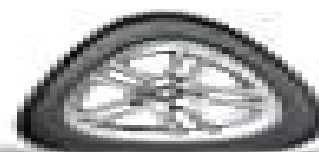
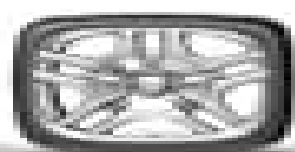


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Everything Is Obvious*

*How Common Sense
Fails Us*

DUNCAN J. WATTS



*Once You Know the Answer

Everything Is Obvious How Common Sense Fails Us

Yunsong Chen,Guangye He,Fei Yan



Everything Is Obvious How Common Sense Fails Us:

Everything Is Obvious Duncan J. Watts, 2011-03-29 By understanding how and when common sense fails we can improve our understanding of the present and better plan for the future Drawing on the latest scientific research along with a wealth of historical and contemporary examples Watts shows how common sense reasoning and history conspire to mislead us into believing that we understand more about the world of human behavior than we do and in turn why attempts to predict manage or manipulate social and economic systems so often go awry It seems obvious for example that people respond to incentives yet policy makers and managers alike frequently fail to anticipate how people will respond to the incentives they create Social trends often seem to be driven by certain influential people yet marketers have been unable to identify these influencers in advance And although successful products or companies always seem in retrospect to have succeeded because of their unique qualities predicting the qualities of the next hit product or hot company is notoriously difficult even for experienced professionals Watts argument has important implications in politics business and marketing as well as in science and everyday life

Everything is Obvious Duncan J. Watts, 2011-07-01 Why is the Mona Lisa the most famous painting in the world Why did Facebook succeed when other social networking sites failed Did the surge in Iraq really lead to less violence And does higher pay incentivize people to work harder If you think the answers to these questions are a matter of common sense think again As sociologist and network science pioneer Duncan Watts explains in this provocative book the explanations that we give for the outcomes that we observe in life explanations that seem obvious once we know the answer are less useful than they seem Watts shows how commonsense reasoning and history conspire to mislead us into thinking that we understand more about the world of human behavior than we do and in turn why attempts to predict manage or manipulate social and economic systems so often go awry Only by understanding how and when common sense fails can we improve how we plan for the future as well as understand the present an argument that has important implications in politics business marketing and even everyday life

Das Parteien-Paradox Emanuel V. Towfigh, 2015-08-17 Long description Emanuel V Towfigh analysiert die zwiespältige Wirkung politischer Parteien auf die Legitimation demokratischer Entscheidungen Das berkommene verfassungsrechtliche Leitbild führt dazu dass sowohl mit Parteien als auch ohne sie Legitimationsdefizite entstehen die durch ein alternatives Leitbild überwunden werden können

Simplicity in Safety Investigations Ian Long, 2025-06-30 This book investigates over 30 major catastrophes and reveals the critical necessity of transitioning from identifying lessons to implementing actionable changes in workplace safety Recognising the gap between incident analysis and meaningful workplace transformation the book advocates for a shift in mindset emphasising practical application over theoretical comprehension This book delivers a comprehensive framework that connects incident findings and tangible and practical workplace improvements Building upon the works of renowned safety science thinkers including Sidney Dekker and James Reason the book offers insights garnered from years of industry experience delivering a pragmatic

approach that is usable in any workplace New to this edition are two new chapters updated content on lessons learned from investigations and increased coverage of the process required to better understand workplace fatalities Through investigating common drivers of disasters from the Herald of Free Enterprise ferry tragedy to the Fukushima Daiichi meltdown the reader will gain an understanding of what can be learned from past incidents and how that can be applied to ensure a safer future This second edition of *Simplicity in Safety Investigations Moving Towards Learning from Incidents* is an indispensable resource tailored for those in occupational health and safety practice including supervisors managers and business leaders across diverse industries Essays on Aesthetic Genesis Charlene Elsby, Aaron Masecar, 2016-06-14

Essays on Aesthetic Genesis is a collection of essays written on Jeff Mitscherling's work in realist phenomenology *Aesthetic Genesis The Origin of Consciousness in the Intentional Being of Nature* The authors explicate expand contextualize and apply the concepts of intentional being the New Copernican Hypothesis a reversal of the fundamental tenet of phenomenology that all consciousness is intentional intentionality rather gives rise to consciousness the idea of intentional structures in nature and the foundational concepts of *Aesthetic Genesis* as they appear in the work of Aristotle Ingarden and Gadamer amongst others This book takes as its focus Mitscherling's comprehensive phenomenological analysis of embodiment aesthetic experience the interpretation of texts moral behavior and cognition and exemplifies subsequent work in the field of realist phenomenology being conducted by an international collection of active scholars influenced by *Aesthetic Genesis* **The**

Relativity of Deviance John Curra, 2016-01-25 This engaging and informative book by award winning sociologist and criminologist John Curra offers a valuable perspective on attitudes and behaviors labeled as deviant *The Relativity of Deviance* Fourth Edition explores the meanings and constructions of social deviance and social reactions to it he answers such questions as What is deviance What comprises deviant behavior How are deviants treated How is deviance socially constructed and socially sustained Why is the same attitude behavior or condition praised in one situation and condemned in another Through insightful and thought provoking examples and informed accounts the author illustrates that deviance cannot be explained or understood in terms of absolutes or essential characteristics nor can it be explained or understood apart from its social setting This book approaches sex violence theft drugs suicide rape and mental disorders in a way that shows the critical role of sociocultural factors and social reactions in constructions of deviance and crime *Research*

Foundations of Human Development and Family Science Kathleen D. Dyer, 2022-02-21 *Human Development and Family Science* HDFS is an interdisciplinary and applied field that draws from developmental science family science and other social sciences *Research Foundations of Human Development and Family Science* is a textbook that provides an introduction to the diverse scientific research methods that form the foundation of scholarship and practice in HDFS In Part I Kathleen D Dyer explores science She distinguishes empirical scientific research from common sense and from knowledge gained from personal experience This section also includes a discussion of the strategies used by pseudoscience to exploit the well

deserved credibility of science providing relevant examples Part II examines systematic empiricism through sampling and measurement HDFS scholars use a wide array of measurement tools including self report interviews questionnaires and self report tasks observations participant naturalistic and structured objective tests physiological measures and several types of archival records Part III introduces the use of study design to achieve falsifiability in scientific research including an overview of various orientations to time used in research as well as four different study designs qualitative prevalence correlational and experimental Finally Part IV addresses the public verifiability of science including how scientific consensus is developed the use of literature reviews to identify convergence of evidence and how scientific literacy translates into evidence based professional practice Illustrated throughout with studies foundational to the discipline as examples of the strategies described in the text Research Foundations for Human Development and Family Science is a comprehensive accessible core textbook for undergraduate research methods classes in HDFS It introduces the discipline of HDFS and challenges students to understand the limitations of common sense and the threat of pseudoscience for those work professionally with children and families

The Secret of Our Success Joseph Henrich, 2017-10-17 How our collective intelligence has helped us to evolve and prosper Humans are a puzzling species On the one hand we struggle to survive on our own in the wild often failing to overcome even basic challenges like obtaining food building shelters or avoiding predators On the other hand human groups have produced ingenious technologies sophisticated languages and complex institutions that have permitted us to successfully expand into a vast range of diverse environments What has enabled us to dominate the globe more than any other species while remaining virtually helpless as lone individuals This book shows that the secret of our success lies not in our innate intelligence but in our collective brains on the ability of human groups to socially interconnect and learn from one another over generations Drawing insights from lost European explorers clever chimpanzees mobile hunter gatherers neuroscientific findings ancient bones and the human genome Joseph Henrich demonstrates how our collective brains have propelled our species genetic evolution and shaped our biology Our early capacities for learning from others produced many cultural innovations such as fire cooking water containers plant knowledge and projectile weapons which in turn drove the expansion of our brains and altered our physiology anatomy and psychology in crucial ways Later on some collective brains generated and recombined powerful concepts such as the lever wheel screw and writing while also creating the institutions that continue to alter our motivations and perceptions Henrich shows how our genetics and biology are inextricably interwoven with cultural evolution and how culture gene interactions launched our species on an extraordinary evolutionary trajectory Tracking clues from our ancient past to the present *The Secret of Our Success* explores how the evolution of both our cultural and social natures produce a collective intelligence that explains both our species immense success and the origins of human uniqueness

[Understanding Reddit](#) Elliot T. Panek, 2021-12-24 This book offers a comprehensive scholarly overview of Reddit one of the most popular and least studied

social platforms of the early 21st century The book inspires new ways of thinking about Reddit considering it from multiple perspectives through a historical lens as a site where identity is forged as a democracy as a community and as a news aggregator and distributor By bringing theories from computer mediated communication communication studies and sociology to bear on original large scale observational analyses of Reddit s communities this book provides a uniquely comprehensive overview of the platform s first 15 years Understanding Reddit will help us make sense of how rapidly growing communities function in an era of mass online anonymity Serving both as a primer on how social behavior on Reddit plays out and as a way of locating it within multiple theoretical traditions the book will offer important insights to scholars and students in the disciplines of communication media studies information science internet and emerging media studies and sociology

Understanding China through Big Data Yunsong Chen,Guangye He,Fei Yan,2021-07-14 Chen He and Yan present a range of applications of multiple source big data to core areas of contemporary sociology demonstrating how a theory guided approach to macrosociology can help to understand social change in China especially where traditional approaches are limited by constrained and biased data In each chapter of the book the authors highlight an application of theory guided macrosociology that has the potential to reinvigorate an ambitious open minded and bold approach to sociological research These include social stratification social networks medical care and online behaviours among many others This research approach focuses on macro level social process and phenomena by using quantitative models to statistically test for associations and causalities suggested by a clearly hypothesised social theory By deploying theory oriented macrosociology where it can best assure macro level robustness and reliability big data applications can be more relevant to and guided by social theory An essential read for sociologists with an interest in quantitative and macro scale research methods which also provides fascinating insights into Chinese society as a demonstration of the utility of its methodology

Complexity in Language Salikoko S. Mufwene,Christophe Coupé,François Pellegrino,2017-03-30 The question of complexity as in what makes one language more complex than another is a long established topic of debate amongst linguists Recently this issue has been complemented with the view that languages are complex adaptive systems in which emergence and self organization play major roles However few students of the phenomenon have gone beyond the basic assessment of the number of units and rules in a language what has been characterized as bit complexity or shown some familiarity with the science of complexity This book reveals how much can be learned by overcoming these limitations especially by adopting developmental and evolutionary perspectives The contributors include specialists of language acquisition evolution and ecology grammaticization phonology and modeling all of whom approach languages as dynamical emergent and adaptive complex systems

Breakdown Richard L. Kradin,2020-07-10 In Breakdown renowned psychiatrist Richard L Kradin delivers a provocative examination of how progressive ideology has fundamentally transformed modern psychotherapy and redefined mental health in America Drawing on decades of clinical experience and historical analysis Dr

Kradin argues that the field of psychotherapy has abandoned traditional moral frameworks in favor of a politically driven approach that often enables rather than heals psychological dysfunction Kradin meticulously traces the evolution of morality from ancient Greek philosophy through Judeo Christian traditions to contemporary progressive thought revealing how today's mental health community has largely embraced subjectivity over objective truth victimhood over personal responsibility and political correctness over honest clinical assessment With compelling case studies from his practice he demonstrates how this shift has impacted therapeutic effectiveness and contributed to societal narcissism The book explores contentious topics including gender dysphoria trauma theory empathy versus confrontation in therapy and the erosion of boundaries between morality and mental health Kradin argues that by rejecting traditional moral values as outdated or oppressive modern psychotherapy has lost its ethical compass potentially doing more harm than good Breakdown is an urgent call for mental health professionals to reconsider the moral foundations of psychotherapy and recognize how political ideology may be compromising patient care This thought provoking work challenges readers to examine their assumptions about mental health morality and the proper role of psychotherapy in a healthy society If you enjoyed The Coddling of the American Mind The Righteous Mind and The Rise of Victimhood Culture you'll love Breakdown How Progressive Ideology Is Eroding Morality and Redefining Mental Health in America **Retooling Politics** Andreas Jungherr, Gonzalo Rivero, Daniel

Gayo-Avello, 2020-06-11 Donald Trump the Arab Spring Brexit digital media have provided political actors and citizens with new tools to engage in politics These tools are now routinely used by activists candidates non governmental organizations and parties to inform mobilize and persuade people But what are the effects of this retooling of politics Do digital media empower the powerless or are they breaking democracy Have these new tools and practices fundamentally changed politics or is their impact just a matter of degree This clear eyed guide steps back from hyperbolic hopes and fears to offer a balanced account of what aspects of politics are being shaped by digital media and what remains unchanged The authors discuss data driven politics the flow and reach of political information the effects of communication interventions through digital tools their use by citizens in coordinating political action and what their impact is on political organizations and on democracy at large **Real Option Analysis and Climate Change** Benoit Morel, 2019-06-12 This book sets out to reframe

the theory of real options so that it can be used to support environmental investments for climate change adaptation and mitigation Climate change policy often involves making decisions that concern extended time periods and doing so under considerable uncertainty By expanding and broadening the framework of real options this book first introduces readers to new ways of quantifying investment decisions that can much more effectively address the shape and size of the uncertainty than traditional approaches using Net Present Value In turn the second part of the book applies this new theoretical framework to climate change policy by presenting a number of examples and by providing a general perspective on investment decisions related to climate change and how to prioritize them Why Samantha Kleinberg, 2015-11-16 Can

drinking coffee help people live longer What makes a stock's price go up Why did you get the flu Causal questions like these arise on a regular basis but most people likely have not thought deeply about how to answer them This book helps you think about causality in a structured way What is a cause what are causes good for and what is compelling evidence of causality Author Samantha Kleinberg shows you how to develop a set of tools for thinking more critically about causes You'll learn how to question claims identify causes make decisions based on causal information and verify causes through further tests Whether it's figuring out what data you need or understanding that the way you collect and prepare data affects the conclusions you can draw from it Why will help you sharpen your causal inference skills *Cheap Sex* Mark

Regnerus, 2017-08-02 Sex is cheap Coupled sexual activity has become more widely available than ever Cheap sex has been made possible by two technologies that have little to do with each other the Pill and high quality pornography and its distribution made more efficient by a third technological innovation online dating Together they drive down the cost of real sex and in turn slow the development of love make fidelity more challenging sexual malleability more common and have even taken a toll on men's marriageability Cheap Sex takes readers on an extended tour inside the American mating market and highlights key patterns that characterize young adults' experience today including the timing of first sex in relationships overlapping partners frustrating returns on their relational investments and a failure to link future goals like marriage with how they navigate their current relationships Drawing upon several large nationally representative surveys in person interviews with 100 men and women and the assertions of scholars ranging from evolutionary psychologists to gender theorists what emerges is a story about social change technological breakthroughs and unintended consequences Men and women have not fundamentally changed but their unions have No longer playing a supporting role in relationships sex has emerged as a central priority in relationship development and continuation But unravel the layers and it is obvious that the emergence of industrial sex is far more a reflection of men's interests than women's **Three Worlds of Collective**

Human Experience: Individual Life, Social Change, and Human Evolution Victor N. Shaw, 2018-08-22 This book explores three worlds shared by the humans in their collective experiences It identifies and explores the world of commonsense the world of religion and the world of science as three essential dimensions of human experience The book helps understand that humans can gain comfort and pleasure in commonsense achieve meaning and purpose from religion and attain truth and rationality through science It actively applies theories to and develops theoretical explanations from different domains or situations of human existence This book is of interest to theorists researchers instructors and students across major academic disciplines in the humanities and social sciences **Building Better Arts Facilities** Joanna

Woronkowicz, D. Carroll Joynes, Norman Bradburn, 2014-11-27 At the turn of the 21st century a significant boom in the construction of cultural buildings took saw the creation of hundreds of performing arts centers theaters and museums After these buildings were completed however many of these cultural organizations struggled to survive or alternatively drifted off

mission as the construction project forced monetary or other considerations to be prioritized Building Better Arts Facilities Lessons from a U S National Study examines the ways in which organizations planned and managed building projects during this boom and investigates organizational operations after projects were completed By integrating quantitative data with case study evidence the authors identify the differences between the ways some organizations were able to successfully meet the challenges of a large construction project and others that were not With empirical evidence and analysis this book highlights better practices for managing and leading cultural building ventures Readers of this book be they arts managers politicians board members city planners foundation executives or philanthropists will find that book provides valuable perspective and insight about building cultural facilities and that reading it will serve to make building projects go more smoothly in the future

Me, My Customer, and AI Henrik Werdelin, Nicholas Thorne, 2025-08-12 Unlock the future of entrepreneurship with Me My Customer and AI This game changing guide from startup veterans Henrik Werdelin and Nicholas Thorne shows you how to harness AI in order to break barriers accelerate growth and build a business that truly matters From entrepreneurs Henrik Werdelin and Nicholas Thorne founding partners of Prehype the global venture development firm behind some of today s most innovative startups comes Me My Customer and AI the must read guide for building successful businesses in the age of AI With artificial intelligence reshaping every business and industry today who better to reimagine the rules of entrepreneurship than very the team who create groundbreaking companies teach applied entrepreneurship at top universities and empower founders with their Entrepreneur Residency program and Audos the revolutionary AI cofounder for future entrepreneurs Me My Customer and AI is both a roadmap and a rallying cry for the 60 percent of people in the US who have an idea for a new business Its message There has never been a better or more critical time to start a business AI removes barriers It automates market research accelerates prototyping and streamlines customer engagement freeing you to focus on what truly matters solving real problems and creating lasting value Drawing from their extensive experience launching and scaling companies like BARK Ro and AndCo the authors bring wit wisdom and practicality to every page And with innovative actionable exercises they won t just inspire but they will equip and embolden you to Identify your unique advantages and find your entrepreneurial focus Find problems worth solving for people worth serving Build meaningful scalable customer relationships Turn customer insights into sustainable competitive advantages Me My Customer and AI is an indispensable and inspiring guide for anyone seeking to create lasting value in a world where technology is quickly commoditizing everything else The future belongs to entrepreneurs who can cofound companies with AI while remaining radically human Come along and join them

Big Data Viktor Mayer-Schönberger, Kenneth Cukier, 2013 A exploration of the latest trend in technology and the impact it will have on the economy science and society at large

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