
Gilovich How We Know

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Introducing Psychology

Social Psychology of Visual Perception

The Nature of Scientific Knowledge

Critical Thinking in Psychology

What the Luck?

PARKER ZAYNE

#EdJourney Worth

In this meticulously researched and masterfully written book, Pulitzer Prize-winner Deborah Blum examines the history of love through the lens of its strangest unsung hero: a brilliant, fearless, alcoholic psychologist named Harry Frederick Harlow. Pursuing the idea that human affection could be understood, studied, even measured, Harlow (1905-1981) arrived at his conclusions by conducting research-sometimes beautiful, sometimes horrible-on the primates in his University of Wisconsin laboratory. Paradoxically, his darkest experiments may have the brightest legacy, for by studying "neglect" and its life-altering consequences, Harlow confirmed love's central role in shaping not only how we feel but also how we think. His work sparked a psychological revolution. The more children experience affection, he discovered, the more curious they become about the world: Love makes people smarter. The biography of both a man and an idea, *The Measure of Love* is a powerful and at times

disturbing narrative that will forever alter our understanding of human relationships.

Smart Health Choices

W.W. Norton & Company
An exploration of self-knowledge looks at current research on how people perceive their own thoughts, feelings, traits, and behavior, with coverage encompassing the mental, behavioral, biological, and social structures that underlie self-knowledge.

Why People are Reluctant to Tempt Fate Duckworth

This volume takes a contemporary and novel look at how people see the world around them. We generally believe we see our surroundings and everything in it with complete accuracy. However, as the contributions to this volume argue, this assumption is wrong: people's view of their world is cloudy at best. *Social Psychology of Visual Perception* is a thorough examination of the nature and determinants of visual perception, which integrates work on social psychology and vision. It is the first broad-based volume to integrate specific sub-areas into the study of vision, including

goals and wishes, sex and gender, emotions, culture, race, and age. The volume tackles a range of engaging issues, such as what is happening in the brain when people look at attractive faces, or if the way our eyes move around influences how happy we are and could help us reduce stress. It reveals that sexual desire, our own sexual orientation, and our race affect what types of people capture our attention. It explores whether our brains and eyes work differently when we are scared or disgusted, or when we grow up in Asia rather than North America. The multiple perspectives in the book will appeal to researchers and students in range of disciplines, including social psychology, cognition, evolutionary psychology, and neuroscience.

How We Know What Isn't
So Free Press

It is widely recognized that a person's values will profoundly affect what that person attends to, thinks about, and remembers. Yet, despite this, psychologists have only begun to study and think about the deep connections between values and knowledge. This volume explores this

important area in psychology by offering an overview of what is known about the developmental role of valuation in the acquisition of knowledge, and also by examining a range of new ideas for understanding the intricate connection between evaluation and thinking. More specifically, the text: provides a historical overview of philosophical and psychological theories relating the values and knowledge; reviews the importance of values for infants and their caretakers in the origins of both cognition and social relations; offers a provocative view of how the differences among families in their values may have profound affects on psychological development; explicates the development of a personal sphere within which one strives to shape one's own values; emphasizes the heterogeneity of valuation inherent in every culture and how conflicts of values are likely to be common and important to human development; presents eye-opening research on social-cognitive limitations of average people in respecting the points of view of others; and

summarizes and critiques Piaget's theory of the role of values in development. For practitioners in the fields of developmental and social psychology, and education, this volume will introduce a number of important and current issues, from multiculturalism and gender to the differential roles of temperament and upbringing in development. The emphasis is placed squarely on developing individuals and how they shape themselves in a world that is structured by values as well as by facts. [How We Know What Isn't So](#) Psychology Press Since Plato, philosophers have described the decision-making process as either rational or emotional: we carefully deliberate or we 'blink' and go with our gut. But as scientists break open the mind's black box with the latest tools of neuroscience, they're discovering this is not how the mind works. Our best decisions are a finely tuned blend of both feeling and reason - and the precise mix depends on the situation. When buying a house, for example, it's best to let our unconscious mull over the many variables. But when we're picking stocks

and shares, intuition often leads us astray. The trick is to determine when to lean on which part of the brain, and to do this, we need to think harder (and smarter) about how we think.

Becoming a Critical Thinker Yale University Press

"Fascinating and insightful. . . . I cannot recall a book that has made me think more about the nature of thinking." -- Richard C. Lewontin Harvard University Everyone knows that optical illusions trick us because of the way we see. Now scientists have discovered that cognitive illusions, a set of biases deeply embedded in the human mind, can actually distort the way we think. In *Inevitable Illusions*, distinguished cognitive researcher Massimo Piattelli-Palmarini takes us on a provocative, challenging, and thoroughly entertaining exploration of the games our minds play. He opens the doors onto the newly charted realm of the cognitive unconscious to reveal the full range of illusions, showing how they inhibit our ability to reason--no matter what our educational background or IQ.

Inevitable Illusions is stimulating, eye-opening food for thought.

Before You Know It

Simon and Schuster
Every day we make decisions about our health - some big and some small. What we eat, how we live and even where we live can affect our health. But how can we be sure that the advice we are given about these important matters is right for us? This book will provide you with the right tools for assessing health advice.

Pitch the Perfect

Investment Princeton University Press

This is the textbook only without Launchpad. With an author team equally at home in the classroom, in the lab, or on the bestseller list, this book is written to keep students turning the pages. It offers expert coverage of psychology's scientific foundations, but communicates with students in a style that's anything but that of a typical textbook.

Introducing Psychology keeps the level of engagement high, with quirky and unforgettable examples, and reminders throughout that the critical thinking skills required to study psychology will serve

students well throughout their lives. The fourth edition has been completely retooled for the classroom. For the first time, each chapter section begins with Learning Outcomes to guide students' learning. These outcomes represent the big picture, so readers come away with more than a collection of facts. The new edition also includes the new 'A World of Difference' feature, which highlights interesting and important research on individual differences such as sex, gender, culture and ethnicity in understanding the breadth of psychology. Introducing Psychology can also be purchased with the breakthrough online resource, LaunchPad, which offers innovative media content, curated and organised for easy assignability. LaunchPad's intuitive interface presents quizzing, flashcards, animations and much more to make learning actively engaging. Logic Made Easy: How to Know When Language Deceives You Simon and Schuster
An award-winning author team challenges students to think critically about the concepts,

controversies, and applications of social psychology using abundant tools, both in text and online. (NEW) infographics examine important topics like social class, social media effects, and research methodology. InQuizitive online assessment reinforces fundamental concepts, and PowerPoints, test questions, and (NEW) Concept Videos, will help you create the best course materials in the shortest amount of time. Social Psychology Judy Irwig
Learn how to understand, predict and influence the way people act
The Delusions of Crowds Macmillan
We underestimate the importance of luck in our lives. We think too highly of the golfer who wins the British Open and, if he loses the next tournament, we speculate that he slacked off. Although the winner is surely an excellent golfer, good luck in how the ball bounced and how it rolled afterwards outside of the golfer's control also played an important role. An insufficient appreciation of chance can wreak all kinds of mischief not only in sports, but also education,

medicine, business, politics and elsewhere. Perfectly natural, random variation can lead us to attach meaning to the meaningless. Freakonomics showed how economic calculations can explain seemingly counter-intuitive decision-making. Thinking, Fast and Slow, helped readers identify a host of small cognitive errors that can lead to miscalculations and irrational thought. In What the Luck? statistician and author, Gary Smith, sets himself a similar goal, and explains - in clear, understandable, and witty prose - how a statistical understanding of luck can change the way we see just about every aspect of our lives.

Why Empathy Matters

Simon and Schuster Explores key topics in psychology, showing how they can be critically examined.

What Made Maddy Run

The New Press Learn the overlooked skill that is essential to Wall Street success Pitch the Perfect Investment combines investment analysis with persuasion and sales to teach you the "soft skill" so crucial to success in the financial markets. Written by the leading authorities in

investment pitching, this book shows you how to develop and exploit the essential, career-advancing skill of pitching value-creating ideas to win over clients and investors. You'll gain world-class insight into search strategy, data collection and research, securities analysis, and risk assessment and management to help you uncover the perfect opportunity; you'll then strengthen your critical thinking skills and draw on psychology, argumentation, and informal logic to craft the perfect pitch to showcase your perfect idea. The ability to effectively pitch an investment is essential to securing a job on Wall Street, where it immediately becomes a fundamental part of day-to-day business. This book gives you in-depth training along with access to complete online ancillaries and case studies so you can master the little skill that makes a big difference. It doesn't matter how great your investment ideas are if you can't convince anyone to actually invest. Ideas must come to fruition to be truly great, and this book gives you the tools and understanding you need

to get it done. Persuade potential investors, clients, executives, and employers Source, analyze, value, and pitch your ideas for stocks and acquisitions Get hired, make money, expand your company, and win business Craft the perfect investment into the perfect pitch Money managers, analysts, bankers, executives, salespeople, students, and individual investors alike stand to gain massively by employing the techniques discussed here. If you're serious about success and ready to start moving up, Pitch the Perfect Investment shows you how to make it happen.

Love at Goon Park Simon and Schuster

"Two prominent social psychologists, specializing in the study of human behavior, provide insight into why we trust the people we do and how to use that knowledge in understanding and influencing people in our own lives,"--NovelList. *Intuition Pumps and Other Tools for Thinking* Wiley One of the world's leading philosophers offers aspiring thinkers his personal trove of mind-stretching thought experiments. Includes 77 of Dennett's most

successful "imagination-extends and focus-holders." *O*

The Undoing Project
Springer

"A serious attempt to understand a common phenomenon" from the author of *The Nature of Human Intelligence* (*Psychology Today*). One need not look far to find breathtaking acts of stupidity committed by people who are smart, or even brilliant. The behavior of clever individuals—from presidents to prosecutors to professors—is at times so amazingly stupid as to seem inexplicable. Why do otherwise intelligent people think and behave in ways so stupid that they sometimes destroy their livelihoods or even their lives? This is an investigation of psychological research to see what it can tell us about stupidity in everyday life. The contributors to the volume—scholars in various areas of human intelligence—present examples of people messing up their lives, and offer insights into the reasons for such behavior. From a variety of perspectives, the contributors discuss: The nature and theory of stupidity How stupidity

contributes to stupid behavior Whether stupidity is measurable. While many millions of dollars are spent each year on intelligence research and testing to determine who has the ability to succeed, next to nothing is spent to determine who will make use of their intelligence and not squander it by behaving stupidly. The contributors focus on the neglected side of this discussion, reviewing the full range of theory and research on stupid behavior and analyzing what it tells us about how people can avoid stupidity and its devastating consequences.

"Marvelous, devilishly clever, and culturally timely book . . . A fascinating exploration."
—Choice "Easily readable and well referenced . . . May provide just enough momentum for change."
—*International Journal of Intelligence*

Heuristics and Biases
Crown

Using an engaging narrative, this textbook demonstrates how social processes are inherently interconnected by uniquely applying underlying and unifying principles throughout the text. With its comprehensive coverage

of classic and contemporary research—illustrated with real-world examples from many disciplines, including medicine, law, and education—*Social Psychology 4th Edition* connects theory and application, providing undergraduate students with a deeper and more holistic understanding of the factors that influence social behaviors. New to the 4th Edition: Each chapter now features 1-2 "culture" boxes, focusing on cross-cultural research on social psychological phenomena. Each chapter now features 1-2 "hot topic" boxes, where we highlight cutting edge and emerging findings. Many references updated throughout, with over 700 new references. A more comprehensive and user-friendly set of online supplementary resources will accompany the new edition. New co-author Heather Claypool of Miami University of Ohio.

[Handbook of Self-Knowledge](#) Cambridge University Press

"Brilliant. . . Lewis has given us a spectacular account of two great men who faced up to uncertainty and the limits of human reason."
—William Easterly, *Wall Street Journal* Forty years

ago, Israeli psychologists Daniel Kahneman and Amos Tversky wrote a series of breathtakingly original papers that invented the field of behavioral economics. One of the greatest partnerships in the history of science, Kahneman and Tversky's extraordinary friendship incited a revolution in Big Data studies, advanced evidence-based medicine, led to a new approach to government regulation, and made much of Michael Lewis's own work possible. In *The Undoing Project*, Lewis shows how their Nobel Prize-winning theory of the mind altered our perception of reality. *Intelligence Analysis* Cambridge University Press

Thomas Gilovich offers a wise and readable guide to the fallacy of the obvious in everyday life. When can we trust what we believe—that "teams and players have winning streaks," that "flattery works," or that "the more people who agree, the more likely they are to be right"—and when are such beliefs suspect? Thomas Gilovich offers a guide to the fallacy of the obvious in everyday life. Illustrating his points with

examples, and supporting them with the latest research findings, he documents the cognitive, social, and motivational processes that distort our thoughts, beliefs, judgments and decisions. In a rapidly changing world, the biases and stereotypes that help us process an overload of complex information inevitably distort what we would like to believe is reality. Awareness of our propensity to make these systematic errors, Gilovich argues, is the first step to more effective analysis and action. *Groupthink* National Academies Press

"...an engaging and enlightening account from which we all can benefit."—The Wall Street Journal

A better way to combat knee-jerk biases and make smarter decisions, from Julia Galef, the acclaimed expert on rational decision-making. When it comes to what we believe, humans see what they want to see. In other words, we have what Julia Galef calls a "soldier" mindset. From tribalism and wishful thinking, to rationalizing in our personal lives and everything in between, we are driven to defend the ideas we most want to

believe—and shoot down those we don't. But if we want to get things right more often, argues Galef, we should train ourselves to have a "scout" mindset. Unlike the soldier, a scout's goal isn't to defend one side over the other. It's to go out, survey the territory, and come back with as accurate a map as possible. Regardless of what they hope to be the case, above all, the scout wants to know what's actually true. In *The Scout Mindset*, Galef shows that what makes scouts better at getting things right isn't that they're smarter or more knowledgeable than everyone else. It's a handful of emotional skills, habits, and ways of looking at the world—which anyone can learn. With fascinating examples ranging from how to survive being stranded in the middle of the ocean, to how Jeff Bezos avoids overconfidence, to how superforecasters outperform CIA operatives, to Reddit threads and modern partisan politics, Galef explores why our brains deceive us and what we can do to change the way we think.