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How To Win Friends and Influence People Aug 24 2020 Updated for today's readers, Dale Carnegie's timeless bestseller How to Win Friends and Influence People is a classic that has improved and transformed the professional and personal and lives of millions. One of the best-known motivational guides in history, Dale Carnegie's groundbreaking book has sold tens of millions of copies, been translated into almost every known language, and has helped countless people succeed. Originally published during the depths of the Great Depression—and equally valuable during booming economies or hard times—Carnegie's rock-solid, time-tested advice has carried countless people up the ladder of success in their professional and personal lives. How to Win Friends and Influence People teaches you: -How to communicate effectively -How to make people like you -How to increase your ability to get things done -How to get others to see your side -How to become a more effective leader -How to successfully navigate almost any social situation -And so much more! Achieve your maximum potential with this updated version of a classic—a must-read for the 21st century.

Human Motivation Oct 26 2020 Human Motivation, originally published in 1987, offers a broad overview of theory and research from the perspective of a distinguished psychologist whose creative empirical studies of human motives span forty years. David McClelland describes methods for measuring motives, the development of motives out of natural incentives and the relationship of motives to emotions, to values and to performance under a variety of conditions. He examines four major motive systems - achievement, power, affiliation and avoidance - reviewing and evaluating research on how these motive systems affect behaviour. Scientific understanding of motives and their interaction, he argues, contributes to understanding of such diverse and important phenomena as the rise and fall of civilisations, the underlying causes of war, the rate of economic development, the nature of leadership, the reasons for authoritarian or democratic governing styles, the determinants of success in management and the factors responsible for health and illness. Students and instructors alike will find this book an exciting and readable presentation of the psychology of human motivation.

The Laws of Human Nature Nov 14 2019 SUMMARY: This book is If you've ever wondered about human behavior, wonder no more. In The Laws of Human Nature, Greene takes a look at 18 laws that reveal who we are and why we do the things we do. Humans are complex beings, but Greene uses these laws to strip human nature down to its bare bones. Every law that he presents is supported by a real-life historical account, with an insightful twist to drive the point home. As you read the book, don't be surprised if you get the feeling that everyone you know, including yourself, is described in the book! DISCLAIMER: This is an UNOFFICIAL summary and not the original book. It is designed to record all the key points of the original book.

The Psychology of Desire Jan 09 2022 Providing a comprehensive perspective on human desire, this volume brings together leading experts from multiple psychological subdisciplines. It addresses such key questions as how desires of different kinds emerge, how they influence judgment and decision making, and how problematic desires can be effectively controlled. Current research on underlying brain mechanisms and regulatory processes is reviewed. Cutting-edge measurement tools are described, including practical recommendations for their use. The book also examines pathological forms of desire and the complex relationship between desire and happiness. The concluding section analyzes specific applied domains--eating, sex, aggression, substance use, shopping, and social media.

Atomic Habits Dec 16 2019 The #1 New York Times bestseller. Over 4 million copies sold! Tiny Changes, Remarkable Results No matter your goals, Atomic Habits offers a proven framework for improving--every day. James Clear, one of the world's leading experts on habit formation, reveals practical strategies that will teach you exactly how to form good habits, break bad ones, and master the tiny behaviors that lead to remarkable results. If you're having trouble changing your habits, the problem isn't you. The problem is your system. Bad habits repeat themselves again and again not because you don't want to change, but because you have the wrong system for change. You do not rise to the level of your goals. You fall to the level of your systems. Here, you'll get a proven system that can take you to new heights. Clear is known for his ability to distill complex topics into simple behaviors that can be easily applied to daily life and work. Here, he draws on the most proven ideas from biology, psychology, and neuroscience to create an easy-to-understand guide for making good habits inevitable and bad habits impossible. Along the way, readers will be inspired and entertained with true stories from Olympic gold medalists, award-winning artists, business leaders, life-saving physicians, and star comedians who have used the science of small habits to master their craft and vault to the top of their field. Learn how to: make time for new habits (even when life gets crazy); overcome a lack of motivation and willpower; design your environment to make success easier; get back on track when you fall off course; ...and much more. Atomic Habits will reshape the way you think about progress and success, and give you the tools and strategies you need to transform your habits--whether you are a team looking to win a championship, an organization hoping to redefine an industry, or simply an individual who wishes to quit smoking, lose weight, reduce stress, or achieve any other goal.

The Evolution of Desire Feb 10 2022 A "drop-dead shocker" (Washington Post Book World) that uses evolutionary psychology to explain human mating and the mysteries of love If we all want love, why is there so much conflict in our most cherished relationships? To answer this question, we must look into our evolutionary past, argues prominent psychologist David M. Buss. Based one of the largest studies of human mating ever undertaken, encompassing more than 10,000 people of all ages from thirty-seven cultures worldwide, The Evolution of Desire is the first work to present a unified theory of human mating behavior. Drawing on a wide range of examples of mating behavior — from lovebugs to elephant seals, from the Yanomamö tribe of Venezuela to online dating apps — Buss reveals what women want, what men want, and why their desires radically differ. Love has a central place in human sexual psychology, but conflict, competition, and manipulation also pervade human mating — something we must confront in order to control our own mating destiny. Updated to reflect the very latest scientific research on human mating, this definitive edition of this classic work of evolutionary psychology explains the powerful forces that shape our most intimate desires.

Mere Christianity Apr 19 2020 In the classic Mere Christianity, C.S. Lewis, the most important writer of the 20th century, explores the common ground upon which all of those of Christian faith stand together. Bringing together Lewis' legendary broadcast talks during World War Two from his three previous books The Case for Christianity, Christian Behavior, and Beyond Personality, Mere Christianity provides an unequalled opportunity for believers and nonbelievers alike to hear this powerful apologetic for the Christian faith.

Drive Jun 14 2022 The New York Times bestseller that gives readers a paradigm-shattering new way to think about motivation from the author of When: The Scientific Secrets of Perfect Timing Most people believe that the best way to motivate is with rewards like money—the carrot-and-stick approach. That's a mistake, says Daniel H. Pink (author of To Sell Is Human: The Surprising Truth About Motivating Others). In this provocative and persuasive new book, he asserts that the secret to high performance and satisfaction-at work, at school, and at home—is the deeply human need to

direct our own lives, to learn and create new things, and to do better by ourselves and our world. Drawing on four decades of scientific research on human motivation, Pink exposes the mismatch between what science knows and what business does—and how that affects every aspect of life. He examines the three elements of true motivation—autonomy, mastery, and purpose—and offers smart and surprising techniques for putting these into action in a unique book that will change how we think and transform how we live.

Religion Explained May 01 2021 Many of our questions about religion, says renowned anthropologist Pascal Boyer, are no longer mysteries. We are beginning to know how to answer questions such as "Why do people have religion?" Using findings from anthropology, cognitive science, linguistics, and evolutionary biology, *Religion Explained* shows how this aspect of human consciousness is increasingly amenable to coherent, naturalistic explanation. This brilliant and controversial book gives readers the first scientific explanation for what religious feeling is really about, what it consists of, and where it comes from.

The Basic Needs of Man Sep 24 2020 This book celebrates the progress man has made in the past millenniums as he struggled to meet his basic needs. Students are asked to think about their basic needs as they exist today and as they prepare for an unknown future. As the next millennium passes, will the basic needs of man change or remain the same? Students are asked to think about progress—past, present, and future.

Civilization and Its Discontents Dec 28 2020 (Dover thrift editions).

The Limits of Choice Oct 06 2021 In *The Limits of Choice*, Sahra Wagenknecht examines household saving decisions and basic needs in Germany and the United States, based on official data from both countries from the 1950s to present day. Arguing against the hypothesis that assumes consumers optimize their consumption intertemporally based exclusively on their permanent or lifetime income, Wagenknecht proposes a rule of thumb, according to which consumers will save if their current income exceeds basic expenditure, while they will demand credit when income can no longer meet basic needs.

Parenting Matters Jul 23 2020 Decades of research have demonstrated that the parent-child dyad and the environment of the family—which includes all primary caregivers—are at the foundation of children's well-being and healthy development. From birth, children are learning and rely on parents and the other caregivers in their lives to protect and care for them. The impact of parents may never be greater than during the earliest years of life, when a child's brain is rapidly developing and when nearly all of her or his experiences are created and shaped by parents and the family environment. Parents help children build and refine their knowledge and skills, charting a trajectory for their health and well-being during childhood and beyond. The experience of parenting also impacts parents themselves. For instance, parenting can enrich and give focus to parents' lives; generate stress or calm; and create any number of emotions, including feelings of happiness, sadness, fulfillment, and anger. Parenting of young children today takes place in the context of significant ongoing developments. These include: a rapidly growing body of science on early childhood, increases in funding for programs and services for families, changing demographics of the U.S. population, and greater diversity of family structure. Additionally, parenting is increasingly being shaped by technology and increased access to information about parenting. *Parenting Matters* identifies parenting knowledge, attitudes, and practices associated with positive developmental outcomes in children ages 0-8; universal/preventive and targeted strategies used in a variety of settings that have been effective with parents of young children and that support the identified knowledge, attitudes, and practices; and barriers to and facilitators for parents' use of practices that lead to healthy child outcomes as well as their participation in effective programs and services. This report makes recommendations directed at an array of stakeholders, for promoting the wide-scale adoption of effective programs and services for parents and on areas that warrant further research to inform policy and practice. It is meant to serve as a roadmap for the future of parenting policy, research, and practice in the United States.

Intuitive Eating, 2nd Edition Oct 14 2019 We've all been there—angry with ourselves for overeating, for our lack of willpower, for failing at yet another diet that was supposed to be the last one. But the problem is not you, it's that dieting, with its emphasis on rules and regulations, has stopped you from listening to your body. Written by two prominent nutritionists, *Intuitive Eating* focuses on nurturing your body rather than starving it, encourages natural weight loss, and helps you find the weight you were meant to be. Learn: *How to reject diet mentality forever *How our three Eating Personalities define our eating difficulties *How to feel your feelings without using food *How to honor hunger and feel fullness *How to follow the ten principles of Intuitive Eating, step-by-step *How to achieve a new and safe relationship with food and, ultimately, your body With much more compassionate, thoughtful advice on satisfying, healthy living, this newly revised edition also includes a chapter on how the Intuitive Eating philosophy can be a safe and effective model on the path to recovery from an eating disorder.

An Enduring Love Jun 02 2021 Relationship coach, communications expert, and life coach Dr. Matt Townsend uses the acronym STARVED to help couples examine seven basic needs that are critical to all healthy relationships and eternal bonds. He teaches that our covenants make the difference.

Basic Needs, Wellbeing and Morality Dec 20 2022 Basic needs fulfillment is fundamental to becoming human and reaching one's potential. Extending the BUCET list proposed by Susan Fiske - which includes belonging, understanding, control/competence, autonomy, self-enhancement, trust, purpose and life satisfaction - this book demonstrates that the fulfillment of basic needs predicts adult physical and mental health, as well as sociality and morality. The authors suggest that meeting basic needs in childhood vitally shapes one's trajectory for self-actualization, and that initiatives aimed at human wellbeing should include a greater emphasis on early childhood experience. Through contemporaneous and retrospective research in childhood, the authors argue that basic need-fulfillment is key to the development of the self and the possibility of reaching one's full potential. This book will be of interest to scholars of human wellbeing and societal flourishing, as well as to health workers and educators.

Intrinsic Motivation Mar 11 2022 As I begin to write this Preface, I feel a rush of excitement. I have now finished the book; my gestalt is coming into completion. Throughout the months that I have been writing this, I have, indeed, been intrinsically motivated. Now that it is finished I feel quite competent and self-determining (see Chapter 2). Whether or not those who read the book will perceive me that way is also a concern of mine (an extrinsic one), but it is a wholly separate issue from the intrinsic rewards I have been experiencing. This book presents a theoretical perspective. It reviews an enormous amount of research which establishes unequivocally that intrinsic motivation exists. Also considered herein are various approaches to the conceptualizing of intrinsic motivation. The book concentrates on the approach which has developed out of the work of Robert White (1959), namely, that intrinsically motivated behaviors are ones which a person engages in so that he may feel competent and self-determining in relation to his environment. The book then considers the development of intrinsic motivation, how behaviors are motivated intrinsically, how they relate to and how intrinsic motivation is extrinsically motivated behaviors, affected by extrinsic rewards and controls. It also considers how changes in intrinsic motivation relate to changes in attitudes, how people attribute motivation to each other, how the attribution process is motivated, and how the process of perceiving motivation (and other internal states) in oneself relates to perceiving them in others.

Strengths Based Leadership Nov 26 2020 Two leadership consultants identify three keys to being a more effective leader: knowing your strengths and investing in others' strengths, getting people with the right strengths on your team, and understanding and meeting the four basic needs of those who look to you for leadership.

Organizations for People Jul 15 2022 For many years, there has been quite a bit of talk about employee engagement as a means to lift corporate profits and reduce absenteeism and turnover. However, this talk has not produced better companies. In fact, the evidence shows that incivility and instances of employee abuse are getting worse. Additionally, with profit as the primary goal of organizations, most employees view any benign treatment they receive as a secondary convenience that will dissipate once corporate fortunes decline. That is, many employees still believe they are expendable in the eyes of their employers. This book turns that equation around by examining the practices of twenty-one companies that put the interests and needs of employees first. Profits are necessary but insufficient for corporate health. The companies featured in this book see it as their mission to offer people a better, more fulfilling life for themselves, and assist with that holistic journey by providing the organizational elements people need to reach their potential. They do this first by creating respectful and kind cultures that treat every person as an equal, sentient partner in the success of the company. Second, they diligently work to satisfy people's basic needs: financial security, belonging, meaning, autonomy, self-acceptance, self-confidence, and growth. The result is a web of fellow-feeling: earnest affection among people who feverishly work to live up to both

the high standards of the institution and their obligations to one another. By providing a place where people can do their best work and thrive as individuals and as members of a cohesive community, everyone profits.

Not Enough Mar 19 2020 The age of human rights has been kindest to the rich. Even as state violations of political rights garnered unprecedented attention due to human rights campaigns, a commitment to material equality disappeared. In its place, market fundamentalism has emerged as the dominant force in national and global economies. In this provocative book, Samuel Moyn analyzes how and why we chose to make human rights our highest ideals while simultaneously neglecting the demands of a broader social and economic justice. In a pioneering history of rights stretching back to the Bible, *Not Enough* charts how twentieth-century welfare states, concerned about both abject poverty and soaring wealth, resolved to fulfill their citizens' most basic needs without forgetting to contain how much the rich could tower over the rest. In the wake of two world wars and the collapse of empires, new states tried to take welfare beyond its original European and American homelands and went so far as to challenge inequality on a global scale. But their plans were foiled as a neoliberal faith in markets triumphed instead. Moyn places the career of the human rights movement in relation to this disturbing shift from the egalitarian politics of yesterday to the neoliberal globalization of today. Exploring why the rise of human rights has occurred alongside enduring and exploding inequality, and why activists came to seek remedies for indigence without challenging wealth, *Not Enough* calls for more ambitious ideals and movements to achieve a humane and equitable world.

[Wild at Heart](#) Nov 07 2021 John Eldredge revises and updates his best-selling, renowned Christian classic. God designed men to be dangerous, says John Eldredge. Simply look at the dreams and desires written in the heart of every boy: To be a hero, to be a warrior, to live a life of adventure and risk. Sadly, most men abandon those dreams and desires-aided by a Christianity that feels like nothing more than pressure to be a "nice guy." It is no wonder that many men avoid church, and those who go are often passive and bored to death. In this provocative book, Eldredge gives women a look inside the true heart of a man and gives men permission to be what God designed them to be-dangerous, passionate, alive, and free.

[Who am I?](#) Jan 21 2023 What do we want? What makes us tick? From acceptance to vengeance to curiosity, this book explains the 16 basic and universal desires that shape our behavior—and shows how the ways we prioritize them determines our personalities. Grounded in up-to-date psychological research, this book can help parents comprehend their children's needs and behavior couples understand each other better employers motivate their employees employees become more effective in their work YOU achieve greater satisfaction and happiness in life

The Maid Jan 17 2020 #1 NEW YORK TIMES BESTSELLER • GOOD MORNING AMERICA BOOK CLUB PICK • "A heartwarming mystery with a lovable oddball at its center" (Real Simple), this cozy whodunit introduces a one-of-a-kind heroine who will steal your heart. "The reader comes to understand Molly's worldview, and to sympathize with her longing to be accepted—a quest that gives *The Maid* real emotional heft."—The New York Times Book Review (Editors' Choice) "Think Clue. Think page-turner."—Glamour ONE OF THE TEN BEST BOOKS OF THE YEAR: Reader's Digest ONE OF THE BEST BOOKS OF THE YEAR: The Washington Post, The Guardian, Glamour, PopSugar, She Reads, Kirkus Reviews In development as a major motion picture produced by and starring Florence Pugh Molly Gray is not like everyone else. She struggles with social skills and misreads the intentions of others. Her gran used to interpret the world for her, codifying it into simple rules that Molly could live by. Since Gran died a few months ago, twenty-five-year-old Molly has been navigating life's complexities all by herself. No matter—she throws herself with gusto into her work as a hotel maid. Her unique character, along with her obsessive love of cleaning and proper etiquette, make her an ideal fit for the job. She delights in donning her crisp uniform each morning, stocking her cart with miniature soaps and bottles, and returning guest rooms at the Regency Grand Hotel to a state of perfection. But Molly's orderly life is upended the day she enters the suite of the infamous and wealthy Charles Black, only to find it in a state of disarray and Mr. Black himself dead in his bed. Before she knows what's happening, Molly's unusual demeanor has the police targeting her as their lead suspect. She quickly finds herself caught in a web of deception, one she has no idea how to untangle. Fortunately for Molly, friends she never knew she had unite with her in a search for clues to what really happened to Mr. Black—but will they be able to find the real killer before it's too late? A Clue-like, locked-room mystery and a heartwarming journey of the spirit, *The Maid* explores what it means to be the same as everyone else and yet entirely different—and reveals that all mysteries can be solved through connection to the human heart.

[Bagaimana memenangi hati kawan & mempengaruhi orang lain](#) May 21 2020

[Human Scale Development](#) Jun 21 2020 Presents a people-centred approach to development.

The 16 Strivings for God Apr 12 2022 The first comprehensive, psychological theory in over a century--Reiss picks up where William James left off. This ground breaking work will change the way we understand religion. Religion is about the values motivated by the sixteen basic desires of human nature. It has mass appeal because it accommodates the values of people with opposite personality traits. This is the first comprehensive theory of the psychology of religion that can be scientifically verified.

[The Cambridge Rawls Lexicon](#) Aug 04 2021 John Rawls is widely regarded as one of the most influential philosophers of the twentieth century, and his work has permanently shaped the nature and terms of moral and political philosophy, deploying a robust and specialized vocabulary that reaches beyond philosophy to political science, economics, sociology, and law. This volume is a complete and accessible guide to Rawls' vocabulary, with over 200 alphabetical encyclopaedic entries written by the world's leading Rawls scholars. From 'basic structure' to 'burdened society', from 'Sidgwick' to 'strains of commitment', and from 'Nash point' to 'natural duties', the volume covers the entirety of Rawls' central ideas and terminology, with illuminating detail and careful cross-referencing. It will be an essential resource for students and scholars of Rawls, as well as for other readers in political philosophy, ethics, political science, sociology, international relations and law.

[Basic Needs](#) Oct 18 2022 Sing Along With Dr. Jean And Dr. Holly To Learn About Animals And The Things They Need To Survive.

The Botany of Desire Aug 16 2022 "Pollan shines a light on our own nature as well as on our implication in the natural world." —The New York Times "A wry, informed pastoral." —The New Yorker The book that helped make Michael Pollan, the New York Times bestselling author of *How to Change Your Mind*, *Cooked* and *The Omnivore's Dilemma*, one of the most trusted food experts in America Every schoolchild learns about the mutually beneficial dance of honeybees and flowers: The bee collects nectar and pollen to make honey and, in the process, spreads the flowers' genes far and wide. In *The Botany of Desire*, Michael Pollan ingeniously demonstrates how people and domesticated plants have formed a similarly reciprocal relationship. He masterfully links four fundamental human desires—sweetness, beauty, intoxication, and control—with the plants that satisfy them: the apple, the tulip, marijuana, and the potato. In telling the stories of four familiar species, Pollan illustrates how the plants have evolved to satisfy humankind's most basic yearnings. And just as we've benefited from these plants, we have also done well by them. So who is really domesticating whom?

The Normal Personality Feb 27 2021 Many Psychologists regard personality and mental illness as closely related. The shadow of Freudian analysis looms over modern psychopathology, driving many psychologists to try to understand their clients' personal troubles and personalities using constructs developed to study mental illness. They believe that dark, unconscious mental forces that originated in childhood cause personality traits, personal troubles, and mental illnesses. Steven Reiss thinks problems are a normal part of life. In *The Normal Personality*, Reiss argues that human beings are naturally intolerant of people who express values significantly different from their own. Because of this intolerance, psychologists and psychiatrists sometimes confuse individuality with abnormality and thus over-diagnose disorders. Reiss shows how normal motives, not anxiety or traumatic childhood experiences, underlie many personality and relationship problems, such as divorce, infidelity, combativeness, workaholism, loneliness, authoritarianism, weak leadership styles, perfectionism, underachievement, arrogance, extravagance, stuffed shirt-ism, disloyalty, disorganization, and overanxiety. Based on a series of scientific studies, this book advances an original scientific theory of psychological needs, values, and personality traits. Reiss shows how different points on motivational arc produce different personality traits and values. He also shows how knowledge of psychological needs and values can be applied in counseling individuals and couples. The author describes new, powerful methods of assessing and predicting motivated behavior in natural environments including corporations, schools, and relationships.

Choice Theory Nov 19 2022 Dr. William Glasser offers a new psychology that, if practiced, could reverse our widespread inability to get along with one another, an inability that is the source of almost all unhappiness. For progress in human relationships, he explains that we must give up the

punishing, relationship-destroying external control psychology. For example, if you are in an unhappy relationship right now, he proposes that one or both of you could be using external control psychology on the other. He goes further. And suggests that misery is always related to a current unsatisfying relationship. Contrary to what you may believe, your troubles are always now, never in the past. No one can change what happened yesterday.

Self-Determination Theory May 13 2022 "Among the most influential models in contemporary behavioral science, self-determination theory (SDT) offers a broad framework for understanding the factors that promote human motivation and psychological flourishing. In this authoritative work, SDT cofounders Richard M. Ryan and Edward L. Deci systematically review the theory's conceptual underpinnings, empirical evidence base, and practical applications across the lifespan. Ryan and Deci demonstrate that supporting people's basic needs for competence, relatedness, and autonomy is critically important for virtually all aspects of individual and societal functioning."--Jacket.

Essential Desires Sep 17 2022 Essential Desires: Contemporary Art in Thailand is the first major, fully illustrated survey of Thai art in thirty years. Brian Curtin shows how Thai artists negotiated their emergence on the global art stage while dealing with pan-Asian regionalism and nationalism at home. This book traces the influences on contemporary Thai artists, from the impact of consumerism in Bangkok in the 1990s to the waning legacies of tradition, and their relationship to the nation's often-volatile political stage. Curtin, in his exploration of Thailand's fascinating art scene, shows how Thai artists are generating new ideas about their country.

Planning to Meet Basic Needs Jan 29 2021

The Basic Needs of a Woman in Labour Jul 03 2021 In her book, midwife Ruth Ehrhardt very simply explores, as the title suggests, how the basic needs of labouring women can be met. It takes into consideration the subtle effect environmental factors have on labour and what those attending births need to be aware of. Drawing on the work of Michel Odent, it focuses quite plainly on the physiology of labour, childbirth and postpartum. This book is aimed at pregnant mothers as well as those attending births, whether in the capacity as caregiver (doctor, midwife, doula) or partner. "To bring together what is important in such a small number of pages is a feat. I hope that, on the five continents, all pregnant women, midwives, doulas, doctors, etc. will take the time to assimilate the contents of this chef d'oeuvre: it will be a turning point in the history of childbirth and therefore in the history of mankind." - Michel Odent

Who am I? Feb 22 2023 What do we want? What makes us tick? From acceptance to vengeance to curiosity, this book explains the 16 basic and universal desires that shape our behavior—and shows how the ways we prioritize them determines our personalities. Grounded in up-to-date psychological research, this book can help parents comprehend their children's needs and behavior couples understand each other better employers motivate their employees employees become more effective in their work YOU achieve greater satisfaction and happiness in life

A Theory of Human Motivation Dec 08 2021 The present paper is an attempt to formulate a positive theory of motivation which will satisfy these theoretical demands and at the same time conform to the known facts, clinical and observational as well as experimental. It derives most directly, however, from clinical experience. This theory is, I think, in the functionalist tradition of James and Dewey, and is fused with the holism of Wertheimer, Goldstein, and Gestalt Psychology, and with the dynamicism of Freud and Adler. This fusion or synthesis may arbitrarily be called a 'general-dynamic' theory. It is far easier to perceive and to criticize the aspects in motivation theory than to remedy them. Mostly this is because of the very serious lack of sound data in this area. I conceive this lack of sound facts to be due primarily to the absence of a valid theory of motivation. The present theory then must be considered to be a suggested program or framework for future research and must stand or fall, not so much on facts available or evidence presented, as upon researches to be done, researches suggested perhaps, by the questions raised in this paper.

The 4 Stages of Psychological Safety Feb 16 2020 This book is the first practical, hands-on guide that shows how leaders can build psychological safety in their organizations, creating an environment where employees feel included, fully engaged, and encouraged to contribute their best efforts and ideas. Perhaps the leader's most challenging task is to increase intellectual friction while decreasing social friction. When this doesn't happen and it becomes emotionally expensive to say what you truly think and feel, that lack of psychological safety triggers the self-censoring instinct, shuts down learning, and blocks collaboration and creativity. Timothy R. Clark, a former CEO, Oxford-trained social scientist, and organizational consultant, provides a research-based framework to help leaders transform their organizations into sanctuaries of inclusion and incubators of innovation. When leaders cultivate psychological safety, teams and organizations progress through four successive stages. First, people feel included and accepted; then they feel safe to learn, contribute, and finally, challenge the status quo. Clark draws deeply on psychology, philosophy, social science, literature, and his own experiences to show how leaders can, and must, set the tone and model the ideal behaviors—as he says, “you either show the way or get in the way.” This thoughtful and pragmatic guide demonstrates that if you banish fear, install true performance-based accountability, and create a nurturing environment that allows people to be vulnerable as they learn and grow, they will perform beyond your expectations.

Basic Needs Sep 05 2021 Poetry. I will receive money once, begins Vanessa Jimenez Gabb's BASIC NEEDS, a candid, sensitive inquiry into love in the time of capitalism. Following from Gabb's debut collection, IMAGES OF RADICAL POLITICS, BASIC NEEDS traces the alienations, catches, and contradictions of current life and work: No cogito ergo sum but I am because I am having, and no direct actions but constant shivering consequences, all of the little fires / freezing revolutions. Nevertheless, Gabb asserts, to love / has not been more difficult // than deciding to. With formal fluctuation and complicated hope, the three movements of BASIC NEEDS engage labor, love, and the lives we are able to create: We have / our passions / and don't / know how / it will end, though it cannot exist like this forever. Anyone who has ever wondered what a Marxist love poem might look like need look no further than Vanessa Jimenez Gabb's BASIC NEEDS. With its focus on living--how it is done, in a country where workers have had to die for an eight-hour work day & in a world where 'love is indeed a stranger to most people, ' this stunning collection of poems manages to get at what is most necessary when trying, not just to survive, but find love that might one day lead to life outside of 'this system.' & that love is unabashedly anti-capitalist, which makes me especially thankful for the 'wayward light / in the poems' here.--Wendy Trevino Powerful, elegant, lush, disorienting, philosophical, honest and cutting, full of life, clarity, energy, vulnerability and beauty. These are some of the terms that come to mind when I think of Vanessa Jimenez Gabb's vibrant new book. Here is a poetics of labor, history, brokenness, money, solidarity, ecology. Here is a book that thinks and loves deeply in order to survive the infinite collapse of the system.--Daniel Borzutzky

Aristotle Mar 31 2021 This is a 1988 philosophical introduction to Aristotle, and Professor Lear starts where Aristotle himself starts. The first sentence of the Metaphysics states that all human beings by their nature desire to know. But what is it for us to be animated by this desire in this world? What is it for a creature to have a nature; what is our human nature; what must the world be like to be intelligible; and what must we be like to understand it systematically? Through a consideration of these questions Professor Lear introduces us to the essence of Aristotle's philosophy and guides us through the central Aristotelian texts - selected from the Physics, Metaphysics, Ethics, Politics and from the biological and logical works. The book is written in a direct, lucid style which engages the reader with the themes in an active, participatory manner.

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