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thomas gilovich offers a wise and readable guide to the fallacy of the obvious in everyday life when can we trust what we believe that teams and players have winning streaks that flattery works or that the more people who agree the more likely they are to be right and when are such beliefs suspect thomas gilovich offers a guide to the fallacy of the obvious in everyday life illustrating his points with examples and supporting them with the latest research findings he documents the cognitive social and motivational processes that distort our thoughts beliefs judgments and decisions in a rapidly changing world the biases and stereotypes that help us process an overload of complex information inevitably distort what we would like to believe is reality awareness of our propensity to make these systematic errors gilovich argues is the first step to more effective analysis and action

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when people get together there is often one stand out individual who others turn to for answers this person has the best advice on everything from raising children to running a business and offers the most penetrating insights into world events their understanding of people and why we act as we do makes them the wisest one in the room psychologists thomas gilovich and lee ross reveal their discipline's greatest discoveries so we can all become wiser from conflict resolution to overcoming social shyness and from winning a tennis match to encouraging people to recycle they demonstrate how even small

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