



# Kidding Ourselves: The Hidden Power of Self-Deception

By Joseph T. Hallinan

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**Kidding Ourselves: The Hidden Power of Self-Deception** By Joseph T. Hallinan

**From the Pulitzer Prize-winning journalist and author of *Why We Make Mistakes*, an illuminating exploration of human beings' astonishing ability to deceive themselves.**

To one degree or another, we all misjudge reality. Our perception—of ourselves and the world around us—is much more malleable than we realize. This self-deception influences every major aspect of our personal and social life, including relationships, sex, politics, careers, and health.

In *Kidding Ourselves*, Joseph Hallinan offers a nuts-and-bolts look at how this penchant shapes our everyday lives, from the medicines we take to the decisions we make. It shows, for instance, just how much the power of many modern medicines, particularly anti-depressants and painkillers, is largely in our heads. Placebos in modern-day life extend beyond hospitals, to fake thermostats and “elevator close” buttons that don’t really work...but give the perception that they do.

*Kidding Ourselves* brings together a variety of subjects, linking seemingly unrelated ideas in fascinating and unexpected ways. And ultimately, it shows that deceiving ourselves is not always negative or foolish. As increasing numbers of researchers are discovering, it can be incredibly useful, providing us with the resilience we need to persevere, in the boardroom, bedroom, and beyond.

Provocative, accessible, and easily applicable to multiple facets of everyday life, *Kidding Ourselves* is an extraordinary new exploration of our mind’s flexibility.

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### Editorial Review

#### Review

“Fascinating...an exploration of our mind’s ability to conjure its own reality. [Hallinan] entertains and provokes in equal measure. And his point is an important one: Our mind is a powerful thing.”

—*New York Times* Book Review

“In this brilliant and delightful expose of recent psychological research, Hallinan reveals that self-deception is also a potent drug for boosting hope, confidence, and creativity. For those of us who have lived by Feynman's first principle, that you must not fool yourself, this provocative book is a shocking and encouraging eye-opener: good things can happen if we just shut up, relax, and *believe*.”

—Leonard Mlodinow, bestselling author of *Subliminal* and *The Drunkard’s Walk*

“Hallinan works in territory similar to Malcolm Gladwell’s: giving fresh twists to familiar assumptions, showing that conventional wisdom may be more conventional than wise. ... A genial, occasionally glib guide to both the positive and negative effects of self-delusion.”

—*Kirkus Reviews*

“Accessible pop science that provides a good laugh and some great dinner conversation.”

—*Publishers Weekly*

“Well-documented and approachable...particularly insightful...a well-researched and accessibly written book on the flexibility of human perception and belief.”

—*Library Journal*

#### Praise for Joseph T. Hallinan’s *Why We Make Mistakes*

“What an eye-opener!...Hallinan cites numerous studies and experts, but he keeps the book from becoming a stodgy recitation of facts and statistics through the frequent use of illustrative examples and snappy prose. He also throws in a few big surprises....A vastly informative, and for some readers vastly reassuring, exploration of the way our minds work.”

—*Booklist* (starred review)

“[I]mpressive...intriguing...a lesson in humility as much as human behavior, Hallinan's study should help readers understand their limitations and how to work with them.”

—*Publishers Weekly*

“Entertains while it informs. Hallinan brings the science of human behavior to life, showing how it applies to us every day.”

—Don Norman, author of *The Design of Everyday Things*

#### About the Author

JOSEPH T. HALLINAN, a former writer for *The Wall Street Journal*, is a winner of the Pulitzer Prize and a former Nieman Fellow at Harvard University. He lives in Chicago with his wife and three children.

## **Users Review**

### **From reader reviews:**

#### **Vickie Hintz:**

The book *Kidding Ourselves: The Hidden Power of Self-Deception* make one feel enjoy for your spare time. You need to use to make your capable much more increase. Book can to get your best friend when you getting anxiety or having big problem along with your subject. If you can make examining a book *Kidding Ourselves: The Hidden Power of Self-Deception* for being your habit, you can get far more advantages, like add your personal capable, increase your knowledge about many or all subjects. It is possible to know everything if you like start and read a reserve *Kidding Ourselves: The Hidden Power of Self-Deception*. Kinds of book are several. It means that, science publication or encyclopedia or other individuals. So , how do you think about this reserve?

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Information is provisions for individuals to get better life, information currently can get by anyone at everywhere. The information can be a know-how or any news even a huge concern. What people must be consider whenever those information which is within the former life are hard to be find than now is taking seriously which one is suitable to believe or which one the actual resource are convinced. If you obtain the unstable resource then you have it as your main information you will see huge disadvantage for you. All of those possibilities will not happen inside you if you take *Kidding Ourselves: The Hidden Power of Self-Deception* as the daily resource information.

#### **Jeffrey Dominguez:**

People live in this new time of lifestyle always attempt to and must have the extra time or they will get lot of stress from both day to day life and work. So , when we ask do people have free time, we will say absolutely sure. People is human not really a robot. Then we ask again, what kind of activity are you experiencing when the spare time coming to you of course your answer can unlimited right. Then ever try this one, reading guides. It can be your alternative in spending your spare time, the actual book you have read will be *Kidding Ourselves: The Hidden Power of Self-Deception*.

#### **Enola Hudson:**

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