confusing or irrelevant, yielding no benefit. He finds that people avoid information if they think it will make them sad (and seek information they think will make them happy). Our information avoidance and information seeking is notably heterogeneous--some of us do want to know the popcorn calorie count, others do not. Of course, says Sunstein, we are better off with stop signs, warnings on prescription drugs, and reminders about payment due dates. But sometimes less is more. What we need is more clarity about what information is actually doing or achieving.

WiserGetting Beyond Groupthink to Make Groups SmarterHarvard Business Press

"In *Going to Extremes*, renowned legal scholar and best-selling author Cass R. Sunstein offers startling insights into why and when people gravitate toward extremism."--Inside jacket.

Impeachment

Current Debates and New Directions

Understanding the Value of Choice

Republic.com

Everything is Obvious

#Republic

Getting Beyond Groupthink to Make Groups Smarter

Download Ebook *Wiser: Getting Beyond Groupthink To Make Groups Smarter*

Why are group decisions so hard? Since the beginning of human history, people have made decisions in groups—first in families and villages, and now as part of companies, governments, school boards, religious organizations, or any one of countless other groups. And having more than one person to help decide is good because the group benefits from the collective knowledge of all of its members, and this results in better decisions. Right? Back to reality. We've all been involved in group decisions—and they're hard. And they often turn out badly. Why? Many blame bad decisions on "groupthink" without a clear idea of what that term really means. Now, Nudge coauthor Cass Sunstein and leading decision-making scholar Reid Hastie shed light on the specifics of why and how group decisions go wrong—and offer tactics and lessons to help leaders avoid the pitfalls and reach better outcomes. In the first part of the book, they explain in clear and fascinating detail the distinct problems groups run into: They often amplify, rather than correct, individual errors in judgment. They fall victim to cascade effects, as members follow what others say or do. They become polarized, adopting more extreme positions than the ones they began with. They emphasize what everybody knows instead of focusing on critical information that only a few people know. In the second part of the book, the authors turn to straightforward methods and advice for making groups smarter. These approaches include silencing the leader so that the views of other group members can surface, rethinking rewards and incentives to encourage people to reveal their own knowledge, thoughtfully assigning roles that are aligned with people's unique strengths, and more. With examples from a broad range of organizations—from Google to the CIA—and written in an engaging and witty style, *Wiser* will not only enlighten you; it will help your team and your organization make better decisions—decisions that lead to greater success.

The newest work from one of the most preeminent voices writing in the legal/political arena today, this important book presents a new conception of the relationship between free markets and social justice. The work begins with foundations--the appropriate role of existing "preferences," the importance of social norms, the question whether human goods are commensurable, and issues of distributional equity. Continuing with rights, the work shows that markets have only a partial but instrumental role in the protection of rights. The book concludes with a discussion on regulation, developing approaches that would promote both economic and democratic goals, especially in the context of risks to life and health. *Free Markets and Social Justice* develops seven basic themes during its discussion: the myth of laissez-faire; preference formation

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and social norms; the contextual character of choice; the importance of fair distribution; the diversity of human goods; how law can shape preferences; and the puzzles of human rationality. As the latest work from an internationally-renowned writer, this work will raise a number of important questions about economic analysis of law in its conventional form.

Provides a comprehensive and understandable summary of the major theories of juror decision making.

From the Nobel Prize-winning author of *Thinking, Fast and Slow* and the coauthor of *Nudge*, a revolutionary exploration of why people make bad judgments and how to make better ones—"a tour de force" (*New York Times*). Imagine that two doctors in the same city give different diagnoses to identical patients—or that two judges in the same courthouse give markedly different sentences to people who have committed the same crime. Suppose that different interviewers at the same firm make different decisions about indistinguishable job applicants—or that when a company is handling customer complaints, the resolution depends on who happens to answer the phone. Now imagine that the same doctor, the same judge, the same interviewer, or the same customer service agent makes different decisions depending on whether it is morning or afternoon, or Monday rather than Wednesday. These are examples of noise: variability in judgments that should be identical. In *Noise*, Daniel Kahneman, Olivier Sibony, and Cass R. Sunstein show the detrimental effects of noise in many fields, including medicine, law, economic forecasting, forensic science, bail, child protection, strategy, performance reviews, and personnel selection. Wherever there is judgment, there is noise. Yet, most of the time, individuals and organizations alike are unaware of it. They neglect noise. With a few simple remedies, people can reduce both noise and bias, and so make far better decisions. Packed with original ideas, and offering the same kinds of research-based insights that made *Thinking, Fast and Slow* and *Nudge* groundbreaking *New York Times* bestsellers, *Noise* explains how and why humans are so susceptible to noise in judgment—and what we can do about it.

The World According to Star Wars

Divided Democracy in the Age of Social Media

Choosing Not to Choose

Beyond Groupthink

Law and Leviathan

Safety, Law, and the Environment

A collection of controversial essays touches upon an array of issues, from marriage equality and conspiracy theories to animal rights.

Bestselling author Cass R. Sunstein reveals the appeal and the danger of conformity We live in an era of tribalism, polarization, and intense social division—separating people along lines of religion, political

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conviction, race, ethnicity, and sometimes gender. How did this happen? In *Conformity*, Cass R. Sunstein argues that the key to making sense of living in this fractured world lies in understanding the idea of conformity—what it is and how it works—as well as the countervailing force of dissent. An understanding of conformity sheds new light on many issues confronting us today: the role of social media, the rise of fake news, the growth of authoritarianism, the success of Donald Trump, the functions of free speech, debates over immigration and the Supreme Court, and much more. Lacking information of our own and seeking the good opinion of others, we often follow the crowd, but Sunstein shows that when individuals suppress their own instincts about what is true and what is right, it can lead to significant social harm. While dissenters tend to be seen as selfish individualists, dissent is actually an important means of correcting the natural human tendency toward conformity and has enormous social benefits in reducing extremism, encouraging critical thinking, and protecting freedom itself. Sunstein concludes that while much of the time it is in the individual's interest to follow the crowd, it is in the social interest for individuals to say and do what they think is best. A well-functioning democracy depends on it. Dissenters are often portrayed as selfish and disloyal, but Sunstein shows that those who reject pressures imposed by others perform valuable social functions, often at their own expense.

Now available: *Nudge: The Final Edition* The original edition of the multimillion-copy New York Times bestseller by the winner of the Nobel Prize in Economics, Richard H. Thaler, and Cass R. Sunstein: a revelatory look at how we make decisions—for fans of Malcolm Gladwell's *Blink*, Charles Duhigg's *The Power of Habit*, James Clear's *Atomic Habits*, and Daniel Kahneman's *Thinking, Fast and Slow* Named a Best Book of the Year by *The Economist* and the *Financial Times* Every day we make choices—about what to buy or eat, about financial investments or our children's health and education, even about the causes we champion or the planet itself. Unfortunately, we often choose poorly. *Nudge* is about how we make these choices and how we can make better ones. Using dozens of eye-opening examples and drawing on decades of behavioral science research, Nobel Prize winner Richard H. Thaler and Harvard Law School professor Cass R. Sunstein show that no choice is ever presented to us in a neutral way, and that we are all susceptible to biases that can lead us to make bad decisions. But by knowing how people think, we can use sensible “choice architecture” to nudge people toward the best decisions for ourselves, our families, and our society, without restricting our freedom of choice.