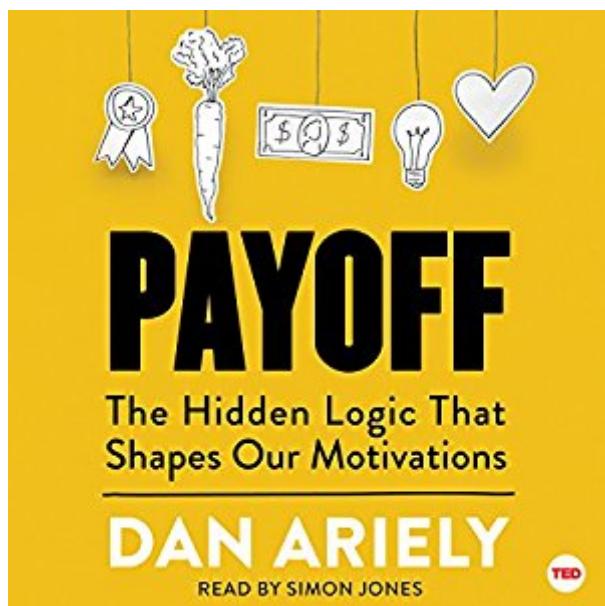


The book was found

Payoff: The Hidden Logic That Shapes Our Motivations



Synopsis

Best-selling author Dan Ariely reveals fascinating new insights into motivation - showing that the subject is far more complex than we ever imagined. Every day we work hard to motivate ourselves, the people we live with, the people who work for and do business with us. In this way much of what we do can be defined as being motivators. From the boardroom to the living room, our role as motivators is complex, and the more we try to motivate partners and children, friends and coworkers, the clearer it becomes that the story of motivation is far more intricate and fascinating than we've assumed. Payoff investigates the true nature of motivation, our partial blindness to the way it works, and how we can bridge this gap. With studies that range from Intel to a kindergarten classroom, Ariely digs deep to find the root of motivation - how it works and how we can use this knowledge to approach important choices in our own lives. Along the way he explores intriguing questions such as: Can giving employees bonuses harm productivity? Why is trust so crucial for successful motivation? What are our misconceptions about how to value our work? How does your sense of your mortality impact your motivation?

Book Information

Audible Audio Edition

Listening Length: 2 hours and 37 minutes

Program Type: Audiobook

Version: Unabridged

Publisher: Simon & Schuster Audio / TED

Audible.com Release Date: November 15, 2016

Whispersync for Voice: Ready

Language: English

ASIN: B01M2CA3N8

Best Sellers Rank: #28 in Books > Health, Fitness & Dieting > Psychology & Counseling > Occupational & Organizational #29 in Books > Medical Books > Psychology > Occupational & Organizational #74 in Books > Medical Books > Psychology > Applied Psychology

Customer Reviews

If you haven't read any of Ariely's old books, this might bring new insight into the story of motivation, but if you have, it's all the old motivation experiments discussed in *Predictably Irrational* and *The Upside of Irrationality* stretched out into short chapters, with not much new stuff.

I picked up this book because I have been in a rut lately. This book gave me a lot of insight on what motivates people. It help me learn some things about myself. Another thing I got out of this book is a better way to connect with people. I believe understanding what motivates people can help you better communicate with people. This is an easy quick read. You get a lot out of it. It's not overly complicated and it goes into things we can all relate to. There are some things you might find surprising and very interesting. This is definitely a book I recommend.

I'm not really into self-revelatory self-help books. I know the intent is to keep it personal, and that works in a Ted Talk, but for a book, the effect is a bit thin. I was going to give it for Christmas, but felt it would be a bit insulting, so it's sitting around here somewhere until I decide what to do with it.

A nice short book that describes a few key features of human motivation. I enjoy Prof. Ariely's work. I like his style and the science.

Bestseller? You've read all of this before. This is quite a small "book" and I would recommend his other works instead. It seems the author is capitalizing on his name. To paraphrase from the book, I would reward this- maybe- with a slice of pizza, about 2.50 around these parts.

Thanks, Dan! I'd really love to see a larger theory of human motivation. This book is fantastic at pointing out the strangeness of human motivation, which is a powerful input into what might someday be a holistic theory of human motivation. An algorithm in effect that can predict human behavior to some degree. Thanks again! Always insightful peering into your brain.

This is a good assessment of the elements that works behind the scenes to shape our motivation. Some obvious and a few surprises that are less expected sources of motivation.

A wonderful book. I read it one sitting and learnt a lot despite being quite familiar with Ariely's excellent and very extensive work.

[Download to continue reading...](#)

Payoff: The Hidden Logic That Shapes Our Motivations (TED Books) Payoff: The Hidden Logic That Shapes Our Motivations Shapes, Shapes, Shapes The Mind-Gut Connection: How the Hidden Conversation Within Our Bodies Impacts Our Mood, Our Choices, and Our Overall Health Drawing: Drawing and Sketching, Doodling, Shapes, Patterns, Pictures and Zen Doodle (drawing, zentangle,

drawing patterns, drawing shapes, how to draw, doodle, creativity) Shapes: An Adult Coloring Book: Over 40 Fun Stress Relief Shapes and Geometric Patterns for Your Inner Artist American Photojournalism: Motivations and Meanings (Medill School of Journalism Visions of the American Press) The Mathematics of Options: Quantifying Derivative Price, Payoff, Probability, and Risk SPIN Selling: Situation Problem Implication Need-Payoff The Independent Inventor's Handbook: The Best Advice from Idea to Payoff Numerology: Uncover Your Destiny with Numbers • Details about Your Character, Life Direction, Relationships, Finances, Motivations, and Talents! An Anatomical Approach to Fitting and Drilling: A review of the hand and the motivations for the ADT grip Bowling This Month (Japanese Edition) The Thai Book: A Field Guide to Thai Political Motivations Seattle Justice: The Rise and Fall of the Police Payoff System in Seattle Burn for Me: A Hidden Legacy Novel (Hidden Legacy series, Book 1) (Hidden Legacy Novels) Inheritance: How Our Genes Change Our Lives--and Our Lives Change Our Genes Love and Logic Magic: When Kids Drain Your Energy (Parenting with Love and Logic) Symbolic Logic and the Game of Logic Gre-Lsat Logic Workbook (Gre-Lsat Logic Workbook, 2nd ed) Logic: Propositional Logic (Quicksstudy: Academic)

[Contact Us](#)

[DMCA](#)

[Privacy](#)

[FAQ & Help](#)