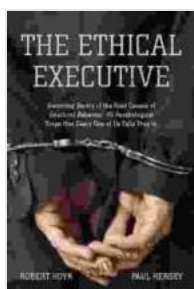


45 Psychological Traps That Every One Of Us Falls Prey To: Unmasking the Hidden Biases That Control Our Lives

We all want to believe that we make rational, informed decisions. But the truth is, we're all susceptible to a variety of cognitive biases that can lead us astray. These biases are mental shortcuts that we use to make decisions quickly and efficiently, but they can often lead us to make poor choices.



The Ethical Executive: Becoming Aware of the Root Causes of Unethical Behavior: 45 Psychological Traps that Every One of Us Falls Prey To by Robert Hoyk

★★★★☆ 4.5 out of 5

Language : English
File size : 429 KB
Text-to-Speech : Enabled
Screen Reader : Supported
Enhanced typesetting : Enabled
Word Wise : Enabled
Print length : 153 pages



In his groundbreaking book, 45 Psychological Traps That Every One Of Us Falls Prey To, Dr. David Ludden identifies 45 of the most common cognitive biases. He explains how these biases work, and he provides practical strategies to overcome them.

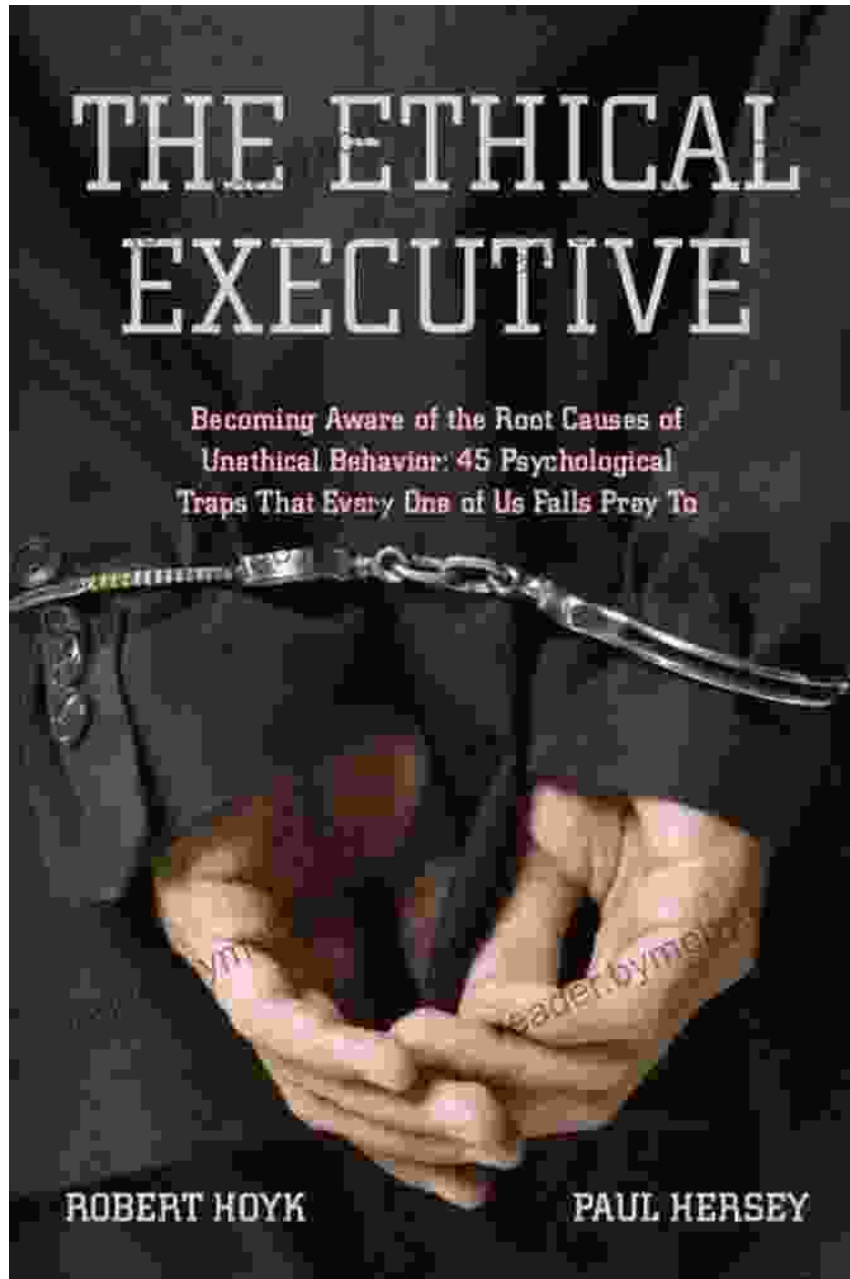
This book is a must-read for anyone who wants to improve their decision-making skills. It's also a fascinating read for anyone who is interested in psychology and human behavior.

Here are just a few of the 45 psychological traps that Dr. Ludden discusses in his book:

- **The confirmation bias:** We tend to seek out information that confirms our existing beliefs, and we ignore information that contradicts them.
- **The availability heuristic:** We tend to judge the likelihood of an event based on how easily we can recall examples of it.
- **The anchoring effect:** We tend to be influenced by the first piece of information we receive about a topic, even if that information is irrelevant.
- **The sunk cost fallacy:** We tend to continue investing in a project, even when it's clear that it's not going to be successful.
- **The framing effect:** We tend to make different decisions depending on how the options are presented to us.

These are just a few examples of the many psychological traps that we all fall prey to. By understanding how these biases work, we can take steps to overcome them and make better decisions.

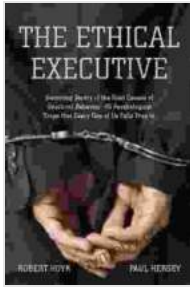
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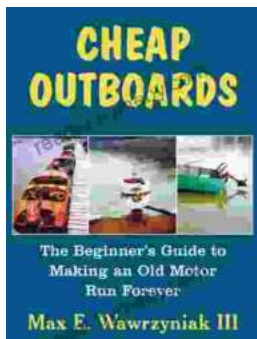
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