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You Are Not So Smart Pdf

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You are Not So Smart

Why You Have Too Many Friends on Facebook, why Your Memory is Mostly Fiction, and 46 Other Ways You're Deluding Yourself Avery Explains how self-delusion is part of a person's psychological defense system, identifying common misconceptions people have on topics such as caffeine withdrawal, hindsight, and brand loyalty.

You are Not So Smart

Why Your Memory is Mostly Fiction, Why You Have Too Many Friends on Facebook and 46 Other Ways You're Deluding Yourself *Oneworld Publications*

How many of your Facebook friends do you think you know? Would you help a stranger in need? Do you know why you’re so in love with your new smartphone? The truth is: you’re probably wrong. You are not so smart. In this international bestseller, award-winning journalist David McRaney examines the assorted ways we mislead ourselves every single day. A psychology course with all the boring bits taken out, prepare for a whirlwind tour of the latest research in the subject, fused with a healthy dose of humour and wit. You’ll discover just how irrational you really are, which delusions keep you sane, how to boost your productivity, and why you’ve never kept a New Year’s resolution.

You Are Not So Smart

Why You Have Too Many Friends on Facebook, Why Your Memory Is Mostly Fiction, and 46 Other Ways You're Deluding Yourself *Penguin*

An entertaining illumination of the stupid beliefs that make us feel wise. You believe you are a rational, logical being who sees the world as it really is, but journalist David McRaney is here to tell you that you're as deluded as the rest of us. But that's OK- delusions keep us sane. You Are Not So Smart is a celebration of self-delusion. It's like a psychology class, with all the boring parts taken out, and with no homework. Based on the popular blog of the same name, You Are Not So Smart collects more than 46 of the lies we tell ourselves everyday, including: Dunbar's Number - Humans evolved to live in bands of roughly 150 individuals, the brain cannot handle more than that number. If you have more than 150 Facebook friends, they are surely not all real friends. Hindsight bias - When we learn something new, we reassure ourselves that we knew it all along. Confirmation bias - Our brains resist new ideas, instead paying attention only to findings that reinforce our preconceived notions. Brand loyalty - We reach for the same brand not because we trust its quality but because we want to reassure ourselves that we made a smart choice the last time we bought it. Packed with interesting sidebars and quick guides on cognition and common fallacies, You Are Not So Smart is a fascinating synthesis of cutting-edge psychology research to turn our minds inside out.

You Are Not So Smart

Why You Have Too Many Friends on Facebook, Why Your Memory Is Mostly Fiction, and 46 Other Ways You're Deluding Yourself *Penguin*

An entertaining illumination of the stupid beliefs that make us feel wise, based on the popular blog of the same name. Whether you're deciding which smartphone to purchase or which politician to believe, you think you are a rational being whose every decision is based on cool, detached logic. But here's the truth: You are not so smart. You're just as deluded as the rest of us—but that's okay, because being deluded is part of being human. Growing out of David McRaney's popular blog, You Are Not So Smart reveals that every decision we make, every thought we contemplate, and every emotion we feel comes with a story we tell ourselves to explain them. But often these stories aren't true. Each short chapter—covering topics such as Learned Helplessness, Selling Out, and the Illusion of Transparency—is like a psychology course with all the boring parts taken out. Bringing together popular science and psychology with humor and wit, You Are Not So Smart is a celebration of our irrational, thoroughly human behavior.

If You're So Smart, Why Aren't You Happy? *Penguin*

The first book by the creator of COURSERA's most popular online course in 2015, "A Life of Happiness and Fulfillment" Could the same traits that drive your career success also be keeping you from being happier? Fifteen years after getting his MBA, Raj Raghunathan spent some time with his old classmates. He noticed that though they'd all done well, there didn't appear to be much correlation between their academic success and career success. What Raj found even more curious was the even smaller correlation between career success and what he calls life success. The greater the career success, the more unhappy, out of shape, harried and distracted his friends were. If intelligence helps with decision-making, smart people should naturally make better life choices. So why are so many of the smartest, brightest, most successful people profoundly unhappy? Raj set out to find an answer to this problem, and extensively researched happiness not just of students and business people, but also stay-at-home-parents, lawyers, and artists, among others. If You're So Smart, Why Aren't You Happy? takes readers on a fun and meaningful tour of the best research available on how some of the very determinants of success may also come to deflate happiness. Raghunathan explores the seven most common inclinations that successful people need to overcome, and the seven habits they should adopt instead. Among his surprising findings... ·The correlation between wealth and happiness is much smaller than you'd expect it to be ·Generosity is not only a key to happiness, but a determining factor of long term success ·Appreciating uncertainty, rather than seeking full control of outcomes, is necessary for happiness If You're So Smart, Why Aren't You Happy? will give you a powerful new perspective on your work, personal goals and relationships, whether you're already successful or just starting out.

You Are Now Less Dumb

How to Conquer Mob Mentality, How to Buy Happiness, and All the Other Ways to Outsmart Yourself *Penguin*

The author of the bestselling You Are Not So Smart shares more discoveries about self-delusion and irrational thinking, and gives readers a fighting chance at outsmarting their not-so-smart brains David McRaney's first book, You Are Not So Smart, evolved from his wildly popular blog of the same name. A mix of popular psychology and trivia, McRaney's insights have struck a chord with thousands, and his blog--and now podcasts and videos--have become an Internet phenomenon. Like You Are Not So Smart, You Are Now Less Dumb is grounded in the idea that we all believe ourselves to be objective observers of reality--except we're not. But that's okay, because our delusions keep us sane. Expanding on this premise, McRaney provides eye-opening analyses of fifteen more ways we fool ourselves every day, including: The Misattribution of Arousal (Environmental factors have a greater affect on our emotional arousal than the person right in front of us) Sunk Cost Fallacy (We will engage in something we don't enjoy just to make the time or money already invested "worth it") Deindividuation (Despite our best intentions, we practically disappear when subsumed by a mob mentality) McRaney also reveals the true price of happiness, why Benjamin Franklin was such a badass, and how to avoid falling for our own lies. This smart and highly entertaining book will be wowing readers for years to come.

On Being Certain

Believing You Are Right Even When You're Not *Macmillan*

Argues that certainty and similar feelings are independent of active, conscious reflection and reasoning, stemming from the primitive areas of the brain.

So Smart But...

How Intelligent People Lose Credibility - and How They Can Get it Back *John Wiley & Sons*

This fascinating book demonstrates that to be a good communicator and therefore an effective manager, a person must have five qualities in order to be viewed as totally credible--competence, character, composure, sociability, and extroversion. While some executives seem to possess all these qualities and be born with savvy communication skills, Weiner shows how anyone can find ways to make measurable improvements in how they present themselves that will enhance their credibility.

If You're So Smart, How Come You Can't Spell Mississippi *Sourcebooks, Inc.*

This upbeat addition to the Adventures of Everyday Geniuses series offers an encouraging insight into the struggles and triumphs of someone with dyslexia. When looking for books about dyslexia for kids, If You're So Smart, How Come You Can't Spell Mississippi is a great way to start conversations about dyslexia both at home and in the classroom. Katie always thought her dad was smart—he is one of the busiest attorneys in town! People are always asking him for advice. She has been a bit confused ever since asking him for help with her weekly spelling list. How can her very smart dad struggle with one of her spelling words? This definitely didn't make sense. The word Mississippi has changed everything... This growth mindset picture book employs a frank and thoughtful approach to dyslexia so that readers can explore the various ways people learn and recognize that some difficulties do not have to be restrictions on what a person can achieve. The Adventures of Everyday Geniuses Series: Free Association Where My Mind Goes During Science Class Stacey Coolidge Fancy-Smancy Cursive Handwriting Mrs. Gorski I Think I Have the Wiggle Fidgets If You're So Smart, How Come You Can't Spell Mississippi Last to Finish, A Story About the Smartest Boy in Math Class Keep Your Eye on the Prize The Adventures of Everyday Geniuses series is meant to demonstrate various forms of learning, creativity, and intelligence. Each book introduces a realistic example of triumph over difficulty in a positive, humorous way that readers of all ages will enjoy! "Challenges in reading and spelling are often accompanied by special abilities in areas like complex pattern recognition and spatial reasoning. If You're So Smart How Come You Can't Spell Mississippi? is a fantastic way of bringing this information to the many smart children who find reading and spelling especially difficult—especially to those who are beginning to doubt their own potential." —Drs. Brock (M.D., M.A.) and Fernette (M.D.) Eides, authors of The Mislabeled Child and founders of the Eide Neurolearning Clinic. Praise for the series: "This is a wonderful book series. Each story shows children that success is about effort and determination, that problems need not derail them, and that adults can understand their worries and struggles. My research demonstrates that these lessons are essential for children." —Dr. Carol S. Dweck

If I'm So Smart, Why Aren't the Answers Easy? *Routledge*

Based on surveys with more than 5,000 gifted young adults, If I'm So Smart, Why Aren't the Answers Easy? sheds light on the day-to-day experiences of those growing up gifted. In their own enlightening words, teens share their experiences with giftedness, including friendships and fitting in with peers, school struggles and successes, and worries about the future. By allowing teens to share their real-life stories, the book gives readers a self-study guide to the successes and pitfalls of being gifted in a world not always open to their unique and diverse needs. Teens will be able to reflect on their own experiences through the engaging journal prompts included in the book, and their parents and teachers will enjoy hearing directly from other students about the topics gifted teens face daily. Grades 6-10

Smart Mice, Not-So-Smart People

An Interesting and Amusing Guide to Bioethics *Rowman & Littlefield*

An assortment of lighthearted and provocative essays about bioethics issues invites readers to formulate their own opinions about a wide variety of topics, from genetically modified foods and cloning to Mad Cow disease and advanced maternal age.

Blindsight

The (Mostly) Hidden Ways Marketing Reshapes Our Brains *BenBella Books*

Ever notice that all watch ads show 10:10 as the time? Or that all fast-food restaurants use red or yellow in their logos? Or that certain stores are always having a sale? You may not be aware of these details, yet they've been influencing you all along. Every time you purchase, swipe, or click, marketers are able to more accurately predict your behavior. These days, brands know more about you than you know about yourself. Blindsight is here to change that. With eye-opening science, engaging stories, and fascinating real-world examples, neuroscientist Matt Johnson and marketer Prince Ghuman dive deep into the surprising relationship between brains and brands. In Blindsight, they showcase how marketing taps every aspect of our mental lives, covering the neuroscience of pain and pleasure, emotion and logic, fear and safety, attention and addiction, and much more. We like to think of ourselves as independent actors in control of our decisions, but the truth is far more complicated. Blindsight will give you the ability to see the unseeable when it comes to marketing, so that you can consume on your own terms. On the surface, you will learn how the brain works and how brands design for it. But peel back a layer, and you'll find a sharper image of your psychology, reflected in your consumer behavior. This book will change the way you view not just branding, but yourself, too.

How Minds Change

The Surprising Science of Belief, Opinion, and Persuasion *Penguin*

In this lively journey through human psychology, bestselling author and creator of the You Are Not So Smart podcast David McRaney investigates how minds change—and how to change minds. What made a prominent conspiracy-theorist YouTuber finally see that 9/11 was not a hoax? How do voter opinions shift from neutral to resolute? Can widespread social change only take place when a generation dies out? From one of our greatest thinkers on reasoning, HOW MINDS CHANGE is a book about the science, and the experience, of transformation. When self-delusion expert and psychology nerd David McRaney began a book about how to change someone’s mind in one conversation, he never expected to change his own. But then a diehard 9/11 Truther’s conversion blew up his theories—inspiring him to ask not just how to persuade, but why we believe, from the eye of the beholder. Delving into the latest research of psychologists and neuroscientists, HOW MINDS CHANGE explores the limits of reasoning, the power of groupthink, and the effects of deep canvassing. Told with McRaney’s trademark sense of humor, compassion, and scientific curiosity, it’s an eye-opening journey among cult members, conspiracy theorists, and political activists, from Westboro Baptist Church picketers to LGBTQ campaigners in California—that ultimately challenges us to question our own motives and beliefs. In an age of dangerous conspiratorial thinking, can we rise to the occasion with empathy? An expansive, big-hearted journalistic narrative, HOW MINDS CHANGE reaches surprising and thought-provoking conclusions, to demonstrate the rare but transformative circumstances under which minds can change.

Selfie

How We Became So Self-Obsessed and What It's Doing to Us *Abrams*

“An intriguing odyssey” though the history of the self and the rise of narcissism (The New York Times). Self-absorption, perfectionism, personal branding—it wasn’t always like this, but it’s always been a part of us. Why is the urge to look at ourselves so powerful? Is there any way to break its spell—especially since it doesn’t necessarily make us better or happier people? Full of unexpected connections among history, psychology, economics, neuroscience, and more, Selfie is a “terrific” book that makes sense of who we have become (NPR’s On Point). Award-winning journalist Will Storr takes us from ancient Greece, through the Christian Middle Ages, to the self-esteem evangelists of 1980s California, the rise of the “selfie generation,” and the era of hyper-individualism in which we live now, telling the epic tale of the person we all know so intimately—because it’s us. “It’s easy to look at Instagram and selfie-sticks and shake our heads at millennial narcissism. But Will Storr takes a longer view. He ignores the easy targets and instead tells the amazing 2,500-year story of how we’ve come to think about our selves. A top-notch journalist, historian, essayist, and sleuth, Storr has written an essential book for understanding, and coping with, the 21st century.” —Nathan Hill, New York Times-bestselling author of The Nix “This fascinating psychological and social history . . . reveals how biology and culture conspire to keep us striving for perfection, and the devastating toll that can take.”—The Washington Post “Aby synthesizes centuries of attitudes and beliefs about selfhood, from Aristotle, John Calvin, and Freud to Sartre, Ayn Rand, and Steve Jobs.” —USA Today “Eminently suitable for readers of both Yuval Noah Harari and Daniel Kahneman, Selfie also has shades of Jon Ronson in its subversive humor and investigative spirit.” —Bookseller “Storr is an electrifying analyst of Internet culture.” —Financial Times “Continually delivers rich insights . . . captivating.” —Kirkus Reviews

So You Think You're Smart

150 Fun and Challenging Brain Teasers *International Puzzle Feature*

So You Think You're Smart is an eclectic collection of word games, riddles and logic puzzles to tantalize, tease and boggle the brains of readers of all ages and educational levels. The brain teasers are about ordinary words and things that everybody knows about so only common sense and a bit of resourcefulness are needed to solve them. The book is in its 17th printing and has appeared on Saturday Night Live.

The Power of Surprise

How Your Brain Secretly Changes Your Beliefs *Rowman & Littlefield Publishers*

Surprise evolved as a mechanism to instantly change our beliefs. Here, Michael Rousell shows how surprising events produce invisible influence because they open a window to spontaneous belief change with no warning or conscious awareness. He explores and illustrates how we can use these changes to strategically enrich our lives.

Math Without Numbers *Penguin*

An illustrated tour of the structures and patterns we call "math" The only numbers in this book are the page numbers. Math Without Numbers is a vivid, conversational, and wholly original guide to the three main branches of abstract math—topology, analysis, and algebra—which turn out to be surprisingly easy to grasp. This book upends the conventional approach to math, inviting you to think creatively about shape and dimension, the infinite and infinitesimal, symmetries, proofs, and how these concepts all fit together. What awaits readers is a freewheeling tour of the inimitable joys and unsolved mysteries of this curiously powerful subject. Like the classic math allegory Flatland, first published over a century ago, or Douglas Hofstadter's Godel, Escher, Bach forty years ago, there has never been a math book quite like Math Without Numbers. So many popularizations of math have dwelt on numbers like pi or zero or infinity. This book goes well beyond to questions such as: How many shapes are there? Is anything bigger than infinity? And is math even true? Milo Beckman shows why math is mostly just pattern recognition and how it keeps on surprising us with unexpected, useful connections to the real world. The ambitions of this book take a special kind of author. An inventive, original thinker pursuing his

calling with jubilant passion. A prodigy. Milo Beckman completed the graduate-level course sequence in mathematics at age sixteen, when he was a sophomore at Harvard; while writing this book, he was studying the philosophical foundations of physics at Columbia under Brian Greene, among others.

Why Smart People Hurt

A Guide for the Bright, the Sensitive, and the Creative *Mango Media Inc.*

Make the most of your creative and intellectual gifts by overcoming the unique challenges they bring with this guide by the author of Natural Psychology. Many smart and creative people experience unique challenges as a result of their valuable gifts. These can range from anxiety and overthinking to mania, depression, and despair. In Why Smart People Hurt, creativity coach Dr. Eric Maisel pinpoints these often-devastating challenges and offers solutions based on the groundbreaking principles and practices of natural psychology. Are you still searching for meaning after all these years? Many smart people struggle with reaching for or maintaining success because, after all of the work they put into attaining it, it still seems meaningless. In Why Smart people Hurt, Dr. Maisel will teach you how to stop searching for meaning and create it for yourself. In Why Smart People Hurt, you will find: · Evidence that you are not alone in your struggles · Strategies for coping with a brain that goes into overdrive at the drop of a hat · Questions that will help you create your own personal roadmap to a calm and meaningful life

If You're So Smart, Why Aren't You Rich?

A Guide to Investing Fundamentals *Praeger*

Practical strategies for making sound, profitable investments--with many tips for understanding the impact of specific choices and avoiding common mistakes.

Why Are You So Smart

Why Are You So Smart is an encouraging children's book that uses a special form of affirmations to help empower your child to unlock their hidden potential. This book will inspire your child to celebrate their own accomplishments, to work hard, and to realize their personal value. When reading this book your child will become confident in their ability to learn new things and overcome challenges which will lead to them having a positive outlook on life.

The Ideal Team Player

How to Recognize and Cultivate The Three Essential Virtues *John Wiley & Sons*

In his classic book, The Five Dysfunctions of a Team, Patrick Lencioni laid out a groundbreaking approach for tackling the perilous group behaviors that destroy teamwork. Here he turns his focus to the individual, revealing the three indispensable virtues of an ideal team player. In The Ideal Team Player, Lencioni tells the story of Jeff Shanley, a leader desperate to save his uncle’s company by restoring its cultural commitment to teamwork. Jeff must crack the code on the virtues that real team players possess, and then build a culture of hiring and development around those virtues. Beyond the fable, Lencioni presents a practical framework and actionable tools for identifying, hiring, and developing ideal team players. Whether you’re a leader trying to create a culture around teamwork, a staffing professional looking to hire real team players, or a team player wanting to improve yourself, this book will prove to be as useful as it is compelling.

Jerks at Work

Toxic Coworkers and What to Do About Them *Penguin*

A practical and hilarious guide to getting difficult people off your back, for anyone pulling their hair out over an irritating colleague who's not technically breaking any rules From open floor plans and Zoom calls to Slack channels, the workplace has changed a lot over the years. But there’s one thing that never changes: you’ll always encounter jerks. Jerks at Work is the definitive guide to dealing with—and ultimately breaking free from—the overbearing bosses, irritating coworkers, and all-around difficult people who make work and life miserable. Social psychologist Tessa West has spent years leveraging science to help people solve interpersonal conflicts in the workplace. What she discovered is that most of our go-to tactics don’t work because they fail to address the specific motivations that drive bad behavior. In this book, she takes you on a rollicking deep dive of the seven jerks you’re most likely to encounter at the office, drawing on decades of original research to expose their inner workings and weak points—and ultimately deliver an effective game plan for stopping each type before they take you down with them. Jerks at Work is packed with everyday examples and clever strategies, such as how to: • Stop a Bulldozer from gaining influence by making sure they're not the first to speak up in meetings • Report a Kiss Up/Kick Downer to a manager who idolizes them without looking like the bad guy • Protect your high-achieving team from Free Riders without stifling collaboration • Use a Gaslighter’s tactics to beat them at their own game For anyone who’s said “I can’t stand that jerk!” more times than they’d like to admit, Jerks at Work is the ultimate playbook you wish you didn’t need but will always turn to.

Meltdown

What Plane Crashes, Oil Spills, and Dumb Business Decisions Can Teach Us About How to Succeed at Work and at Home *Penguin*

NAMED A BEST BOOK OF 2018 BY THE FINANCIAL TIMES A groundbreaking take on how complexity causes failure in all kinds of modern systems--from social media to air travel--this practical and entertaining book reveals how we can prevent meltdowns in business and life "Endlessly fascinating, brimming with insight, and more fun than a book about failure has any right to be, Meltdown will transform how you think about the systems that govern our lives. This is a wonderful book."--Charles Duhigg, author of The Power of Habit and Smarter Faster Better A crash on the Washington, D.C. metro system. An accidental overdose in a state-of-the-art hospital. An overcooked holiday meal. Surprising new research shows that all these events--and the myriad failures that dominate headlines every day--share similar causes. By understanding what lies behind these failures, we can design better systems, make our teams more productive, and transform how we make decisions at work and at home. Weaving together cutting-edge social science with riveting stories that take us from the frontlines of the Volkswagen scandal to backstage at the Oscars, and from deep beneath the Gulf of Mexico to the top of Mount Everest, Chris Clearfield and András Tilcsik explain how the increasing complexity of our systems creates conditions ripe for failure and why our brains and teams can't keep up--with an emphasis on practical solutions. It's an eye-opening, empowering, and entirely original book--one that will change the way you see our complex world and your own place in it.

My Mother Is So Smart *Penguin*

Mothers are so amazing--is there anything they can't do? Through the heartfelt words of a little boy awed by all the things his mom can do, this glowing celebration of mothers has a universal appeal that will make young readers everywhere want to share it with their own moms. Featuring Tomie dePaola's classic soft illustrations and in a wonderful smaller trim size, this is a perfect gift for Mother's Day--or any day!

If I'm So Smart, Why Can't I Get Rid of This Clutter?

Tools to Get It Done! *Becoming Journey LLC*

Let's face it; everyone has clutter to some degree or another! It's how you deal with the clutter that makes the difference between conquering your clutter and allowing your clutter to conquer you. In her book, "If I'm So Smart, Why Can't I Get Rid of This Clutter?," author and life coach Sallie Felton, walks you through the practical and organizational strategies that make it easy to stay organized; but this book goes deeper and uncovers the hidden reasons why it can be so hard to get clutter free and stay that way. Her book includes: Getting Started Tools - The first step to conquering clutter is breaking it up into more manageable chunks - literally and metaphorically. These tools will get you heading in the right direction without feeling overwhelmed and defeated. Practical Tools - There is simply no way to end clutter without getting rid of some stuff. What's more, you'll need to find techniques for dealing with new stuff as it arrives. These are tools you'll come back to again and again. Feeling Tools - Oh if only clutter were just about stuff and storage solutions! Things would be so much easier. The real challenge is learning to let go of emotional clutter. These tools will show you how, one heartbeat at time. Motivation Tools - Everyone needs help reaching their goals and maintaining their new status. One way to get really motivated is to understand the true cost of clutter. Belief Tools - The tools will show you how to unearth the beliefs you have about yourself and teach you how to turn the negative, self-defeating ones into empowering affirmations. How will that help you keep your house clean? You might be surprised to find out! Self-Care Tools - Too often we push ourselves, day in and day out, to do more, give more, achieve more. To what end? If we don't make time to take care of ourselves, to re-energize and re-vitalize ourselves we make it impossible to do, give or achieve our best. These tools put you in the driver's seat of your own life. Future Tools - These tools put a plan in place for bringing life to your vision and creating the future you want. We'll do this in a way that builds confidence, makes room for life's unpredictable ways and sets you up for nothing less than success.

If I'm So Smart, Why Can't I Lose Weight?

Tools to Get It Done *Book Surge*

"Find, challenge, and change the emotional issues that keep you from achieving your ideal weight. Learn why you shouldn't exercise for results and how to pinpoint what's keeping you from losing weight."--Back cover.

Mistakes Were Made (but Not by Me) Third Edition

Why We Justify Foolish Beliefs, Bad Decisions, and Hurtful Acts *Mariner Books*

Renowned social psychologists Carol Tavis and Elliot Aronson take a compelling look into how the brain is wired for self-justification. When we make mistakes, we must calm the cognitive dissonance that jars our feelings of self-worth. And so we create fictions that absolve us of responsibility, restoring our belief that we are smart, moral, and right--a belief that often keeps us on a course that is dumb, immoral, and wrong.

The Land of Stories: The Wishing Spell *Little, Brown Books for Young Readers*

The first book in Chris Colfer's #1 New York Times bestselling series The Land of Stories about two siblings who fall into a fairy-tale world! Alex and Conner Bailey's world is about to change forever, in this fast-paced adventure that uniquely combines our modern day world with the enchanting realm of classic fairy tales. The Land of Stories tells the tale of twins Alex and Conner. Through the mysterious powers of a cherished book of stories, they leave their world behind and find themselves in a foreign land full of wonder and magic where they come face-to-face with fairy tale characters they grew up reading about. But after a series of encounters with witches, wolves, goblins, and trolls alike, getting back home is going to be harder than they thought.

Language in Mind

Advances in the Study of Language and Thought *MIT Press*

The idea that the language we speak influences the way we think has evoked perennial fascination and intense controversy. According to the strong version of this hypothesis, called the Sapir-Whorf hypothesis after the American linguists who propounded it, languages vary in their semantic partitioning of the world, and the structure of one's language influences how one understands the world. Thus speakers of different languages perceive the world differently. Although the last two decades have been marked by extreme skepticism concerning the possible effects of language on thought, recent theoretical and methodological advances in cognitive science have given the question new life. Research in linguistics and linguistic anthropology has revealed striking differences in cross-linguistic semantic patterns, and cognitive psychology has developed subtle techniques for studying how people represent and remember experience. It is now possible to test predictions about how a given language influences the thinking of its speakers. Language in Mind includes contributions from both skeptics and believers and from a range of fields. It contains work in cognitive psychology, cognitive development, linguistics, anthropology, and animal cognition. The topics discussed include space, number, motion, gender, theory of mind, thematic roles, and the ontological distinction between objects and substances. Contributors Melissa Bowerman, Eve Clark, Jill de Villiers, Peter de Villiers, Giyoo Hatano, Stan Kuczaj, Barbara Landau, Stephen Levinson, John Lucy, Barbara Malt, Dan Slobin, Steven Sloman, Elizabeth Spelke, and Michael Tomasello

Good Dog *HarperCollins*

Celebratory, joyous and moving, this is a book about the profoundly healing, curative qualities of dogs - and how we need dogs in our lives more than ever. Good Dog is about the power of canine friendship - in particular the profoundly healing role that dogs can play in our lives - a celebration of the extraordinary creatures who change - and sometimes even save - our lives. Covering the science and history of our extraordinary relationship with dogs, and focusing on the role that dogs can play in enriching and improving our mental and emotional health and our lives, Good Dog is a celebration of the most remarkable cross-species friendship on the planet. Good Dog focuses on ten powerful, personal stories of dogs and their owners, from Missy the pug, who has allowed 10-year-old autistic Cody to live his best life to Darcy, who spends precious time in a children's hospice; from Pip, who helps her teenage owner manage her diabetes, to Jingles, who works in therapy and rehab at a prison.

Together We Will Go *Simon and Schuster*

The Breakfast Club meets The Silver Linings Playbook in this powerful, provocative, and heartfelt novel about twelve strangers who come together to make the most of their final days, from New York Times bestselling and award-winning author J. Michael Straczynski. Mark Antonelli, a failed young writer looking down the barrel at thirty, is planning a cross-country road trip. He buys a beat-up old tour bus. He hires a young army vet to drive it. He puts out an ad for others to join him along the way. But this will be a road trip like no other: His passengers are all fellow disheartened souls who have decided that this will be their final journey—upon arrival in San Francisco, they will find a cliff with an amazing view of the ocean at sunset, hit the gas, and drive out of this world. The unlikely companions include a young woman with a chronic pain sensory disorder and another who was relentlessly bullied at school for her size; a bipolar, party-loving neo-hippie; a gentle coder with a literal hole in his heart and blue skin; and a poet dreaming of a better world beyond this one. We get to know them through access to their texts, emails, voicemails, and the daily journal entries they write as the price of admission for this trip. By turns tragic, funny, quirky, charming, and deeply moving, Together We Will Go explores the decisions that brings these characters together, and the relationships that grow between them, with some discovering love and affection for the first time. But as they cross state lines and complications to the initial plan arise, it becomes clear that this is a novel as much about the will to live as it is the choice to end it. The final, unforgettable moments as they hurtle toward the outcomes awaiting them will be remembered for a lifetime.

How Moon Fuentez Fell in Love with the Universe *Simon and Schuster*

When seventeen-year-old Star Fuentez reaches social media stardom, her polar-opposite twin, Moon, becomes "merch girl" on a tour bus full of beautiful influencers and the grumpy but attractive Santiago Philips.

Back to Our Future

How the 1980s Explains the World We Live in Now--Our Culture, Our Politics, Our Everything *Ballantine Books*

Wall Street scandals. Fights over taxes. Racial resentments. A Lakers-Celtics championship. The Karate Kid topping the box-office charts. Bon Jovi touring the country. These words could describe our current moment—or the vaunted iconography of three decades past. In this wide-ranging and wickedly entertaining book, New York Times bestselling journalist David Sirota takes readers on a rollicking DeLorean ride back in time to reveal how so many of our present-day conflicts are rooted in the larger-than-life pop culture of the 1980s—from the “Greed is good” ethos of Gordon Gekko (and Bernie Madoff) to the “Make my day” foreign policy of Ronald Reagan (and George W. Bush) to the “transcendence” of Cliff Huxtable (and Barack Obama). Today’s mindless militarism and hypernarcissism, Sirota argues, first became the norm when an ’80s generation weaned on Rambo one-liners and “Just Do It” exhortations embraced a new religion—with comic books, cartoons, sneaker commercials, videogames, and even children’s toys serving as the key instruments of cultural indoctrination. Meanwhile, in productions such as Back to the Future, Family Ties, and The Big Chill, a campaign was launched to reimagine the 1950s as America’s lost golden age and vilify the 1960s as the source of all our troubles. That 1980s revisionism, Sirota shows, still rages today, with Barack Obama cast as the 60s hippie being assailed by Alex P. Keaton-esque Republicans who long for a return to Eisenhower-era conservatism. “The past is never dead,” William Faulkner wrote. “It’s not even past.” The 1980s—even more so. With the native dexterity only a child of the Atari Age could possess, David Sirota twists and turns this multicolored Rubik’s Cube of a decade, exposing it as a warning for our own troubled present—and possible future.

The Savage Detectives Reread *Columbia University Press*

The Savage Detectives elicits mixed feelings. An instant classic in the Spanish-speaking world upon its 1998 publication, a critical and commercial smash on its 2007 translation into English, Roberto Bolaño’s novel has also been called an exercise in 1970s nostalgia, an escapist fantasy of a romanticized Latin America, and a publicity event propped up by the myth of the bad-boy artist. David Kurnick argues that the controversies surrounding Bolaño’s life and work have obscured his achievements—and that The Savage Detectives is still underappreciated for the subtlety and vitality of its portrait of collective life. Kurnick explores The Savage Detectives as an epic of social structure and its decomposition, a novel that restlessly moves between the big configurations—of states, continents, and generations—and the everyday stuff—parties, jobs, moods, sex, conversation—of which they’re made. For Kurnick, Bolaño’s book is a necromantic invocation of life in history, one that demands surrender as much as analysis. Kurnick alternates literary-critical arguments with explorations of the novel’s microclimates and neighborhoods—the little atmospheric zones where some of Bolaño’s most interesting rethinking of sexuality, politics, and literature takes place. He also claims that The Savage Detectives holds particular interest for U.S. readers: not because it panders to them but because it heralds the exhilarating prospect of a world in which American culture has lost its presumptive centrality.

Think Again

The Power of Knowing What You Don't Know *Penguin*

#1 New York Times Bestseller “THIS. This is the right book for right now. Yes, learning requires focus. But, unlearning and relearning requires much more—it requires choosing courage over comfort. In Think Again, Adam Grant weaves together research and storytelling to help us build the intellectual and emotional muscle we need to stay curious enough about the world to actually change it. I’ve never felt so hopeful about what I don’t know.” —Brené Brown, Ph.D., #1 New York Times bestselling author of Dare to Lead The bestselling author of Give and Take and Originals examines the critical art of rethinking: learning to question your opinions and open other people's minds, which can position you for excellence at work and wisdom in life Intelligence is usually seen as the ability to think and learn, but in a rapidly changing world, there's another set of cognitive skills that might matter more: the ability to rethink and unlearn. In our daily lives, too many of us favor the comfort of conviction over the discomfort of doubt. We listen to opinions that make us feel good, instead of ideas that make us think hard. We see disagreement as a threat to our egos, rather than an opportunity to learn. We surround ourselves with people who agree with our conclusions, when we should be gravitating toward those who challenge our thought process. The result is that our beliefs get brittle long before our bones. We think too much like preachers defending our sacred beliefs, prosecutors proving the other side wrong, and politicians campaigning for approval--and too little like scientists searching for truth. Intelligence is no cure, and it can even be a curse: being good at thinking can make us worse at rethinking. The brighter we are, the blinder to our own limitations we can become. Organizational psychologist Adam Grant is an expert on opening other people's minds--and our own. As Wharton's top-rated professor and the bestselling author of Originals and Give and Take, he makes it one of his guiding principles to argue like he's right but listen like he's wrong. With bold ideas and rigorous evidence, he investigates how we can embrace the joy of being wrong, bring nuance to charged conversations, and build schools, workplaces, and communities of lifelong learners. You'll learn how an international debate champion wins arguments, a Black musician persuades white supremacists to abandon hate, a vaccine whisperer convinces concerned parents to immunize their children, and Adam has coaxed Yankees fans to root for the Red Sox. Think Again reveals that we don't have to believe everything we think or internalize everything we feel. It's an invitation to let go of views that are no longer serving us well and prize mental flexibility over foolish consistency. If knowledge is power, knowing

what we don't know is wisdom.

Littlewood's Miscellany *Cambridge University Press*

Academic life in Cambridge especially in Trinity College is viewed through the eyes of one of its greatest figures. Most of Prof. Littlewood's earlier work is presented along with a wealth of new material.

You Can Beat Your Brain

How to Turn Your Enemies Into Friends, How to Make Better Decisions, and Other Ways to Be Less Dumb *Simon and Schuster*

In the follow-up to the international bestseller You Are Not So Smart, McRaney helps us to overcome our quirks and think more effectively. Informed by the latest studies in psychology, You Can Beat Your Brain is a pocket-sized primer packed with wry humour and astonishing facts. You’ll discover why tall people earn more money, why a rickety bridge is a good place for a first date, and how to avoid irrational beliefs and self-delusion.

Woodstock Nation

A Talk-rock Album *New York : Vintage Books*

"Abbie Hoffman, Yippie non-leader, notorious dope addict and up-and-coming rock group (the WHAT), is currently on trial with seven others for conspiracy to incite riot during the Democratic Convention. When he returned from the Woodstock Festival he had five days before leaving for Chicago to prepare for the trial. Woodstock Nation, which the author wrote in longhand while lying upside down, stoned, on the floor of an unused office of the publisher, is the product of those five days. Other works by Mr. Hoffman include Revolution for the Hell of It and Fuck the System, which he describes as a "tender love epic"."-- Back cover.

Bad Science

Quacks, Hacks, and Big Pharma Flacks *Farrar, Straus and Giroux*

Have you ever wondered how one day the media can assert that alcohol is bad for us and the next unashamedly run a story touting the benefits of daily alcohol consumption? Or how a drug that is pulled off the market for causing heart attacks ever got approved in the first place? How can average readers, who aren't medical doctors or Ph.D.s in biochemistry, tell what they should be paying attention to and what's, well, just more bullshit? Ben Goldacre has made a point of exposing quack doctors and nutritionists, bogus credentialing programs, and biased scientific studies. He has also taken the media to task for its willingness to throw facts and proof out the window. But he's not here just to tell you what's wrong. Goldacre is here to teach you how to evaluate placebo effects, double-blind studies, and sample sizes, so that you can recognize bad science when you see it. You're about to feel a whole lot better.

The Unpersuadables

Adventures with the Enemies of Science *Abrams Press*

Interweaves personal memoir and investigative journalism with the latest neuroscience and experimental psychology research to reveal how the stories individuals tell themselves about the world shape their beliefs, leading to self-deception, toxic partisanship, and science denial.