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Hardcover – May 20,  
2014. by. Joseph T.  
Hallinan (Author) ›

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Joseph T. Hallinan's 2014 book, "Kidding Ourselves: The Hidden Power of Self-Deception," covers some of the same ground as his 2009 book "Why We Make Mistakes" and a few other books I read (two books by David McRaney come to mind).

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The Hidden Power of  
Self-Deception by  
Joseph T. Hallinan.

**<b>From the Pulitzer  
Prize-winning  
journalist and author  
of *Why We Make  
Mistakes*, an  
illuminating  
exploration of human  
beings'&rsquo;  
astonishing ability to  
deceive  
themselves.</b><br>**

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&#160;<br>To one degree or another, we all misjudge reality.

## **Kidding Ourselves by Hallinan, Joseph T. (ebook)**

Kidding Ourselves:  
The Hidden Power of  
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Audible Audiobook –  
Unabridged. Joseph  
T. Hallinan (Author),  
Brian Hutchison

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The hidden power of  
self-deception Joseph  
T. Hallinan is a  
Pulitzer Prize-winning

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writer and author of  
Kidding Ourselves:  
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painkillers, is largely  
in our heads.

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Hardcover – May 20  
2014 by Joseph T.  
Hallinan (Author)

## Deception

Joseph T.  
Hallinan  
The Pulitzer Prize-  
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We Make Mistakes*  
presents an analysis  
of the human  
inclination toward self-  
deception that  
explains how

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influences every  
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major aspect of life,  
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effects and does not  
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Mistakes, an illuminating exploration of human beings' astonishing ability to deceive themselves. To one degree or another, we all misjudge reality. Our perception—of ourselves and the world around us—is much more malleable than we realize. This self-deception

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influences every major aspect of our personal and social life, including relationships, sex, politics, careers, and health. In *Kidding Ourselves*, Joseph Hallinan offers a nuts-and-bolts look at how this penchant shapes our everyday lives, from the medicines we take to the

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decisions we make. It shows, for instance, just how much the power of many modern medicines, particularly anti-depressants and painkillers, is largely in our heads.

Placebos in modern-day life extend beyond hospitals, to fake thermostats and “elevator close”

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buttons that don't really work...but give the perception that they do. Kidding Ourselves brings together a variety of subjects, linking seemingly unrelated ideas in fascinating and unexpected ways. And ultimately, it shows that deceiving ourselves is not always negative

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or foolish. As the increasing numbers of researchers are discovering, it can be incredibly useful, providing us with the resilience we need to persevere, in the boardroom, bedroom, and beyond. Provocative, accessible, and easily applicable to multiple facets of everyday

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life, Kidding  
Ourselves is an  
extraordinary new  
exploration of our  
mind's flexibility.

Joseph T  
Hallinan  
We forget our  
passwords. We pay  
too much to go to the  
gym. We think we'd  
be happier if we lived  
in California (we  
wouldn't), and we  
think we should stick

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with our first answer on tests (we shouldn't). Why do we make mistakes? And could we do a little better? We human beings have design flaws. Our eyes play tricks on us, our stories change in the retelling, and most of us are fairly sure we're way above average. In *Why We*

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Make Mistakes, The  
journalist Joseph T.  
Hallinan sets out to  
explore the  
captivating science of  
human error—how we  
think, see, remember,  
and forget, and how  
this sets us up for  
wholly irresistible  
mistakes. In his quest  
to understand our  
imperfections,  
Hallinan delves into



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psychology, neuroscience, and economics, with forays into aviation, consumer behavior, geography, football, stock picking, and more. He discovers that some of the same qualities that make us efficient also make us error prone. We learn to move rapidly through the world,

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quickly recognizing patterns—but overlooking details. Which is why thirteen-year-old boys discover errors that NASA scientists miss—and why you can't find the beer in your refrigerator. Why We Make Mistakes is enlivened by real-life stories—of weathermen whose

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predictions are uncannily accurate and a witness who sent an innocent man to jail—and offers valuable advice, such as how to remember where you've hidden something important. You'll learn why multitasking is a bad idea, why men make errors women don't, and why most people

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think San Diego is west of Reno (it's not). Why We Make Mistakes will open your eyes to the reasons behind your mistakes—and have you vowing to do better the next time.

"Vivid and engaging."  
—Publishers Weekly,  
starred review  
Embrace the Power

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Inside You It's no wonder that introversion is making headlines—half of all Americans are introverts. But if that describes you—are you making the most of your inner strength?

Psychologist and introvert Laurie Helgoe unveils the genius of introversion.

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Introverts gain energy and power through reflection and solitude. Our culture, however, is geared toward the extrovert. The pressure to get out there and get happier can lead people to think that an inward orientation is a problem instead of an opportunity. Helgoe shows that the exact

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opposite is true: introverts can capitalize on this inner source of power.

Introvert Power is a blueprint for how introverts can take full advantage of this hidden strength in daily life.

Revolutionary and invaluable, Introvert Power includes ideas for how introverts can

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learn to: •Claim  
private space •Bring a  
slower tempo into  
daily life •Deal  
effectively with  
parties, interruptions,  
and crowds Quiet is  
might. Solitude is  
strength. Introversion  
is power. "A modern-  
day  
Thoreau."—Stephen  
Bertman, author of  
The Eight Pillars of



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Greek Wisdom The

Hidden Power

The American prison system has grown

tenfold in thirty years, while crime rates

have been relatively flat: 2 million people

are behind bars on any given day, more

prisoners than in any other country in the

world — half a million more than in

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Communist China, and the largest prison expansion the world has ever known. In *Going Up The River*, Joseph Hallinan gets to the heart of America's biggest growth industry, a self-perpetuating prison-industrial complex that has become entrenched without public awareness,

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much less voter consent. He answers, in an extraordinary way, the essential question: What, in human terms, is the price we pay? He has looked for answers to that question in every corner of the “prison nation,” a world far off the media grid — the America of struggling towns and cities left

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behind by the information age and desperate for jobs and money. Hallinan shows why the more prisons we build, the more prisoners we create, placating everyone at the expense of the voiceless prisoners, who together make up one of the largest migrations in our

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ation's history.

## Hidden Power

Photoshop's

adjustment and fill

layers give you an

amazing level of

control and are the

building blocks of

innumerable

techniques. In this

definitive resource,

Scott Valentine

demonstrates how to

use these simple but

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powerful tools through approachable hands-on examples, and he calls on other

Photoshop experts to share their techniques. Whether you're a professional or hobbyist, you'll learn techniques that give you an edge in technical, personal, and commercial projects. Beginning

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and intermediate users of Photoshop will learn how adjustment and fill layers work and get up to speed on the most common techniques. Advanced users will find indispensable reference material in addition to speedy solutions to vexing problems. More than

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images for easy  
comparison  
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reference files and  
actions to explore and  
enhance your  
creativity (on the  
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A memoir of  
heartbreak, thousand-  
mile races, the  
endless Alaskan

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wilderness and many, many dogs from one of only a handful of women to have completed both the Yukon Quest and the Iditarod. In 2009, after a crippling divorce that left her heartbroken and directionless, Kristin decided to accept an offer to live at a friend's cabin outside

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of Denali National  
Park in Alaska for a  
few months. In  
exchange for housing,  
she would take care  
of her friend's eight  
sled dogs. That  
winter, she learned  
that she was tougher  
than she ever knew.  
She learned how to  
survive in one of the  
most remote places  
on earth and she

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learned she was strong enough to be alone. She fell in love twice: first with running sled dogs, and then with Andy, a gentle man who had himself moved to Alaska to heal a broken heart. Kristin and Andy married and started a sled dog kennel. While this work was enormously

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satisfying, Kristin became determined to complete the Iditarod -- the 1,000-mile dogsled race from Anchorage, in south central Alaska, to Nome on the western Bering Sea coast. THIS MUCH COUNTRY is the story of renewal and transformation. It's about journeying

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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



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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,

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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

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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

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stranded in the middle  
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operatives, to Reddit  
threads and modern  
partisan politics, Galef  
explores why our

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brains deceive us and what we can do to change the way we think.

## Deception

Why, when it comes to politics, do we often seem so gullible and uninformed?

In *Political Animals*, the bestselling historian and journalist Rick Shenkman reveals

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the hidden biases at work in all of us when we enter the voting booth. Drawing on cutting-edge research in neuroscience, evolutionary psychology, and behavioral psychology, he explains that evolution has left us with a brain wired for the Stone Age. While

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these ancient instincts often work to our advantage in our personal lives, in politics they usually don't. Modern cues set off ancient instinctive responses that prompt us to behave in ways contrary to the good governance of our nation. Shenkman illuminates not only

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the curious habits of the American voter today but also the ways in which voter biases have shaped American political history from the shark attacks that got Woodrow Wilson elected to the people who still defend Richard Nixon against the Watergate charges. In so doing,



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A major new book overturning our assumptions about how evolution works Earth's natural history is full of fascinating instances

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of convergence: The phenomena like eyes and wings and tree-climbing lizards that have evolved independently, multiple times. But evolutionary biologists also point out many examples of contingency, cases where the tiniest change—a random mutation or an ancient

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butterfly sneeze—caused evolution to take a completely different course. What role does each force really play in the constantly changing natural world? Are the plants and animals that exist today, and we humans ourselves, inevitabilities or evolutionary flukes?

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And what does that say about life on other planets? Jonathan Losos reveals what the latest breakthroughs in evolutionary biology can tell us about one of the greatest ongoing debates in science. He takes us around the globe to meet the researchers who are solving the

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deepest mysteries of life on Earth through their work in experimental evolutionary science. Losos himself is one of the leaders in this exciting new field, and he illustrates how experiments with guppies, fruit flies, bacteria, foxes, and field mice, along with his own work with

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are rewinding the tape  
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how rapid and  
predictable evolution  
can be. Improbable  
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