

[PDF] The (Honest) Truth About Dishonesty: How We Lie To Everyone---Especially Ourselves

Dan Ariely - pdf download free book

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Description:

Review “Ariely raises the bar for everyone. In the increasingly crowded field of popular cognitive science and behavioral economics, he writes with an unusual combination of verve and sagacity.” (Washington Post)

“I thought [Ariely’s] book was an outstanding encapsulation of the good hearted and easygoing moral climate of the age.” (David Brooks, the New York Times)

"The best-selling author's creativity is evident throughout. . . . A lively tour through the impulses that cause many of us to cheat, the book offers especially keen insights into the ways in which we cut corners while still thinking of ourselves as moral people." (Time.com)

"Captivating and astute. . . . In his characteristic spry, cheerful style, Ariely delves deep into the conundrum of human (dis)honesty in the hopes of discovering ways to help us control our behavior and improve our outcomes." (Publishers Weekly)

"Dan Ariely ingeniously and delightfully teases out how people balance truthfulness with cheating to create a reality out of wishful-blindness reality. You'll develop a deeper understanding of your own personal ethics—and those of everybody you know." (Mehmet Oz, MD; Vice-Chair and Professor of Surgery at Columbia University and host of *The Dr. Oz Show*)

"Anyone who lies should read this book. And those who claim not to tell lies are liars. So they should read this book too. This is a fascinating, learned, and funny book that will make you a better person." (A.J. Jacobs, author of *The Year of Living Biblically* and *Drop Dead Healthy*)

"I was shocked at how prevalent mild cheating was and how much more harmful it can be, cumulatively, compared to outright fraud. This is Dan Ariely's most interesting and most useful book." (Nassim Nicholas Taleb, author of *The Black Swan*)

"Through a remarkable series of experiments, Ariely presents a convincing case. . . . Required reading for politicians and Wall Street executives." (Booklist)

From the Back Cover

The New York Times bestselling author of *Predictably Irrational* and *The Upside of Irrationality* returns with thought-provoking work to challenge our preconceptions about dishonesty and urge us to take an honest look at ourselves.

- Does the chance of getting caught affect how likely we are to cheat?
- How do companies pave the way for dishonesty?
- Does collaboration make us more honest or less so?
- Does religion improve our honesty?

Most of us think of ourselves as honest, but, in fact, we all cheat. From Washington to Wall Street, the classroom to the workplace, unethical behavior is everywhere. None of us is immune, whether it's the white lie to head off trouble or padding our expense reports. In *The (Honest) Truth About Dishonesty*, award-winning, bestselling author Dan Ariely turns his unique insight and innovative research to the question of dishonesty.

Generally, we assume that cheating, like most other decisions, is based on a rational cost-benefit analysis. But Ariely argues, and then demonstrates, that it's actually the irrational forces that we don't take into account that often determine whether we behave ethically or not. For every Enron or political bribe, there are countless puffed résumés, hidden commissions, and knockoff purses. In *The (Honest) Truth About Dishonesty*, Ariely shows why some things are easier to lie about; how getting caught matters less than we think; and how business practices pave the way for unethical behavior, both intentionally and unintentionally. Ariely explores how unethical behavior works in the personal, professional, and political worlds, and how it affects all of us, even as we think of ourselves as having high moral standards.

But all is not lost. Ariely also identifies what keeps us honest, pointing the way for achieving higher

ethics in our everyday lives. With compelling personal and academic findings, The (Honest) Truth About Dishonesty will change the way we see ourselves, our actions, and others.

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