

# Mistakes Were Made

"By turns entertaining, illuminating and—when you recognize yourself in the stories it tells—mortifying." —THE WALL STREET JOURNAL

# MISTAKES WERE MADE

(but not by *me*)

**Why We Justify Foolish Beliefs,  
Bad Decisions, and Hurtful Acts**

CAROL TAVRIS AND ELLIOT ARONSON

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著者:Carol Tavis

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Why do people dodge responsibility when things fall apart? Why the parade of public figures unable to own up when they make mistakes? Why the endless marital quarrels over who is right? Why can we see hypocrisy in others but not in ourselves? Are we all liars? Or do we really believe the stories we tell? Renowned social psychologists Carol Tavis and Elliot Aronson take a compelling look into how the brain is wired for self-justification. When we make mistakes, we must calm the cognitive dissonance that jars our feelings of self-worth. And so we create fictions that absolve us of responsibility, restoring our belief that we are smart, moral, and right - a belief that often keeps us on a course that is dumb, immoral, and wrong. Backed by years of research and delivered in lively, energetic prose, "Mistakes Were Made (But Not by Me)" offers a fascinating explanation of self-deception - how it works, the harm it can cause, and how we can overcome it.

作者介绍:

"卡罗尔·塔夫里斯 (Carol Tavis)，社会心理学家、演说家和作家。她还为《洛杉矶时报》、《纽约时报》、《科学美国人》和其他一些出版物撰写心理学专栏文章。

艾略特·阿伦森 (Elliot Aronson)，当今世界上最杰出的社会心理学家之一，全球销量突破千万册的《社会性动物》作者。他被同时代的人推选为“20世纪最有影响力的100位心理学家之一”，也是唯一一位获得过由美国心理学会颁发的写作、教学和研究3个最高奖项的心理学家。

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标签

心理学

思维

判断与决策

英文原版

psychology

心理

刘未鹏

决策

## 评论

讲几个心理误区：做完一件事情后就想方设法证明自己是正确的；诠释实验数据时不自觉地只选择符合自己论点的成分；把对别人做的一件事的看法归结为那个人的本质，等等。文字不哗众取宠，内容发人深省，不错。

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内容值得一看，但是故事叙述和观点联系太繁冗了。另外我觉得它的理论虽然有足够的支撑，可是态度有点消极，基本上在说我们的大脑在尽其所能让我们做个混蛋，但是justifying dissonance还是有很重要的生理意义的。

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好久没读到写得这么恰到好处，深而不艰的好书了w 说醍醐灌顶一点不为过。。。

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goodness.. 原来是elliot写的，怪不得……

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书里边很多内容在之前读的书里看过，在各个领域的实例还是挺有意思的。现在我们知道了人普遍都为自己的错误找各种理由辩护，这是挺尴尬的一种情况，甚至会影响到别人的一生（见Low & Disorder那章）。看起来，“self-justification”似乎是弊大于利的。那，人类为什么会进化出这种心理机制呢？

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谁会认错

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要勇敢认错

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Cognitive

Dissident, 最近几次遇到这个词, 需要尽快读一下这本。这本书证实一直以来对心理学偏见的起源, 心理治疗师多数是神棍一样的人物, 心理学必须经历科学实证的检验。另外, 解释了刑事司法系统的冤案错案的心理学原因。真正的理中客其实非常难, 承认自己不客观, 才有可能客观。关于问题的分析解释很中肯, 不过, 作者提出的解决方法恰恰反映同样的问题, 让瘾君子主动戒毒, 靠人们自我批评的看法太幼稚, 社会心理学解决政治问题完全是一厢情愿。

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2016-11-22

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其实就是对社会心理学里头认知不协调的各种引申和案例, 为什么人会不停为自己的错误找理由辩护, 为什么人的判断会出现显而易见的bias, 以及为什么人倾向于对自己的bias视而不见, 许多观点在《社会性动物》也出现过。

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重点讲解人为自己辩解的倾向, 寻求内心认知协调的倾向

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Confirmation Bias, 这个确实太强大了, 要如何对抗呢?

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感觉上对于cognitive dissonance理论的应用有些引申过度, 不过作者Carol Tavis是American Psychological Association的fellow, 还是很靠谱的。她老公第二作者Elliot Aronson就名气更大了。

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后面几章还是很有启发性的

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都是social psy的东西, 也因此常常会不信任人类, 尤其是自己。

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摘录: All of us have hard decisions to make at times in our lives; not all of them will be

right ... and wise. Some are complicated, with consequences we could never have foreseen. If we can resist the temptation to justify our actions in a rigid, overconfident way, we can leave the door open to empathy and an appreciation of life's complexity...

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First five chapters are amazing explanations of cognitive dissonance, which leads to confirmation biases and aggravating self-justifications. The last three chapters contains nothing new and feel dull and boring. Worst part: like many other books, the list of references/footnotes takes up 40% of the book - what the heck?

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不看这本书不知道原来自己也不可信！

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Sharp point of view criticizing the fact that 'everyone is for himself' and 'everyone is protecting himself'. Life is composed by pride and prejudice..for conserving pride, people lie to themselves to make them feeling better, and no one is devoid of prejudice of the world which helps them justifying their action.

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帮助你理解不能理解的决定

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书评

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