

NEW YORK TIMES BESTSELLER

THE (HONEST) TRUTH ABOUT DISHONESTY

HOW WE LIE
TO EVERYONE—
ESPECIALLY
OURSELVES

WITH A NEW CHAPTER FROM THE AUTHOR

DAN ARIELY

AUTHOR OF PREDICTABLY IRRATIONAL



*"Outstanding."
—New York Times*

Resumo de The Honest Truth about Dishonesty: How We Lie to Everyone--Especially Ourselves

Dan Ariely, behavioral economist and the New York Times bestselling author of *The Upside of Irrationality* and *Predictably Irrational*, examines the contradictory forces that drive us to cheat and keep us honest, in this groundbreaking look at the way we behave: *The (Honest) Truth About Dishonesty*. From ticket-fixing in our police departments to test-score scandals in our schools, from our elected leaders' extra-marital affairs to the Ponzi schemes undermining our economy, cheating and dishonesty are ubiquitous parts of our national news cycle—and inescapable parts of the human condition. Drawing on original experiments and research, in the vein of *Freakonomics*, *The Tipping Point*, and *Survival of the Sickest*, Ariely reveals—honestly—what motivates these irrational, but entirely human, behaviors.

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