Introduction

Humans are assumed to take rational choices and prioritize long term benefits over immediate gains. However, the author shows that often, human beings tend to behave in an irrational way because of inherent biases. For example, **most of them consider immediate gains and at the end, they are unable to obtain long term benefits**. In the book, the author describes about few of the biases and classifies which of them are indeed useful and which of them needs to be cleared.

Part 1: How we defy logic at work

Are we Paying More for less?

In this, the author describes how high incentives do not always work. In cases where the work is physical, higher incentives often lead to better productivity. But where the tasks are **mentally demanding**, these incentives **distract us and put more stress**.

Stressful situations like audience's expectations reduce productivity when the tasks require cognitive ability. In case of professionals, their performance usually remain the same in stressful situations too.

How do we value our labour?

In the animal kingdom, ***contrafreeloading*** is common. That means, animals favour earned food over free ones if it does not require much effort.

Creator bias

Part 2

Something else

still editing

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Page 1 of 1.

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