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The Wisest One in the Room: How You Can Benefit from Social Psychology's Most Powerful Insights (Paperback)

By Thomas Gilovich, Lee Ross

Free Press, 2016. Paperback. Condition: New. Reprint. Language: English . Brand New Book. Renowned psychologists describe the five most useful insights from social psychology that will help make you wise about why we behave the way we do, and wise about how to use that knowledge to understand others and change ourselves for the better. When faced with a challenge, we often turn to those we trust for words of wisdom. Friends, relatives, and colleagues: someone with the best advice about how to boost sales, the most useful insights into raising children, or the sharpest take on a political issue. In *The Wisest One in the Room*, renowned social psychologists Thomas Gilovich and Lee Ross ask: Why? What do these people know? What are the foundations of their wisdom? And, as professors and researchers who specialize in the study of human behavior, they wonder: What general principles of human psychology are they drawing on to reach these conclusions? They find that wisdom, unlike intelligence, demands some insight into people—their hopes, fears, passions, and drives. It's true for the executive running a Fortune 500 company, the candidate seeking public office, the artist trying to create work that will speak...



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