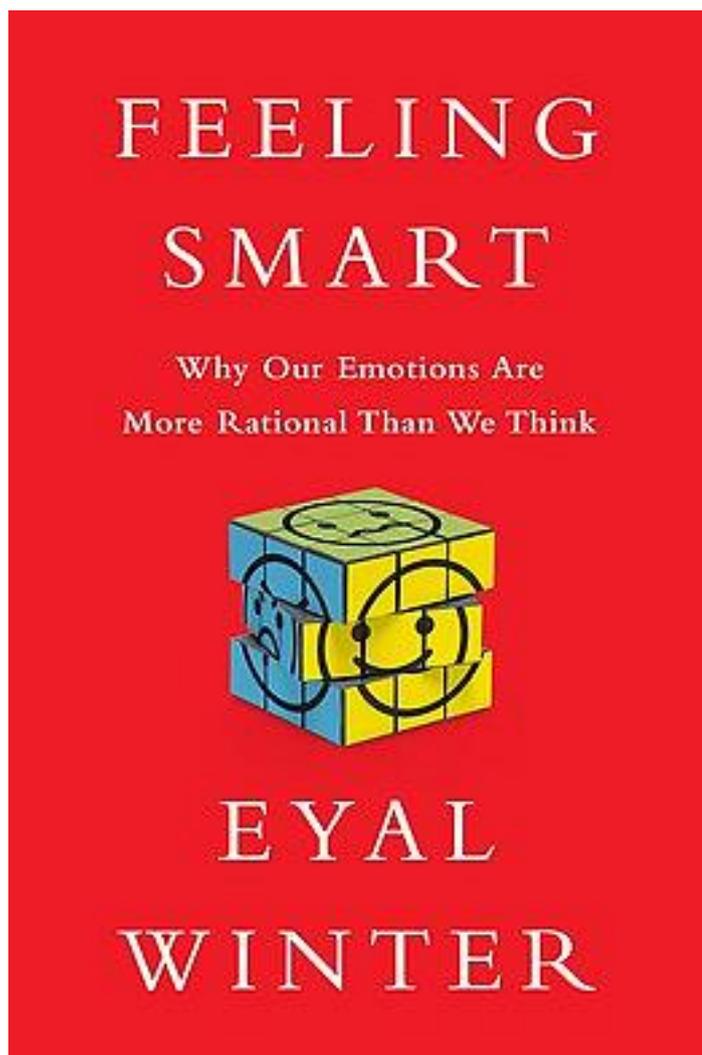


Feeling Smart



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Which is smarter—your head or your gut? It's a familiar refrain: you're getting too emotional. Try and think rationally. But is it always good advice?

In this surprising book, Eyal Winter asks a simple question: why do we have emotions? If they lead to such bad decisions, why hasn't evolution long since made emotions irrelevant? The answer is that, even though they may not behave in a purely logical manner, our emotions frequently lead us to better, safer, more optimal outcomes.

In fact, as Winter discovers, there is often logic in emotion, and emotion in logic. For instance, many mutually beneficial commitments—such as marriage, or being a member of a team—are only possible when underscored by emotion rather than deliberate thought. The difference between pleasurable music and bad noise is mathematically precise; yet it is also something we feel at an instinctive level. And even though people are usually overconfident—how can we all be above average?—we often benefit from our arrogance.

Feeling Smart brings together game theory, evolution, and behavioral science to produce a surprising and very persuasive defense of how we think, even when we don't.

作者介绍:

Eyal Winter is professor of economics and director of the Center for the Study of Rationality at the Hebrew University of Jerusalem, one of the world's leading institutions in the academic study of decision making. He served as chairman of the economics department at Hebrew University and was the 2011 recipient of the Humboldt Prize, awarded by the government of the Federal Republic of Germany. He has lectured at over 130 universities in 26 countries around the world, including Harvard University, Stanford University, Princeton University, the University of California at Berkeley and the University of Cambridge.

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标签

经济学

心理学

PSYCHOLOGY

: 埃亚尔·温特

社科

情绪

RELATIONSHIP

成长

评论

观点有时有些偏颇和个人化，但整部书的价值在对相关话题引入另一种角度的思考

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书评

埃亚尔·温特的《狡猾的情感：为何愤怒、嫉妒、偏见让我们的决策更理性》如果你读过很多本有关进化心理学的著作，那么本书对你大概没有什么裨益，不过是重温旧知识。倘若你对此毫不了解（我深感怀疑，毕竟晚近几年，这一直是中文媒体上的热门话题），那么作为一本入门书，本书...

一、理智Or情感 理智和情感，向来被认为是对立面。现实生活是理智和情感交织在一起的，我们有基于利益最大化的理性判断，也有愤怒、不安、羞愧、傲慢、谦卑、偏见、嫉妒、焦虑等等。情感的丰富性这也是人之所以为人的一个很重要的特征。我们通常认为，理智让我们做出更有利...

人们决策时，理性判断+感性判断
人们决策时，不仅仅考虑物质利益，而且考虑心理利益。
理性判断，要计算物质利益的多少。如果价格高于市场价值，物质利益是正数。如果价格低于市场价值，物质利益是负数。感性判断，在衡量心理利益的平衡。如果事情符合个人的价值观，那么心...

文/Eva77

最初我以为《狡猾的情感》应该是一本心理学书，但拿到后才发现是一本经济学书籍。这本书的信息量实在很大，粗读了一遍后又精读了一遍，还是感觉领悟不够深刻，以后会再次重温。
生活和工作中，经常有人会说的两句话：“不要感情用事，冲动是魔鬼；凡事三思而后行。 ...

#《狡猾的情感》 ---- 为何愤怒、嫉妒、偏见让我们的决策更理性 (以) 埃亚尔·温特#
理性与感性之间的分界线其实并没有那么清晰，很多情况下自以为做出的理性的决定，
背后都是情感在作祟。然而，大多数时候，“从心”所做出的决定会让自己更加受益，
生而为人，难道不应该活得...

大脑的决策机制一直都是生物学家和心理学家争论不休的话题，然而理性与感情在决策
中究竟起着怎样的作用，又存在着怎样的秘密，埃亚尔在他的作品《狡猾的情感》中为
读者们展开了一次别开生面的探讨。该书分《愤怒与承诺》、《论信任与慷慨》、《论
爱与性》、《论乐观、...

《狡猾的情感》 | 韩巍解读 关于作者
埃亚尔·温特，著名经济学教授，担任耶路撒冷希伯来大学理性研究中心的主任。曾经
获得过德国联邦政府颁发的洪堡奖，这个奖是专门授给那些在教学和研究工作上获得杰
出国际声誉的科学家和学者的。温特拥有以色列和德国双重国籍，不但曾经担任...

大凡在看过的书里，十本里面有九本都说狐狸很狡猾！可是你知道么，在我们的脑袋里
也住着两只狐狸，一只叫做情感，一只叫做理性。这两只狐狸啊，有时候你根本分不清
楚，有时候你一眼就能分辨出来。疯子并不可怕，可怕的是有理智的疯子，就让埃亚尔
.温特来给你剖析情感和理智之间...

题记：何为理性？情感对我们的决策过程有何影响？对我们有弊还是有利？在社会场合
中有何作用？集体情绪是怎么形成的？是什么样的进化机制让我们成了既会思考又会情

绪化的生物？也许你跟我一样，熟知书中的部分理论，但其中仍有许多你不了解的理论正等着成为你脑中的财富。本以...

一看到这本书的标题“狡猾的情感”，我就下意识认为这是一本关于心理学的书maybe是从情感上来解释各种心理学现象，但我再往下看，发现有八位诺贝尔经济学奖得主联袂推荐此书，我又恍然大悟，这决不是只介绍心理学那么简单，在副标题“为何愤怒、嫉妒、偏见让我们的决策更理性”...

大家都希望自己是一个理性的人。但是我们却都不可避免的在很多情况下都感性去解决。我们究竟为什么会感到羞愧？又为什么会后悔？我们为何会燃起熊熊的爱火？但是，我们要是没有了这一些行为，我们就很难被称之为人类。而在这一一些理性感性之间，其实是很值得我们去推敲的。就像...

很多时候，我们并不确切地知道我们的情感是怎么产生的，或者说我们并不在意也无意于去追究那些情感都是怎么来的，我们只是体会到了各种情形、情势下所激发出来的情感的味道：或者开心，或者忧伤；或者乐观，或者悲观；或者平和，或者激动……当我们愿意静下心来，透过...

《狡猾的情感》书评：经济学家笔下的情感
当看到这本书的书名《狡猾的情感》的时候，第一反应应该是一本心理学的书籍，但是这本书却不是如我所想，它反而是一本经济学书籍，试看经济学家笔下的情感是...

我们常常被告诫“不要太过感情用事”，尤其是在面对重大决策时，应该多进行理性思考与分析，似乎情感因素总是会在决策中帮倒忙。然而事实真的是这样的吗？那么我们如何解释斗志昂扬的销售人员通常会比情绪低落的更能拿下客户，成功签下更大的单子呢？又比如钉子户的愤怒往往能...

为什么在我们日常生活中，只要是和人打交道的行为，如果想要达到一个很好的效果，就要给对方营造一个舒服的心理氛围？
为什么善于抓住人们情感心理需求往往会更有助于我们实现目标？
为什么真正的亲密关系，除了两个人互相关心、投入感情，还需要双方都承担一定的情感投入...

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