

Deceit And Self Deception: Fooling Yourself The Better To Fool Others

*Deceit and Self-Deception*Fooling Yourself the Better to Fool OthersPenguin UK

The world's most infamous hacker offers an insider's view of the low-tech threats to high-tech security Kevin Mitnick's exploits as a cyber-desperado and fugitive form one of the most exhaustive FBI manhunts in history and have spawned dozens of articles, books, films, and documentaries. Since his release from federal prison, in 1998, Mitnick has turned his life around and established himself as one of the most sought-after computer security experts worldwide. Now, in *The Art of Deception*, the world's most notorious hacker gives new meaning to the old adage, "It takes a thief to catch a thief." Focusing on the human factors involved with information security, Mitnick explains why all the firewalls and encryption protocols in the world will never be enough to stop a savvy grifter intent on rifling a corporate database or an irate employee determined to crash a system. With the help of many fascinating true stories of successful attacks on business and government, he illustrates just how susceptible even the most locked-down information systems are to a slick con artist impersonating an IRS agent. Narrating from the points of view of both the attacker and the victims, he explains why each attack was so successful and how it could have been prevented in an engaging and highly readable style reminiscent of a true-crime novel. And, perhaps most importantly, Mitnick offers advice for preventing these types of social engineering hacks through security protocols, training programs, and manuals that address the human element of security.

Deception and truth-telling weave through the fabric of nearly all human interactions and every communication context. The Palgrave Handbook of Deceptive Communication unravels the topic of lying and deception in human communication, offering an interdisciplinary and comprehensive examination of the field, presenting original research, and offering direction for future investigation and application. Highly prominent and emerging deception scholars from around the world investigate the myriad forms of deceptive behavior, cross-cultural perspectives on deceit, moral dimensions of deceptive communication, theoretical approaches to the study of deception, and strategies for detecting and deterring deceit. Truth-telling, lies, and the many grey areas in-between are explored in the contexts of identity formation, interpersonal relationships, groups and organizations, social and mass media, marketing, advertising, law enforcement interrogations, court, politics, and propaganda. This handbook is designed for advanced undergraduate and graduate students, academics, researchers, practitioners, and anyone interested in the pervasive nature of truth, deception, and ethics in the modern world.

LONGLISTED FOR THE ORWELL PRIZE FOR POLITICAL WRITING 2021 'One of the best books ever written about intelligence analysis and its long-term lessons' Christopher Andrew, author of The Defence of the Realm: The Authorized History of MI5 'An invaluable guide to avoiding self-deception and fake news' Melanie Phillips, The Times From the former director of GCHQ, Professor Sir David Omand, learn the methodology used by British intelligence agencies to reach judgements, establish the right level of confidence and act decisively. Full of revealing examples from a storied career, including key briefings with Prime Ministers and strategies used in conflicts from the Cold War to the present, in How Spies Think Professor Omand arms us with the tools to sort fact from fiction, and shows us how to use real intelligence every day.

Catching Fire

Self Control in Society, Mind, and Brain

What is “Islamic” Art?

Seeking Understanding

The H Factor of Personality

Lies!, Lies!!, Lies!!!

Detecting Deception

Presents an analysis of the lying behavior of political leaders, discussing the reasons why it occurs, the different types of lies, and the costs and benefits to the public and other countries that result from it, with examples from the recent past.

The United States' approach to China since the Communist regime in Beijing began the period of reform and opening in the 1980s was based on a promise that trade and engagement with China would result in a peaceful, democratic state. Forty years later the hope of producing a benign People's Republic of China utterly failed. The Communist Party of China deceived the West into believing that the its system and the Party-ruled People's Liberation Army were peaceful and posed no threat. In fact, these misguided policies produced the emergence of a 21st Century Evil Empire even more dangerous than a Cold War version in the Soviet Union. Successive American presidential administrations were fooled by ill-advised pro-China policymakers, intelligence analysts and business leaders who facilitated the rise not of a peaceful China but a threatening and expansionist nuclear-armed communist dictatorship not focused on a single overriding strategic objective: Weakening and destroying the United States of America. Defeating the United States is the first step for China's current rulers in achieving global supremacy under a new world order based an ideology of Communism with Chinese characteristics. The process included technology theft of American companies that took place on a massive scale through cyber theft and unfair trade practices. The losses directly supported in the largest and most significant buildup of the Chinese military that now directly threatens American and allied interests around the world. The military threat is only half the danger as China aggressively pursues regional and international control using a variety of non-military forces, including economic, cyber and space warfare and large-scale influence operations. Deceiving the Sky: Inside Communist China's Drive for Global Supremacy details the failure to understand the nature and activities of the dangers posed by China and what the United States can do in taking needed steps to counter the threats.

Detecting Deception offers a state-of-the-art guide to the detection of deception with a focus on the ways in which new cognitive psychology-based approaches can improve practice and results in the field. Includes comprehensive coverage of the latest scientific developments in the detection of deception and their implications for real-world practice Examines current challenges in the field - such as counter-interrogation strategies, lying networks, cross-cultural deception, and discriminating between true and false intentions Reveals a host of new approaches based on cognitive psychology with the potential to improve practice and results, including the strategic use of evidence, imposing cognitive load, response times, and covert lie detection Features contributions from internationally renowned experts

Humans are excellent liars. We don't like to think of ourselves as capable of lying; it hurts us too much to admit. So we lie to ourselves about that, too. As a clinical psychologist, I am regularly confronted with the brutal truth that we all lie. I am not talking about deliberate, bold-faced lying. No, this type of dishonesty is far harder to detect and admit. It is the kind of lying that comes from not being psychologically strong enough to be honest with ourselves about who we are. And I believe that it is our biggest obstacle to living a fulfilling life. I wrote this book for anyone interested in becoming more honest. In it, I present a range of self-deceptive examples couched in psychological theory to help us explore ourselves. Although it is a relatively short book, indented to be read in about an hour, I hope that the content provokes deep thought. For when we are honest about who we really are, we have the opportunity to change.

The Lifelong Pursuit to Build the Scientific Mind

Fooling Ourselves: Self-Deception in Politics, Religion, and Terrorism

Why Leaders Lie

Evolution and the Modular Mind

How Spies Think

Why We Lie

The Crucible

From the New York Times best-selling author and host of Hidden Brain comes a thought-provoking look at the role of self-deception in human flourishing. Self-deception does terrible harm to us, to our communities, and to the planet. But if it is so bad for us, why is it ubiquitous? In *Useful Delusions*, Shankar Vedantam and Bill Mesler argue that, paradoxically, self-deception can also play a vital role in our success and well-being. The lies we tell ourselves sustain our daily interactions with friends, lovers, and coworkers. They can explain why some people live longer than others, why some couples remain in love and others don't, why some nations hold together while others splinter. Filled with powerful personal stories and drawing on new insights in psychology, neuroscience, and philosophy, *Useful Delusions* offers a fascinating tour of what it really means to be human.

Over 630 million Chinese escaped poverty since the 1980s, the largest decrease in poverty in history. Studying 700 manufacturing firms in the Yangzi region, the authors argue that the engine of China's economic miracle—private enterprise—did not originate at the top but bubbled up from below, overcoming initial obstacles set up by the government.

In this foundational book, Robert Trivers seeks to answer one of the most provocative and consequential questions to face humanity: why do we lie to ourselves? Deception is everywhere in nature. And nowhere more so than in our own species. We humans are especially good at telling others less - or more - than the truth. Why, however, would organisms both seek out information and then act to destroy it? In short, why practice self-deception? After decades of research, Robert Trivers has at last provided the missing theory to answer these questions. What emerges is a picture of deceit and self-deception as, at root, different sides of the same coin. We deceive ourselves the better to deceive others, and thereby reap the advantages. From space and aviation disasters to warfare, politics and religion, and the anxieties of our everyday social lives, *Deceit and Self-Deception* explains what really underlies a whole host of human problems. But can we correct our own biases? Are we doomed to indulge in fantasies, inflate our egos, and show off? Is it even a good idea to battle self-deception? With his characteristically wry and self-effacing wit, Trivers reveals how he finds self-deception everywhere in his own life, and shows us that while we may not always avoid it, we can now at least hope to understand it.

Deceit, lying, and falsehoods lie at the very heart of our cultural heritage. Even the founding myth of the Judeo-Christian tradition, the story of Adam and Eve, revolves around a lie. We have been talking, writing and singing about deception ever since Eve told God, "The serpent deceived me, and I ate." Our seemingly insatiable appetite for stories of deception spans the extremes of culture from King Lear to Little Red Riding Hood, retaining a grip on our imaginations despite endless repetition. These tales of deception are so entrancing because they speak to something fundamental in the human condition. The ever-present possibility of deceit is a crucial dimension of all human relationships, even the most central: our relationships with our very own selves. Now, for the first time, philosopher and evolutionary psychologist David Livingstone Smith elucidates the essential role that deception and self-deception have played in human--and animal--evolution and shows that the very structure of our minds has been shaped from our earliest beginnings by the need to deceive. Smith shows us that by examining the stories we tell, the falsehoods we weave, and the unconscious signals we send out, we can learn much about ourselves and how our minds work. Readers of Richard Dawkins and Steven Pinker will find much to intrigue them in this fascinating book, which declares that our extraordinary ability to deceive others--and even our own selves--"lies" at the heart of our humanity.

A True Story and Other Lies

Hidden Motives in Everyday Life

The Art of Deception

Why Everyone (Else) Is a Hypocrite

Why Striving to Be Perfect Is Sabotaging Your Relationships, Making You Sick, and Holding Your Happiness Hostage

Current Challenges and Cognitive Approaches

****SUNDAY TIMES BESTSELLER**** On the Saturday morning of January 9, 1993, while Jean Claude Romand was killing his wife and children, I was with mine in a parent-teacher meeting... With these chilling first words, acclaimed master of psychological suspense, Emmanuel Carr è re, begins his exploration of the double life of a respectable doctor, eighteen years of lies, five murders, and the extremes to which ordinary people can go. Discover the true story that is 'beyond the imagination of even the best crime writer' (Sunday Times) 'A disturbing look at the dark side of human nature that is powerfully written and beautifully told' Louis Theroux 'Mesmerising' Sunday Telegraph 'Stunning' Evening Standard 'Unputdownable' Washington Post 'A masterpiece' New York Times

"Distills 15 years of scientific study of nonverbal communication and the clues to deception. Mr. Ekman (is) a pioneer in emotions research and nonverbal communication. . . . Accurate, intelligent, informative, and thoughtful".--Carol Z. Malatesta, New York Times Book Review. Photographs.

This timely reissue of Richard Hofstadter's classic work on the fringe groups that influence American electoral politics offers an invaluable perspective on contemporary domestic affairs.In *The Paranoid Style in American Politics*, acclaimed historian Richard Hofstadter examines the competing forces in American political discourse and how fringe groups can influence — and derail — the larger agendas of a political party. He investigates the politics of the irrational, shedding light on how the behavior of individuals can seem out of proportion with actual political issues, and how such behavior impacts larger groups. With such other classic essays as "Free Silver and the Mind of 'Coin' Harvey" and "What Happened to the Antitrust Movement?," *The Paranoid Style in American Politics* remains both a seminal text of political history and a vital analysis of the ways in which political groups function in the United States.

Human beings are primates, and primates are political animals. Our brains, therefore, are designed not just to hunt and gather, but also to help us get ahead socially, often via deception and self-deception. But while we may be self-interested schemers, we benefit by pretending otherwise. The less we know about our own ugly motives, the better - and thus we don't like to talk or even think about the extent of our selfishness. This is "the elephant in the brain." Such an introspective taboo makes it hard for us to think clearly about our nature and the explanations for our behavior. The aim of this book, then, is to confront our hidden motives directly - to track down the darker, unexamined corners of our psyches and blast them with floodlights. Then, once everything is clearly visible, we can work to better understand ourselves: Why do we laugh? Why are artists sexy? Why do we brag about travel? Why do we prefer to speak rather than listen? Our unconscious motives drive more than just our private behavior; they also infect our venerated social institutions such as Art, School, Charity, Medicine, Politics, and Religion. In fact, these institutions are in many ways designed to accommodate our hidden motives, to serve covert agendas alongside their "official" ones. The existence of big hidden motives can upend the usual political debates, leading one to question the legitimacy of these social institutions, and of standard policies designed to favor or discourage them. You won't see yourself - or the world - the same after confronting the elephant in the brain.

Why Data, Not Intuition, Is the Key to Unlocking Human Potential

Telling Lies

Social Evolution

In the Mind's Eye

Useful Delusions: The Power and Paradox of the Self-Deceiving Brain

How Vertebrates Left the Water

Lies We Tell Ourselves: The Psychology of Self-Deception

Lies! Lies!! Lies!!! The Psychology of Deceit looks beyond compulsive liars in our society and considers the ongoing flood of lies that we as human beings experience every day. Who lies? Not just children, politicians, advertisers, and salespeople. Our co-workers lie. Our friends lie. Our relatives lie. And we lie to them. Everybody lies. We learn to lie and to detect deceit as a developmental task. Dr. Ford's philosophy is that lying is part of the bridge between one's internal world (beliefs, perceptions, expectations, fantasies) and one's external world (reality). Lies work not only to deceive others but to deceive ourselves. This book shines a spotlight on an understudied phenomenon that affects us all as we raise children, choose a relationship, move forward with a career path, or buy a used car.

Self-deception occurs because we often see the world the way we would like it to be, rather than the way it is. Our brains so long for things the way we want them, we might not even be aware we are fooling ourselves, explains author Harry Triandis, a widely known Professor Emeritus of Psychology. Across cultures and around the world, self-deception is a phenomenon that has subtle and profound effects on everyday life, explains Triandis, also former president of the International Association of Cross-Cultural Psychology. In this work, he not only explains how and why self-deceptions occur in three areas - politics, religion, and terrorism - but also how to recognize and reduce the frequency of fooling ourselves. Insights here include consideration of personal and societal self-deceptions, as well as extensive understanding of how politics, ideologies, and religions can frame reality for each of us in such a way that it is, in our minds, warped so the stage is well-set for self-deception. This text will be of special interest to general readers drawn to politics and religion, as well as scholars of psychology, anthropology, and sociology.

Explores the author's theorized evolutionary basis for self-deception, which he says is tied to group conflict, courtship, neurophysiology, and immunology, but can be negated by awareness of it and its results.

FIVE JOBS. FIVE CHANCES FOR REDEMPTION. One thing's for sure: these men are no angels. There's nothing like being blackmailed by a dead man to really bring a group of cons together. The deal is simple, we do the jobs and Charlie's lawyer wipes the slate clean for each of us, one at a time. Job number two lands right in my lap. I'm Bond. Wesley Bond. (I can't resist saying it that way. Blame my dad, if you can find him.) You could call me a hacker. I redistribute wealth - moving it from rich slimebags to poorer but infinitely more deserving people - and make a tidy profit as I do. My mission, should I choose to accept it, is to bring down some modern-day slave traders. I definitely choose to accept it. With the life of the one person in this world I love on the line, I can't afford any screw ups or distractions.

Unfortunately, my biggest distraction is my biggest asset - Danny Monroe. Danny is a leftover complication from our first job; a victim of the vicious senator we'd gotten locked up. He's a smart, funny, gorgeous, ex-prostitute, who can't seem to keep his clothes on. I can't seem to keep my mouth shut around him. But I need a fake boyfriend, and Danny is the only option. Fooling the world into thinking we're in love will be easy; fooling myself that I'm not might be impossible. We don't know who the bad guy is, we have no idea how to prove anything.

There's no internet on the island, no cell service, and I'll have only the bare bones of my gear. If I'm going to do this, I'm going to need all the help I can get. Like it or not, we're all in this together.

The Elephant in the Brain

Ten Lessons in Intelligence

The Truth about Lying in International Politics

Controlling the Human Element of Security

Between Religion and Perception

Enhancing Human Performance

The Logic of Deceit and Self-deception in Human Life

A reporter uncovers the secrets behind the scientific scam of the century. The news breaks first as a tale of fear and pity. Doctors at a London hospital claim a link between autism and a vaccine given to millions of children: MMR. Young parents are terrified. Immunisation rates slump. And as a worldwide 'anti-vax' movement kicks off, old diseases return to sicken and kill. But a veteran reporter isn't so sure, and sets out on an epic investigation. Battling establishment cover-ups, smear campaigns, and gagging lawsuits, he exposes rigged research and secret schemes, the heartbreaking plight of families struggling with disability, and the scientific deception of our time. Here's the story of Andrew Wakefield: a man in search of greatness, who stakes his soul on big ideas that, if right, might transform lives. But when the facts don't fit, he can't face failure. He'll do whatever it takes to succeed.

The "H" in the H factor stands for "Honesty-Humility," one of the six basic dimensions of the human personality. People who have high levels of H are sincere and modest; people who have low levels are deceitful and pretentious. It isn't intuitively obvious that traits of honesty and humility go hand in hand, and until very recently the H factor hadn't been recognized as a basic dimension of personality. But scientific evidence shows that traits of honesty and humility form a unified group of personality traits, separate from those of the other five groups identified several decades ago. This book, written by the discoverers of the H factor, explores the scientific findings that show the importance of this personality dimension in various aspects of people's lives: their approaches to money, power, and sex; their inclination to commit crimes or obey the law; their attitudes about society, politics, and religion;

and their choice of friends and spouse. Finally, the book provides ways of identifying people who are low in the H factor, as well as advice on how to raise one's own level of H.

An alternate approach to Islamic art emphasizing literary over historical contexts and reception over production in visual arts and music.

An ethologist shows man to be a gene machine whose world is one of savage competition and deceit

Why Some People are Manipulative, Self-Entitled, Materialistic, and Exploitive—And Why It Matters for Everyone

Natural Selection and Social Theory

The Adaptive Advantages of Cognitive Biases in International Politics

The Doctor Who Fooled the World

Markets and Institutional Change in China

Wild Life

The Adversary

Amoral, cunning, ruthless, and instructive, this multi-million-copy New York Times bestseller is the definitive manual for anyone interested in gaining, observing, or defending against ultimate control – from the author of *The Laws of Human Nature*. In the book that

People magazine proclaimed “beguiling” and “fascinating,” Robert Greene and Joost Elffers have distilled three thousand years of the history of power into 48 essential laws by drawing from the philosophies of Machiavelli, Sun Tzu, and Carl Von Clausewitz and also from the lives of figures ranging from Henry Kissinger to P.T. Barnum. Some laws teach the need for prudence (“Law 1: Never Outshine the Master”), others teach the value of confidence (“Law 28: Enter Action with Boldness”), and many recommend absolute self-preservation (“Law 15: Crush Your Enemy Totally”). Every law, though, has one thing in common: an interest in total domination. In a bold and arresting two-color package, The 48 Laws of Power is ideal whether your aim is conquest, self-defense, or simply to understand the rules of the game.

Truth and lies are two sides of the same coin. But who’s flipping it? A thought-provoking and brilliantly entertaining work of nonfiction from one of the world’s leading deceivers, the creator and star of the astonishing theater show and forthcoming film In & Of Itself. Derek DelGaudio believed he was a decent, honest man. But when irrefutable evidence to the contrary is found in an old journal, his memories are reawakened and Derek is forced to confront--and try to understand--his role in a significant act of deception from his past. Using his youthful notebook entries as a road map, Derek embarks on a soulful, often funny, sometimes dark journey, retracing the path that led him to a world populated by charlatans, card cheats, and con artists. As stories are peeled away and artifices are revealed, Derek examines the mystery behind his father’s vanishing act, the secret he inherited from his mother, the obsession he developed with sleight-of-hand that shaped his future, and the affinity he felt for the professional swindlers who taught him how to deceive others. And once he finds himself working as a crooked dealer in a big-money Hollywood card game, Derek begins to question his own sense of morality, and discovers that even a master of deception can find himself trapped inside an illusion. A M O R A L M A N is a wildly engaging exploration of the fictions we live as truths. It is ultimately a book about the lies we tell ourselves and the realities we manufacture in others.

When Dr. Bluestein would tell someone that she just finished writing a book on perfectionism, she would often hear a whole tirade on shoddy workmanship and terrible customer service. 'If you ask me, we need a whole lot more perfectionism,' one individual insisted Robert Trivers is a living legend in biology and the social sciences, a man the Harvard psychologist Steven Pinker calls "one of the great thinkers in the history of Western thought" and Time magazine named one of the greatest scientists and thinkers of the 20th Century. His theories on the evolutionary tensions between parent and offspring, sibling and sibling, man and woman, friend and friend, and a person and himself or herself have not only revolutionized genetics and evolutionary biology but have influenced disciplines from medicine and the social sciences to history, economics, and literary studies. But unlike other renowned scientists, Trivers has spent time behind bars, drove a getaway car for Huey P. Newton, and founded an armed group in Jamaica to protect gay men from mob violence. Now, in the entertaining tradition of Surely You're Joking Mr. Feynman, Trivers tell us in his inimitable voice about the inimitable life behind the revolutionary science. He comments with irreverent wit and penetrating insight on everything from American racism to the history of psychiatry to who killed Peter Tosh, musical heir to Bob Marley. Sprinkled with anecdotes about such luminaries as Richard Dawkins and Stephen Jay Gould, and with photographs throughout, this volume is sure to enlighten and entertain anyone with an interest in science, the human condition, or the nature of creative genius.

The Psychology of Deceit

Clues to Deceit in the Marketplace, Politics, and Marriage

A Taste for the Beautiful

Deceit and Self-Deception

Capitalism from Below

The Perfection Deception

The 48 Laws of Power

All organisations have problems, and they nearly always concern people: how to manage them; whom to hire, fire or promote; and how to motivate, develop and retain high performers. Psychology, the main science for understanding people, should be a pivotal tool for solving these problems - yet most companies play it by ear, and billions of dollars are wasted on futile interventions to attract and retain the right people for key roles. Bridging the gap between the psychological science of talent and common real-world talent practices, The Talent Delusion aims to educate HR and talent practitioners and leaders on critical talent issues. It will help readers understand the current problems pertaining employee selection, development and engagement; how to define and evaluate talent; how to detect and inhibit toxic employee behaviours; and how to motivate employees to perform to their best. The unpredictability and anxiety associated with the coronavirus pandemic can cloud and confuse everybody's thinking. Excuses, self-deception and addictive logic can harm your recovery and relationships. Don't let it. Author Abraham Twerski reveals how self-deceptive thought can undermine self-esteem and threaten the sobriety of a recovering individuals and offers hope to those seeking a healthy and rewarding recovery. Abnormal thinking in addiction was originally recognized by members of Alcoholics Anonymous, who coined the term "stinking thinking." Addictive thinking often appears rational superficially, hence addicts as well as their family members are easily seduced by the attendant--and erroneous--reasoning process it can foster. In Addictive Thinking, author Abraham Twerski reveals how self-deceptive thought can undermine self-esteem and threaten the sobriety of a recovering individual. This timely revision of the original classic includes updated information and research on depression and affective disorders, the relationship between addictive thinking and relapse, and the origins of addictive thought. Ultimately, Addictive Thinking offers hope to those seeking a healthy and rewarding life recovery.

"At the heart of much work in international relations is the attempt to understand why citizens and leaders act as they do-and over the last decade, a growing body of research has shown that the "rational choice theory" that has long guided this understanding is insufficient. People do not always behave rationally; instead, most of us have psychological biases that cause us to behave "irrationally." As political science has integrated this new behavioral research, the literature has tended to view such biases as source of errors or mistakes. Yet for other fields-most notably evolutionary biology-the same psychological biases are recognized as adaptive heuristics that evolved to improve our decision-making, not to undermine it. In this book, Johnson uses his cross-disciplinary training to push this evolutionary understanding of biases into the study of politics. Specifically, he asks: when and how can psychological biases cause or promote success in the realm of international relations? Johnson focuses on three of the most prominent psychological biases-overconfidence, the fundamental attribution error (the tendency to see others' actions as motivated by personality rather than the influence of external/situational factors) and in-group/out-group bias (favoring members of group one identifies with over those one does not). He outlines the scientific research on each bias, explores its adaptive advantages, and then gives detailed historical examples where the bias seems to have caused strategic advantages, focusing on the American Revolution (overconfidence), the UK and the appeasement of Hitler (fundamental attribution error) and the Pacific campaign in WW2 (group bias). He then circles back to acknowledge the "dark side" of biases when taken to the extreme, considering how confidence becomes hubris, the attribution error becomes paranoia and group bias becomes racism. Ultimately, Johnson argues that this evolutionary perspective is the crucial next step in bringing psychological insights to bear on the foundational questions in the field"-- This book presents social, cognitive and neuroscientific approaches to the study of self-control, connecting recent work in cognitive and social psychology with recent advances in cognitive and social neuroscience. In bringing together multiple perspectives on self-control dilemmas from internationally renowned researchers in various allied disciplines, this is the first single-reference volume to illustrate the richness, depth, and breadth of the research in the new field of self control.

The Palgrave Handbook of Deceptive Communication

Pros & Cons of Deception

Fooling Yourself the Better to Fool Others

How Cooking Made Us Human

Self-Deception in Politics, Religion, and Terrorism

The Paranoid Style in American Politics

Understanding Self-Deception

Seeking Understanding: The Lifelong Pursuit to Build the Scientific Mind explores the multiple ways in which the human mind grows in understanding of the self and the world as an essential dimension of transformative learning along the lifespan.

Robert Trivers is a pioneering figure in the field of sociobiology. For Natural Selection and Social Theory, he has selected eleven of his most influential papers, including several classic papers from the early 1970s on the evolution of reciprocal altruism, parent-offspring conflicts, and asymmetry in sexual selection, which helped to establish the centrality of sociobiology, as well as some of his later work on deceit in signalling, sex antagonistic genes, and imprinting. Trivers introduces each paper, setting them in their contemporary context, and critically evaluating them in the light of subsequent work and further developments. The result is a unique portrait of the intellectual development of sociobiology, with valuable insights for evolutionary biology, anthropology, and psychology.

We're all hypocrites. Why? Hypocrisy is the natural state of the human mind. Robert Kurzban shows us that the key to understanding our behavioral inconsistencies lies in understanding the mind's design. The human mind consists of many specialized units designed by the process of evolution by natural selection. While these modules sometimes work together seamlessly, they don't always, resulting in impossibly contradictory beliefs, vacillations between patience and impulsiveness, violations of our supposed moral principles, and overinflated views of ourselves. This modular, evolutionary psychological view of the mind undermines deeply held intuitions about ourselves, as well as a range of scientific theories that require a "self" with consistent beliefs and preferences. Modularity suggests that there is no "I." Instead, each of us is a contentious "we"--a collection of discrete but interacting systems whose constant conflicts shape our interactions with one another and our experience of the world. In clear language, full of wit and rich in examples, Kurzban explains the roots and implications of our inconsistent minds, and why it is perfectly natural to believe that everyone else is a hypocrite.

This illustrated book describes how some finned vertebrates acquired limbs, giving rise to more than 25,000 extant terrapod species. Michel Laurin uses paleontological, geological, physiological, and comparative anatomical data to describe this monumental event. Along with discussing the evolutionary pressures that may have led vertebrates onto dry land, the author also shows how extant vertebrates yield clues about the conquest of land and how scientists uncover evolutionary history.--[book cover]

Selected Papers of Robert Trivers

AMORALMAN

Addictive Thinking

Strategic Instincts

Andrew Wakefield's war on vaccines

The Talent Delusion

Deceiving the Sky

From one of the world's leading authorities on animal behavior, the astonishing story of how the brain drives the evolution of beauty in animals and humans In A Taste for the Beautiful, Michael Ryan, one of the world's leading authorities on animal behavior, tells the remarkable story of how he and other scientists have taken up where Darwin left off, transforming our understanding of sexual selection and shedding new light on animal and human behavior. Drawing on cutting-edge science, Ryan explores key questions: Why do animals perceive certain traits as beautiful and others not? Do animals have an inherent sexual aesthetic and, if so, where is it rooted? Ryan argues that the answers lie in the brain--particularly of females, who act as biological puppeteers, spurring the development of beautiful traits in males. Vividly written and filled with fascinating stories, A Taste for the Beautiful will change how you think about beauty and attraction in the animal world and beyond.

In this stunningly original book, Richard Wrangham argues that it was cooking that caused the extraordinary transformation of our ancestors from apelike beings to Homo erectus. At the heart of Catching Fire lies an explosive new idea: the habit of eating cooked rather than raw food permitted the digestive tract to shrink and the human brain to grow, helped structure human society, and created the male-female division of labour. As our ancestors adapted to using fire, humans emerged as "the cooking apes". Covering everything from food-labelling and overweight pets to raw-food faddists, Catching Fire offers a startlingly original argument about how we came to be the social, intelligent, and sexual species we are today. "This notion is surprising, fresh and, in the hands of Richard Wrangham, utterly persuasive ... Big, new ideas do not come along often in evolution these days, but this is one." -Matt Ridley, author of Genome

The archer stands and pulls back the bow, visualizing the path of the arrow to the target. Does this mental exercise enhance performance? Can we all use such techniques to improve performance in our daily lives? In the Mind's Eye addresses these and other intriguing questions. This volume considers basic issues of performance, exploring how techniques for quick learning affect long-term retention, whether an expert's behavior can serve as a model for beginners, if team performance is the sum of individual members' performances, and whether subliminal learning has a basis in science. The book also considers meditation and some other pain control techniques. Deceit and the ability to detect deception are explored in detail. In the area of self-assessment techniques for career development, the volume evaluates the widely used Myers-Briggs Type Indicator.

The Folly of Fools

The Evolution of Attraction

The Selfish Gene

A True Story of Monstrous Deception

Inside Communist China's Drive for Global Supremacy

Adventures of an Evolutionary Biologist

The Evolutionary Roots of Deception and the Unconscious Mind