The Upside of Irrationality: The Unexpected Benefits of Defying Logic by Dan Ariely

How can large bonuses sometimes make CEOs less productive?

Why is revenge so important to us?

How can confusing directions actually help us?

Why is there a difference between what we think will make us happy and what really makes us happy?

In his groundbreaking book, Predictably Irrational, social scientist Dan Ariely revealed the multiple biases that lead us to make unwise decisions. Now, in The Upside of Irrationality, he exposes the surprising negative and positive effects irrationality can have on our lives. Focusing on our behaviors at work and in relationships, he offers new insights and eye-opening truths about what really motivates us on the job, how one unwise action can become a long-term bad habit, how we learn to love the ones we’re with, and more. The Upside of Irrationality will change the way we see ourselves at work and at home—and cast our irrational behaviors in a more nuanced light.

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