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The Silence of the Wave - Gianrico Carofiglio
2013-10-01

A stand-alone thriller from best-selling Italian crime writer Gianrico Carofiglio, whose work has been translated into twenty-four languages. Every Monday and Thursday, Roberto Mariás crosses Rome on foot for his appointment with his psychiatrist. There he sits in silence, flooded by memories. He remembers surfing with his father as a child. He remembers the treacherous years he spent working as an undercover agent, years that taught him how cynicism and corruption are not merely external influences but exist within us as well. His past has left him devastated, but now his psychiatrist's words, his hypnotic strolls through Rome, and a chance meeting with a woman named Emma—who, like Roberto, is ravaged by a profound guilt—begin to painfully revive him. And when eleven-year-old Giacomo asks Roberto to help him conquer his nightmares, Roberto at last achieves a true rebirth. A thriller about human faults, frailties, and the painful bond between fathers and sons. Praise for *The Silence of the Wave*: "A novel distinguished by the natural gift of prose as smooth and silent as a perfect wave." —Paolo Di Stefano, *Corriere della Sera* "A literary jigsaw full of plot twists." —Luciana Sica, *La Repubblica*

The Girl without Skin - Mads Peder Nordbo
2019-09-03

• Combining Inuit folklore, arctic politics, Viking history and a haunting mystery, *The Girl Without Skin* is a brutal thriller from a new master in ice-

cold arctic crime • When a mummified Viking corpse is discovered on an ice sheet in Nuuk, Greenland, journalist Matthew Cave is sent out to report on the extraordinary finding. When he returns to the site the next day, the mummy has disappeared and the body of the policeman who was keeping watch is found naked and flayed on the ice, resembling a gruesome series of unsolved murders from many years earlier • With no faith in the police, the only person Matthew dares to trust is a young Greenlandic woman who, at fifteen years old, was charged with killing her father in the same shocking manner • Mads Peder Nordbo has staked out a new frontier in Nordic Crime, setting his story against the foreboding beauty of Greenland, with its brilliant bright light, thick fog, soaking rain and crystalline white ice sheet • For fans of Stieg Larsson's *Girl with the Dragon Tattoo*, *The Killing*, *The Bridge* and all things Nordic noir • Mads Peder Nordbo is a Danish-born author who has lived in Greenland for many years. *The Girl Without Skin* is his crime debut and a bestseller in Denmark. Rights have subsequently sold in seventeen territories

Naked Wine - Alice Feiring 2011-08-30

From the famous, funny, and irreverent wine author, a personal journey into the new?and old?world of natural wine

The Economics of European Integration - Richard Baldwin 2015-01-01

Now in its 5th edition, the *Economics of European Integration* guides students through the facts, theories and controversies

surrounding the dynamics of European economics. With clear and comprehensive discussions about European history, law, institutions, politics and policies, students are encouraged to explore and analyse the contemporary status of integration within the European Union. Designed for students taking modules in European economics, the text provides in-depth analysis of economics arguments with examples, illustrations and questions to help bring this thought-provoking subject to life.

Common Sense, the Turing Test, and the Quest for Real AI - Hector J. Levesque 2018-03-09

What artificial intelligence can tell us about the mind and intelligent behavior. What can artificial intelligence teach us about the mind? If AI's underlying concept is that thinking is a computational process, then how can computation illuminate thinking? It's a timely question. AI is all the rage, and the buzziest AI buzz surrounds adaptive machine learning: computer systems that learn intelligent behavior from massive amounts of data. This is what powers a driverless car, for example. In this book, Hector Levesque shifts the conversation to "good old fashioned artificial intelligence," which is based not on heaps of data but on understanding commonsense intelligence. This kind of artificial intelligence is equipped to handle situations that depart from previous patterns—as we do in real life, when, for example, we encounter a washed-out bridge or when the barista informs us there's no more soy milk. Levesque considers the role of language in learning. He argues that a computer program that passes the famous Turing Test could be a mindless zombie, and he proposes another way to test for intelligence—the Winograd Schema Test, developed by Levesque and his colleagues. "If our goal is to understand intelligent behavior, we had better understand the difference between making it and faking it," he observes. He identifies a possible mechanism behind common sense and the capacity to call on background knowledge: the ability to represent objects of thought symbolically. As AI migrates more and more into everyday life, we should worry if systems without common sense are making decisions where common sense is needed.

Quasi Rational Economics - Richard H. Thaler 1994-01-04

Standard economics theory is built on the assumption that human beings act rationally in their own self interest. But if rationality is such a reliable factor, why do economic models so often fail to predict market behavior accurately?

According to Richard Thaler, the shortcomings of the standard approach arise from its failure to take into account systematic mental biases that color all human judgments and decisions.

Effective relationship building - Graziella Moschino 2020-05-18

Personal uniqueness can make entrepreneurs and freelancers stand out when they struggle in an increasingly overcrowded market.

Communication and relationships can be strategically leveraged for entrepreneurial success. Mastermind Community groups seek to affirm and recover the art of conversation to build effective relationships

La tenaglia magistrati-economisti sui cittadini - Francesco Felis 2019-04-30

Devono le leggi economiche dominare i rapporti sociali? Nell'ambito di questo dilemma, nella ricerca di un equilibrio, si muove il presente lavoro. Due sono i pilastri su cui esso si fonda: argomenti e temi giuridici da un lato, che, però, hanno anche un impatto economico, e, dall'altro, la pretesa di egemonia del dato economico su ogni altro valore. Pretesa molte volte ammantata di scientificità, che travolge i rapporti reciproci, influenza il caos delle stesse pronunce giudiziali e il caos normativo, rendendo incerto il destino delle persone. "Per aver paura dei magistrati non bisogna essere necessariamente colpevoli (ma anche con gli economisti non si scherza)" ironizza l'autore, e in questo importante saggio, per contenuti e dimensioni, con garbo e autorevolezza ci spiega chiaramente il perché. Francesco Felis è nato ad Albenga (SV) nel 1957. Vive a Genova dal 1967, dove si è laureato in Giurisprudenza con 110 e lode nel 1982. È notaio dal 1988. Autore di molteplici pubblicazioni, giuridiche e non, è intervenuto a diversi convegni giuridici e politici.

Harm to Others - Joel Feinberg 1984-07-05

This first volume in the four-volume series *The Moral Limits of the Criminal Law* focuses on the "harm principle," the commonsense view that prevention of harm to persons other than the

perpetrator is a legitimate purpose of criminal legislation. Feinberg presents a detailed analysis of the concept and definition of harm and applies it to a host of practical and theoretical issues, showing how the harm principle must be interpreted if it is to be a plausible guide to the lawmaker.

Manuale di neuromarketing - Caterina Garofalo
2021-02-05T00:00:00+01:00

Il neuromarketing si propone di indirizzare, ispirare e guidare le aziende e le organizzazioni a comprendere in modo più profondo - e connesso alle trasformazioni culturali, sociali ed economiche - i bisogni, le attese e i desideri delle persone per favorire il miglioramento continuo delle proprie strategie di marketing, di comunicazione, di management e di brand equity. Questo manuale vi accompagnerà nel viaggio che, partendo dal racconto delle basi scientifiche del neuromarketing e della sua genesi, vi condurrà a scoprire tutti i possibili ambiti di riferimento e le nuove frontiere di applicazione come il neuro-design thinking, il neurobranding, il neuroselling, il neuroretail, il neuromanagement, la neuroleadership, la neuroeconomia e la neuroetica.

Methodology & Techniques of Social Research - P. L. Bhandarkar 2010

This book to present a concise, cogent comprehensive and critical exposition of the varied techniques employed in social research and the methodological bases underlying them.

This book to present a concise, cogent comprehensive and critical exposition of the varied techniques employed in social research and the methodological bases underlying them.

The book is, therefore, likely to be useful to students of social science in general and of Sociology in particular, who are engaged in post-graduate or predoctoral studies.

Consequently special efforts have been made to make the contents of the book.

Relazioni efficaci - Graziella Moschino
2020-01-15

La complessità sociale determinata dallo sviluppo di una società globale dove i confini diventano quasi indefiniti, ha portato grandi sfide per la piccola e media impresa, in generale per tutti gli imprenditori/professionisti. La differenziazione e il successo di ogni attività avviene grazie alla capacità di comunicare

l'unicità della Persona. Tutto questo è possibile dopo aver sviluppato la relazione con noi stessi per far emergere il proprio modo di essere fatto di valori e convinzioni. Di conseguenza si sarà in grado di creare relazioni significative con i clienti ma anche con altri professionisti o imprenditori. È dimostrato che quando due menti si uniscono, creano sempre una terza forza, intangibile e invisibile, che possiamo paragonare a una terza mente, superiore. È quello che avviene nei Mastermind Group dove gruppi di persone si incontrano periodicamente in uno spirito di armonia, per discutere e aiutarsi a vicenda a realizzare il proprio progetto imprenditoriale, e favorire la propria crescita personale. In questo modo recuperiamo le relazioni umane come leva strategica per creare sinergie efficaci. Le relazioni favoriscono lo sviluppo personale e professionale di ognuno.

The Birth of Intersubjectivity: Psychodynamics, Neurobiology, and the Self - Massimo Ammaniti
2014-01-13

Neurobiological research helps explain the experience of motherhood. This book, the exciting collaboration of a developmental psychoanalyst at the forefront of functional magnetic resonance attachment research and a leading neurobiological researcher on mirror neurons, presents a fresh and innovative look at intersubjectivity from a neurobiological and developmental perspective. Grounding their analysis of intersubjectivity in the newest advances from developmental neuroscience, modern attachment theory, and relational psychoanalysis, Massimo Ammaniti and Vittorio Gallese illustrate how brain development changes simultaneously with relationally induced alterations in the subjectivities of both mother and infant. Ammaniti and Gallese combine extensive current interdisciplinary research with in-depth clinical interviews that highlight the expectant mother's changing subjective states and the various typologies of maternal representations. Building on Gallese's seminal work with mirror neurons and embodied simulation theory, the authors construct a model of intersubjectivity that stresses not symbolic representations but intercorporeality from a second-person perspective. Charting the prenatal and perinatal events that serve as the neurobiological foundation for postnatal

reciprocal affective communications, they conclude with direct clinical applications of early assessments and interventions, including interventions with pregnant mothers. This volume is essential for clinicians specializing in attachment disorders and relational trauma, child psychotherapists, infant mental health workers, pediatricians, psychoanalysts, and developmental researchers. It combines fascinating new information and illustrative clinical experience to illustrate the early intersubjective origins of our own and our patients' internal worlds.

The Persuasion Code - Christophe Morin

2018-09-11

The Persuasion Code Capture, convince, and close—scientifically Most of your attempts to persuade are doomed to fail because the brains of your audience automatically reject messages that disrupt their attention. This book makes the complex science of persuasion simple. Learn to develop better marketing and sales messages based on a scientific model; NeuroMap™. Regardless of your level of expertise in marketing, neuromarketing, neuroscience or psychology: The Persuasion Code: How Neuromarketing Can Help You Persuade Anyone, Anywhere, Anytime will make your personal and business lives more successful by unveiling a credible and practical approach towards creating a breakthrough persuasion strategy. This book will satisfy your interest in neuromarketing, scientific persuasion, sales, advertising effectiveness, website conversion, marketing strategy and sales presentations. It'll teach you the value of the award-winning persuasion model NeuroMap™ : the only model based on the science of how your customers use their brain to make any decision including a buying decision. You will appreciate why this scientific approach has helped hundreds of companies and thousands of executives achieve remarkable results. Written by the founders of SalesBrain who pioneered the field of neuromarketing SalesBrain has trained more than 100,000 executives worldwide including over 15,000 CEO Includes guidance for creating your own neuromarketing plan Advance your business or career by creating persuasive messages based on the working principle of the brain.

Warren Buffett - Robert G. Hagstrom

2021-10-15T00:00:00+02:00

In Warren Buffett. Dentro la mente del migliore investitore al mondo Robert Hagstrom conduce un'analisi inedita sulla saggezza dell'oracolo di Omaha e sul suo pensiero. Celebre per i suoi esami approfonditi sui metodi di investimento di Buffett, in questo libro Hagstrom risponde a una domanda molto più ampia: da dove derivano quei metodi? Ripercorrendo le molteplici influenze sul pensiero del grande investitore, Hagstrom descrive una visione del mondo complessa e ricca di sfumature, che si riflette non solo nella pratica degli investimenti ma anche nelle altre sfere dell'agire umano. Lo stesso Buffett ha dato un nome memorabile a questa mentalità: la "Money Mind". Che cos'è di preciso una Money Mind? A livello basilare è un modo di pensare alle grandi questioni finanziarie, per esempio l'allocazione dei capitali. A un livello successivo è la mentalità necessaria per investire con successo nel dinamico mercato azionario di oggi, che richiede la volontà di imparare, la capacità di adattarsi e di non dar retta al rumore di fondo. A un livello ancora ulteriore è un ampio costrutto filosofico ed etico, che ci dice molto sulla persona a cui lo applichiamo: chi ha una Money Mind è una persona che ha ottime probabilità di avere successo in molti aspetti della vita, compresi gli investimenti. Questo non è un libro sul metodo. È un libro sul pensiero di Warren Buffett. Esamina una serie di correnti filosofiche - individualismo, stoicismo, razionalismo e pragmatismo - e i loro contributi alle decisioni di un investitore intelligente. Ripercorre inoltre l'evoluzione del value investing, spiega come si sviluppa una mentalità "business-driven" e descrive i tratti imprescindibili di una gestione attiva di successo del proprio portafoglio. In sintesi, è un libro che aiuta i lettori a comprendere i mattoni che edificano una Money Mind, affinché possano iniziare ad applicare gli stessi principi al servizio di una vita che abbia valore.

Idee folli - Safi Bahcall

2019-11-17T00:00:00+01:00

Cosa può dirci un bicchier d'acqua sulla natura dell'uomo e sulla storia del mondo? Molto più di quanto si potrebbe sospettare, ci insegna Safi Bahcall. Infatti, il modo in cui un gruppo

omogeneo di persone reagisce alle idee più rivoluzionarie, abbracciandole con entusiasmo o bollandole come folli e irrealizzabili, dipende dalla sua struttura, proprio come la struttura delle molecole di H₂O determina se nel nostro bicchiere troveremo acqua dissetante o un blocco di ghiaccio. Prendendo spunto dalla scienza delle transizioni di fase della materia, Idee folli ci guida alla scoperta di come nascono le idee rivoluzionarie che hanno plasmato il mondo che conosciamo, del modo migliore per proteggerle e coltivarle, raggiungendo il delicato equilibrio fra la flessibilità dell'inventore e del ricercatore e la rigidità di chi si occupa di renderle realizzabili, replicabili e riproducibili in serie.

Factfulness - Hans Rosling 2018-04-03

INSTANT NEW YORK TIMES BESTSELLER

"One of the most important books I've ever read—an indispensable guide to thinking clearly about the world." - Bill Gates "Hans Rosling tells the story of 'the secret silent miracle of human progress' as only he can. But *Factfulness* does much more than that. It also explains why progress is so often secret and silent and teaches readers how to see it clearly." —Melinda Gates "Factfulness by Hans Rosling, an outstanding international public health expert, is a hopeful book about the potential for human progress when we work off facts rather than our inherent biases." - Former U.S. President Barack Obama *Factfulness: The stress-reducing habit of only carrying opinions for which you have strong supporting facts. When asked simple questions about global trends—what percentage of the world's population live in poverty; why the world's population is increasing; how many girls finish school—we systematically get the answers wrong. So wrong that a chimpanzee choosing answers at random will consistently outguess teachers, journalists, Nobel laureates, and investment bankers. In *Factfulness*, Professor of International Health and global TED phenomenon Hans Rosling, together with his two long-time collaborators, Anna and Ola, offers a radical new explanation of why this happens. They reveal the ten instincts that distort our perspective—from our tendency to divide the world into two camps (usually some version of us and them) to the way we consume media (where fear rules) to how we perceive*

progress (believing that most things are getting worse). Our problem is that we don't know what we don't know, and even our guesses are informed by unconscious and predictable biases. It turns out that the world, for all its imperfections, is in a much better state than we might think. That doesn't mean there aren't real concerns. But when we worry about everything all the time instead of embracing a worldview based on facts, we can lose our ability to focus on the things that threaten us most. Inspiring and revelatory, filled with lively anecdotes and moving stories, *Factfulness* is an urgent and essential book that will change the way you see the world and empower you to respond to the crises and opportunities of the future. --- "This book is my last battle in my life-long mission to fight devastating ignorance...Previously I armed myself with huge data sets, eye-opening software, an energetic learning style and a Swedish bayonet for sword-swallowing. It wasn't enough. But I hope this book will be." Hans Rosling, February 2017.

Reinhold Messner My Life at the - ebook - Reinhold Messner 2014-09-19

•*Reveals the long view from an icon who, with age, has added wisdom to his list of accomplishments •*Messner climbing firsts: the world's fourteen peaks taller than 8000 meters; Everest solo; Everest without supplemental oxygen •*Author of more than 60 books Reinhold Messner: *My Life at the Limit*, the newest book by the famed mountaineer, is a conversation between Messner and interviewer Thomas Huetlin, an award-winning German journalist. It reveals a more thoughtful and conversational Messner than one finds in his previous books, with the "talk" between Messner and Huetlin covering not only the highlights of Messner's climbing career, but also his treks across Tibet, the Gobi, and Antarctica; his five-year-stint as a member of the European Parliament; his encounter with and study of the yeti; his thoughts on traditional male/female roles; and much more. Readers learn about Messner's childhood, his thoughts about eating ice cream with girls (against), politics (mostly liberal), and his technique for killing chickens (sharp scissors). Messner is known as one of history's greatest Himalayan mountaineers, a man who pushed back the frontiers of the possible for a

whole generation of climbers. While the interest in *My Life at the Limit* is that it exposes much more of the man than his climbing career, that career is still utterly remarkable—and Mountaineers Books is proud to present this book, which is core to our mission, to audiences across North America. ***For a limited time, donors to our Legends and Lore series will receive a signed copy of *My Life at the Limit*. Click here > to learn more.***

Sessantotto pedagogico - Carla Xodo 2020-12-01
Sul piano pedagogico, nei più di 50 anni di storia che ci separano dal '68 - caratterizzati in gran parte da miopia progettuale, aggiustamenti-tampone dell'esistente, tatticismi dalla vista corta - l'unica eredità condivisa in contro tendenza, che rinasce continuamente dalle ceneri della dimenticanza e dalle spinte conservatrici della rimozione, è l'esperienza pedagogica ed umana di don Milani. Il famoso pamphlet Lettera ad una professoressa è del 1967 e quel testo intercetta temi, problemi, prospettive storico-politico-socio-pedagogiche che, affrontati subito e nella giusta maniera, forse avrebbero spuntato le armi della successiva protesta sessantottina, con tutti gli eccessi che si conoscono. Di fatto, le denunce del Sessantotto furono elaborate in proposte di cambiamento in parte, e solo più tardi, tra circospezioni e reticenze. Il volume esplora questa dialettica di continuità/discontinuità dal punto di vista della pedagogia generale e della storia della pedagogia, mostrando, nelle quattro sezioni in cui è articolato, quanto, in fondo, essa resti tuttora irrisolta. Emblematico in questo senso il "caso" della scuola pedagogica patavina, con il suo protagonista Marcello Peretti, a cui è dedicata, appunto, l'intera quarta parte del libro.

La società della fiducia - Antonio Sgobba 2020-09-03

Da secoli la fiducia nell'autorità e nel prossimo è un decisivo collante sociale e il funzionamento della società si basa sul fidarsi l'un l'altro degli esseri umani: guardiamo con sospetto il politico (disonesto?), il banchiere (ladro?) e lo scienziato (ciarlatano?), ma alla fine votiamo, investiamo, prendiamo le medicine. Ma nell'epoca dell'infodemia, della pseudoscienza social e delle fake news, com'è possibile fidarsi? E di chi? Con la rabbia prima e il distanziamento sociale poi, anche il prossimo è un untore, un estraneo di

cui diffidare. Antonio Sgobba ricostruisce la storia e la filosofia della fiducia nel passato e ne descrive il mutamento, per capire cosa ne sarà in futuro: come combineremo legittimo sospetto e autorità? Di chi ci potremo fidare per distinguere informazioni accurate e bufale? Torneremo mai ad aver fiducia nel prossimo? *Selling with Emotional Intelligence* - 2003
Secret to sales success starts with higher emotional intelligence (E.Q.). Improve your E.Q. and watch your sales soar! Emotional Intelligence (E.Q.) is the ability to relate to people and maintain positive relationships, and is now widely regarded as more critical to workplace success than I.

A Little History of Economics - Niall Kishtainy 2017-03-07

A lively, inviting account of the history of economics, told through events from ancient to modern times and the ideas of great thinkers in the field What causes poverty? Are economic crises inevitable under capitalism? Is government intervention in an economy a helpful approach or a disastrous idea? The answers to such basic economic questions matter to everyone, yet the unfamiliar jargon and math of economics can seem daunting. This clear, accessible, and even humorous book is ideal for young readers new to economics and for all readers who seek a better understanding of the full sweep of economic history and ideas. Economic historian Niall Kishtainy organizes short, chronological chapters that center on big ideas and events. He recounts the contributions of key thinkers including Adam Smith, David Ricardo, Karl Marx, John Maynard Keynes, and others, while examining topics ranging from the invention of money and the rise of agrarianism to the Great Depression, entrepreneurship, environmental destruction, inequality, and behavioral economics. The result is a uniquely enjoyable volume that succeeds in illuminating the economic ideas and forces that shape our world.

Misbehaving: The Making of Behavioral Economics - Richard H. Thaler 2015-05-11
Winner of the Nobel Prize in Economics Get ready to change the way you think about economics. Nobel laureate Richard H. Thaler has spent his career studying the radical notion that the central agents in the economy are

humans—predictable, error-prone individuals. *Misbehaving* is his arresting, frequently hilarious account of the struggle to bring an academic discipline back down to earth—and change the way we think about economics, ourselves, and our world. Traditional economics assumes rational actors. Early in his research, Thaler realized these Spock-like automatons were nothing like real people. Whether buying a clock radio, selling basketball tickets, or applying for a mortgage, we all succumb to biases and make decisions that deviate from the standards of rationality assumed by economists. In other words, we misbehave. More importantly, our misbehavior has serious consequences.

Dismissed at first by economists as an amusing sideshow, the study of human miscalculations and their effects on markets now drives efforts to make better decisions in our lives, our businesses, and our governments. Coupling recent discoveries in human psychology with a practical understanding of incentives and market behavior, Thaler enlightens readers about how to make smarter decisions in an increasingly mystifying world. He reveals how behavioral economic analysis opens up new ways to look at everything from household finance to assigning faculty offices in a new building, to TV game shows, the NFL draft, and businesses like Uber. Laced with antic stories of Thaler's spirited battles with the bastions of traditional economic thinking, *Misbehaving* is a singular look into profound human foibles. When economics meets psychology, the implications for individuals, managers, and policy makers are both profound and entertaining. Shortlisted for the Financial Times & McKinsey Business Book of the Year Award

Economics in Perspective - John Kenneth Galbraith 2017-08-29

In *Economics in Perspective*, renowned economist John Kenneth Galbraith presents a compelling and accessible history of economic ideas, from Aristotle through the twentieth century. Examining theories of the past that have a continuing modern resonance, he shows that economics is not a timeless, objective science, but is continually evolving as it is shaped by specific times and places. From Adam Smith's theories during the Industrial Revolution to those of John Maynard Keynes after the Great

Depression, Galbraith demonstrates that if economic ideas are to remain relevant, they must continually adapt to the world they inhabit. A lively examination of economic thought in historical context, *Economics in Perspective* shows how the field has evolved across the centuries.

Sbagliando non si impara - Sara Garofalo 2021-01-28

Se comprare o meno il biglietto del treno, se andare o meno a un concerto, se tenersi il proprio lavoro o lasciarlo per inseguire la propria passione. E ancora, per chi votare, se vaccinare o meno i propri figli, se perdonare o meno la persona amata. La nostra vita è composta dalle scelte che facciamo, scelte piccole o grandi, scelte che determinano chi siamo e orientano il nostro futuro. Scelte che, nella maggioranza dei casi, sono sbagliate. La nostra mente, infatti, ci inganna in continuazione, facendoci apparire del tutto razionali e scontate decisioni basate su trappole, scorciatoie, bias cognitivi e pregiudizi: il nostro processo decisionale ci apparirà sempre semplice e lineare, quando invece scegliere tra due tipi di pasta al supermercato può essere complesso quanto mandare un astronauta in orbita. Sara Garofalo, psicologa e ricercatrice, invita il lettore a mettersi alla prova: ognuno dei capitoli di questo libro contiene test, indovinelli ed esercizi in cui si è chiamati a prendere delle decisioni apparentemente semplici e scontate, ma che in realtà mettono in luce i nostri errori e ci aiutano a capire come funziona il nostro cervello. Un libro che aiuta a imparare dagli errori e insegna ad azzeccare la prossima scelta.

Keynes Hayek: The Clash that Defined Modern Economics - Nicholas Wapshott 2011-10-11

"I defy anybody—Keynesian, Hayekian, or uncommitted—to read [Wapshott's] work and not learn something new."—John Cassidy, *The New Yorker* As the stock market crash of 1929 plunged the world into turmoil, two men emerged with competing claims on how to restore balance to economies gone awry. John Maynard Keynes, the mercurial Cambridge economist, believed that government had a duty to spend when others would not. He met his opposite in a little-known Austrian economics professor, Friedrich Hayek, who considered attempts to intervene both pointless and

potentially dangerous. The battle lines thus drawn, Keynesian economics would dominate for decades and coincide with an era of unprecedented prosperity, but conservative economists and political leaders would eventually embrace and execute Hayek's contrary vision. From their first face-to-face encounter to the heated arguments between their ardent disciples, Nicholas Wapshott here unearths the contemporary relevance of Keynes and Hayek, as present-day arguments over the virtues of the free market and government intervention rage with the same ferocity as they did in the 1930s.

Advances in Behavioral Finance - Richard H. Thaler 1993

Misbehaving. La nascita dell'economia comportamentale - Richard H. Thaler 2018

Math Without Numbers - Milo Beckman
2022-01-11

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 *Gödel, 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.

The Winner's Curse - Richard Thaler
2012-06-26

Winner of the Nobel Memorial Prize in Economic Sciences Richard Thaler challenges the received economic wisdom by revealing many of the paradoxes that abound even in the most painstakingly constructed transactions. He presents literate, challenging, and often funny examples of such anomalies as why the winners at auctions are often the real losers—they pay too much and suffer the "winner's curse"—why gamblers bet on long shots at the end of a losing day, why shoppers will save on one appliance only to pass up the identical savings on another, and why sports fans who wouldn't pay more than \$200 for a Super Bowl ticket wouldn't sell one they own for less than \$400. He also demonstrates that markets do not always operate with the traplike efficiency we impute to them.

Moral Calculations - Laszlo Mero 2012-12-06

What does game theory tell us about rational behavior? Is there such a thing as rational behavior, and if so, is it of any use to us? In this fascinating book, renowned Hungarian economist Laszlo Mero shows how game theory provides insight into such aspects of human psychology as altruism, competition, and politics, as well as its relevance to disparate fields such as physics and evolutionary biology. This ideal guide shows us how mathematics can illuminate the human condition.

Keywords for Media Studies - Laurie Ouellette
2017-03-14

The Essential vocabulary of Media Studies *Keywords for Media Studies* introduces and aims to advance the field of critical media studies by tracing, defining, and problematizing its established and emergent terminology. The book historicizes thinking about media and society, whether that means noting a long history of "new media," or tracing how understandings of media "power" vary across time periods and knowledge formations. Bringing together an

impressive group of established scholars from television studies, film studies, sound studies, games studies, and more, each of the 65 essays in the volume focuses on a critical concept, from "fan" to "industry," and "celebrity" to "surveillance." Keywords for Media Studies is an essential tool that introduces key terms, research traditions, debates, and their histories, and offers a sense of the new frontiers and questions emerging in the field of media studies.

Nudge - Richard H. Thaler 2012-10-04

The completely updated, final edition of the global bestseller - one of the most influential books of the 21st century 'Few books can be said to have changed the world, but Nudge did. The Final Edition is marvellous: funny, useful, and wise' Daniel Kahneman Nudge has transformed the way individuals, companies and governments look at the world - and in the process has become one of the most important books of the twenty-first century. This completely updated edition offers a wealth of new insights for fans and newcomers alike - about COVID-19, diet, personal finance, retirement savings, medical care, organ donation, and climate change. Every day we make decisions: about the things we buy or the meals we eat; about the investments we make and the time we spend; about our health and that of the planet. Unfortunately, we often choose badly. We are all susceptible to biases that can lead us to make bad decisions that make us poorer, less healthy and less happy. And, as Richard Thaler and Cass Sunstein show, no choice is ever presented to us in a neutral way. But by knowing how people think, we can make it easier for them to choose what is best for themselves, for their families and for society. With brilliant insight and wonderful levity, Thaler and Sunstein demonstrate how best to nudge us in the right directions, without ever restricting our freedom of choice.

La grande alienazione - Lelio Demichelis
2020-04-16T00:00:00+02:00

L'alienazione sembra scomparsa dalla scena. La tecnica come apparato e il neoliberalismo come ideologia politica offrono una affascinante illusione di individualità, libertà e creatività. Se tutti sono "imprenditori di se stessi" e ognuno è illuso di poter essere creativo e innovativo grazie alla tecnica, nessuno sembra alienato e nessuno si percepisce tale. In realtà l'alienazione non è

scomparsa, semmai è più pervasiva di ieri (dalla gig economy alla fabbrica 4.0 ai social media e social network), ma è ben mascherata dallo stesso sistema tecnocapitalista che la produce. L'autore evidenzia la forma più pericolosa di alienazione, tra le molte che compongono la grande alienazione, ossia la crescente delega conferita alla tecnica, dove sono gli algoritmi a decidere. La grande alienazione è una ulteriore tappa della riflessione che Lelio Demichelis svolge da tempo su tecnica e capitalismo.

L'autore rilegge la teoria critica francofortese, il pensiero di Michel Foucault e le figure di Narciso, Pigmalione e Prometeo, in nome della riscoperta di un individuo capace di uscire dalla gabbia d'acciaio virtuale/caverna platonica del tecno-capitalismo, per costruire un noi che non sia solo un dover essere connessi in rete o un dover condividere sui social.

Decidere è una scommessa - Annie Duke
2019-02-21

Nel 49° Super Bowl, l'allenatore dei Seahawks, Pete Carroll, fece una delle chiamate più controverse nella storia del football: con 26 secondi dalla fine della partita e a poche yard dalla linea di meta dei Patriots, chiese alla sua squadra di eseguire uno schema di lancio invece di un meno rischioso schema di corsa. Il passaggio venne intercettato e i Seahawks vennero sconfitti. I critici la definirono la più stupida giocata della storia. Ma quella chiamata fu davvero così brutta? Oppure Carroll disegnò un grande schema rovinato solo dalla sfortuna? Anche la decisione migliore non produce sempre il miglior risultato. C'è sempre un elemento di fortuna che non puoi controllare, e ci sono sempre informazioni importanti di cui non disponiamo. Quindi la chiave del successo è quella di pensare alle decisioni come fossero delle scommesse: quanto ne sono sicuro? Quali sono i modi possibili in cui le cose potrebbero andare? Quale decisione ha le più alte probabilità di successo? Sono incappato in quel 10% di probabilità che le cose potessero andare male? Oppure il mio successo è più attribuibile alla fortuna piuttosto che al merito del mio processo decisionale? Annie Duke, ex campionessa della World Series of Poker, è diventata una nota consulente aziendale attingendo dalla sua esperienza di giocatrice di poker. Nei suoi seminari insegna a prendere

decisioni migliori. Per la maggior parte delle persone infatti è difficile dire "Non sono sicuro" in un mondo che apprezza e, addirittura, ricompensa l'aspetto della certezza. Ma i giocatori professionisti di poker si sentono a loro agio con il fatto che le grandi decisioni non portano sempre a grandi esiti e che le decisioni sbagliate non portano sempre a risultati negativi. Spostando il tuo pensiero dall'esigenza di certezza all'obiettivo di valutare accuratamente ciò che sai e ciò che non sai, sarai meno vulnerabile alle emozioni reattive, ai pregiudizi e alle abitudini distruttive nel prendere decisioni. Diventerai più sicuro, calmo, tollerante e avrai più successo nel lungo periodo.

Rivoluzione umanista - Romano Benini

2020-10-26T00:00:00+01:00

Ci stiamo ormai abituando a sopravvivere in un contesto di difficoltà permanente: ambientale, economica, finanziaria e anche sanitaria. Crisi di ogni tipo si susseguono senza sosta. Questo accade perché il modello - sociale, economico, culturale - è degenerato, diventando incontrollabile. Un circolo vizioso collega la speculazione finanziaria alla mancanza di lavoro, i problemi economici ai disastri climatici, l'inquinamento alla diffusione di malattie ed epidemie. A causare tutto questo è la crisi dei valori dell'ultimo capitalismo. L'etica dell'efficienza produttiva e finanziaria, che ha determinato decenni di crescita economica e ha consentito l'accesso alla conoscenza e allo sviluppo sociale per larghe fasce della popolazione, non è più in grado di svolgere la sua funzione. Questo modello nel corso del tempo ha tolto centralità all'uomo, sostituendolo con il denaro e poi con le tecnologie. L'unica via d'uscita è rifondare la società su basi etiche diverse: non è possibile rimanere sani in un mondo malato.

Incerto - Nassim Nicholas Taleb 2021-05-04

The landmark five-book series--all together in one boxed set *The Incerto* is an investigation of opacity, luck, uncertainty, probability, human error, risk, and decision making when we don't understand the world, expressed in the form of a personal essay with autobiographical sections, stories, parables, and philosophical, historical, and scientific discussions, in non-overlapping volumes that can be accessed in any order. The main thread is that while there is inordinate

uncertainty about what is going on, there is great certainty as to what one should do about it. This boxed set includes: *FOOLED BY RANDOMNESS* *THE BLACK SWAN* *THE BED OF PROCRUSTES* *ANTIFRAGILE* *SKIN IN THE GAME*

Stai per commettere un terribile errore! -

Olivier Sibony 2022-09-20T00:00:00+02:00

Quando esprimiamo un giudizio o facciamo una scelta, si tratti di un acquisto, di un investimento o di come riuscire a risparmiare, non siamo sempre "razionali". Le trappole in cui cadiamo, come hanno dimostrato decenni di ricerche condotte dagli psicologi cognitivi, sono i bias, i pregiudizi, che qui vengono smascherati e descritti l'uno dopo l'altro, dall'eccesso di fiducia (in cui si attribuisce un peso eccessivo a una propria convinzione), al bias di conferma (in cui si propende per la decisione che avvalorava quanto pensavamo senza considerare le possibili alternative), alla trappola dello status quo (in cui si predilige una decisione che non smuova le acque). L'analisi di Sibony risulterà preziosa per tutti noi che dobbiamo effettuare scelte, ma lo sarà ancora di più per amministratori delegati e alti dirigenti che ne saranno sorpresi, spiazzati e anche divertiti, e magari ci si riconosceranno un po'. Brillante, pieno di storie vivide e di grandi lezioni, questo libro è una piacevolissima guida a un processo decisionale assennato, nel business e nella vita quotidiana.

Most Underappreciated - Robert Arkin

2011-02-16

Fifty of today's most prominent social psychologists describe their scholarship, focusing on the human and personal side of the "life of the mind." Each author spotlights his or her least appreciated work, and discusses theory, methods, findings, or application. The contributors also use this opportunity to provide the context behind their work. Some authors describe their mentors, the influential figures who led them to certain areas of research. Others offer advice to young researchers who are just entering the field and who can learn from their predecessors' mistakes and miscalculations. These contributors address issues like how to prepare for, and make the most of, a professorship in a liberal arts college context, and how to frame a research question, title an article, handle a controversy, pursue a

passion, devise a method, think about a meta-analysis, and write persuasively. Still others discuss what makes their research important to them and to the field, describing the impact of their work on their own future research agendas. In fifty engaging and succinct essays, these eminent psychologists pull back the curtain on their professional lives. Their stories are personal and touch on relationships, passion for ideas, and the emotional highs and lows of academic life. This book is a truly unique glimpse behind scenes of social psychology and the people who have advanced the field.

Informazione, social network & diritto - Maria Novella Campagnoli 2020-11-01

I media digitali e i social network, in questi anni, hanno concorso a intensificare le comunicazioni. Per un verso, queste piattaforme sembrano realizzare una liberalizzazione dei processi informativi, per l'altro, possono diventare l'habitat più congeniale alla diffusione delle fake news e/o fungere da volano all'hate speech. Coniugando l'analisi teorico-giuridica con la disamina della normativa, il volume costituisce un utile strumento per chiunque voglia approcciarsi allo studio di tali fenomeni.