

Gut Feelings The Intelligence Of The Unconscious By Gigerenzer Gerd 2007 Hardcover

“Excellent. . . [Buonomano] reveals the intricate limitations and blessings of the most complex device in the known universe.”—The Atlantic
The human brain may be the best piece of technology ever created, but it’s far from perfect. Drawing on colorful examples and surprising research, neuroscientist Dean Buonomano exposes the blind spots and weaknesses that beset our brains and lead us to make misguided personal, professional, and financial decisions. Whether explaining why we are susceptible to advertisements or demonstrating how false memories are formed, Brain Bugs not only explains the brain’s inherent flaws but also gives us the tools to counteract them.

A fascinating new volume of messages about motherhood, from the author of the bestselling Letters of Note collections. In Letters of Note: Mothers, Shaun Usher gathers together exceptional missives by and about mothers, celebrating the joy and grief, humour and frustration, wisdom and sacrifice the role brings to both parent and child. A young Egyptian girl mourns her mother’s death in the fourth century AD. Melissa Rivers lovingly chides her mother, Joan, for treating her house like a hotel and taking her thirteen-year-old son to see Last Tango in Paris. Anne Sexton gives her daughter the advice to live life to the hilt, and be your own woman. In a letter to her teenage daughter, Caitlin Moran explains that some boys are as evil as vampires, and you must drive stakes through their hearts. The film Ladybird inspires journalist Hannah Woodhead to write an emotional letter to her mother. While at seminary, Martin Luther King Jr. writes that he has “the best mother in the world.” These thirty letters capture the endless range of feelings that comes with being or having a mother. Includes letters from E.B. White, George Bernard Shaw, Edna St. Vincent Millay, Sylvia Plath, Laura Dern, Baya Hocine, Louisa May Alcott, Wallace Stegner, and more.

INCREASING INTUITIONAL INTELLIGENCE: How the Awareness of Instinctual Gut Feelings Fosters Human Learning, Intuition, and Longevity is written as a companion to Love and Sterling's first book published in 2011, What's Behind Your Belly Button? A Psychological Perspective of the Intelligence of Human Nature and Gut Instinct. It is a response to the readers who have asked them to share more on how the knowledge of uniting Human multiple brains-gut and head-affects current theory and practice in a number of subject areas as well as life experience, wellness and longevity, and the evolution of mind. The authors have selected the title Increasing Intuitional Intelligence because the ultimate goal of their lives' work as counselors and educators has been to increase human intelligence through the development of the intuition using the Somatic Reflection Process, which they first created in the 1970s. Love and Sterling demonstrate that Intuitional Intelligence connects instinct and feeling (our unconscious) with reason and sensory input (our conscious mind) and is brought forward in our awareness as insight and intuition for creative life. The authors view Intuitional Intelligence as the link to our awareness of our Human Nature and the ability to be aware of our unconscious-our own inner state of being (self-awareness)-and to being aware of the feeling state of others (empathy). They propose that it makes sense even to the logical mind that the first place to begin the work to increase one's intuition and Intuitional Intelligence is within our own instinctual feeling state, where the impact of life is registered in our gut feelings of emptiness and fullness. Love and Sterling demonstrate that the problem has been that most people in our modern world are not aware of the important role of the gut holding our feeling memory and registering how life is impacting us. They suggest that the feelings of emptiness and fullness that are felt in our guts and relate to how well our needs as human beings are being met have for so long been confused in our awareness with the feelings of emptiness and fullness that accompanies hunger. The authors point out that we have missed the awareness of this vital instinctual feeling gauge in our gut. Until this feeling awareness in the gut is recognized and time is spent becoming aware of our gut feelings and the impact of life upon us from early childhood, Love and Sterling show us that we cannot step forward in developing higher mind and Intuitional Intelligence. In this book the reader will look further at the process of education of our instincts from birth through old age and lay the foundations for evolving the higher intuitive mind and creative thinking. This book is particularly important for those in the field of education as the authors make suggestions for the education K through 12 of the two brains-gut and head-as a uniting intelligence. They also explore our future Human selves and what it could bring to our species to follow our instincts and develop an increased awareness of our gut and head as a two brain united intelligence, fostering our intuition that leads us to advancements in the sciences, medicine, mental health, increased wellness and longevity, and even the development of human telepathic communications. You will find Increasing Intuitional Intelligence is divided into five main units that include chapters on the affects of consciousness of our gut instincts on many areas of life experience and are as follows: 1. Step One to Increasing Intuitional Intelligence! Educating the Gut Brain, Learning, & Childhood Development; 2. Instinctual Awareness and Its Affects Upon Longevity; 3. Gut Feelings and Intuitional Intelligence as Applied to Psychology; 4. How the Consciousness of the Gut as a Brain Affects Religion and Culture; and 5. How Uniting our Multiple Brains Affects Health and Wellness and the Medical Profession.

At last a practical guide on intuitive decision-making for anyone in the business world to get to the answer they need faster. Intuition is the great differentiator in business. Listening to, trusting, and acting on your intuitive intelligence separates you from the pack as most people are not listening to theirs. Intuition is the one intangible skill that enables teams to function at a higher level and add more dimension and power to their ability to solve problems and grow. Yet the question that each business leader and manager struggles to answer is how do you train and develop intuitive thinking in a team to achieve the greatest result? Decisive Intuition is for business leaders, managers, and employees who want answers to this question and are ready to accelerate their company culture. Practice this 6-step process for harnessing your intuitive intelligence with practical business applications. Hear how successful business leaders are integrating intuitive skills into their companies for cutting-edge results. Explore directional, social, and informational intuition and how you can apply them to different areas of your business for greater results. Learn about the 5 roadblocks to accessing your intuitive intelligence and how to overcome them. Discover the latest findings in neuroscience and techniques to access your intuitive, subconscious mind for arriving at better decisions, faster.

How Intelligence Increases When You Think Less

Decision Making in the Real World

Learning to Live with Uncertainty

The Strange Order of Things

Decisive Intuition

Simple Heuristics that Make Us Smart

Psychology, Emotion and Intuition in Work Relationships

Gigerenzer is one of the researchers of behavioral intuition responsible for the science behind Malcolm Gladwell's bestseller Blink. Gladwell showed how snap decisions often yield better results than careful analysis. Now, Gigerenzer explains why intuitio

Psychology, Emotion and Intuition in Work Relationships: The Head, Heart and Gut Professional highlights the increasing importance of human relations in professional life. In modern society, all those who work with or provide services to others are increasingly called upon to be not just technical experts, but also ‘head, heart and gut professionals’ – who can work and relate to others with their head, heart, and gut. The book explains and synthesises these elements in an accessible way, based on a sound theoretical perspective combined with practical guidance. The authors address how to manage client expectations; how to deal with risk, uncertainty and imperfection, as well as how to improve communication and interpersonal skills. Attention is also given to the central role of empathy and rapport in professional relationships, while recognising the need for proper professional boundaries. Psychology, Emotion and Intuition in Work Relationships will be a valuable guide for all modern practising and training professionals in a broad range of fields, including mental health, law, social and healthcare, teaching and academia, technology, financial and other services – indeed, for anyone who provides services and has working relationships of any kind.

How reliable is our intuition? How much should we depend on gut-level instinct rather than rational analysis when we play the stock market, choose a mate, hire an employee, or assess our own abilities? In this engaging and accessible book, David G. Myers shows us that while intuition can provide us with useful—and often amazing—insights, it can also dangerously mislead us. Drawing on recent psychological research, Myers discusses the powers and perils of intuition when: • judges and jurors determine who is telling the truth; • mental health workers predict whether someone is at risk for suicide or crime; • coaches, players, and fans decide who has the hot hand or the hot bat; • personnel directors hire new employees; • psychics claim to be clairvoyant or to have premonitions; • and much more.

Does drinking really kill brain cells? Does listening to Mozart make your baby smarter? For all the mileage we've gotten from our own brains, most of us have essentially no idea how they work. We're easily susceptible to myths (like the "fact" that we use only 10% of our brains) and misconceptions (like the ones perpetrated by most Hollywood movies), probably because we've never known where to turn for the truth. But neurologists Sandra Aamodt and Sam Wang are glad to help. In this funny, accessible book, we get a guided tour of our own minds, what they're made of, how they work, and how they can go wrong. Along the way, we get a host of diagrams, quizzes, and "cocktail party tips" that shed light on the questions we nag each other about. (Can a head injury make you forget your own name? Are dolphins smarter than chimpanzees?) Fun and surprisingly engrossing, Welcome to Your Brain shows you how your brain works, and how you can make it work better.

Rationality in the Real World

Use an FBI Profiler's Tactics to Avoid Unsafe Situations

Short Cuts to Better Decision Making

How People Cope with Uncertainty

Gut Feelings

Reckoning with Risk

How to Use Your Gut Feelings to Make Better Decisions at Work

Gut FeelingsThe Intelligence of the UnconsciousPenguin

The successful singer describes her lifelong struggle with obesity and the feelings of shame and self-hatred that accompanied it, her decision to have weight-loss surgery, and the changes in her life following the operation.

The Psychic Twins have amazed audiences all over the world with their eerie predictions that have proven to be true, including the events of 9/11, the Times Square Terrorist incident, natural disasters and more. They've also worked with countless clients who report that their predictions later came to be true. Although the Twins have an undeniable gift in this area, we all have psychic capabilities.

look into your future, and change your destiny. In PSYCHIC INTELLIGENCE, Terry and Linda Jamison explain, step-by-step, how to dissolve the blocks that can prevent you from using and trusting your own intuition. By exploring what they call the Four Clairs: clairvoyance, clairaudience, clairsentience, and claircognition, you will be able to tap into these feelings and in turn: --Create strong and we

--Attract wealth and abundance -Know when to make a career change, and what the new path should be --Experience vibrant health --Discover your authentic self and life's purpose Now, at a time of real economic and social uncertainty, when hope is needed and so many are feeling confused and fearful, PSYCHIC INTELLIGENCE will show readers that we all have the power to tap into and contr

How to stay in charge in a world populated by algorithms that beat us in chess, find us romantic partners, and tell us to “turn right in 500 yards.” Doomsday prophets of technology predict that robots will take over the world, leaving humans behind in the dust. Tech industry boosters think replacing people with software might make the world a better place—while tech industry critics warn that in the future, they all agree: machines will soon do everything better than humans. In How to Stay Smart in a Smart World, Gerd Gigerenzer shows why that's not true, and tells us how we can stay in charge in a world populated by algorithms. Machines powered by artificial intelligence are good at some things (playing chess), but not others (life-and-death decisions, or anything involving uncertainty). romantic partners (love is not chess), why self-driving cars fall prey to the Russian Tank Fallacy, and how judges and police rely increasingly on nontransparent “black box” algorithms to predict whether a criminal defendant will reoffend or show up in court. He invokes Black Mirror, considers the privacy paradox (people want privacy, but give their data away), and explains that social media get u

form of the “like” button. We shouldn’t trust smart technology unconditionally, Gigerenzer tells us, but we shouldn’t fear it rethinkingly, either.

Intuition

The Foundations of Adaptive Behavior

The Interoceptive Mind

How to Make Good Decisions

The Intelligence of the Unconscious

Letters of Note: Mothers

Practical Ways to Tap into and Use Your Highest Wisdom Each day, we are bombarded with data and opinions, and each day we must make choices that steer us toward our own best approach to life. And, according to Simone Wright, we often forget or don’t understand how to use the best tool available: our intuition, which is our “first intelligence” that can cut through the chatter to inherent wisdom. She explains that intuition is an innate and universal biological and energetic function that can be used like a human GPS system to guide us toward effective action and peak performance. Riveting examples and powerful exercises demonstrate how we can use this “sixth sense” as naturally as any, in all areas of our lives.

Interoception is the body-to-brain axis of sensations that originates from the internal body and visceral organs. It plays a unique role in ensuring homeostasis, allowing human beings to experience and perceive the state of their bodies at any one time. However, interoception is rapidly gaining interest amongst those studying the human mind. It is believed that beyond homeostasis interoception is fundamental in understanding human emotion and motivation and their impact upon behavior. That link between interoception and self-awareness is supported by a growing body of experimental findings. The Interoceptive Mind: From Homeostasis to Awareness offers a state-of-the-art overview of, and insights into, the role of interoception for mental life, awareness, subjectivity, affect, and cognition. Structured across three parts, this multidisciplinary volume highlights the role that interoceptive signals, and our awareness of them, play in our mental life. It considers deficits in interoceptive processing and awareness in various mental health conditions. But it also considers the equally important role of interoception for well-being, approaching interoception from both a theoretical and a philosophical perspective. Written by leading experts in their fields, all chapters within this volume share a common concern for what it means to experience oneself, for the crucial role of emotions, and for issues of health and wellbeing. Each of those concerns is discussed on the joint basis of our bodily existence and interoception. The research presented here will undoubtedly accelerate the much-anticipated coming of age of interoceptive research in psychology, cognitive neurosciences and philosophy, making this vital reading for anyone working in those fields.

Are ordinary people able to reason with risk? Detailing case histories and examples, this text presents readers with tools for understanding statistics. In so doing, it encourages us to overcome our innumeracy and empowers us to take responsibility for our own choices. Why the microbiome--our rich inner ecosystem of microorganisms--may hold the keys to human health. We are at the dawn of a new scientific revolution. Our understanding of how to treat and prevent diseases has been transformed by knowledge of the microbiome--the rich ecosystem of microorganisms that is in and on every human. These microbial hitchhikers may hold the keys to human health. In Gut Feelings, Alessio Fasano and Susie Flaherty show why we must go beyond the older, myopic view of microorganisms as our enemies to a broader understanding of the microbiome as a parallel civilization that we need to understand, respect, and engage with for the benefit of our own health.

Biophysics and Neurophysiology of the Sixth Sense

Increasing Intuitional Intelligence

Avoiding the Blunders and Traps That Lead to Debacles: Easyread Edition

Risk Savvy

Using the Science and Spirit of Intuition

Calculated Risks

Practical Guidance for Daily Life

Discover your own deep well of wisdom in Intuition: Knowing Beyond Logic—from one of the greatest spiritual teachers of the twentieth century. Intuition deals with the difference between the intellectual, logical mind and the more encompassing realm of spirit. Logic is how the mind knows reality, intuition is how the spirit experiences reality. Osho’s discussion of these matters is wonderfully lucid, occasionally funny, and thoroughly engrossing. All people have a natural capacity for intuition, but often social conditioning and formal education work against it. People are taught to ignore their instincts rather than to understand and use them as a foundation for individual growth and development—and in the process they undermine the very roots of the innate wisdom that is meant to flower into intuition. In this volume, Osho pinpoints exactly what intuition is and gives guidelines for how to identify its functioning in others and ourselves. You will learn to distinguish between genuine intuitive insight and the “wishful thinking” that can often lead to mistaken choices and unwanted consequences. Includes many specific exercises and meditations designed to nourish and support each individual’s natural intuitive gifts. Osho challenges readers to examine and break free of the conditioned belief systems and prejudices that limit their capacity to enjoy life in all its richness. He has been described by the Sunday Times of London as one of the “1000 Makers of the 20th Century” and by Sunday Mid-Day (India) as one of the ten people—along with Gandhi, Nehru, and Buddha—who have changed the destiny of India. Since his death in 1990, the influence of his teachings continues to expand, reaching seekers of all ages in virtually every country of the world.

Radical Intuition reveals an all new understanding of intuition and how to use it to live an extraordinary life. This practical guide will teach you to go beyond thinking and discover higher awareness with the power of intuition – a revolutionary force at the threshold of a new era of consciousness. Kim Chestney gives clear guidance for tuning in to your own process of insight, backed by voices from successful insight leaders who recognize intuition as the source of genius in all aspects of life. Learn how to tap into your inner wisdom and create the life you are made for. Featuring contributions from Kelly Noonan Gores (writer/director of the documentary HEAL), Steve Kilbey (singer-songwriter of the Church), Brett Larkin (Uplifted Yoga), Day Schildkret (author of Morning Altars), Jesse Schell (author of The Art of Game Design).

Multiple senses, like multiple intelligences, are a key to brain variability and therefore human evolution. Besides the traditional five senses (vision, olfaction, gustation, audition, and somatosensory), humans can also perceive the body’s own position (the sense of proprioception) and movement (the vestibular sense). Interoception is the feeling one has about the internal physiological conditions of the entire body. Additionally there is a sense of intuition, also known as the sixth sense. Despite their best efforts, researchers are still unable to concur in specifying the nature of the sixth sense; some consider the sense of proprioception as the sixth sense, whereas others prefer to consider that as a part of interoception. This book will provide a scientific system for the human sixth sense using relevant biophysical and neurophysiological evidence. The power of “sixth sense” seems to be underestimated, due to difficulties in defining the concept clearly. According to socioeconomics and neural physics, the sixth sense is that which permits humans to create perception or to enhance the quality of their perception of events. Roughly speaking, the sixth sense engages a metacognitive process through which prior knowledge and the information received from other sensory modalities are synergized. It is not restricted to specific arrow of time and type of mind or to the observer’s body, but it considers all arrows of time (past,

present, future), types of mind (conscious and unconscious), and physical bodies (self and other). However it is expected that the observer has specific biases towards what happens now or would happen in the future and its relation to himself. Particularly, humans appeal to the sixth sense on the road to achieving success in social competitions and to reduce uncertainty in complex decision making processes. In addition to evidence linking genetic components to the sixth sense submodalities, there have been developed strategies for increasing the quality of perceptions provided by the sixth sense. Meditation, through which individuals try to be detached from the world, increases gamma-band activity and that increased gamma-band activity is found following top-down processing. Therefore it can be inferred that the detachment from the environment may enhance synchronization of the wave functions in favor of strengthening the sixth sense. It can serve as the mechanism of enhancement of the sixth sense in those whose sensory systems are intact, it can also serve as the mechanism of compensation in those who have sensory deficiencies. In the latter case, it in fact encourages creativity in the use of relatively strong senses. This justifies Beethoven's deafness and his great musical creativity or Bramblitt's blindness and his enormous capability to paint and many other similar examples. In summary, the present book is divided into five parts. Part 1 (chapters 1-6) provides information about the system of proprioception and its neurophysiology and biophysics. Part 2 (chapters 7-10) examines the system of interoception. The information provided in these two parts would enable us to move towards the next three parts of the story, aimed at developing a scientific system of the sixth sense. The first chapter of part 3 begins with concepts and uses them to arrive at reasonable conclusion that there must be a sense that requires multistep information processing and that is separate from the sense of proprioception and the sense of interoception. Such sense is commonly known as the sixth sense. However it should be re-numbered because the sense of proprioception is already known as the sixth sense. The second chapter of this part is to draw neurocircuitry that innervates the sixth sense in the mind of a man, while the third chapter would address the questions whether the sixth sense system requires an optimal competence or consciousness of mind to function properly and if so which is the optimal state: conscious or unconscious and competence or incompetence. In the fourth chapter of this part, we will focus on the self-other mergeance as a pivotal step of the sixth sense system. The next chapter would be of great interest to neurobiologists. It talks about that the human sixth sense of the unseen world, either the unseen arrow of time or the unseen events, requires creativity and therefore the human sixth sense should be considered a source of creativity, variability and thus evolution. In the sixth chapter, the sixth sense is viewed as an economic activity stimulated by social environments. This chapter arisen from the fact that humans are full of enthusiasm to heighten their sixth sense and its accuracy and that they owe their enthusiasm largely to achieving the best possible profit and in other words to wining intense competitions in their life holds mainly on the concept of elasticity. Finally this part is finished by an amazing discussion on the art of the sixth sense. The first chapter of part 4 discusses physical theories that support the existence of sixth sense in the universe. The next chapter is to apply the Bayes' theory to the sixth sense, leading to the conclusion that the sixth sense improves multisensory integration through optimizing uncertainty of information received from other sensory modalities. Chapter three in this part would address whether relative timing is applicable to the sixth sense like other senses. The last part of book aimed at directly discussing the sixth sense into the context of human health and behavior is organized into four chapters. The first chapter is to discuss neurodevelopmental changes in the sixth sense, while the second and third ones will discuss that in relation to psychiatric and neurological disorders. The most striking question how much power the sixth sense the sixth sense have over human health and behavior is addressed in the fourth chapter of this part and final chapter of book, which will be prepared using neural network models and sophisticated portraits possible for the system of sixth sense.

A psychoneuroimmunologist explores "how intuition works; and how people can use it to be in tune with their bodies, reduce stress, and promote health" (Booklist). Women's intuition is real, says Paula Reeves. Encoded in a woman's DNA, this subtle yet potent source of knowledge has been doubted and dismissed as an old wives' tale. Because social conditioning and male-dominated culture have caused women to feel disconnected from their own bodies, Dr. Reeves believes that most women are unaware of what their intuition is trying to tell them. In Women's Intuition, Dr. Reeves guides readers to remove the blocks preventing this channel of knowledge from informing and enriching their daily lives. By evoking body-based intuition, readers can reestablish their body-mind bond and access their intuitive power for healing and insight. "Reeves describes numerous real-life therapy sessions and exercises involving SCM [Spontaneous Contemplative Movement], providing us with clear illustrations of how to connect with our bodies and emotions and hence achieve a deeper understanding of the self. She helps us through the difficult task of both rediscovering the intuitive parts of ourselves we have lost and trusting our intuitions to guide us through life. This challenging book will no doubt profoundly change some readers' lives." –Library Journal "A gift to any woman who is determined to connect with her own feminine body." –Marion Woodman, author of Bone: Dying into Life "This gracious book is for all who suspect that the body knows things we do not know. We've yearned to free the wisdom locked in the body's images, symptoms, and movements; Reeves gives us a burnished key." –Jill Mellick, PhD, author of The Art of Dreaming

Psychic Intelligence

Artificial Gut Feeling

Trading from Your Gut

The Power of Intuition

Tune In and Discover the Power of Your Intuition

Heuristics

Dangerous Instincts

A successful Wall Street trader turned Cambridge neuroscientist reveals the biology of financial boom and bust, showing how risk-taking transforms our body chemistry, driving us to extremes of euphoria or stressed-out depression. The laws of financial boom and bust, it turns out, have a lot to do with male hormones. In a series of startling experiments, Canadian scientist Dr. John Coates identified a feedback loop between testosterone and success that dramatically lowers the fear of risk in men, especially young men; he has vividly dubbed the moment when traders transform into exuberant high flyers "the hour between dog and wolf." Similarly, intense failure leads to a rise in levels of cortisol, which dramatically lowers the appetite for risk. His book expands on his seminal research to offer lessons from the exploding new field studying the biology of risk. Coates's conclusions shed light on all types of high-pressure decision-making, from the sports field to the battlefield, and leaves us with a powerful recognition: to handle risk isn't a matter of mind over body, it's a matter of mind and body working together. We all have it in us to be transformed from dog to wolf; the only question is whether we can understand the causes and the consequences.

Think less and know more. A sportsman can catch a ball without calculating its speed or distance. A group of amateurs beat the experts at playing the stock market. A man falls for the right woman even though she's wrong on paper. All these people succeeded by trusting their instincts but how does it work? In Gut Feelings psychologist and behavioural expert Gerd Gigerenzer reveals the secrets of fast and effective decision-making. He explains that, in an uncertain world, sometimes we have to ignore too much information and rely on our brain's short cut, or heuristic. By explaining how intuition works and analyzing the techniques that people use to make good decisions whether it's in personnel selection or heart surgery Gigerenzer will show you why gut thinking can change your world.

EARN SERIOUS TRADING PROFITS BY USING YOUR WHOLE BRAIN! Legendary traders like Jesse Livermore, George Soros, Richard Dennis, and Steven Cohen use their full range of powers that encompass both instinct and analysis. That's how they made their fortunes—and that's how you can, too. In Trading from Your Gut, Curtis Faith, renowned trader and author of the global bestseller Way of the Turtle, reveals why human intuition is an amazingly powerful trading tool, capable of processing thousands of inputs almost instantaneously. Faith teaches you how to harness, sharpen, train, and trust your instincts and to trade smarter with your whole mind. Just as important, you'll learn when not to trust your gut—and how to complement your intuition with systematic analysis. You've got a left brain: analytical and rational. You've got a right brain: intuitive and holistic. Use them both to make better trades, and more money! "Whole Mind" trading: the best of discretionary and system approaches How winning traders use analysis and disciplined intuition together How to profit from other traders' "Wrong Brain Thinking" Understand other traders, without acting like them How to provide a firm intellectual framework for your trades What successful traders have discovered about the market's structure and laws The unique value of intuition in swing trading Use your intuition to trade patterns that computer technology can't recognize

Why is split second decision-making superior to deliberation? Gut Feelings delivers the science behind Malcolm Gladwell's Blink. Reflection and reason are overrated, according to renowned psychologist Gerd Gigerenzer. Much better qualified to help us make decisions is the cognitive, emotional, and social repertoire we call intuition, a suite of gut feelings that have evolved over the millennia specifically for making decisions. Gladwell drew heavily on Gigerenzer's research. But Gigerenzer goes a step further by explaining just why our gut instincts are so often right. Intuition, it seems, is not some sort of mystical chemical reaction but a neurologically based behavior that evolved to ensure that we humans respond quickly when faced with a dilemma (BusinessWeek).

6 Secrets Smart Students Don't tell you

How Risk-Taking Transforms Us, Body and Mind

How to Know When Numbers Deceive You

A Revolutionary Guide to Using Your Inner Power

What's Behind Your Belly Button?

The Hour Between Dog and Wolf

Adaptive Thinking

This book is a narrative of the maturation of the sciences (Psychology and Neurology) and the combined experience of the authors, all of which started to take form in the 1960s with the unrest of youth over the Viet Nam war—the era of "give peace and love a chance".In the 1970s, the authors were involved in a college occupational and academic counseling-teaching assignment, dealing with the aftermath of the previous era of changes in society and integration of the Black and White cultures. Having no effective references with which to work, they used a personality inventory (MBTI), based on the work of Dr. Carl Jung. Experience with groups and individuals soon allowed feelings of the students involved to surface at a variety of levels, which were centered on personal disturbances of their pasts and were not defined by the inventory. Hours of study of what they were learning from students, suggested that the authors were tapping into genuine universal instinctive feeling intelligence, primarily focused in the gut area of the body.In 1998, neurological research at Columbia University published the work of Dr. Michael Gershon that identified the enteric nervous system as a center of feeling-intelligence in the gut, which he called the "Second Brain". The authors carefully examined this material and accepted the research findings as pointing to the same universal feeling intelligence they experienced in counseling with hundreds of people. Utilizing the research of Dr. Gershon, the work of Dr. Lise Eliot who charts the development of children from conception through the first five years of life, recent research of their own in the Psychology Department at Sonoma State University, and their vast clinical experience, the authors have presented an interpretation of recent medical research into a Gut Psychology and a more accurate behavioral understanding of the Self and human nature than has previously been available. They share a complete protocol and results of clinical research findings for the Somatic Reflection Process that they have created and used successfully, with themselves and hundreds of people, to assist the process of getting in touch with the voice of the gut and learning to follow its wisdom toward a healthy life—unifying the body-mind split in the individuation process.Over a period of 45 years, there has been a utilization of further graduate studies in Depth Psychology and Religious Education on the part of the authors, and giant steps forward in the fields of Neurology and Human Psychology, which help form a new more accurate image of human nature. The authors present this new image of human nature and the meaning of its understanding in making positive changes in our lives, both individually and collectively as a species. They suggest that we are at the beginning of a Renaissance in human consciousness and that understanding our true human nature is the way to thrive in this present era. This book also discusses the implications of this new image of human nature in education and for rehabilitation of those incarcerated. The authors suggest that early in the child learning process, care be taken to offer the experience of freedom and acceptance to the preschool child to form a positive self-concept and to self-regulate his and her behavior as part of the learning process in becoming a loving, caring person. After careful examination of life's processes, they conclude that of all the mammals in the animal kingdom, humans seem to be the only species that has been denied the open use of their natural instincts. Out of ignorance, fear or wanton control by others—"we are denied the use of the brains we were born with". This awareness is of growing concern since the absence of the use of the feeling intelligence of the body interferes with a major stabilizing force—built into the human system—that can affect human behavior, provide a sense of well-being, and the ability of the body to combat disease.

At the beginning of the twentieth century, H. G. Wells predicted that statistical thinking would be as necessary for citizenship in a technological world as the ability to read and write. But in the twenty-first century, we are often overwhelmed by a baffling array of percentages and probabilities as we try to navigate in a world dominated by statistics. Cognitive scientist Gerd Gigerenzer says that because we haven't learned statistical thinking, we don't understand risk and uncertainty. In order to assess risk -- everything from the risk of an automobile accident to the certainty or uncertainty of some common medical screening tests -- we need a basic understanding of statistics. Astonishingly, doctors and lawyers don't understand risk any better than anyone else. Gigerenzer reports a study in which doctors were told the results of breast cancer screenings and then were asked to explain the risks of contracting breast cancer to a woman who received a positive result from a screening. The actual risk was small because the test gives many false positives. But nearly every physician in the study overstated the risk. Yet many people will have to make important health decisions based on such information and the interpretation of that information by their doctors. Gigerenzer explains that a major obstacle to our understanding of numbers is that we live with an illusion of certainty. Many of us believe that HIV tests, DNA fingerprinting, and the growing number of genetic tests are absolutely certain. But even DNA evidence can produce spurious matches. We cling to our illusion of certainty because the medical industry, insurance companies, investment advisers, and election campaigns have become purveyors of certainty, marketing it like a commodity. To avoid confusion, says Gigerenzer, we should rely on more understandable representations of risk, such as absolute risks. For example, it is said that a mammography screening reduces the risk of breast cancer by 25 percent. But in absolute risks, that means that out of every 1,000 women who do not participate in screening, 4 will die; while out of 1,000 women who do, 3 will die. A 25 percent risk reduction sounds much more significant than a benefit that 1 out of 1,000 women will reap. This eye-opening book explains how we can overcome our ignorance of numbers and better understand the risks we may be taking with our money, our health, and our lives.

A new eye-opener on how we can make better decisions—by the author of Gut Feelings In this age of big data we often trust that expert analysis—whether it's about next year's stock market or a person's risk of getting cancer—is accurate. But, as risk expert Gerd Gigerenzer reveals in his latest book, Risk Savvy, most of us, including doctors, lawyers, and financial advisors, often misunderstand statistics, leaving us misinformed and vulnerable to exploitation. Yet there's hope. In Risk Savvy, Gigerenzer gives us an essential guide to the science of good decision making, showing how ordinary people can make better decisions for their money, their health, and their families. Here, Gigerenzer delivers the surprising conclusion that the best results often come from considering less information and listening to your gut.

A successful Wall Street trader turned neuroscientist reveals how risk taking and stress transform our body chemistry Before he became a world-class scientist, John Coates ran a derivatives trading desk in New York City. He used the expression "the hour between dog and wolf" to refer to the moment of Jekyll-and-Hyde transformation traders passed through when under pressure. They became cocky and irrationally risk-seeking when on a winning streak, tentative and risk-averse when cowering from losses. In a series of groundbreaking experiments, Coates identified a feedback loop between testosterone and success—one that can cloud men's judgment in high-pressure decision-making. Coates demonstrates how our bodies produce the fabled gut feelings we so often rely on, how stress in the workplace can impair our judgment and even damage our health, and how sports science can help us toughen our bodies against the ravages of stress. Revealing the biology behind bubbles and crashes, The Hour Between Dog and Wolf sheds new and surprising light on issues that affect us all.

Its Powers and Perils

Developing Intuition

A Psychological Perspective of the Intelligence of Human Nature and Gut Instinct

Rationality for Mortals

How to Stay Smart in a Smart World

The Microbiome and Our Health

Unlocking the Wisdom of the Body

Literary Nonfiction. Poetry. LGBTQIA Studies. If winning can only occur in a competition between equal opponents, someone who isn't equal will need to adopt a different strategy and let go of the promise, or the curse, of victory. Anna Zett takes up the challenge in this collection of personal science fiction, registering the traces systems of power leave in the body, in its locomotory, nervous and digestive systems. Zett's voice appears in several textual guises, addressing authority, resistance, trauma and the physicality of language. Dedicated to the feminist revolution, the post-socialist subject of ARTIFICIAL GUT FEELING questions logocentric and capitalist beliefs about the economy of meaning. This book gathers together fists, guts and brains to gain a deeper understanding of the non-verbal roots of dialogue.

Gerd Gigerenzer's influential work examines the rationality of individuals not from the perspective of logic or probability, but from the point of view of adaptation to the real world of human behavior and interaction with the environment. Seen from this perspective, human behavior is more rational than it might otherwise appear. This work is extremely influential and has spawned an entire research program. This volume (which follows on a previous collection, Adaptive Thinking, also published by OUP) collects his most recent articles, looking at how people use "fast and frugal heuristics" to calculate probability and risk and make decisions. It includes a newly written, substantial introduction, and the articles have been revised and updated where appropriate. This volume should appeal, like the earlier volumes, to a broad mixture of cognitive psychologists, philosophers, economists, and others who study decision making.

This book compiles key articles of the simple heuristics program published across journals in different disciplines. It introduces the evolution and structure of the program, and puts each of the articles into context by short introductions. These articles present theory, real-world applications, and a sample of the large number of existing experimental studies that provide evidence for people's adaptive use of heuristics. This volume of collected papers brings together applied and theoretical research on risks and decision making in the fields of medicine, psychology, and economics.

Knowing Beyond Logic

Brain Bugs: How the Brain's Flaws Shape Our Lives

Why Decisions Fail

From Homeostasis to Awareness

Welcome to Your Brain

Hare Brain, Tortoise Mind

Why You Lose Your Car Keys but Never Forget How to Drive and Other Puzzles of Everyday Life

In these accelerated times, our decisive and businesslike ways of thinking are unprepared for ambiguity, paradox, and sleeping on it." We assume that the quick-thinking "hare brain" will beat out the slower intuition of the "tortoise mind." However, now research in cognitive science is changing this understanding of the human mind. It suggests that patience and confusion--rather than rigor and certainty--are the essential precursors of wisdom. With a compelling argument that the mind works best when we trust our unconscious, or "undermind," psychologist Guy Claxton makes an appeal that we be less analytical and let our creativity have free rein. He also encourages reevaluation of society's obsession with results-oriented thinking and problem-solving under pressure. Packed with interesting anecdotes, a dozen puzzles to test your reasoning, and the latest related research, Hare Brain, Tortoise Mind is an illuminating, uplifting, stimulating read that focuses on a new kind of well-being and cognition.

From one of our preeminent neuroscientists: a landmark reflection that spans the biological and social sciences, offering a new way of understanding the origins of life, feeling, and culture. The Strange Order of Things is a pathbreaking investigation into homeostasis, the condition of that regulates human physiology within the range that makes possible not only the survival but also the flourishing of life. Antonio Damasio makes clear that we descend biologically, psychologically, and even socially from a long lineage that begins with single living cells; that our minds and cultures are linked by an invisible thread to the ways and means of ancient unicellular life and other primitive life-forms; and that inherent in our very chemistry is a powerful force, a striving toward life maintenance that governs life in all its guises, including the development of genes that help regulate and transmit life. In The Strange Order of Things, Damasio gives us a new way of comprehending the world and our place in it.

Where do new ideas come from? What is social intelligence? Why do social scientists perform mindless statistical rituals? This vital book is about rethinking rationality as adaptive thinking; to understand how minds cope with their environments, both ecological and social.Gerd Gigerenzer proposes and illustrates a bold new research program that investigates the psychology of rationality, introducing the concepts of ecological, bounded, and social rationality. His path-breaking collection takes research on thinking, social intelligence, creativity, and decision-making out of an ethereal world where the laws of logic and probability reign, and places it into our real world of human behavior and interaction. Adaptive Thinking is accessibly written for general readers with an interest in psychology, cognitive science, economics, sociology, philosophy, artificial intelligence, and animal behavior. It also teaches a practical audience, such as physicians, AIDS counselors, and experts in criminal law, how to understand and communicate uncertainties and risks.

Simple Heuristics That Make Us Smart invites readers to embark on a new journey into a land of rationality that differs from the familiar territory of cognitive science and economics. Traditional views of rationality tend to see decision makers as possessing superhuman powers of reason, limitless knowledge, and all of eternity in which to ponder choices. To understand decisions in the real world, we need a different, more psychologically plausible notion of rationality, and this book provides it. It is about fast and frugal heuristics--simple rules for making decisions when time is pressing and deep thought an unaffordable luxury. These heuristics can enable both living organisms and artificial systems to make smart choices, classifications, and predictions by employing bounded rationality. But when and how can such fast and frugal heuristics work? Can judgments based simply on one good reason be as accurate as those based on many reasons? Could less knowledge even lead to systematically better predictions than more knowledge? Simple Heuristics explores these questions, developing computational

models of heuristics and testing them through experiments and analyses. It shows how fast and frugal heuristics can produce adaptive decisions in situations as varied as choosing a mate, dividing resources among offspring, predicting high school drop out rates, and playing the stock market. As an interdisciplinary work that is both useful and engaging, this book will appeal to a wide audience. It is ideal for researchers in cognitive psychology, evolutionary psychology, and cognitive science, as well as in economics and artificial intelligence. It will also inspire anyone interested in simply making good decisions.

Why Human Intelligence Still Beats Algorithms

From Fear and Despair to Health and Hope

The Head, Heart and Gut Professional

How Risk Taking Transforms Us, Body and Mind

Use Your Gut Instincts to Make Smart Business Decisions

How the Awareness of Instinctual Gut Feelings Fosters Human Learning, Intuition, and Longevity

Women's Intuition

At times in our careers, we've all been aware of a "gut feeling" guiding our decisions. Too often, we dismiss these feelings as "hunches" and therefore untrustworthy. But renowned researcher Gary Klein reveals that, in fact, 90 percent of the critical decisions we make is based on our intuition. In his new book, **THE POWER OF INTUITION**, Klein shows that intuition, far from being an innate "sixth sense," is a learnable--and essential--skill. Based on interviews with senior executives who make important judgments swiftly, as well as firefighters, emergency medical staff, soldiers, and others who often face decisions with immediate life-and-death implications, Klein demonstrates that the expertise to recognize patterns and other cues that enable us--intuitively--to make the right decisions--is a natural extension of experience. Through a three-tiered process called the "Exceleration Program," Klein provides readers with the tools they need to build the intuitive skills that will help them make tough choices, spot potential problems, manage uncertainty, and size up situations quickly. Klein also shows how to communicate such decisions more effectively, coach others in the art of intuition, and recognize and defend against an overdependence on information technology. The first book to demystify the role of intuition in decision making, **THE POWER OF INTUITION** is essential reading for those who wish to develop their intuition skills, wherever they are in the organizational hierarchy.

Fear can't help you in a dangerous situation. A former FBI profiler shows you what can. As one of the world's top experts on psychopathy and criminal behavior, Mary Ellen O'Toole has seen repeatedly how relying on the sense of fear alone often fails to protect us from danger. Whether you are opening the door to a stranger or meeting a date you connected with online, you need to know how to protect yourself from harm--physical, financial, legal, and professional. Using the SMART method, which O'Toole developed and used at the FBI, we can confidently know how to: Respond to a threat in any situation Hire someone who will work inside your home like a contractor or housekeeper Figure out whether a prospective employee is a safe bet Know whom you can trust with your children An especially useful book for women living alone, parents who are concerned about their children's safety, and employers worried about employees who might go postal, **Dangerous Instincts** gives us the tools used by professionals to navigate potentially hazardous waters. Like **The Gift of Fear** and **The Sociopath Next Door**, it will appeal to anyone looking to make the right call in an ever threatening world.

How do smart students succeed? How do they crack exams and come out on top? What tricks do they have up their sleeves? How do they succeed in life? Find all the answers here in **6 Secrets Smart Students Don't Tell You!** A book that tries to answer the pressing question asked by students and parents alike: how to study better and have a successful academic career. Based on his extensive research of smart students, Chandan Deshmukh enumerates the six secrets that will ensure success for all students. Conversational, funny and insightful, this book is a compilation of useful advice, tips and tricks, and anecdotes that not only help answer these all-important questions but also provide a clear and concise guide to how students can pass their exams with flying colours. Simply put, this book is what you need to succeed!

Intuition is a birthright, but many have lost touch with it. If embraced and followed, intuition can be an accurate force that permeates all facets of life. Shakti teaches readers how to tap into their inner knowledge and use it to enhance their lives and attain their goals. Chapters explore the role of intuition in health, creativity, work, and prosperity. Exercises based on Shakti's workshops and seminars help readers listen to their inner guide but also evaluate the worthiness of such knowledge in the context of the real world. Stories from her clients and her own life illustrate the practical advice she gives.

Life, Feeling, and the Making of Cultures

How to Use Right Brain Instinct & Left Brain Smarts to Become a Master Trader

Simply Rational

First Intelligence

Radical Intuition